

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24

Volume XI
Pages 1-89

Brookline Zoning Board of Appeals Hearing
1180 Boylston Street
Comprehensive Permit Application
Chestnut Hill Investments, LLC
Tuesday, February 7, 2017, at 7:00 p.m.
Brookline Town Hall
333 Washington Street, 1st Floor
Brookline, Massachusetts 02445

Reporter: Kristen C. Krakofsky

1 APPEARANCES

2 Board Members:

3 Johanna Schneider, Chair

4 Jonathan Book

5 Mark Zuroff

6

7 Town Staff:

8 Alison Steinfeld, Planning Director

9 Maria Morelli, Senior Planner

10

11 40B Consultant:

12 Judi Barrett, Director of Municipal Services,

13 RKG Associates, Inc.

14

15 Applicant:

16 Raj Dhanda, Chestnut Hill Investments, LLC

17 Rachna Balakrishna, Chestnut Hill Investments, LLC

18 Bob Engler, President, SEB, LLC

19 Haril A. Pandya, AIA, LEED AP, Principal,

20 CBT Architects

21

22

23

24

1 Members of the Public:

2 Yuriy Gerzon on behalf of 1162-1164 Boylston Street

3 Julie Gross, 629 Hammond Street

4 Hedva Kobes, 629 Hammond Street

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

1 PROCEEDINGS:

2 7:09 p.m.

3 MS. SCHNEIDER: Okay. So it being after
4 7:00, we are going to get started. This is a
5 continuation of the hearing of the comprehensive
6 permit or 40 application for 1180 Boylston Street.
7 We are going to start tonight with a staff report
8 from Maria Morelli from planning.

9 MS. MORELLI: Thank you. Good evening. I
10 just want to recap what happened at the last
11 hearing. There was a charge from the ZBA in
12 December, and that concerned having additional
13 articulation of the upper floors. And the applicant
14 responded to that with step-backs -- 2- and 4-foot
15 step-backs on the facade that faces the abutters on
16 Boylston Street. There are also step-backs on the
17 Boylston Street facade of 5 and 10 feet on those two
18 upper floors.

19 And what really occurred -- I think the
20 board was grappling with massing, and in particular,
21 what impact there would be on the abutter on
22 Boylston Street, considering that that is a
23 six-family, the three-and-a-half-story structure.

24 And I will admit, it is really hard to

1 assess massing, especially when you don't have your
2 guide book, that play book which are your zoning
3 parameters, and you are in this whole new world
4 where we're not going to come out of this with an
5 as-of-right project. But how do we discern what
6 impact the massing will have on the most affected
7 people?

8 So I thought what I would do is provide
9 some information to the ZBA -- and I hope it's
10 helpful to the public as well -- to help you assess
11 that.

12 One is certainly to have Judi Barrett here,
13 just to explain the process for pro forma. And as
14 you know, really, that whole process is triggered
15 not by the request itself, but by looking at very
16 specific impacts and the need to have them
17 mitigated. And it's that exchange between the ZBA,
18 your charge, and the project team that really
19 discerns if there's a stalemate, if there needs to
20 be a pro forma.

21 But the important thing to remember is that
22 we want to focus on impact. The intended uses, like
23 parking and the other health and safety issues are
24 largely resolved. This type of project -- well,

1 this is a general business zoning district, so
2 depending on -- there's a wide range of uses that
3 can be on this site. And depending on what those
4 uses are, they can generate a great deal more
5 traffic than what this particular project is
6 proposing. And that could be an as-of-right
7 situation generating more traffic volume. So I just
8 wanted to frame that.

9 The other thing is that even though there
10 wasn't a charge from the ZBA to the applicant, there
11 definitely was a recognition that you had concerns,
12 that you wanted to be very sensitive to the abutters
13 in the six-family. And Cliff Boehmer also
14 recognized that.

15 So Cliff had suggested that one way to
16 actually open up that access to sky where there are
17 the -- that articulation on the facade that faces
18 the abutter is to actually lower the ceiling height
19 at the ground level. And even a foot could make a
20 difference, could be comparable to increasing step-
21 backs on that side.

22 So the project team actually was very
23 diligent about seeing how they could make that work,
24 and that's something that they're going to share

1 tonight. So that's something they actually have
2 applied, which I feel is a very responsive gesture
3 to your concerns.

4 One of the things that we had wanted to do
5 was go over waivers. Waivers are another way to
6 look at the deltas that really help -- can help you
7 focus on how much relief is needed, and that can
8 help you in your discussion about the massing.

9 Because the applicant does need to do a
10 little bit more work on the waivers -- we've been
11 back and forth and there are just a few more things
12 that need to be added -- we're not going to go
13 through waivers tonight. But there are some key
14 deltas that I can share with you, especially on that
15 side that's closest to the abutters. I think it
16 will be really helpful.

17 And first and foremost, I wanted to say
18 that I actually -- I talked to the abutters
19 themselves. The Gerzons are the spokespeople for
20 the families who own condos there, and I had a
21 really productive conversation with Yuriy Gerzon,
22 who is -- his parents live there. And I will go
23 through a number of things that we discussed, but it
24 was really helpful, and I hope that Yuriy will

1 have -- Mr. Gerzon will have a chance to speak for
2 himself this evening.

3 One of the things I just want to get out of
4 the way is really more factual, basic stuff, and
5 that's concerning the step-backs. I'm not sure if
6 the architect, Brendan, could just flip to maybe one
7 of the floor plans or even like a roof plan. The
8 actual step-backs from that property line that's
9 shared with the abutters at Boylston Street to the --
10 that's actually pretty good.

11 So this is the six-family home -- structure
12 on Boylston Street, and there's about 5 to 7 feet
13 between this property and the property line. Then
14 you have a 5-foot buffer that would maybe have like
15 20-foot tall evergreens. And then we have -- here we
16 have a 30-foot-wide curb cut, so the ground level --
17 there's at least 30 feet to this wall on the ground
18 level floor.

19 When you go up to the second and third
20 floors, you'll see this dashed line here. That
21 indicates there's about a 20-foot -- about, give or
22 take a foot as the line travels. So you see it's not
23 perfectly parallel, but it's about 20 feet
24 consistently from that property line to these upper

1 floors, floors 2, 3, and 4.

2 And then when you get to floors 5 and 6 --
3 and probably the roof plan better shows -- I'm not
4 sure if you have the roof plan. Yup. That's great.
5 You'll see these increments here represent, on the
6 5th floor, a 2-foot setback and then an additional --
7 it would be, in total, a 4-foot setback on the sixth
8 floor. There's 5 and 10 feet here. So that actually
9 is going to increase access to sky and light. There
10 isn't really a shadow impact because of where south
11 is here. It's really northern exposure.

12 So the project team, in conjunction with
13 Cliff's commentary, was really about how to increase
14 the access to light and sky here. Lowering that
15 ground level will actually increase that access to
16 sky and light.

17 Now, in terms of what you have to meet,
18 what zoning requires -- now, keep in mind, in just a
19 plain old general business district with no dwelling
20 units in it, this is actually -- I should actually
21 step back.

22 So this is not a traditional corner lot
23 because of these internal lots. So you have two
24 front yards here and here, Boylston and Hammond, and

1 then you have -- this is the rear yard, this is a
2 rear yard, this abuts the two-family district, this
3 is actually a rear yard because it's opposite the
4 front yard, and then there is this long piece here.
5 That's the sole side yard, okay, so there's no
6 opportunity for the project team to select which is
7 the side yard and which is the rear yard.

8 So we're concerned about this area. That's
9 what I'm going to analyze. If this were just no
10 dwelling units in a business district, that rear yard
11 would have a requirement. It would be 10 feet plus a
12 10th of the length of this wall, which is that 7
13 feet, so that's about like a 17-foot setback for a
14 rear yard.

15 Because we have dwelling units here, we
16 have to go to Section 507, which takes us to the
17 M-1.0 district for side, rear yard, and usable open
18 space, and you have a 40-foot setback. Now, keep in
19 mind, you have three rear yards, right here, here,
20 and here. So you have at least 40-foot setbacks in
21 these areas, which means -- I mean, it's almost
22 impossible to construct anything on the site if you
23 wanted to conform to the M-1.0 requirements. This
24 would be any other structure because it's mixed use.

1 And this is really where our bylaw kind of fails. We
2 don't really address mixed use in a way that allows
3 you to do something that's actually pragmatic. And
4 the side yard would have a 24-foot setback
5 requirement, so you can see right there there's no
6 way to build a mixed-use project with those
7 parameters.

8 So, again, if it's helpful, if this were a
9 general -- just general business district -- you have
10 dwelling units here. That's why you have those
11 really deep requirements. The rationale is assuming
12 that it's an area where you have all business, and
13 you certainly don't here, so that's another way that
14 our bylaw really fails and isn't pragmatic.

15 The 17-foot setback for just a plain old
16 rear yard is pretty decent. That 20-foot setback, in
17 my professional opinion, I think that it is really
18 decent. I'm working on quite a few 40Bs where we're
19 really -- we're grasping for as much setback space as
20 we can get. And 420 Harvard is another mixed-use
21 project. It is not in a situation like this where we
22 have a state highway and a different neighborhood
23 behind it, so it's not comparable.

24 But just to put some perspective, we have a

1 15-foot setback from the property line from a 4 1/2
2 story building to a two-family neighborhood. That's
3 a 15-foot setback, and that was something that the
4 abutters were really happy with. So 20 feet, to me,
5 is something that I just don't expect to see in a 40B
6 project, and I am quite pleased with it.

7 So a couple of things that I wanted to
8 mention, other things, just to consider, that when we
9 have these projects that are much more dense than
10 zoning allows, a couple of things that we want to
11 look at are ways to mitigate that density, and I'll
12 get to that in a second.

13 We also like to see where is it more
14 appropriate in the neighborhood to have that density.
15 And we certainly wouldn't want to see this further
16 down on Hammond, really in the heart of the
17 residential district. So to have density on a major
18 thoroughfare like a state highway is preferable to
19 really getting into, you know, the very coherent
20 residential district. That often does happen. That
21 situation does happen.

22 I really had this very productive
23 conversation with Mr. Gerzon about the issues that
24 his parents and also the others who live there are

1 perceiving. And if I am misspeaking, I think they'll
2 have an opportunity to correct me. I certainly want
3 them to speak for themselves.

4 But the first -- I guess the priority for
5 them -- it's really a civil matter. And, as you
6 know, parking is not available on the property at
7 1162-64 Boylston, and they bought those condos
8 knowing that. But they've had certain, I guess,
9 conveniences or a really neighborly exchange with the
10 prior owner where they were able to use that property
11 for drop-off, just for really -- they have overnight
12 parking that they pay for off-site, and they're not
13 looking for that. But there's some things that can
14 actually make their lives a little bit easier for
15 day-to-day, and it's really about being good
16 neighbors. It's something I would -- I've encouraged
17 the applicant to continue that conversation, and I'm
18 encouraged to see that the applicant is willing to do
19 that. There hasn't been anything decided, but at
20 least in my conversation with the Gerzons and Yuriy,
21 if that is something that can continue, that would be
22 their top priority.

23 Other things that they are concerned
24 about -- really it's the activity on the site.

1 Privacy is one. And that 5-foot buffer, that is in
2 compliance. We do require at least 5 feet to a
3 driveway or parking area, and that is spec'd in these
4 plans, which is good. It can accommodate, I think,
5 maybe even arborvitae, which can grow to like 20
6 feet. There are evergreens. So it can be really
7 thickly landscaped to provide effective buffering,
8 and that would really please the abutters.

9 The other thing really concerns trash.
10 They were worried that there might be a dumpster on
11 the site, and that's -- I want to reiterate, there
12 will be no trash storage on the site whatsoever. It
13 has to be contained within the footprint. The only
14 time you see it is when it is put out to be picked
15 up, and there would be conditions regarding how long
16 you could have it out there. Certainly, you couldn't
17 have it out there after 8:00 in the morning or
18 earlier than 11:00 p.m. at night. And so that is
19 also a positive thing.

20 The other is that we wouldn't want to see
21 any idling. You know, this is going to be kind of a
22 queue lane. Remember, we have three lanes to
23 accommodate traffic, and that's so that we don't have
24 any queuing or holdover parking on Route 9. That

1 would also be conditioned. The applicant would be
2 responsible for that not taking place.

3 Nonetheless, it's really tempting to maybe
4 have those cars parked in that lane and idling, and
5 we would really want to stipulate that that not
6 happen, that the valet service would be cognizant of
7 that. And keep in mind, there are some bedroom
8 windows or living areas along here where that could
9 be a problem.

10 Other things they were concerned about were
11 any damage to their foundation, their property during
12 construction. What we've done on other projects is
13 we've had the applicant commit to conducting a
14 preconstruction survey, and just about every
15 developer wants to do that because it protects them.
16 So that wouldn't be a problem here. The applicant
17 would be responsible for repairs, for instance, if
18 there were any done during construction.

19 And then, of course, the stormwater. I
20 want to make it really clear that we have a
21 stormwater bylaw that prohibits increasing the rate
22 of runoff on abutting properties. And because of how
23 much soil would be moved on the site, there's a very
24 extensive site plan review checklist that DPW, Peter

1 Ditto, conducts, and it involves a lot of
2 calculations regarding that runoff and a slew of
3 other things. So that is actually a process. There
4 are no waivers for that. It's part of the permitting
5 process, getting a building permit, and they're
6 certainly -- the project team is certainly willing to
7 work with DPW regarding that. So that's where the
8 concerns for water runoff would be handled, and
9 that's after the ZBA process.

10 I just want to see if there's anything else
11 that I wanted to mention.

12 I don't want to speak for the applicants
13 regarding massing, but I think one of the things that
14 came up is that they did recall what the original
15 project looked like with virtually no setbacks. And
16 so the fact that there is a 20-foot setback to the
17 main portion of the building, a 30-foot setback at
18 the ground level, an additional articulation of those
19 upper floors, probably is a very positive thing.

20 And again, I'll just have the abutters
21 speak for themselves.

22 So regarding the waivers, we'll probably
23 deal with that next week. We do have a hearing
24 scheduled on the 15th, and it is reasonable to expect

1 us to deal with waivers then.

2 And the last thing is regarding the health
3 of the tree on Hammond Street that is proposed for
4 removal to accommodate the loading bay. Tom Brady
5 did review that. It's not a great specimen, but it
6 is a healthy tree, so it would fall under 87, which
7 is a state law.

8 So if there's anything that I can just
9 clarify about -- I really want to just provide a
10 framework for analysis because these are challenging
11 cases. And the way I look at them, I do want to look
12 at them through a very objective lens. And part of
13 the analysis that I do is really look at the
14 dimensions and then look at the type of activity that
15 this project would be inflicting on abutters. And it
16 seems that a lot of that can be managed through
17 conditions that we would be putting on this project.

18 MS. SCHNEIDER: Does anybody have any
19 follow-up questions for Maria?

20 MR. ZUROFF: Just thank you, Maria, for
21 your analysis.

22 MS. SCHNEIDER: Very helpful. Thank you.

23 So tonight we are joined by Judi Barrett,
24 our 40B expert, who we wish was with us at our last

1 hearing.

2 MS. BARRETT: I'm sorry.

3 MS. SCHNEIDER: But she can't be everywhere
4 at the same time, and we understand that. But thank
5 you for joining us tonight.

6 As I think everybody who was here at the
7 last meeting recalls, we did dip a toe into a
8 conversation about pro forma review. Mr. Engler
9 tried valiantly to talk about both sides of the
10 equation, but we decided that at this meeting it
11 would be useful to have Judi's perspective as well.
12 With all due respect, Mr. Engler. We know you tried.

