

**QUONSET DEVELOPMENT CORPORATION
STRATEGIC PLANNING COMMITTEE MEETING**

March 20, 2006

A meeting of the Strategic Planning Committee of the Quonset Development Corporation (the "Corporation") was held at 3:30 p.m. on Monday, March 20, 2006, at the offices of the Corporation located at 30 Enterprise Drive, North Kingstown, Rhode Island, pursuant to notice to all members of the Strategic Planning Committee and a public notice of the meeting as required by the Bylaws of the Corporation and applicable Rhode Island Law.

The Following members constituting a quorum were present and participated throughout the meeting as indicated: David A. Doern, Barbara Jackson, Sav Rebecchi and John G. Simpson. Quonset Development Staff present were W. Geoffrey Grout, Managing Director and Steven King, Chief Operating Officer.

1. Call to order:

The meeting was called to order at 3:36 p.m. by Chairman Doern.

2. Approval of minutes:

Upon motion duly made by Mr. Rebecchi and seconded by Mr.

Simpson, the Strategic Planning Committee:

VOTED: To approve the minutes of the meeting of February 13, 2006 as submitted to the Strategic Planning Committee.

Voting in favor were: Mr. Doern, Ms. Jackson, Mr. Rebecchi and Mr. Simpson.

Voting against were: none.

Unanimously approved.

3. Discussion on new chairperson:

Mr. Doern expressed his desire to be relieved of the Committee chairmanship. The group discussed a new chair. John Simpson was recommended by Mr. Doern. Mr. Simpson stated that his background is not in real estate development, but he does a lot of strategic planning in the private sector.

Upon motion duly made by Mr. Rebecchi and seconded by Ms. Jackson, the Strategic Planning Committee:

VOTED: To elect John Simpson the Chairman of the Strategic Planning Committee.

Voting in favor were: Mr. Doern, Ms. Jackson, Mr. Rebecchi and Mr. Simpson.

Voting against were: none.

Unanimously approved.

4. Old business:

The Committee decided to continue with the Plan outline discussed in previous meetings but to determine a methodology and a process.

The Plan outline consists of:

- 1. Vision**
- 2. Mission**
- 3. Critical success factors**
- 4. Goals for three years, by year**
- 5. Actions to work with**

The Plan methodology consists of a five part process:

- 1. SWOT**
- 2. Objectives**
- 3. Tactics**
- 4. Budget**
- 5. Metrics**

5. New Business:

A discussion ensued about what are the critical success factors.

John Simpson stated that a Plan starts with a vision and a mission. The vision and mission we know. What are the critical success factors? How can we be successful? We need to formulate goals for the next three years, by year, and determine practical actions the staff needs to take to meet those goals.

At earlier meetings discussions focused on:

- 1. Quasi Public organization/Government**
- 2. Organizational leadership; live within Quasi boundaries**
- 3. Employee Motivation**
- 4. Potential Privatization**
- 5. Revenue stream sustainability**

The Committee then engaged in a conversation regarding:

- 1. Park owners/municipal services**
- 2. Sales vs leases**
- 3. Corporate responsibilities**
- 4. PILOT payments in absence of municipal services agreement**

Ms. Jackson suggested that there should be no more sales until a municipal services agreement is in place.

Discussions focused on the desire to have a unified business park long term, and on reaffirming the commitment to developing a business park regardless of ownership.

There being no further business to come before the Committee, upon motion duly made by Mr. Doern and seconded by Ms. Jackson, the meeting was adjourned at 4:35 p.m.

Respectively submitted

By:_____

Steven J, King P.E.

Chief Operating Officer