13 MR. ENGLER: I tried to be Judi Barrett. I
14 don't know if I was successful or not.

15 MS. BARRETT: So, you know, I've been in
16 and out of this project, so I'll just jump in, I
17 guess, where it makes sense to do so.

18 I think that what I always try to encourage
19 boards to do before you move toward the pro forma
20 review is to just make sure that you have asked the
21 applicant to do the things that you want the
22 applicant to do so the applicant has an opportunity
23 to say, well, I can do that, or no, I can't.

24 Because, as you know, I think, from a memo

1 that I prepared for the board on another case, really
2 since 2008, the whole approach to pro forma review
3 has been quite different from the way it was in the
4 past. And now, for the last several years, I guess
5 quite a while now, the standard has been that you
6 don't ask for a pro forma review just for the sake of
7 asking for a pro forma review. It's have you asked
8 the applicant to do something that the applicant
9 claims will make the project uneconomic?

10 And if that something that you're asking
11 the applicant to do falls under one of those valid
12 local concerns that are clearly within the board's
13 purview, then at that point you can say, well, we
14 need to do a review of this project. So the
15 applicant provides a pro forma for the changed
16 project, which basically proves that what you're
17 asking him to do will make the project uneconomic.
18 And my experience, with all due respect to the
19 applicant and his team, is that invariably those
20 pro formas come back and show that it would make the
21 project uneconomic.

22 You have peer review consultants available
23 to you to review that pro forma, and it is clearly
24 within the board's right to do this if you think you

1 must.

2 Just the caveat in all of this is if the
3 pro forma review consultant comes back and says,
4 guess what, it does make the project uneconomic,
5 you've actually run the risk of kind of narrowing
6 your negotiating ability. So that's why I usually
7 try to encourage people to sort of work out what you
8 can first. And if you can't, you can't. I mean, the
9 board -- you know, you don't have to give them
10 everything they want, but, you know, you're trying to
11 aim for the best project you can get for the town, if
12 that's feasible to do.

13 So where I'm kind of coming into this now
14 is to try to understand what are you asking the
15 applicant to change in this project that the
16 applicant may either agree to do or may say, I can't
17 do because it's going to make my project uneconomic.
18 And the way this really involves the waivers -- they
19 sort of intersect. And I know you're not taking the
20 waivers up till next week, but the heart of the
21 matter is they're asking for waivers that make that
22 project buildable. So if you deny some waiver that's
23 essential for making that project buildable, then you
24 may find yourself in a pro forma case anyway.

1 But I think I'd just like to know, in that
2 sort of realm of kind of health and safety and
3 environmental and design concerns that are clearly
4 yours to consider, what is it that you want the
5 applicant to do that you haven't seen so far? I
6 think maybe that's where this conversation should go.
7 Because without that direction to the applicant, they
8 can't respond: You're asking me to do something I
9 can't do or not.

10 MR. BOOK: So one of the things that we had
11 asked the applicant about was further -- in
12 particular, on the side of the building facing the
13 six-family house on Boylston, to further -- either
14 further setbacks -- which I think we understood would
15 result in the elimination of one or two units. And
16 the response from the applicant was that the further
17 setbacks that would result in the elimination of one
18 or two units would, in fact, make the project
19 uneconomic. So that was one thing I think we had
20 asked about.

21 MS. SCHNEIDER: Yeah. And I think that
22 that was sort of the crux of the conversation, is
23 that we felt like, you know, overall, I think there's
24 always some discomfort on this board that this

1 project is too massive in its proximity to smaller
2 residential buildings, that it was out of
3 architectural context, although, you know,
4 Mr. Boehmer may have a different opinion about that,
5 and that it generally was not displaying sufficient
6 sensitivity to the residential abutters closest to it
7 in terms of blocking daylight, creating noise impact,
8 and, you know, just sort of depriving them of light,
9 air, etc.

10 MS. BARRETT: Okay. So the applicant's
11 position is they can't do that.

12 MS. SCHNEIDER: They said they can't do
13 that.

14 MS. BARRETT: And my only concern for you
15 folks is if you take the position that -- well, you
16 have to then sort of take this to the next line of
17 inquiry, which is: Is the concern that you've
18 expressed -- does that outweigh the regional need for
19 affordable housing? Because, you know, if it does,
20 then ask for the pro forma review and take the risk
21 and go all the way if you have to.

22 But if you can't answer that question
23 affirmatively, then I think you have to decide how
24 far you want to push this, given that your peer

1 review consultant has said, I think -- you know, I
2 haven't read Cliff's final report on this project.
3 But if the architectural peer review is saying these
4 changes to the project aren't sufficient to mitigate
5 the impact on the neighboring property, that's what
6 your professional consultant's saying, if you end up
7 at the Housing Appeals Committee -- let's just take
8 this to its logical conclusion -- that becomes a
9 venue for professionals to argue.

10 The Housing Appeals Committee will put far
11 more credence on what the professional consultants
12 say than anything else, so you want to make sure
13 you've got a basis to say, yeah, two units -- or
14 whatever the number is -- is that important to us and
15 it outweighs the regional need for affordable housing
16 and we can go to bat for that and prove it. That's
17 the case you need to be able to make. If you think
18 you can, then ask for the pro forma review.

19 MR. BOOK: Can I ask a different question?

20 MS. BARRETT: Absolutely.

21 MR. BOOK: So one of the things that I
22 have -- I'll speak for me -- that I struggle with is
23 what -- in a pro forma review, is the consultant --
24 are they looking at the financials of the project --

1 the project as presented? And by that I mean -- one
2 of the things that I have a little bit of trouble
3 with is -- or what's different about this project
4 that causes me to pause is that this is a higher-end
5 project than any of the other 40B projects that we've
6 been presented with. And so I'm sure that because
7 it's a higher-end project, the construction costs are
8 higher than maybe a less high-end project.

9 Is that relevant in terms of analyzing the
10 financials of the project? It very well may be that
11 the elimination of a unit or two makes this project
12 uneconomic, but is it relevant that, you know, if
13 they built a less high-end project, that they would
14 be able to forgo one or two units and still make it
15 economic?

16 MS. BARRETT: Well, you'll dislike my
17 yes-and-no answer.

18 MR. BOOK: Okay. Well, I just want your
19 answer.

20 MS. BARRETT: Well, I mean, it's not an
21 easy one. A good pro forma review consultant will
22 look at some of the developer's assumptions. It's
23 not just the numbers. It's what's the assumptions
24 behind the numbers. And so the consultant might try

1 to get some verification of construction costs per
2 foot in the pro forma, and when it's really high, the
3 consultant would ask why, clearly. I mean, is it
4 because of unusual site conditions or whatever?

5 But I think what the answer probably will
6 be is it's a market issue and that because this is
7 age-restricted housing -- which is, you know, let's
8 face it, not being built all that much anymore
9 because of market conditions in eastern
10 Massachusetts -- that in order to compete for that
11 market of buyers or renters, you need an amenity-rich
12 project. Now, I'm not speaking for the applicant.
13 I'm just saying what I -- my understanding of this
14 industry at this point in time.

15 So I think the pro forma review consultant
16 would come back to you and say, because of the
17 developer's market assumptions about this project,
18 those numbers would be justified. And then it really
19 becomes an issue of what is the market looking for?
20 Is the market looking for something that is so
21 amenity rich that justifies those assumptions?

22 And I think the answer really comes down to
23 what was in the subsidizing agency's head when they
24 approved this in the first place? Because they're

1 supposed to look at the pro forma too.

2 Now, to answer your question, the pro forma
3 review consultant isn't really going to look at the
4 original pro forma. They're going to look at a
5 pro forma -- they have to see it, but the thing that
6 they're really -- the question you're asking them is:
7 If we make this guy make a change that's going to
8 cause the loss of two units, is that making the
9 project uneconomic? Because the assumption is that
10 the project as proposed is economic, otherwise it
11 wouldn't be in front of you. So I'm not saying
12 that's right or wrong. I'm just saying for a
13 regulatory framework, that is the assumption.

14 MR. BOOK: Okay.

15 MS. BARRETT: I understand your concern
16 about the high-end cost or the high-end nature of
17 this project, and I'm not trying to dismiss that
18 concern. But I think in some ways it's going to end
19 up kind of beyond the purview of the pro forma
20 consultant whose job is going to be to try to
21 ascertain whether those costs are reasonable for this
22 type of project.

23 MR. BOOK: Okay. Thank you.

24 MS. SCHNEIDER: Mr. Engler, did you want

1 to --

2 MR. ENGLER: Yeah. I tried to explain it
3 last time. Let me try and rephrase it from what Judi
4 said.

5 It doesn't -- the definition is a little
6 bit strange for 40B. It's not real estate economics
7 101. It's a 40B regulation that says the return on
8 your costs as an investor and developer is measured
9 against putting safe, secure investments in the
10 10-year treasury bill.

11 What that rate is when you apply for
12 getting a site approval letter, whatever date and
13 year that was, and what you submitted to the state
14 agency with your pro forma had a return of total
15 cost, debt and equity, that was a measure against --
16 riskier, so you have to make more than putting your
17 money in a 10-year treasury. That delta between that
18 treasury note and what you're willing to live with --
19 you and your investors -- becomes your baseline.

20 It may, in fact, be uneconomic by the 40B
21 standards. In my experience, having done many of
22 these, a lot of that is uneconomic because of the 40B
23 rules. It doesn't mean the project doesn't work.
24 Developers want to do it all the time. It just means

1 the way they're measuring it, you're not making 4 1/2
2 basis -- 4.5 percent or 450 basis points above the
3 10-year treasury. That makes it economic because
4 that's worth the risk, according to the experts that
5 framed this regulation. So if you come in at 350
6 basis points above that, they will say, gee, you're
7 doing it uneconomic. And we're saying, well, we want
8 to do it. We understand that.

9 But that's the baseline. We can't go back
10 up and say, oh, we want to get 450. The baseline is
11 what we submitted, and that delta is what's going to
12 be measured against what you asked us to do. So if
13 you ask us to take out units or switch buildings
14 or -- we have to run numbers and say, what are the
15 costs of all that compared to what we were willing to
16 live with when we submitted to MassHousing originally
17 and say, can we -- is it less economic than what that
18 was? Even if that was uneconomic, is this
19 significantly more uneconomic? And that's what we
20 have to look at.

21 And we've had peer review the last -- I've
22 done three of them in the last six months. They've
23 all agreed with me, which is nice, because we're
24 telling the truth about the numbers. And the problem

1 is the Housing Appeals Committee doesn't have a fine
2 line that says, what's really more uneconomic? Is it
3 2 percent? Is it 20 percent? Is it 30 percent? So
4 the question becomes how significant is it? I can't
5 argue about 450 square feet, but I can argue about a
6 lot of things we've done to date over six months to
7 make the project better and what that cost us.

8 So you have to say, as Judi said -- I think
9 that's the important thing -- if we prove it's
10 uneconomic, what you're asking, you have to have
11 really strong local concerns that say, I don't care.
12 These concerns for health and safety and design trump
13 that kind of need for housing. That's the balancing
14 test the HAC has to do. And nobody wants to go
15 there, but we always have that in our mind because we
16 have to think about what we're spending money on. So
17 that's what we're thinking about.

18 MS. BARRETT: So just so I understand, was
19 the effect of what you asked the applicant to do the
20 loss of two units? Is that what I heard?

21 MR. ENGLER: I don't believe so. I think
22 they're asking for a floor or a 10-foot setback. I
23 think it was more than two units.

24 MR. ZUROFF: We were talking concepts, not

1 specific --

2 MS. SCHNEIDER: We did not make a
3 specific --

4 MR. ZUROFF: But let me ask you both, at
5 what point in the financial analysis does the
6 deciding agency or you or HAC take into account that
7 the market for these apartments has considerably
8 tightened and that the rents have gone up since your
9 original proposal?

10 MR. ENGLER: Well, that's a very good
11 question, but the HAC in the Surfside case has ruled
12 that the date that you file everything is the date of
13 your pretrial -- preorder -- when you're at the HAC
14 and there's a preorder. Okay? So you do it all over
15 again. Even though we did numbers for them a long
16 time ago -- we could do numbers today -- we have to
17 do numbers as of next May or whenever it is, and the
18 peer reviewers that the ZBA hires has to look at them
19 as of that point in time. So if the treasury also
20 goes way up, that affects it too. The interest rate,
21 everything changes. It de novo as of that date.

22 MS. BARRETT: This could change at final
23 approval too. I mean --

24 MR. ENGLER: Yeah. But in terms of the

1 HAC, the prehearing order is the date you turn in
2 your numbers. I'm going through it today. I spent
3 eight hours on it. So I know exactly when you have
4 to do it as of that prehearing order, which happens
5 when you get to the HAC.

6 So even -- it's an awkward thing for you
7 because you may be looking at numbers right now, or
8 even what we turned in a year ago. If they were
9 going to change, it would be up to the HAC. Because
10 you have to measure what investors are willing to
11 live with at that time.

12 MR. ZUROFF: It's a sliding scale.

13 MR. ENGLER: It is a sliding scale.

14 MR. ZUROFF: And so is construction costs.

15 MR. ENGLER: All of it has to be redone and
16 has to be evaluated at that time because your
17 investors aren't going to say, hey, would've made a
18 killing in 2013, but I'm going to lose my shirt now.
19 You have to look at it right now, or right whenever
20 it is you're doing your numbers.

21 MS. BARRETT: My comment -- just -- even if
22 you issue a permit and they're happy with it and
23 there's no appeal and eventually this thing goes back
24 to MassHousing for final approval, MassHousing may

1 very well require additional scrutiny of this project
2 because it's age restricted, because of what's
3 happening with rents. I mean, I'm not forecasting.
4 I'm just saying that would not surprise me.
5 Mr. Engler might disagree, but it wouldn't surprise
6 me, despite the fact of this location making it kind
7 of a unique project. But they might.

8 MR. ZUROFF: And clearly, one of the
9 concerns that I have about all of these 40B projects
10 is the classification as affordable of a certain
11 percentage of the units where, in the context of our
12 surroundings, "affordable" could mean something very
13 different in Brookline than if we were in Medfield or
14 Springfield.

15 MS. BARRETT: Well, the affordable prices,
16 rents or homeownership -- you know, sale prices are
17 based on the Boston Metro area, so your affordable
18 price here is the same as an affordable price in a
19 neighboring community. It's the market numbers that
20 are significantly different.

21 MR. ZUROFF: Not Worcester. That's a
22 different region.

23 MS. BARRETT: That's a different region,
24 yeah, because their area --

1 MR. ZUROFF: Comparable to East Boston
2 or --

3 MS. BARRETT: Yes. And Medfield would fall
4 into the same category, I hate to tell you, but I
5 know what you're saying. Springfield's different --
6 different region. They're area sensitive. Really
7 it's -- you're almost taking labor market areas,
8 which is kind of the way regions are divided up.

9 MR. ZUROFF: All right. So I suppose that
10 that supports a more liberal definition of
11 "affordable" for Brookline.

12 MS. BARRETT: It's because it's based on
13 the area median income for the Boston Metro area.

14 MR. ZUROFF: Okay. Thank you. Thank you,
15 both.

16 MS. BARRETT: You're welcome.

17 MS. SCHNEIDER: Any other questions about
18 this?

19 MR. BOOK: No.

20 MS. SCHNEIDER: Thank you, Judi.

21 MS. BARRETT: No problem.

22 MS. SCHNEIDER: I understand that the
23 applicant may have some slightly updated plans or
24 something to present?

1 MR. PANDYA: So really since the last
2 meeting, and especially in discussions and hearing
3 and being sensitive to not only what Mr. Boehmer was
4 saying about, you know, height, mass, and overall
5 proportion, if you will, for the building, you know,
6 we did go back and look at it.

7 And, you know, our office is involved in
8 many projects that have, you know, mixed-use
9 components that have retail at the base, whether it's
10 office above, whether it's residential above. You
11 know, we have somewhere around the magnitude of 9,000
12 residential units that our office is working on, so
13 we're very sensitive to the fact that there are these
14 concerns, what works, what doesn't work, what may
15 seem to work for heights, what doesn't seem to work
16 for heights as far as leasable, rentable, and usable
17 space. So we're pretty dialed into a lot of that,
18 you know, dimensionality.

19 And I think at the onset we sort of -- to
20 echo Mr. Engler's comments that this is in a concept
21 phase -- we were sort of operating under the fact
22 that we would -- and also to mitigate the slope of
23 the site itself at the ground level, we were
24 operating at a 14-foot to 15-foot height for the

1 ground floor, understanding that one, it's going to
2 be a retail use, which often -- more often than not
3 dictates higher ceilings just because of stacks or
4 whatever. You know, we don't know that end user,
5 per se, but you want that level of height because
6 it's sort of germane to what you're trying to do from
7 a retail perspective. You know, when you go up and
8 down Route 9, you'll definitely see that height
9 pretty commonplace.

10 So that's where we had started. And I
11 think, you know, as a result of, you know, several of
12 the efforts of trying to step back the building, be
13 mindful, understand sun angles, I think we've been
14 through a fair amount of understanding that impact,
15 not only from the building, as was pointed out
16 earlier, that, you know, is it a mostly north-facing
17 facade, so all the shadow impact and everything else
18 we were considering really wasn't one that wasn't
19 already being caused by buildings behind it, for the
20 most part.

21 So, really, the place that we were focused
22 was trying to create more light and sky view on the
23 abutters' side. So as pointed out by Maria before,
24 you know, we have increased substantively over the

1 course of the months that we've been involved in
2 doing this process, you know, from nearly nothing to
3 something that's pretty substantive. Not only the
4 ground floor at 30 feet, but then sort of an average
5 overall front to back of around 20 foot 6 that
6 increases over 4 feet by the time you get to the top
7 floor of approximately almost 25 feet, which is
8 pretty big if you were to ask me how far the other
9 projects that we are doing both suburban and urban.

10 So at this point, the last sort of
11 component that we really wanted to look at and
12 address was the overall height of the building, which
13 we thought by trying to address that and reducing it
14 by another foot, that we would try to, again,
15 maximize the opportunity of access to sky and, again,
16 take the edge of the mass of the building. So in
17 doing so, we studied it further. And, again, I will
18 echo Mr. Engler's comments that we are still, you
19 know, in schematics, so these are things that we are
20 hoping to get through and get done and believe,
21 through conversations that we've had with
22 consultants, that these things are doable.

23 So we are now -- hard to read, but I think
24 a lot of you have the packet. But we are now at a

1 13- and 14-foot ceiling. We have reduced the height
2 overall. So it's a steady ceiling all the way on the
3 inside, but as it pertains to the slope across
4 Boylston Street, that's where you get 13 feet on one
5 end and 14 feet on another. So we'll have to
6 mitigate that internally because we have to still
7 have ADA accessible entrances, so we have to mitigate
8 that component internally. But for the most part,
9 the entire building has gone from here to here. And
10 I think that's, honestly, the biggest update since
11 the last time we've met.

12 You know, we've talked about trash, we've
13 talked about a lot of these other components. There
14 are no visible trash areas. Everything's stored
15 in-site, on-site, inside until the actual pickup for
16 which we talked about last time and we've had the
17 consultants also talk about as to how that's going to
18 operate. And I think from that perspective, we're
19 also pretty clear as to how that's going. So really
20 that's the biggest update.

21 I would say that, you know, that's -- we're
22 feeling compressed. I mean, I think a lot of this
23 has been -- having the process that we've had, which,
24 to me -- I've been a part of many of these, and this

1 has been really dynamic. And, you know, despite the
2 back and forth, I think it's been a pretty positive
3 experience. And I think because of that, we're going
4 to end up with a much better building.

5 You know, this is not the scenario that we
6 find in many, many, many conditions like this in
7 other projects that everyone's 100 percent happy and
8 everyone's high fiving each other, because we're at a
9 point where we're really trying to find a place
10 where, you know, we're trying to reap the benefit
11 overall as a project. I think completing the street
12 corner -- it's a blighted site -- having an urbane
13 interface to actually do that, creating more people
14 that come there that will use businesses in the area,
15 tax, revenue, you name it. It's better than a gas
16 station in many, many ways, and that fact is
17 undeniable. At the end of the day, that's what we're
18 really including. And bringing that mass down, I
19 think, is really the last helpful component from what
20 we've heard.

21 MR. ZUROFF: Did you not also cut out some
22 of the corners and --

23 MR. PANDYA: From the last time, we still
24 cut off -- again, it was 2 feet 2 feet at five and

1 six, so a net 4 feet back at the top level. So,
2 again, the net from the property line is 24 foot 6.
3 And if you go from the property line to the actual
4 abutter wall, it's another 5 feet, so almost 30 feet
5 at the top floor away from the building face, you
6 know, so that's the cutback. And then 5 feet and
7 5 feet on the Boylston Street side essentially
8 running east and west direction.

9 MS. SCHNEIDER: Do you want to say
10 something?

11 MS. BALAKRISHNA: Yes. I just want to make
12 some brief remarks. I just want to start, also, by
13 thanking the planning department for all their hard
14 work, you know, for working with us on this project.

15 As you all know, we bought this property a
16 couple of years ago, and we're really excited about
17 bringing a beautiful new building there. We worked
18 really hard with the town and with the peer reviewers
19 to make sure that the building complies with the town
20 and neighborhood concerns, and we've received
21 positive feedback from all the peer reviewers.

22 As Haril mentioned, and we all know, this
23 was a gas station for many years. Our environmental
24 consultant, as well as the town's LSP, has noted our

1 building will bring significant environmental
2 benefits to this site. What we will be doing is
3 basically digging out the site, so we will be
4 physically removing all of the contaminated soils and
5 replacing it with clean material and a new building.
6 The dewatering process during construction will also
7 remove a significant quantity of the groundwater
8 that's there that's currently petroleum contaminated.
9 So as a result of doing this project, both the air
10 and the water quality would improve significantly.

11 And then I just want to comment on the
12 traffic issues. The traffic study that was done by
13 our engineer showed that there would be less traffic
14 generated by this building than there was by the gas
15 station.

16 The other thing to note is that, you know,
17 from when there was a gas station there, there was
18 one curb cut on Hammond Street, on that side, and
19 then two on Route 9. What we will be doing,
20 obviously, is closing -- the curb cut on Route 9 is
21 closer to the intersection and will be closed. Our
22 driveway is on the very easternmost end of the lot,
23 so it's further away from the light, you know, much
24 more so than the other ones.

1 You know, the curb cut on Hammond Street,
2 as you know, we're proposing a loading bay which was
3 unanimously approved by the Brookline Transportation
4 Board a few weeks ago. It would be available during
5 off-peak hours to all the businesses in the
6 neighborhood, you know, that need loading or
7 unloading space, and there's nothing like this right
8 now in the immediate area.

9 In the last couple years, we've seen many
10 instances of trucks trying to make deliveries, do
11 loading and unloading, and they've tried to use our
12 site because they have nowhere else to go in that
13 area. We actually had one instance last summer when
14 one of our employees was attacked by a truck driver
15 because of that.

16 So anyway, those are just some comments
17 that I want to make. And obviously the people that
18 live in the building would bring customers to the
19 businesses of the neighborhood and the retail would
20 bring some interesting and, as we've always said, low
21 intensity but new businesses to the town. Thank you.

22 MS. SCHNEIDER: Thank you.

23 MR. ZUROFF: Can I ask a question?

24 I know you've characterized the intended

1 businesses as low-volume type. Just fill me in a
2 little bit on what you anticipate -- you're going to
3 have three -- or four retails spaces; right?

4 MS. BALAKRISHNA: Probably three.

5 MR. ZUROFF: Okay. And what do you
6 anticipate those uses will be, roughly? I mean, I
7 know there are many types.

8 MS. BALAKRISHNA: It could be, you know,
9 maybe a furniture store, it could be an optical shop,
10 it could be a real estate office, you know, could be
11 a lighting store, it could be, you know, maybe a
12 high-end boutique or a shoe store or something like
13 that.

14 MR. ZUROFF: I know you have experience
15 with a lighting store. So just as an examine, how
16 many customers do you have a day in your stores?

17 MR. DHANDA: The busy time on Saturday, we
18 might have four or five.

19 MR. ZUROFF: The whole day?

20 MR. DHANDA: At a time.

21 MS. BALAKRISHNA: But that's unusual.

22 MR. DHANDA: The days of -- that we -- at
23 the Brookline -- the Coolidge Corner store, once upon
24 a time, we occupied one-third of the so-called Trader

1 Joe's building. We would have six, seven sales
2 people running all day long, traffic all day long.
3 Those days are long gone. In come Amazon, in come
4 e-commerce --

5 MS. BALAKRISHNA: Retail is changing a lot.

6 MR. DHANDA: The amount of traffic -- and
7 not just with us, but similar businesses -- is very
8 dramatically down, and that could be due to
9 e-commerce business. And the future of retailing of
10 our business and similar other businesses is small
11 showrooms. Maybe you'll be required to be a member
12 of it. Otherwise, you'd be -- I'm sure you get many
13 solicitations from companies. Everybody wants you to
14 become their member. Because the problem is that
15 Mr. or Ms. X comes into the store, takes up a half
16 hour of a salesperson's time, gets all the
17 information, thanks them profusely, they love you,
18 and you never see them because you know they went
19 home and, to save sales tax, they went online and got
20 the same exact item.

21 So not only are those issues, but also the
22 kinds of businesses that will thrive going forward,
23 normally speaking as a retailer, is that you have to
24 have something very special, you have to have

1 customers of extraordinary level, and generally, you
2 have to have a product or service that you can't
3 press a button on your computer or your iPhone and
4 say, oh, I got the same thing. And those things are
5 shrinking. I don't have to tell you -- you read the
6 paper every day -- how many Macy's and -- today's
7 Wall Street Journal said that Sears -- that their
8 default insurance was -- went up 40 percent. That's
9 another way of saying they've got a few days to live.

10 MS. BALAKRISHNA: So retail is changing.
11 There's a lot less activity in retail stores than
12 there used to be.

13 MR. DHANDA: The business -- the retail
14 businesses -- service businesses have a better
15 prospect because you can't get the services online.
16 I mean you can, but nobody can come in.

17 MR. ZUROFF: No. I understand.

18 MR. DHANDA: So I'm sure you appreciate all
19 this.

20 MS. SCHNEIDER: And to boil it down, I
21 think your question is are we talking about a
22 lighting showroom or are we taking about a Dunkin'
23 Donuts?

24 MS. BALAKRISHNA: No. Absolutely no.

1 MS. SCHNEIDER: I just mean in terms of
2 volume of people --

3 MR. DHANDA: Almost from the beginning,
4 very early, we thought there might be some idea of a
5 coffee shop, but then we took that off the table.
6 While we don't want to sort of officially say that
7 this ought to be a condition, but it's of our own
8 point of view that we are absolutely not interested
9 in a food business -- trash, smell, bugs, mice, you
10 name is.

11 And, again, I think I mentioned a couple
12 times, we waited for two years to get the right
13 tenants in a building I built in Harvard Square.
14 It's totally nonfood. It's got three tenants: a
15 real estate office, a very -- not your typical real
16 estate office. Something called "Compass." They
17 want to come here. We haven't made anything -- but
18 they are a completely 21st century real estate office
19 and totally unlike what you see normally. We have an
20 optical shop, a very high-end, very top-of-the-line
21 optical shop, and we have a Drybar, hair blowing
22 folks. And those are our tenants. And I think those
23 are the kinds of tenants you can and will get and we
24 want. We are not interested in heavy intensity,

1 heavy loads of any kind as -- so that's where we are.

2 MS. MORELLI: Could I also just add -- just
3 to remind you that Mr. Maloney, who's the chief of
4 environmental health, he approved a plan for the
5 trash and recycling that was predicated on no food
6 service.

7 MS. SCHNEIDER: We're going to move on to
8 public comment in just a second. Do we have any more
9 questions for the applicant team right now?

10 MR. ZUROFF: No.

11 MS. SCHNEIDER: Okay. So we are now going
12 to open this up to public comments. Given where we
13 are in the process, I would ask folks who are here to
14 comment to try to focus your comments basically on
15 specific concerns that are related to impacts from
16 this project that could be mitigated by either
17 further changes to the plan or to conditions that
18 this board might impose were we to vote to approve
19 the project.

20 I guess what I'm saying, broad-brush, is
21 that we're well aware of the numerous concerns that
22 folks have raised over the last six or seven months
23 that we've been in review. What we're really looking
24 for right now, which we would find the most helpful,

1 would be targeted comments about -- there is this
2 impact, and this goes to the discussion about the
3 pro forma review in particular. You know, we have
4 concerns about this particular impact from this
5 project, and we would recommend or ask that the board
6 consider doing X that might mitigate it. So, you
7 know, we're talking about setbacks, we're talking
8 about, you know, something having to do with the size
9 of the loading, we're talking about, you know,
10 lighting, things like that. So the more specific the
11 feedback, the better. Because at this stage in the
12 project, I think that's really what would be the most
13 helpful to the board.

14 MR. ZUROFF: Can I add one other aspect to
15 that? And it's something that I'm thinking about.
16 Maybe the board hasn't thought about it. I want to
17 hear if anybody here has any ideas for improvements,
18 not only to the facility itself, but things that
19 would help the project fit into the neighborhood
20 better. And by that I mean amenities that might
21 be -- the developer might be willing to offer to the
22 neighborhood in terms of improvements to traffic
23 lights, perhaps landscaping ideas. Obviously, we're
24 talking about restrictions on the type of retail, the

1 loading zone, the parking situation. If you've got
2 any conceptual ideas, I'd like to hear them.

3 MS. SCHNEIDER: Okay. So with that, is
4 there anyone here who wishes to speak?

5 MR. GERZON: My name is Yuriy Gerzon. I'm
6 here on behalf of the 1162-1164 families.

7 So Maria did summarize a lot of kind of
8 more specific concerns, which are kind of the same
9 ones we've had for a while. And, you know, we should
10 recognize that there are some definitely positive
11 changes, especially the setbacks.

12 The biggest outstanding concern still for
13 us really is the parking situation. Given the
14 average age of most of the residents is over 60,
15 actually, accessibility is going to be a problem
16 soon, and that Route 9 parking is -- I'll call it "at
17 your own risk" right now, given official state laws,
18 etc.

19 We look forward to hopefully having a
20 constructive conversation with the applicant. It
21 would be good if the ZBA could help facilitate that
22 where it's a civil matter. But some kind of
23 arrangement where drop-off would be possible would be
24 really helpful. Because right now, you know, say

1 somebody has issues with groceries, somebody who's 70
2 years old has nowhere to drop off their groceries.
3 We're talking about a really substantial quality-of-
4 life problem to existing affordable housing.

5 MS. SCHNEIDER: So can I just -- let me
6 just interrupt so I understand. So to fix that,
7 would you be looking for some sort of temporary
8 drop-off access in the driveway of this project?

9 MR. GERZON: That would be one option, I
10 think. Again, I would have to obviously talk to the
11 other members of the condominium in detail, but
12 theoretically, that kind of a compromise would
13 probably be very helpful. Because right now there is
14 no drop-off access. And once this goes in, there's
15 really -- I mean, "at your own risk" turns into "at
16 your own luck." Because there's going to be four
17 fewer parking spaces in that little area that are
18 already unofficial parking spaces, and more retail in
19 the area, more residents in the area. So there's
20 going to be basically nowhere to put your car, short
21 of double parking.

22 If I want to, for example, bring my
23 one-year-old daughter to my parents' house, I have
24 to, you know, take her out in the middle of Route 9;

1 right? And who's going to be responsible if that
2 happens?

3 MS. SCHNEIDER: So, again, just so I'm
4 clear, because I want the applicant to understand
5 what the issue is in the hopes of sort of engaging a
6 productive dialogue. Are you looking for temporary
7 drop-off space, or are you looking for short-term
8 parking?

9 MR. GERZON: My understanding would be
10 that, at the very least, temporary drop-off would be
11 extremely helpful.

12 I do recall -- and I may be mistaken about
13 the specifics -- but there was a very early
14 conversation that the applicant had mentioned about
15 overnight parking for a fee. I do not think that
16 that is really -- will address the problem, because
17 most of the residents already deal with some form of
18 overnight accommodations, and at a lower rate than
19 the applicant talked about. So the bigger problem
20 becomes not overnight parking and not -- and
21 drop-off considerations are really at the forefront
22 of that.

23 Parking -- you know, short-term parking,
24 you know, nice to have, but given what the parking

1 lot situation is already looking like, it's going to
2 be after the parking consultant -- you know, drop-off
3 would be a higher priority. But really conquering
4 things, having somewhat of a short-term drop off, you
5 know, we're talking like five, ten minutes of putting
6 the groceries in the house or to let somebody who's
7 over 60 years old, like most of the residents are,
8 out of the door and closer to their own door -- that
9 would be really productive for us.

10 And then I did have a couple of other more
11 minor points. It would be good to know about --

12 Maria, one thing you didn't mention was the
13 snow removal we talked about. We did frequently have
14 problems with poor snow removal when the gas station
15 was there, so we're looking for a concrete plan for
16 snow removal that -- what that would look like after
17 a typical snowstorm. That would be helpful for us.
18 It may be something that you guys can write in. I
19 don't know if that's a civil matter. That's a health
20 and safety matter, I would guess. What that plan
21 would look like should probably be part of the
22 approval process.

23 MS. SCHNEIDER: Yeah. And it will be. I
24 think that the standard conditions that get included

1 in a 40B decision in Brookline would deal with snow
2 removal.

3 I would just note to the applicant, if you
4 have something in mind now that you could provide to
5 your neighbors to give them some comfort about, you
6 know, what your intention is with respect to snow
7 removal, you know, professionally done, you know,
8 what's the protocol for having it done? Will snow be
9 removed from the site, or is it going to be plowed
10 around, etc.? I think if you can provide them with
11 some level of detail so that they can understand what
12 you are proposing, that might be helpful to the
13 dialogue.

14 MR. GERZON: We saw what didn't work, and
15 the gas station had a lot more space, actually, so
16 we're really having trouble envisioning what
17 successful snow removal looks like right now.

18 The green buffer, we were happy to see that
19 that was built into the plan. The one thing that we
20 did notice with kind of the consistency was regarding
21 what the height actually would be. Because in the
22 renderings that were attached, it was around 20 feet,
23 21 feet, I believe, in scale. You know, I kind of
24 measured it. But the last meeting had conversations

1 about having bushes there, so I think having concrete
2 clarity about the height of this buffer would really
3 let us know how effective this buffer is likely to
4 be.

5 And we do have concerns -- actually, it's
6 great this picture is up. So this looks like it's
7 about 3 feet. I'm not a gardener, but I'm not sure
8 you're going to have a 20-foot tree able to grow with
9 3 feet root space. I don't know trees for sure, but
10 it would seem to me that that's an issue that we
11 really do need to talk about if we are going to have
12 a proper buffer there.

13 MS. MORELLI: Are you pointing out right
14 here? I think that dimension -- the applicant -- the
15 architect should clarify. I think you're talking
16 about what's happening below grade, because above
17 grade they're showing a 5-foot setback. This
18 3 foot -- what is that labeled?

19 MR. PANDYA: It's going to be more than
20 3 feet. Typically 3 foot 6 to 4 foot 8 is the amount
21 of root ball space needed to grow a 12 foot to
22 15 foot tree, so we want to be well above that.
23 Otherwise, you're going to have cramping, and we're
24 going to ruin our own foundation that way.

1 MR. GERZON: So it would be good if we got
2 maybe a small update here that would mention the
3 height here, just so we're all clear.

4 MR. PANDYA: We'll consult with a landscape
5 architect at that time.

6 MR. GERZON: I'm talking about this space
7 right here, the root space. If we're going to have
8 20-foot trees there, you need root space for a
9 20-foot tree.

10 MR. PANDYA: And that's species dependent.

11 MS. MORELLI: We are actually asking for a
12 landscape plan. So it would be prepared by landscape
13 architects, and it would address things like the --
14 all of the issues that --

15 MR. PANDYA: Drainage, everything.

16 MR. GERZON: Preconstruction survey, the
17 condo would definitely be in favor of that. That
18 would be great to have that done ahead of
19 construction. I know there's a question of access.
20 I don't think --

21 MS. BALAKRISHNA: I'm sorry, can you --

22 MR. GERZON: The preconstruction survey, I
23 envision no problem with that. That's something we'd
24 definitely be in favor of.

1 One other consideration that one of the
2 residents mentioned, actually, was we're wondering
3 about what would happen with the noise from trash
4 pickup. We were told it would happen around --
5 before 8:00 a.m.

6 MS. BALAKRISHNA: 7:00 in the morning.

7 MR. GERZON: 7:00 in the morning?

8 MS. BALAKRISHNA: Yes.

9 MR. GERZON: Okay. What is possible to do
10 with the really loud noise that's likely to happen
11 when the truck backs up? And if there's nothing, you
12 know, we hear that too.

13 MS. BALAKRISHNA: I mean, it's going to
14 be -- the truck's going to be a waste removal service
15 that we use, Casella Waste Management, and they --

16 MR. GERZON: They have to back --

17 MS. BALAKRISHNA: I mean, our bins,
18 receptacles, whatever, we're putting out will be at
19 the end of the driveway very close to Route 9, close
20 to the sidewalk but not on the sidewalk, on our
21 property. So the truck just has to literally back
22 in, pick it up, and go, so it should be a matter of
23 few a minutes. I mean, which is what the town, you
24 know --

1 (Multiple parties speaking.)

2 MS. BALAKRISHNA: No. I mean, we will use
3 a private waste management service, but, I mean, in
4 terms of noise, it's the same thing that happens when
5 the town is, you know, circulating all over, picking
6 up trash, you know, same thing --

7 (Multiple parties speaking. Interruption
8 by the court reporter.)

9 MS. SCHNEIDER: She's trying to transcribe
10 this. I know it feels very natural to have a
11 conversation about this, but if you could just be
12 mindful that there's someone trying to take down what
13 you're saying, and try to speak each --

14 MR. GERZON: So it would be great if that
15 were something that would be basically written down
16 and -- 7:00 a.m. is definitely -- I think that would
17 be acceptable for the residents. 6:00 a.m. is kind
18 of pushing it in terms of time for really allowing
19 backing up. Trucks have to have that sound backing
20 up, I understand.

21 And I have just a question about the
22 pro forma, just purely -- I'm not a lawyer, so --
23 does pro forma deal with operating cost of
24 construction only, or does it also include the land

1 purchase cost. I'm asking because if I, you know,
2 bought land for a bargain or I bought land at a
3 premium, well, that -- if that land purchase cost is
4 included, it seems strange that that would impact --

5 MR. ENGLER: That's a good question. It
6 doesn't, because it's only tied to an appraised value
7 of what can be built under current zoning.

8 MS. BARRETT: As of right.

9 MR. ENGLER: As of right or by special
10 permit if an appraiser says this is what fits there.
11 So a 40B developer can't say, I overpaid for this
12 because I knew I could build a building. I'm going
13 to put that in my budget.

14 MR. GERZON: So pro forma does not
15 include --

16 MR. ENGLER: It includes the land
17 acquisition, but only an appraised value. It's a
18 non -- it's the only thing that isn't cost related.
19 It's whatever the value of that site is. It's an
20 assumed value that you paid for it. If you paid too
21 much for it, you're going to eat that in your budget.
22 If you paid too little, you get a benefit. But it's
23 only what the appraiser hired by the state, not by
24 the developer, says this is what it's worth.

1 MR. GERZON: It's an appraised value.

2 Okay.

3 MR. ENGLER: And it covers operating costs
4 annually.

5 MR. GERZON: Okay. Thank you.

6 MS. SCHNEIDER: Mr. Gerzon, I don't mean to
7 put you on the spot, but you're here, and we
8 appreciate you articulating all of the concerns of
9 the building. As you know, throughout this process,
10 this board has tried to be very mindful of the
11 impacts of this project on the building where your
12 parents and their neighbors live.

13 I think one of the things that we've been
14 very concerned about is, you know, the fact that the
15 building may feel crowded by a building of this size
16 and this mass.

17 I did not hear you say that that continued
18 to be a major concern, and I'm just curious, is it
19 just that you've accepted that this -- that something
20 is likely to be constructed here? Are you satisfied
21 with the progress that's been made? What is the
22 position on that?

23 MR. GERZON: So I'm speaking -- again, it's
24 hard to speak on behalf of everybody, but you

1 requested that we not discuss massing. As we know,
2 that is a concern. We do echo that concern big time.
3 At this point, we stated it, right, so we -- you
4 know, there's no point in repeating what we've
5 already stated. You guys, at this point, know those
6 things. You guys have those concerns, and, you know,
7 you guys will have this conversation about pro forma
8 and all that, and we have to put our faith in that
9 process.

10 So, yeah, it is a concern. We're happy
11 with the changes that we see here. It doesn't mean
12 that we don't feel like there's still a massing
13 problem. I mean, it's a building -- it's a really
14 tall building next to us, and it's really right --
15 we're talking about a building that's 30 feet tall.
16 But, you know, that's your -- we hope you guys will
17 fight that fight for the massing.

18 Again, I didn't think this was a proper
19 podium for me to say, again, what we've already said.
20 We want to talk about concrete things that we can
21 talk about really constructively in relation to where
22 we are with this project right now, and the rest of
23 the stuff, you know, you guys are working on.

24 MS. SCHNEIDER: We appreciate it. Thank

1 you.

2 MS. BALAKRISHNA: I apologize for
3 interjecting earlier. I just want to mention that in
4 terms of the procedure that we outlined for the trash
5 pickup, Pat Maloney from the department of public
6 health has told me that that's the same procedure
7 that Peet's Coffee uses, which is on the other side
8 of the building, so they're also backing into the
9 parking area, picking up the trash and recycling, and
10 going out. So it's the same -- he told me that
11 that's what they do.

12 MR. GERZON: I think the only difference,
13 unfortunately, for 1162-1164 is that it's on the
14 other side and there's a commercial building next to
15 it that is not a residence. So from a noise --

16 MS. BALAKRISHNA: I understand. I'm just
17 letting you know that that's -- you know, I
18 understand that we are closer to the building than
19 Peet's is, but, you know, that's an example that he
20 gave me.

21 MR. GERZON: And the town's laws -- we
22 obviously have no qualms with the town's procedures
23 for that -- procedures for backing up. It's just
24 more about the timing in terms of the morning.

1 MS. SCHNEIDER: Is there anyone else here
2 who would like to provide comments?

3 MS. GROSS: Julie Gross from 629 Hammond
4 Street.

5 I hadn't thought about this before, but
6 given that we don't know what the retail is going to
7 be in the building, how is there a prediction of the
8 potential revenue, and how does that affect the
9 profitability? I know they're little retail stores,
10 but there's kind of an assumption that that would
11 affect the profitability of the building. And then
12 that also affects -- we're not supposed to say
13 massing, but the massing. So I would think that
14 that's something that's kind of an unknown at this
15 point. Is that true or is there --

16 MS. SCHNEIDER: Judi, do you --

17 MS. BARRETT: Are you talking about the
18 income to the project? Is that what you mean?

19 MS. GROSS: Yeah.

20 MS. BARRETT: If there's a pro forma
21 review, it's going to look at the whole project, and
22 there are going to have to be some assumptions made
23 about what that rental income would be. I mean,
24 that's the best you can do. I don't know if

1 Mr. Engler has any more detail about that, but you're
2 going to look at the whole project.

3 MS. GROSS: I'm just saying it's a
4 variable, something that could affect the massing,
5 potentially.

6 MR. ENGLER: You base it on a square-foot
7 rent that is in Brookline -- Coolidge Corner or
8 wherever it happens to be. It's a market survey, the
9 same way residential rents are. What are people
10 paying on a net, net, net basis for commercial or
11 retail space, and we put that into our budget, as
12 Judi said, and they can count that.

13 MS. BARRETT: It's a working assumption.
14 That's all they can put in there at this point.

15 MS. GROSS: And the other, I guess -- and
16 again, I'm not talking about the massing, but that is
17 a big concern of mine.

18 But you've suggested us making some
19 suggestions of things that might kind of help the
20 situation, the fact that there's going to be this big
21 eyesore on the corner. If something can be done to
22 change some of the traffic situation -- and I don't
23 have enough experience here -- you know, whether it's
24 like when they put in Wegmans and all that, they made

1 the road wider, or -- I don't even know how you
2 change the traffic pattern.

3 I know that it was said that this is going
4 to have less traffic than the gas station. I mean,
5 that was -- I don't honestly know if that's true. I
6 think it's hard to predict who's going to have cars,
7 who's not going to have cars going into the
8 loading -- you know, I think even just people
9 potentially double parking, all these things, I think
10 it would be great to do some kind of -- get the town
11 involved in somehow figuring out how to help, you
12 know, better the situation at that corner. And I
13 don't know how that works.

14 MS. SCHNEIDER: Right. I mean, I think --
15 you know, I think we all heard -- and members of this
16 board have said we drive through that intersection
17 all the time. We're aware that there are traffic
18 problems. You know, it's a difficult intersection.

19 But I think, as we discussed at the time,
20 that, you know, we were looking at the traffic
21 aspects of this project and peer review of the
22 applicant's traffic study, you know, they are only --
23 we're only required or allowed to take a look at the
24 impacts that this project will have, and they're only

1 required to address their impact -- new things.
2 They're not required to mitigate preexisting
3 conditions. And I think if you drive out there
4 today -- you know, everybody talks about how bad it
5 is right now. That has nothing to do with their
6 project. That just makes it a difficult
7 intersection.

8 I mean, if people are feeling -- and I know
9 that jurisdictionally it gets complicated because
10 there's a state highway. So that's MassDOT, you
11 know, who controls the state highway. Then there's,
12 you know, town streets behind that. What I would say
13 is that if, you know, there's lingering concern in
14 the neighborhood -- and we've heard it loud and clear
15 that this is an intersection that doesn't work even
16 before this project comes along, you know, that's
17 something where -- you know, talk to the selectmen,
18 go to town meeting, you know, talk to people in the
19 town about it. That's a political solution that
20 exists entirely outside of this board's purview or
21 the review of this project.

22 And I think the other thing just to keep in
23 mind, you know, when we start talking about
24 mitigating the impacts of this project, you know, 40B

1 is slightly -- and I think Judi can explain this
2 better than I can. But, you know, it's a slightly
3 different way of looking at it. We can't make them
4 do something that we not would require of another
5 project simply because this is a 40B project.

6 MS. BARRETT: Right. It's actually in the
7 statute. You can't treat it differently.

8 MS. SCHNEIDER: We can't treat them
9 differently.

10 MS. GROSS: If this wasn't a 40B, you could
11 have much different --

12 MS. SCHNEIDER: Well, if this wasn't a
13 40B -- I mean, quite honestly, if there weren't a 40B
14 project, we would probably be ending up with a
15 medical office building, which would have way more
16 traffic impacts.

17 And, Maria, you may know off the top of
18 your head what the dimensions of a commercial
19 building on this site would be.

20 MS. MORELLI: The height -- the max height
21 is 40 feet.

22 MS. SCHNEIDER: We would be looking, still,
23 at a 40-foot-tall building with, you know, pretty
24 minimal setbacks, I think.

1 MS. MORELLI: Right.

2 MS. SCHNEIDER: And way more traffic. So,
3 you know, the fact that this is a residential use as
4 opposed to a commercial use that they could put here
5 without any zoning relief is something that, you
6 know, we need to keep in mind in too.

7 But, seriously, I mean, we know the traffic
8 is an issue. And again, it's not something that we
9 can address in the context of this project. But as
10 residents of the town, I mean, you know, make
11 yourself heard. You know, that discussion doesn't
12 have to stop here. Just because there's nothing this
13 board can do about the existing traffic problems,
14 that doesn't mean that there aren't other people that
15 you should be taking the case to.

16 Anybody else?

17 MS. KOBES: Just while you're talking about
18 the traffic, I do have something that confuses me.
19 We keep talking about the traffic that was generated
20 by the gas station versus the traffic that would be
21 generated here. The gas station hasn't been there
22 for a long time, and the traffic that's generated on
23 that site is zero. The baseline, it seems to me, is
24 zero, not the traffic that was when it was used as a

1 gas station. And if it's zero, which, as we've been
2 there three years right next to it, has been zero,
3 then anything you put on there, whether it's this
4 building or a non-40B, is going to generate traffic
5 above zero, which does become a health and safety
6 question that, as I understand it, is in the purview
7 of the board.

8 And the only other question I have is it
9 was -- Maria mentioned that if this massing had been
10 further intruding into the residential neighborhood,
11 it would be an issue. And the gentleman on the board
12 has said there are concerns that this kind of opens a
13 Pandora's box once this building is there with this
14 massing for other developers to point to it and say,
15 well, you have a precedent on this corner. You have
16 massing that goes up with retail and five more
17 stories, so, you know, anything goes. And I don't
18 know how -- I don't know where to place those two
19 things in the context of what you're asking, but
20 certainly, they have to be relevant.

21 MS. MORELLI: So I want to make a --
22 there's a distinction between massing and height.
23 Okay? And, you know, after we reach our 10 percent,
24 it's going to be very difficult for people to build

1 something that is -- that would be a variance. That
2 would be variance situation, which is really hard.
3 It's not that it hasn't been done on certain sites.
4 There are exceptions that are made. But, you know,
5 our zoning -- there's a maximum height --

6 MS. KOBES: Is 10 percent a number that's
7 just always out of reach? Because any time you build
8 anything residential, like these units that are
9 coming in, that moves the 10 percent up, so are we
10 always --

11 MS. BARRETT: But when all of the units
12 count, it has a significant impact.

13 MS. KOBES: So it's a reachable number?

14 MS. MORELLI: It is a reachable number.
15 Every 10 years -- it's based on the census, so that
16 denominator would change with the census every 10
17 years.

18 (Multiple parties speaking.)

19 MS. MORELLI: Excuse me. For what it's
20 worth, we probably will be over the 10 percent.
21 There is some padding there. But, you know, it is
22 something that our town is susceptible to.

23 MR. ZUROFF: Let me add this as a
24 consideration, because you've articulated the .0 as

1 far as comparison in terms of parking. There is a
2 right on this parcel to build something as of right,
3 so you can't take a vacant lot and say that's your
4 baseline. Because if this is not allowed under 40B,
5 somebody else will come in and build as of right
6 40 feet high with probably more density and usage
7 than what's being proposed here. So you can't start
8 at zero. You've got to start really at realistically
9 what could be there if this project wasn't there. So
10 the gas station was there before. There's going to
11 be something there no matter what.

12 MS. KOBES: So there's going to be
13 something there. But it just seems to me it's
14 ingenuous to say that adding traffic to the current
15 traffic doesn't present some sort of problem.

16 MR. ZUROFF: Well, we are concerned about
17 traffic. There's no question about it. But we also
18 have -- you have to consider also that this building
19 may not be there, but something else would be there.
20 Brookline property is too valuable to leave it
21 vacant. So you have to accept the fact that what we
22 are comparing is not what is now, but really it's
23 more realistic to compare it to what was and what
24 could be and what is being proposed here.

1 MS. BARRETT: Right. In addition, the town
2 has a shortfall of affordable housing, and so that's
3 always the thing that you end up having to come back
4 to as a board.

5 MR. ZUROFF: That's why we're in this
6 proceeding as opposed to a different --

7 MS. BARRETT: That's correct. Because
8 since 1969 there's been a law, and the town still
9 doesn't meet it, so that's why you're here. And you
10 have to -- you've got a different set of public
11 policy objectives that you have to weigh. I'm not
12 advocating for their project. I'm just saying that's
13 the dilemma for this board.

14 MS. SCHNEIDER: Any other comments? Does
15 anyone else wish to speak?

16 (No audible response.)

17 MS. SCHNEIDER: Okay. Thank you all again
18 for your participation and your comments. It is very
19 helpful to the board. And even though, you know, we
20 may have points of disagreement, you know, we do
21 listen to every comment, we do read every comment
22 letter, and we do take everything that you all say
23 quite seriously.

24 So with that, I think we'll have some board

1 discussion about where we go from here. I think at
2 the last hearing we were discussing whether or not
3 there was a basis for us to go into a pro forma
4 review process with the applicant. I'm curious -- I
5 have my own thoughts about it, but I'm curious as to
6 how the rest of the board is feeling now that we have
7 been brought back up to speed about how this process
8 works by our 40B consultant, Judi Barrett, and also
9 by what we've heard from the applicant and the
10 neighbors this evening.

11 MR. BOOK: Are you looking at me?

12 MS. SCHNEIDER: I'm looking at either one
13 of you. I mean, I'll go if you want me to, but --

14 MR. ZUROFF: I'd been happy to articulate
15 my concerns, if you'd like to hear them.

16 MS. SCHNEIDER: Sure.

17 MR. ZUROFF: So you've heard my basic
18 overview as of last time was that I thought that the
19 building was too large. But I also have come to
20 recognize that we have to recognize that this lot
21 will be developed in some way, and the pro forma can
22 be used as a tool by us to force the developer to
23 review a downsizing of the building to see how it
24 affects them economically.

1 But I've also begun to consider other ways
2 of approaching this, recognizing that at some point
3 there will be a building on this lot. And I'm taking
4 into consideration that the developer is proposing
5 age-restricted housing. That helps with the
6 intensity of the use, somewhat at least; that there
7 will be a retail development, which I think
8 general -- with the kind of restriction that the
9 developer is willing to accept, will be a low-impact
10 commercial use, which would, in general, improve the
11 neighborhood somewhat by having more availability of
12 some kind of retail.

13 What I'm starting to consider, other than
14 the fact that I don't like the fact that it's such a
15 big building, is -- I've put down some of the
16 concerns that I have about the building as proposed,
17 and I'm trying to consider possible concessions,
18 amenities offsetting the benefits that can be built
19 into the process with the developer's consent that
20 might help benefit the neighborhood. My major
21 concern is clearly traffic and parking. And so these
22 are some of the things that I've been thinking about.

23 I understand that the abutter legally
24 doesn't have enough parking available for the use of

1 its occupants. That is something that has been
2 proposed. It is something that I hope the developer
3 might be able to make some concessions on.

4 I am concerned that the loading zone --
5 which I understand would be a benefit for the
6 building but also for the neighborhood because it
7 would be available to other users of the area. My
8 concern about that, assuming that the access -- the
9 pedestrian access on the street is not restricted and
10 that there's a necessity for any kind of use there,
11 but what happens after hours when there's no
12 deliveries being done? And I know Oishii is there,
13 and that generates a lot of traffic. Somebody is
14 going to put their car there saying, I'm just going
15 to Oishii to pick up my takeout or whatever. I'm
16 concerned about that because that just intensifies
17 the -- a supposedly restricted area.

18 I'm also concerned that the building,
19 despite the fact that it's age-restricted -- and I've
20 heard many times that people over 55 don't have two
21 cars per family, which I know is not the case. But
22 what will happen, I think, is that you may be able to
23 say to your tenants, you only get one car per
24 apartment, but there will be tenants that have two

1 cars, and they will be scouring the neighborhood for
2 a place to put their car.

3 And therefore, on-street parking and lot
4 parking in the area, which I know has also been
5 further restricted -- because I know. I've parked in
6 the area -- they're going to go somewhere. And I
7 don't know where they're going to go, but I am
8 concerned that notwithstanding that you may have one
9 car per apartment, those people are going to be
10 looking for places to put their other cars, which is
11 going to put pressure on the abutters who live there
12 because they're also buying or renting spaces from
13 whatever's available. And that's going to drive the
14 price up because there's going to be more demand. So
15 that's a concern that I would like to see somehow
16 addressed. I'm not sure how.

17 The traffic is clearly a problem at that
18 intersection. Back when I had a child in elementary
19 school at the Baker School, I knew the city planner
20 that was contracted with the city to help ameliorate
21 the problem. They changed the traffic light cycles,
22 and they became worse. And I know it was because --
23 not because he didn't make the effort, but because
24 it's a very difficult intersection with two lights

1 and people coming from six different directions.

2 Perhaps one of the things that we could
3 work on with the developer and with the town is to
4 figure out another -- maybe do another traffic study
5 in conjunction with the state -- because I know it's
6 a state highway -- to make that flow better. And
7 especially since we all recognize that there is a
8 school that's going to be created on Heath Street,
9 which is going to create more traffic at times, I
10 want to see something done about it. I don't know
11 what we can do about it, but it is a concern.

12 I would like to see some suggestions put
13 forth from the traffic department, from the
14 developer. Maybe do a study and hopefully improve
15 that. Maybe not immediately, but over time. There
16 may be something we can do with bringing in a bus
17 service or putting some other directional signals,
18 directions to people of where to go, whatever. That
19 is a concern I would like to see addressed in some
20 way. I would like to have your contribution to that
21 in some way.

22 The pedestrian flow I've already mentioned.
23 As long as you can walk by there during business
24 times without being impeded by loading zone traffic

1 or other traffic, that's fine.

2 Snow removal is clearly an issue. I'm sure
3 you have some plans in place. I feel comfortable
4 that something is going to be done. It's a good point
5 that there was a gas station there that probably
6 plowed all their snow into a corner. There is no
7 corner anymore with this building, so they have to do
8 something a little bit more aggressive.

9 I think that's basically it. So overall, I
10 have to face the fact personally that there will be a
11 building there. It will be a residential and a
12 commercial mixed-use building. I'm hoping that in
13 working with the developer, we can somehow create
14 situations that will help ameliorate some of the
15 concerns that I have. And again, my major concern is
16 traffic. But whatever we can do to work with you and
17 to work with the town, I would like to see some
18 progress on that.

19 So that's just my overview of concerns, and
20 we will talk about how we implement those concerns if
21 we all agree.

22 MR. BOOK: I mean, my concern with the
23 project right along has really been the size of it,
24 and more particularly the height. I still think it's

1 a tall building. I appreciate that the applicant has
2 made efforts to bring it down a couple of times now.
3 I mean, it is lower. Would I like to see it lowered
4 further? Yes. But I'm cognizant of the fact that I
5 don't think it's practical and I don't think that --
6 I mean, I think the applicant -- the statements
7 they've made, that it is impractical financially for
8 them to bring it down any more. And I really think
9 the only way to really bring it down in a meaningful
10 way would probably be to reduce -- eliminate a floor,
11 and I just don't see that happening.

12 In terms of further setbacks, you know, I'm
13 not a -- clearly not an architect. And so whether it
14 comes in another 2 feet or foot or -- I don't know if
15 that's going to make any meaningful difference at all
16 to the project. Our peer reviewer did not seem to be
17 concerned about that and was pleased with the changes
18 that the applicant had made in terms of bringing the
19 setbacks on the upper floors. So I'm not really in a
20 position to substitute my judgment for his. You
21 know, they're the experts. I'm not.

22 So with that, I really don't have any other
23 comments to make about the -- my one real concern,
24 which was the height of the building and the massing

1 of the building, recognizing those are different
2 things, but in particular the height of the building.

3 I think that I'll just comment on
4 the traffic. I think we've heard a lot of testimony
5 that the traffic impacts of this project are going to
6 be less than that of the prior use, and arguably less
7 than what would be in an as-of-right project. So I'm
8 not troubled by that at all and just echo your
9 earlier points. We're not here to fix the existing
10 traffic issues of the Route 9/Hammond Street
11 intersection. Those have been there, they're going
12 to continue to be there, and it sounds as though this
13 project is not going to make them any worse. And so
14 we really -- they've done what they need to do in
15 that respect.

16 So I guess where we're going to get to
17 the -- the question is going to be -- while we were
18 discussing the idea of asking for a pro forma review,
19 based upon Judi Barrett's comments earlier at the
20 beginning of this hearing, I'm not really of the mind
21 to -- I don't think there's anything to be gained by
22 that. That's my personal opinion. If the rest of
23 the board feels otherwise, I could be convinced, but
24 I'm not -- I don't think there's any real point to

1 that, so I'm not in favor of it.

2 MR. ZUROFF: Let me just add a comment
3 that -- and a question to Mr. Engler -- that short of
4 requiring a pro forma review by one of our
5 consultants -- and, Judi, you might chime in on this
6 too -- would it be inappropriate for us to ask you
7 for your financial statements so that --

8 MR. ENGLER: My personal ones?

9 MR. ZUROFF: No. Just look at the
10 figures --

11 MR. ENGLER: I don't see why not.
12 Unfortunately, I won't be here on the 15th. I'll be
13 on vacation. But there's nothing inappropriate about
14 that.

15 MS. BARRETT: I thought it actually was in
16 the application.

17 MR. ENGLER: Well, originally it was in the
18 application to MassHousing. You can look at that.
19 It's a public record.

20 MR. ZUROFF: But there have been some --

21 MR. ENGLER: There have been some changes.
22 We haven't done -- I haven't been asked to update
23 every time there's a change, so no, we don't have
24 anything current.

1 MR. ZUROFF: My point in asking is that
2 short of actually formalizing the process, maybe it
3 would be beneficial to us to review the figures and
4 just see if they make sense.

5 MR. ENGLER: Well, you could look at what
6 we turned in. I can say on very general -- because
7 it's an expensive building. The worst thing is
8 you've got 24/7 concierge service. There's a couple
9 hundred thousand dollars a year with not only one
10 person, but substitute two people on 44 units.
11 That's an enormous operating cost. It really limits
12 what you can borrow because you don't have enough
13 cash left over to support a loan, so you have to put
14 a lot more equity in, and therefore you're getting
15 less of a return on it.

16 So I know -- even though we have some
17 retail, it's not a lot of retail. That helps. But
18 in general, I can tell you -- because I've been
19 looking at all of these projects. We have 40 of them
20 we're working on right now -- this is not a lucrative
21 situation. If it were, you could have every right to
22 say, you can really make this work at four stories,
23 because six stories is way over the top. You're
24 making a lot of money. I can assure you --

1 MR. ZUROFF: I'm not presuming anything.
2 But, you know, one of the things that I would be
3 interested in is to see what your operating costs
4 are. Not your construction costs, because I'm not
5 going to doubt that you've got construction costs.
6 But you also have some parking income that you may
7 generate. You may not. We don't know. I just -- I
8 think it would be informative for us, before we say
9 we want a pro forma or we don't want a pro forma
10 review, as to -- as an amateur, to look at the
11 figures and see the operating cost of this.

12 MR. ENGLER: Well, that's an interesting
13 question.

14 MS. BARRETT: Just to be clear, though, you
15 don't get a pro forma review unless you ask them to
16 make a change that they say they can't accommodate.

17 MR. ZUROFF: I know we can't make them do
18 it. I'm just asking voluntary --

19 MS. BARRETT: But you look -- I mean,
20 certainly, the pro forma they submitted to the
21 subsidizing agency for their project eligibility
22 application is a public record, and you could look at
23 that.

24 MR. ZUROFF: All right. I'm simply saying

1 it could be updated, perhaps, without --

2 MR. ENGLER: I'll look to see if we have
3 anything updated. When you turn in something at the
4 very beginning, you have less information to go on,
5 so as you're learning over time, you get more
6 sophisticated and detailed about what you're going to
7 put in. If we've done something like that, I don't
8 mind submitting it informally. I won't be here, but
9 I can send it in as part of the record, subject to a
10 conversation with our clients. Maybe they don't want
11 to do that, and I don't speak for them.

12 MR. ZUROFF: We can talk about it later.

13 MR. ENGLER: Okay. We'll talk about that.

14 MR. ZUROFF: And let me add that I do
15 recognize that there have been concessions by the
16 developer. I do recognize that this is an expensive
17 site to develop that has an environmentally positive
18 effect, and those are factors that I'm also
19 considering as part of my vote here.

20 MS. SCHNEIDER: Yeah. I don't have
21 anything dramatically different to say than what you
22 guys have said so far. I mean, I think, you know, my
23 critiques of the project have been consistent
24 throughout the process.

1 I would like to see a smaller building on
2 this site, but I do recognize that the likelihood of
3 something going on this site that would have a
4 greater impact on the community is very high. I
5 mean, it is -- you know, first and foremost, it's an
6 age-restricted community. A lot of times when we
7 hear about 40B developments in Brookline or
8 elsewhere, it's what's the impact on our already
9 overcrowded schools, and the restriction on the age
10 does take that out of it.

11 We also have had this project reviewed by a
12 slew of consultants on behalf of the applicant and on
13 our behalf. And even when we asked them question
14 after question about our concerns with respect to
15 traffic, with respect to parking, with respect to
16 urban design, everyone -- even the loading bay, which
17 I thought for sure was a terrible idea and totally
18 unworkable -- I mean, the town has looked at this.
19 Lots of people from the town have looked at this and
20 have come back and said it's actually a benefit
21 because nothing like this exists. This actually can
22 serve the neighborhood in ways that I think this
23 board had not contemplated.

24 So I am mindful that this project is

1 creating less of an impact than many other
2 alternatives, and I am also mindful of the fact that
3 if we start raising concerns and asking the applicant
4 to address these concerns, I'm not sure where it gets
5 us, quite frankly.

6 We've been told that the -- that the
7 changes that we would suggest with respect to
8 height -- and I think at this point, you know,
9 creating larger setbacks, etc., a lot of the massing
10 issues have been resolved, but I think the height
11 remains an issue. As Jonathan said, it's still too
12 tall. Would we like to see it knocked down a floor
13 or two? Yeah, absolutely. But I think that we have
14 heard loud and clear from the applicant that that is
15 going to render this project uneconomic.

16 And so the question is: What would we use
17 as a justification to go to pro forma review? The
18 fact that we think it's too tall in the face of
19 evidence from our peer reviewer in particular saying,
20 actually, it fits in just fine, and, you know, the
21 opinion of planning staff -- and, Maria, that was
22 helpful perspective that if you're -- if you have to
23 have a building that's this big, you have it on the
24 street edge. You have it on the state highway. You

1 don't have it dropped in the middle of a much smaller
2 neighborhood. I mean, that's a point well taken, and
3 I think it's something that we have to consider in
4 the overall analysis.

5 I'm not saying, by any means, that our
6 review of this project is concluding here, and I'm
7 not saying that we're not going to continue to look
8 at it, we're not going to continue to ask the
9 applicant to work with us and work with the abutters
10 to make this a more palatable project.

11 We will, at our next hearing, be reviewing
12 the zoning waivers that the applicant needs in order
13 to construct this project, and we will have a full
14 discussion and review of those waiver requests.
15 Should we get past that point and we move on to, you
16 know, a decision where we would be discussing
17 approval, denial, conditioning, I mean, we will have
18 a very intensive discussion about conditions that,
19 again, would go to mitigating the impacts of this
20 project on the neighborhood. So the discussion does
21 not end here.

22 For me, what we really are deciding at this
23 point is whether or not tonight we are asking for a
24 pro forma review. I think that's the decision that

1 we have to make at this point. I personally think it
2 would be an exercise in futility, given the 40B
3 standards and given the procedures. I could be
4 convinced otherwise if my fellow board members feel
5 strongly, but for me I think it's -- you know, it's
6 going down a rabbit hole that we don't really have a
7 legal justification for going down. So I personally
8 don't feel the need to do that.

9 MR. ZUROFF: I agree.

10 MS. SCHNEIDER: Okay. Maria, do we have
11 anything else we need to cover tonight?

12 MS. MORELLI: No.

13 MS. SCHNEIDER: Judi, any parting words of
14 wisdom for us?

15 MS. BARRETT: I guess the only question I
16 wondered about is does the board want to, you know,
17 ask the applicant what the plan is to try to continue
18 to work with the neighborhood on this issue? I
19 realize it's a civil matter and it's not something
20 that becomes a condition of approval. But I've
21 certainly seen plenty of Chapter 40B situations where
22 there was an issue that perhaps working with the
23 abutters might solve a problem beneficial to the
24 neighborhood, and the applicant made an effort to

1 work with the abutters on that. And so it made it
2 easier for the board in the end to say, you know,
3 everything else is fine and we appreciate your doing
4 this. So I'm just wondering if there is any
5 expectation that the applicant will try to work with
6 the neighborhood between now and the next meeting.

7 MS. SCHNEIDER: So the next meeting I think
8 is next Wednesday, and I don't know if schedules will
9 permit -- I mean, I think that the neighborhood
10 representative was very clear about the things that
11 they are looking for either more information on or to
12 have more of a dialogue on. So if some progress
13 could be made, and if, at a minimum, the applicant --
14 Mr. Gerzon, if you're also available, it would be
15 great to hear from you -- to hear about the progress
16 that you have made in reaching out and discussing
17 some of these things. I think some of them are as
18 simple as you providing them with information that
19 you may already have. I suspect the parking issue
20 may take more discussion, and I would strongly
21 encourage you to have that discussion with them
22 before the next hearing, if at all possible.

23 MS. BALAKRISHNA: I mean, we can certainly
24 try. We just heard about it today.

1 MR. ENGLER: It's not a condition.

2 MS. BARRETT: I said that. I said it's not
3 a condition.

4 MS. SCHNEIDER: Right. It is a private
5 matter. But what we're asking for, as part of the
6 process right now, is for the applicant to make some
7 additional outreach to the neighbors.

8 MR. ENGLER: I don't think there's a time
9 frame you can -- as you just said, you can't put that
10 that quickly. That could be ongoing for quite a
11 while.

12 MS. SCHNEIDER: I think what we would just
13 ask is that there be some sort of report to the board
14 at the next hearing as to what progress, if any, has
15 been made.

16 Okay. And with that, our next hearing on
17 this will be next Wednesday, February 15th, at
18 7:00 p.m. Thanks.

19 (Proceedings adjourned at 8:53 p.m.)

20

21

22

23

24

1 I, Kristen C. Krakofsky, court reporter and
2 notary public in and for the Commonwealth of
3 Massachusetts, certify:

4 That the foregoing proceedings were taken
5 before me at the time and place herein set forth and
6 that the foregoing is a true and correct transcript
7 of my shorthand notes so taken.

8 I further certify that I am not a relative
9 or employee of any of the parties, nor am I
10 financially interested in the action.

11 I declare under penalty of perjury that the
12 foregoing is true and correct.

13 Dated this 20th day of February, 2017.

14 

15 _____
16 Kristen Krakofsky, Notary Public
17 My commission expires November 3, 2017.

18
19
20
21
22
23
24

<hr/> <p style="text-align: center;">0</p> <hr/> <p>0 68:24</p> <hr/> <p style="text-align: center;">1</p> <hr/> <p>1/2 12:1 28:1</p> <p>10 4:17 9:8 10:11 67:23 68:6,9,15,16,20</p> <p>10-foot 29:22</p> <p>10-year 27:10,17 28:3</p> <p>100 38:7</p> <p>101 27:7</p> <p>10th 10:12</p> <p>1162-1164 48:6 60:13</p> <p>1162-64 13:7</p> <p>1180 4:6</p> <p>11:00 14:18</p> <p>12 53:21</p> <p>13 37:4</p> <p>13- 37:1</p> <p>14 37:5</p> <p>14-foot 34:24 37:1</p> <p>15 53:22</p> <p>15-foot 12:1,3 34:24</p>	<p>15th 16:24 79:12</p> <p>17-foot 10:13 11:15</p> <p>1969 70:8</p> <hr/> <p style="text-align: center;">2</p> <hr/> <p>2 9:1 29:3 38:24 77:14</p> <p>2- 4:14</p> <p>2-foot 9:6</p> <p>20 8:23 12:4 14:5 29:3 36:5 52:22</p> <p>20-foot 8:15,21 11:16 16:16 53:8 54:8,9</p> <p>2008 19:2</p> <p>2013 31:18</p> <p>21 52:23</p> <p>21st 45:18</p> <p>24 39:2</p> <p>24-foot 11:4</p> <p>24/7 80:8</p> <p>25 36:7</p> <hr/> <p style="text-align: center;">3</p> <hr/> <p>3 9:1 53:7,9,18,20</p> <p>30 8:17 29:3 36:4 39:4 59:15</p>	<p>30-foot 16:17</p> <p>30-foot-wide 8:16</p> <p>350 28:5</p> <hr/> <p style="text-align: center;">4</p> <hr/> <p>4 9:1 12:1 28:1 36:6 39:1 53:20</p> <p>4-foot 4:14 9:7</p> <p>4.5 28:2</p> <p>40 4:6 44:8 65:21 69:6 80:19</p> <p>40-foot 10:18,20</p> <p>40-foot-tall 65:23</p> <p>40B 12:5 17:24 24:5 27:6,7, 20,22 32:9 52:1 57:11 64:24 65:5,10,13 69:4 71:8 83:7</p> <p>40bs 11:18</p> <p>420 11:20</p> <p>44 80:10</p> <p>450 28:2,10 29:5</p> <hr/> <p style="text-align: center;">5</p> <hr/> <p>5 4:17 8:12 9:2,8 14:2 39:4,6,7</p> <p>5-foot 8:14 14:1 53:17</p> <p>507 10:16</p>	<p>55 73:20</p> <p>5th 9:6</p> <hr/> <p style="text-align: center;">6</p> <hr/> <p>6 9:2 36:5 39:2 53:20</p> <p>60 48:14 51:7</p> <p>629 61:3</p> <p>6:00 56:17</p> <hr/> <p style="text-align: center;">7</p> <hr/> <p>7 8:12 10:12</p> <p>70 49:1</p> <p>7:00 4:4 55:6,7 56:16</p> <p>7:09 4:2</p> <hr/> <p style="text-align: center;">8</p> <hr/> <p>8 53:20</p> <p>87 17:6</p> <p>8:00 14:17 55:5</p> <hr/> <p style="text-align: center;">9</p> <hr/> <p>9 14:24 35:8 40:19,20 48:16 49:24 55:19</p> <p>9,000 34:11</p> <p>9/hammond 78:10</p>
--	--	--	--

A			
	activity 13:24 17:14 44:11	ago 30:16 31:8 39:16 41:4	answer 22:22 24:17,19 25:5,22 26:2
a.m. 55:5 56:16,17	actual 8:8 37:15 39:3	agree 20:16 76:21	anticipate 42:2,6
ability 20:6	ADA 37:7	agreed 28:23	anybody 17:18 47:17 66:16
able 13:10 23:17 24:14 53:8 73:3,22	add 46:2 47:14 68:23 79:2 82:14	ahead 54:18	anymore 25:8 76:7
absolutely 23:20 44:24 45:8 84:13	added 7:12	aim 20:11	anyway 20:24 41:16
abuts 10:2	adding 69:14	air 22:9 40:9	apartment 73:24 74:9
abutter 4:21 6:18 39:4 72:23	addition 70:1	allowed 63:23 69:4	apartments 30:7
abutters 4:15 6:12 7:15,18 8:9 12:4 14:8 16:20 17:15 22:6 74:11 85:9	additional 4:12 9:6 16:18 32:1	allowing 56:18	apologize 60:2
abutters' 35:23	address 11:2 36:12,13 50:16 54:13 64:1 66:9 84:4	allows 11:2 12:10	appeal 31:23
abutting 15:22	addressed 74:16 75:19	alternatives 84:2	Appeals 23:7,10 29:1
accept 69:21 72:9	admit 4:24	amateur 81:10	applicant 4:13 6:10 7:9 13:17,18 15:1,13,16 18:21,22 19:8,11,15,19 20:15,16 21:5,7,11,16 25:12 29:19 33:23 46:9 48:20 50:4,14,19 52:3 53:14 71:4,9 77:1,6,18 83:12 84:3,14 85:9,12
acceptable 56:17	advocating 70:12	Amazon 43:3	applicant's 22:10 63:22
accepted 58:19	affect 61:8,11 62:4	ameliorate 74:20 76:14	applicants 16:12
access 6:16 9:9,14,15 36:15 49:8,14 54:19 73:8,9	affirmatively 22:23	amenities 47:20 72:18	application 4:6 79:16,18 81:22
accessibility 48:15	affordable 22:19 23:15 32:10,12, 15,17,18 33:11 49:4 70:2	amenity 25:21	applied 7:2
accessible 37:7	age 32:2 48:14 83:9	amenity-rich 25:11	apply 27:11
accommodate 14:4,23 17:4 81:16	age-restricted 25:7 72:5 73:19 83:6	amount 35:14 43:6 53:20	appraised 57:6,17 58:1
accommodations 50:18	agency 27:14 30:6 81:21	analysis 17:10,13,21 30:5 85:4	appraiser 57:10,23
account 30:6	agency's 25:23	analyze 10:9	appreciate 44:18 58:8 59:24 77:1
acquisition 57:17	aggressive 76:8	analyzing 24:9	
		angles 35:13	
		annually 58:4	

<p>approach 19:2</p> <p>approaching 72:2</p> <p>appropriate 12:14</p> <p>approval 27:12 30:23 31:24 51:22 85:17</p> <p>approve 46:18</p> <p>approved 25:24 41:3 46:4</p> <p>approximately 36:7</p> <p>arborvitae 14:5</p> <p>architect 8:6 53:15 54:5 77:13</p> <p>architects 54:13</p> <p>architectural 22:3 23:3</p> <p>area 10:8 11:12 14:3 32:17, 24 33:6,13 38:14 41:8, 13 49:17,19 60:9 73:7, 17 74:4,6</p> <p>areas 10:21 15:8 33:7 37:14</p> <p>aren't 23:4 31:17 66:14</p> <p>arguably 78:6</p> <p>argue 23:9 29:5</p> <p>arrangement 48:23</p> <p>articulate 71:14</p> <p>articulated 68:24</p> <p>articulating 58:8</p>	<p>articulation 4:13 6:17 16:18</p> <p>as-of-right 5:5 6:6 78:7</p> <p>ascertain 26:21</p> <p>asked 18:20 19:7 21:11,20 28:12 29:19 79:22 83:13</p> <p>asking 19:7,10,17 20:14,21 21:8 26:6 29:10,22 54:11 57:1 67:19 78:18 80:1 81:18 84:3 85:23</p> <p>aspect 47:14</p> <p>aspects 63:21</p> <p>assess 5:1,10</p> <p>assumed 57:20</p> <p>assuming 11:11 73:8</p> <p>assumption 26:9,13 61:10 62:13</p> <p>assumptions 24:22,23 25:17,21 61:22</p> <p>assure 80:24</p> <p>attached 52:22</p> <p>attacked 41:14</p> <p>audible 70:16</p> <p>availability 72:11</p> <p>available 13:6 19:22 41:4 72:24 73:7 74:13</p> <p>average 36:4 48:14</p>	<p>aware 46:21 63:17</p> <p>awkward 31:6</p> <hr/> <p style="text-align: center;">B</p> <hr/> <p>back 7:11 9:21 19:20 20:3 25:16 28:9 31:23 34:6 35:12 36:5 38:2 39:1 55:16,21 70:3 71:7 74:18 83:20</p> <p>backing 56:19 60:8,23</p> <p>backs 6:21 55:11</p> <p>bad 64:4</p> <p>Baker 74:19</p> <p>BALAKRISHNA 39:11 42:4,8,21 43:5 44:10,24 54:21 55:6,8, 13,17 56:2 60:2,16</p> <p>balancing 29:13</p> <p>ball 53:21</p> <p>bargain 57:2</p> <p>Barrett 5:12 17:23 18:2,13,15 22:10,14 23:20 24:16, 20 26:15 29:18 30:22 31:21 32:15,23 33:3,12, 16,21 57:8 61:17,20 62:13 65:6 68:11 70:1,7 71:8 79:15 81:14,19</p> <p>Barrett's 78:19</p> <p>base 34:9 62:6</p> <p>based 32:17 33:12 68:15 78:19</p> <p>baseline</p>	<p>27:19 28:9,10 66:23 69:4</p> <p>basic 8:4 71:17</p> <p>basically 19:16 40:3 46:14 49:20 56:15 76:9</p> <p>basis 23:13 28:2,6 62:10 71:3</p> <p>bat 23:16</p> <p>bay 17:4 41:2 83:16</p> <p>beautiful 39:17</p> <p>bedroom 15:7</p> <p>beginning 45:3 78:20 82:4</p> <p>begun 72:1</p> <p>behalf 48:6 58:24 83:12,13</p> <p>believe 29:21 36:20 52:23</p> <p>beneficial 80:3</p> <p>benefit 38:10 57:22 72:20 73:5 83:20</p> <p>benefits 40:2 72:18</p> <p>best 20:11 61:24</p> <p>better 9:3 29:7 38:4,15 44:14 47:11,20 63:12 65:2 75:6</p> <p>beyond 26:19</p> <p>big 36:8 59:2 62:17,20 72:15 84:23</p> <p>bigger 50:19</p>
--	--	--	--

<p>biggest 37:10,20 48:12</p> <p>bill 27:10</p> <p>bins 55:17</p> <p>bit 7:10 13:14 24:2 27:6 42:2 76:8</p> <p>blighted 38:12</p> <p>blocking 22:7</p> <p>blowing 45:21</p> <p>board 4:20 19:1 20:9 21:24 41:4 46:18 47:5,13,16 58:10 63:16 66:13 67:7, 11 70:4,13,19,24 71:6 78:23 83:23</p> <p>board's 19:12,24 64:20</p> <p>boards 18:19</p> <p>Boehmer 6:13 22:4 34:3</p> <p>boil 44:20</p> <p>book 5:2 21:10 23:19,21 24:18 26:14,23 33:19 71:11 76:22</p> <p>borrow 80:12</p> <p>Boston 32:17 33:1,13</p> <p>bought 13:7 39:15 57:2</p> <p>boutique 42:12</p> <p>box 67:13</p> <p>Boylston 4:6,16,17,22 8:9,12 9:24 13:7 21:13 37:4</p>	<p>39:7</p> <p>Brady 17:4</p> <p>Brendan 8:6</p> <p>brief 39:12</p> <p>bring 40:1 41:18,20 49:22 77:2,8,9</p> <p>bringing 38:18 39:17 75:16 77:18</p> <p>broad-brush 46:20</p> <p>Brookline 32:13 33:11 41:3 42:23 52:1 62:7 69:20 83:7</p> <p>brought 71:7</p> <p>budget 57:13,21 62:11</p> <p>buffer 8:14 14:1 52:18 53:2,3, 12</p> <p>buffering 14:7</p> <p>bugs 45:9</p> <p>build 11:6 57:12 67:24 68:7 69:2,5</p> <p>buildable 20:22,23</p> <p>building 12:2 16:5,17 21:12 34:5 35:12,15 36:12,16 37:9 38:4 39:5,17,19 40:1,5, 14 41:18 43:1 45:13 57:12 58:9,11,15 59:13, 14,15 60:8,14,18 61:7, 11 65:15,19,23 67:4,13 69:18 71:19,23 72:3,15, 16 73:6,18 76:7,11,12 77:1,24 78:1,2 80:7 83:1 84:23</p>	<p>buildings 22:2 28:13 35:19</p> <p>built 24:13 25:8 45:13 52:19 57:7 72:18</p> <p>bus 75:16</p> <p>bushes 53:1</p> <p>business 6:1 9:19 10:10 11:9,12 43:9,10 44:13 45:9 75:23</p> <p>businesses 38:14 41:5,19,21 42:1 43:7,10,22 44:14</p> <p>busy 42:17</p> <p>button 44:3</p> <p>buyers 25:11</p> <p>buying 74:12</p> <p>bylaw 11:1,14 15:21</p> <hr/> <p style="text-align: center;">C</p> <hr/> <p>calculations 16:2</p> <p>call 48:16</p> <p>called 45:16</p> <p>can't 18:3,23 20:8,16 21:8,9 22:11,12,22 28:9 29:4 44:2,15 57:11 65:3,7,8 69:3,7 81:16,17</p> <p>car 49:20 73:14,23 74:2,9</p> <p>care 29:11</p> <p>cars 15:4 63:6,7 73:21 74:1,</p>	<p>10</p> <p>case 19:1 20:24 23:17 30:11 66:15 73:21</p> <p>Casella 55:15</p> <p>cases 17:11</p> <p>cash 80:13</p> <p>category 33:4</p> <p>cause 26:8</p> <p>caused 35:19</p> <p>causes 24:4</p> <p>caveat 20:2</p> <p>ceiling 6:18 37:1,2</p> <p>ceilings 35:3</p> <p>census 68:15,16</p> <p>century 45:18</p> <p>certain 13:8 32:10 68:3</p> <p>certainly 5:12 11:13 12:15 13:2 14:16 16:6 67:20 81:20</p> <p>challenging 17:10</p> <p>chance 8:1</p> <p>change 20:15 26:7 30:22 31:9 62:22 63:2 68:16 79:23 81:16</p> <p>changed 19:15 74:21</p> <p>changes 23:4 30:21 46:17 48:11</p>
--	---	--	---

<p>59:11 77:17 79:21 84:7</p> <p>changing 43:5 44:10</p> <p>characterized 41:24</p> <p>charge 4:11 5:18 6:10</p> <p>checklist 15:24</p> <p>chief 46:3</p> <p>child 74:18</p> <p>chime 79:5</p> <p>circulating 56:5</p> <p>city 74:19,20</p> <p>civil 13:5 48:22 51:19</p> <p>claims 19:9</p> <p>clarify 17:9 53:15</p> <p>clarity 53:2</p> <p>classification 32:10</p> <p>clean 40:5</p> <p>clear 15:20 37:19 50:4 54:3 64:14 81:14 84:14</p> <p>clearly 19:12,23 21:3 25:3 32:8 72:21 74:17 76:2 77:13</p> <p>clients 82:10</p> <p>Cliff 6:13,15</p> <p>Cliff's 9:13 23:2</p> <p>close</p>	<p>55:19</p> <p>closed 40:21</p> <p>closer 40:21 51:8 60:18</p> <p>closest 7:15 22:6</p> <p>closing 40:20</p> <p>coffee 45:5 60:7</p> <p>cognizant 15:6 77:4</p> <p>coherent 12:19</p> <p>come 5:4 19:20 25:16 28:5 38:14 43:3 44:16 45:17 69:5 70:3 71:19 83:20</p> <p>comes 20:3 25:22 43:15 64:16 77:14</p> <p>comfort 52:5</p> <p>comfortable 76:3</p> <p>coming 20:13 68:9 75:1</p> <p>comment 31:21 40:11 46:8,14 70:21 78:3 79:2</p> <p>commentary 9:13</p> <p>comments 34:20 36:18 41:16 46:12,14 47:1 61:2 70:14,18 77:23 78:19</p> <p>commercial 60:14 62:10 65:18 66:4 72:10 76:12</p> <p>commit 15:13</p> <p>Committee 23:7,10 29:1</p> <p>commonplace</p>	<p>35:9</p> <p>community 32:19 83:4,6</p> <p>companies 43:13</p> <p>comparable 6:20 11:23 33:1</p> <p>compare 69:23</p> <p>compared 28:15</p> <p>comparing 69:22</p> <p>comparison 69:1</p> <p>Compass 45:16</p> <p>compete 25:10</p> <p>completely 45:18</p> <p>completing 38:11</p> <p>compliance 14:2</p> <p>complicated 64:9</p> <p>complies 39:19</p> <p>component 36:11 37:8 38:19</p> <p>components 34:9 37:13</p> <p>comprehensive 4:5</p> <p>compressed 37:22</p> <p>compromise 49:12</p> <p>computer 44:3</p> <p>concept 34:20</p>	<p>concepts 29:24</p> <p>conceptual 48:2</p> <p>concern 22:14,17 26:15,18 48:12 58:18 59:2,10 62:17 64:13 72:21 73:8 74:15 75:11,19 76:15, 22 77:23</p> <p>concerned 4:12 10:8 13:23 15:10 58:14 69:16 73:4,16,18 74:8 77:17</p> <p>concerning 8:5</p> <p>concerns 6:11 7:3 14:9 16:8 19:12 21:3 29:11,12 32:9 34:14 39:20 46:15, 21 47:4 48:8 53:5 58:8 59:6 67:12 71:15 72:16 76:15,19,20 83:14 84:3, 4</p> <p>concessions 72:17 73:3 82:15</p> <p>conciierge 80:8</p> <p>concluding 85:6</p> <p>conclusion 23:8</p> <p>concrete 51:15 53:1 59:20</p> <p>condition 45:7</p> <p>conditioned 15:1</p> <p>conditioning 85:17</p> <p>conditions 14:15 17:17 25:4,9 38:6 46:17 51:24 64:3 85:18</p> <p>condo 54:17</p> <p>condominium 49:11</p>
--	---	---	---

<p>condos 7:20 13:7</p> <p>conducting 15:13</p> <p>conducts 16:1</p> <p>conform 10:23</p> <p>confuses 66:18</p> <p>conjunction 9:12 75:5</p> <p>conquering 51:3</p> <p>consent 72:19</p> <p>consider 12:8 21:4 47:6 69:18 72:1,13,17 85:3</p> <p>considerably 30:7</p> <p>consideration 55:1 68:24 72:4</p> <p>considerations 50:21</p> <p>considering 4:22 35:18 82:19</p> <p>consistency 52:20</p> <p>consistent 82:23</p> <p>consistently 8:24</p> <p>construct 10:22 85:13</p> <p>constructed 58:20</p> <p>construction 15:12,18 24:7 25:1 31:14 40:6 54:19 56:24 81:4,5</p> <p>constructive 48:20</p> <p>constructively 59:21</p>	<p>consult 54:4</p> <p>consultant 20:3 23:1,23 24:21,24 25:3,15 26:3,20 39:24 51:2 71:8</p> <p>consultant's 23:6</p> <p>consultants 19:22 23:11 36:22 37:17 79:5 83:12</p> <p>contained 14:13</p> <p>contaminated 40:4,8</p> <p>contemplated 83:23</p> <p>context 22:3 32:11 66:9 67:19</p> <p>continuation 4:5</p> <p>continue 13:17,21 78:12 85:7,8</p> <p>continued 58:17</p> <p>contracted 74:20</p> <p>contribution 75:20</p> <p>controls 64:11</p> <p>conveniences 13:9</p> <p>conversation 7:21 12:23 13:17,20 18:8 21:6,22 48:20 50:14 56:11 59:7 82:10</p> <p>conversations 36:21 52:24</p> <p>convinced 78:23</p> <p>Coolidge 42:23 62:7</p> <p>corner 9:22 38:12 42:23 62:7,</p>	<p>21 63:12 67:15 76:6,7</p> <p>corners 38:22</p> <p>correct 13:2 70:7</p> <p>cost 26:16 27:15 29:7 56:23 57:1,3,18 80:11 81:11</p> <p>costs 24:7 25:1 26:21 27:8 28:15 31:14 58:3 81:3, 4,5</p> <p>couldn't 14:16</p> <p>count 62:12 68:12</p> <p>couple 12:7,10 39:16 41:9 45:11 51:10 77:2 80:8</p> <p>course 15:19 36:1</p> <p>court 56:8</p> <p>covers 58:3</p> <p>cramping 53:23</p> <p>create 35:22 75:9 76:13</p> <p>created 75:8</p> <p>creating 22:7 38:13 84:1,9</p> <p>credence 23:11</p> <p>critiques 82:23</p> <p>crowded 58:15</p> <p>crux 21:22</p> <p>curb 8:16 40:18,20 41:1</p> <p>curious 58:18 71:4,5</p>	<p>current 57:7 69:14 79:24</p> <p>currently 40:8</p> <p>customers 41:18 42:16 44:1</p> <p>cut 8:16 38:21,24 40:18,20 41:1</p> <p>cutback 39:6</p> <p>cycles 74:21</p> <hr/> <p style="text-align: center;">D</p> <hr/> <p>damage 15:11</p> <p>dashed 8:20</p> <p>date 27:12 29:6 30:12,21 31:1</p> <p>daughter 49:23</p> <p>day 38:17 42:16,19 43:2 44:6</p> <p>day-to-day 13:15</p> <p>daylight 22:7</p> <p>days 42:22 43:3 44:9</p> <p>de 30:21</p> <p>deal 6:4 16:23 17:1 50:17 52:1 56:23</p> <p>debt 27:15</p> <p>December 4:12</p> <p>decent 11:16,18</p>
---	---	--	--

decide 22:23	21:3 29:12 83:16	65:7,9	dislike 24:16
decided 13:19 18:10	despite 32:6 38:1 73:19	difficult 63:18 64:6 67:24 74:24	dismiss 26:17
deciding 30:6 85:22	detail 49:11 52:11 62:1	digging 40:3	displaying 22:5
decision 52:1 85:16,24	detailed 82:6	dilemma 70:13	distinction 67:22
deep 11:11	develop 82:17	diligent 6:23	district 6:1 9:19 10:2,10,17 11:9 12:17,20
default 44:8	developed 71:21	dimension 53:14	Ditto 16:1
definitely 6:11 35:8 48:10 54:17, 24 56:16	developer 15:15 27:8 47:21 57:11, 24 71:22 72:4,9 73:2 75:3,14 76:13 82:16	dimensionality 34:18	divided 33:8
definition 27:5 33:10	developer's 24:22 25:17 72:19	dimensions 17:14 65:18	doable 36:22
deliveries 41:10 73:12	developers 27:24 67:14	dip 18:7	doesn't 27:5,23 29:1 34:14,15 57:6 59:11 64:15 66:11, 14 69:15 70:9 72:24
delta 27:17 28:11	development 72:7	direction 21:7 39:8	doing 28:7 31:20 36:2,9,17 40:2,9,19 47:6
deltas 7:6,14	developments 83:7	directional 75:17	dollars 80:9
demand 74:14	dewatering 40:6	directions 75:1,18	don't 5:1 11:2,13 12:5 14:23 16:12 18:14 19:6 20:9 29:11,21 35:4 44:5 45:6 51:19 53:9 54:20 58:6 59:12 61:6,24 62:22 63:1,5,13 67:17,18 72:14 73:20 74:7 75:10 77:5,11,14,22 78:21,24 79:11,23 80:12 81:7,9, 15 82:7,10,11,20 85:1
denial 85:17	DHANDA 42:17,20,22 43:6 44:13, 18 45:3	disagree 32:5	Donuts 44:23
denominator 68:16	dialed 34:17	disagreement 70:20	door 51:8
dense 12:9	dialogue 50:6 52:13	discern 5:5	double 49:21 63:9
density 12:11,14,17 69:6	dictates 35:3	discerns 5:19	doubt 81:5
deny 20:22	didn't 51:12 52:14 59:18 74:23	discomfort 21:24	downsizing 71:23
department 39:13 60:5 75:13	difference 6:20 60:12 77:15	discuss 59:1	
dependent 54:10	different 11:22 19:3 22:4 23:19 24:3 32:13,20,22,23 33:5,6 65:3,11 70:6,10 75:1 78:1 82:21	discussed 7:23 63:19	
depending 6:2,3	differently	discussing 71:2 78:18 85:16	
depriving 22:8		discussion 7:8 47:2 66:11 71:1 85:14,18,20	
design		discussions 34:2	

<p>DPW 15:24 16:7</p> <p>Drainage 54:15</p> <p>dramatically 43:8 82:21</p> <p>drive 63:16 64:3 74:13</p> <p>driver 41:14</p> <p>driveway 14:3 40:22 49:8 55:19</p> <p>drop 49:2 51:4</p> <p>drop-off 13:11 48:23 49:8,14 50:7,10,21 51:2</p> <p>dropped 85:1</p> <p>Drybar 45:21</p> <p>due 18:12 19:18 43:8</p> <p>dumpster 14:10</p> <p>Dunkin' 44:22</p> <p>dwelling 9:19 10:10,15 11:10</p> <p>dynamic 38:1</p> <hr/> <p style="text-align: center;">E</p> <hr/> <p>e-commerce 43:4,9</p> <p>earlier 14:18 35:16 60:3 78:9, 19</p> <p>early 45:4 50:13</p> <p>easier 13:14</p> <p>east 33:1 39:8</p>	<p>eastern 25:9</p> <p>easternmost 40:22</p> <p>easy 24:21</p> <p>eat 57:21</p> <p>echo 34:20 36:18 59:2 78:8</p> <p>economic 24:15 26:10 28:3,17</p> <p>economically 71:24</p> <p>economics 27:6</p> <p>edge 36:16 84:24</p> <p>effect 29:19 82:18</p> <p>effective 14:7 53:3</p> <p>effort 74:23</p> <p>efforts 35:12 77:2</p> <p>eight 31:3</p> <p>either 20:16 21:13 46:16 71:12</p> <p>elementary 74:18</p> <p>eligibility 81:21</p> <p>eliminate 77:10</p> <p>elimination 21:15,17 24:11</p> <p>employees 41:14</p> <p>encourage 18:18 20:7</p> <p>encouraged</p>	<p>13:16,18</p> <p>engaging 50:5</p> <p>engineer 40:13</p> <p>Engler 18:8,12,13 26:24 27:2 29:21 30:10,24 31:13, 15 32:5 57:5,9,16 58:3 62:1,6 79:3,8,11,17,21 80:5 81:12 82:2,13</p> <p>Engler's 34:20 36:18</p> <p>enormous 80:11</p> <p>entire 37:9</p> <p>entirely 64:20</p> <p>entrances 37:7</p> <p>environmental 21:3 39:23 40:1 46:4</p> <p>environmentally 82:17</p> <p>envision 54:23</p> <p>envisioning 52:16</p> <p>equation 18:10</p> <p>equity 27:15 80:14</p> <p>especially 5:1 7:14 34:2 48:11 75:7</p> <p>essential 20:23</p> <p>essentially 39:7</p> <p>estate 27:6 42:10 45:15,16,18</p> <p>evaluated 31:16</p>	<p>evening 4:9 8:2 71:10</p> <p>eventually 31:23</p> <p>evergreens 8:15 14:6</p> <p>everybody 18:6 43:13 58:24 64:4</p> <p>everyone's 38:7,8</p> <p>Everything's 37:14</p> <p>evidence 84:19</p> <p>exact 43:20</p> <p>exactly 31:3</p> <p>examine 42:15</p> <p>example 49:22 60:19</p> <p>exceptions 68:4</p> <p>exchange 5:17 13:9</p> <p>excited 39:16</p> <p>Excuse 68:19</p> <p>existing 49:4 66:13 78:9</p> <p>exists 64:20 83:21</p> <p>expect 12:5 16:24</p> <p>expensive 80:7 82:16</p> <p>experience 19:18 27:21 38:3 42:14 62:23</p> <p>expert 17:24</p> <p>experts</p>
---	---	---	--

<p>28:4 77:21</p> <p>explain 5:13 27:2 65:1</p> <p>exposure 9:11</p> <p>expressed 22:18</p> <p>extensive 15:24</p> <p>extraordinary 44:1</p> <p>extremely 50:11</p> <p>eyesore 62:21</p> <hr/> <p style="text-align: center;">F</p> <hr/> <p>facade 4:15,17 6:17 35:17</p> <p>face 25:8 39:5 76:10 84:18</p> <p>faces 4:15 6:17</p> <p>facilitate 48:21</p> <p>facility 47:18</p> <p>facing 21:12</p> <p>fact 16:16 21:18 27:20 32:6 34:13,21 38:16 58:14 62:20 66:3 69:21 72:14 73:19 76:10 77:4 84:2, 18</p> <p>factors 82:18</p> <p>factual 8:4</p> <p>fails 11:1,14</p> <p>fair 35:14</p> <p>faith</p>	<p>59:8</p> <p>fall 17:6 33:3</p> <p>falls 19:11</p> <p>families 7:20 48:6</p> <p>family 73:21</p> <p>far 21:5 22:24 23:10 34:16 36:8 69:1 82:22</p> <p>favor 54:17,24 79:1</p> <p>feasible 20:12</p> <p>fee 50:15</p> <p>feedback 39:21 47:11</p> <p>feel 7:2 58:15 59:12 76:3</p> <p>feeling 37:22 64:8 71:6</p> <p>feels 56:10 78:23</p> <p>feet 4:17 8:12,17,23 9:8 10:11,13 12:4 14:2,6 29:5 36:4,6,7 37:4,5 38:24 39:1,4,6,7 52:22, 23 53:7,9,20 59:15 65:21 69:6 77:14</p> <p>felt 21:23</p> <p>fewer 49:17</p> <p>fight 59:17</p> <p>figure 75:4</p> <p>figures 79:10 80:3 81:11</p> <p>figuring 63:11</p>	<p>file 30:12</p> <p>fill 42:1</p> <p>final 23:2 30:22 31:24</p> <p>financial 30:5 79:7</p> <p>financially 77:7</p> <p>financials 23:24 24:10</p> <p>find 20:24 38:6,9 46:24</p> <p>fine 29:1 76:1 84:20</p> <p>first 7:17 13:4 20:8 25:24 83:5</p> <p>fit 47:19</p> <p>fits 57:10 84:20</p> <p>five 38:24 42:18 51:5 67:16</p> <p>living 38:8</p> <p>fix 49:6 78:9</p> <p>flip 8:6</p> <p>floor 8:7,18 9:6,8 29:22 35:1 36:4,7 39:5 77:10 84:12</p> <p>floors 4:13,18 8:20 9:1,2 16:19 77:19</p> <p>flow 75:6,22</p> <p>focus 5:22 7:7 46:14</p> <p>focused 35:21</p> <p>folks 22:15 45:22 46:13,22</p>	<p>follow-up 17:19</p> <p>food 45:9 46:5</p> <p>foot 6:19 8:22 25:2 36:5,14 39:2 53:18,20,21,22 77:14</p> <p>footprint 14:13</p> <p>force 71:22</p> <p>forecasting 32:3</p> <p>forefront 50:21</p> <p>foremost 7:17 83:5</p> <p>forgo 24:14</p> <p>form 50:17</p> <p>forma 5:13,20 18:8,19 19:2,6, 7,15,23 20:3,24 22:20 23:18,23 24:21 25:2,15 26:1,2,4,5,19 27:14 47:3 56:22,23 57:14 59:7 61:20 71:3,21 78:18 79:4 81:9,15,20 84:17 85:24</p> <p>formalizing 80:2</p> <p>formas 19:20</p> <p>forth 7:11 38:2 75:13</p> <p>forward 43:22 48:19</p> <p>foundation 15:11 53:24</p> <p>four 42:3,18 49:16 80:22</p> <p>frame 6:8</p>
--	---	---	---

<p>framed 28:5</p> <p>framework 17:10 26:13</p> <p>frankly 84:5</p> <p>frequently 51:13</p> <p>front 9:24 10:4 26:11 36:5</p> <p>full 85:13</p> <p>furniture 42:9</p> <p>further 12:15 21:11,13,14,16 36:17 40:23 46:17 67:10 74:5 77:4,12</p> <p>future 43:9</p> <hr/> <p style="text-align: center;">G</p> <hr/> <p>gained 78:21</p> <p>gardener 53:7</p> <p>gas 38:15 39:23 40:14,17 51:14 52:15 63:4 66:20, 21 67:1 69:10 76:5</p> <p>gee 28:6</p> <p>general 6:1 9:19 11:9 72:8,10 80:6,18</p> <p>generally 22:5 44:1</p> <p>generate 6:4 67:4 81:7</p> <p>generated 40:14 66:19,21,22</p> <p>generates 73:13</p> <p>generating 6:7</p>	<p>gentleman 67:11</p> <p>germane 35:6</p> <p>Gerzon 7:21 8:1 12:23 48:5 49:9 50:9 52:14 54:1,6, 16,22 55:7,9,16 56:14 57:14 58:1,5,6,23 60:12,21</p> <p>Gerzons 7:19 13:20</p> <p>gesture 7:2</p> <p>getting 12:19 16:5 27:12 80:14</p> <p>give 8:21 20:9 52:5</p> <p>given 22:24 46:12 48:13,17 50:24 61:6</p> <p>go 7:5,12,22 8:19 10:16 21:6 22:21 23:16 28:9 29:14 34:6 35:7 39:3 41:12 55:22 64:18 71:1, 3,13 74:6,7 75:18 82:4 84:17 85:19</p> <p>goes 30:20 31:23 47:2 49:14 67:16,17</p> <p>going 4:4,7 5:4 6:24 7:12 9:9 10:9 14:21 20:17 26:3, 4,7,18,20 28:11 31:2,9, 17,18 35:1 37:17,19 38:3 42:2 43:22 46:7,11 48:15 49:16,20 50:1 51:1 52:9 53:8,11,19, 23,24 54:7 55:13,14 57:12,21 60:10 61:6,21, 22 62:2,20 63:3,6,7 67:4,24 69:10,12 73:14 74:6,7,9,11,13,14 75:8, 9 76:4 77:15 78:5,11, 13,16,17 81:5 82:6 83:3 84:15 85:7,8</p> <p>good 4:9 8:10 13:15 14:4 24:21 30:10 48:21</p>	<p>51:11 54:1 57:5 76:4</p> <p>grade 53:16,17</p> <p>grappling 4:20</p> <p>grasping 11:19</p> <p>great 6:4 9:4 17:5 53:6 54:18 56:14 63:10</p> <p>greater 83:4</p> <p>green 52:18</p> <p>groceries 49:1,2 51:6</p> <p>Gross 61:3,19 62:3,15 65:10</p> <p>ground 6:19 8:16,17 9:15 16:18 34:23 35:1 36:4</p> <p>groundwater 40:7</p> <p>grow 14:5 53:8,21</p> <p>guess 13:4,8 18:17 19:4 20:4 46:20 51:20 62:15 78:16</p> <p>guide 5:2</p> <p>guy 26:7</p> <p>guys 51:18 59:5,6,7,16,23 82:22</p> <hr/> <p style="text-align: center;">H</p> <hr/> <p>HAC 29:14 30:6,11,13 31:1, 5,9</p> <p>hadn't 61:5</p> <p>hair 45:21</p>	<p>half 43:15</p> <p>Hammond 9:24 12:16 17:3 40:18 41:1 61:3</p> <p>handled 16:8</p> <p>happen 12:20,21 15:6 55:3,4,10 73:22</p> <p>happened 4:10</p> <p>happening 32:3 53:16 77:11</p> <p>happens 31:4 50:2 56:4 62:8 73:11</p> <p>happy 12:4 31:22 38:7 52:18 59:10 71:14</p> <p>hard 4:24 36:23 39:13,18 58:24 63:6 68:2</p> <p>Haril 39:22</p> <p>Harvard 11:20 45:13</p> <p>hasn't 13:19 47:16 66:21 68:3</p> <p>hate 33:4</p> <p>haven't 21:5 23:2 45:17 79:22</p> <p>head 25:23 65:18</p> <p>health 5:23 17:2 21:2 29:12 46:4 51:19 60:6 67:5</p> <p>healthy 17:6</p> <p>hear 47:17 48:2 55:12 58:17 71:15 83:7</p> <p>heard 29:20 38:20 63:15 64:14 66:11 71:9,17</p>
--	---	---	--

<p>73:20 78:4 84:14</p> <p>hearing 4:5,11 16:23 18:1 34:2 71:2 78:20 85:11</p> <p>heart 12:16 20:20</p> <p>Heath 75:8</p> <p>heavy 45:24 46:1</p> <p>height 6:18 34:4,24 35:5,8 36:12 37:1 52:21 53:2 54:3 65:20 67:22 68:5 76:24 77:24 78:2 84:8, 10</p> <p>heights 34:15,16</p> <p>help 5:10 7:6,8 47:19 48:21 62:19 63:11 72:20 74:20 76:14</p> <p>helpful 5:10 7:16,24 11:8 17:22 38:19 46:24 47:13 48:24 49:13 50:11 51:17 52:12 70:19 84:22</p> <p>helps 72:5 80:17</p> <p>hey 31:17</p> <p>high 25:2 38:8 69:6 83:4</p> <p>high-end 24:8,13 26:16 42:12 45:20</p> <p>higher 24:8 35:3 51:3</p> <p>higher-end 24:4,7</p> <p>highway 11:22 12:18 64:10,11 75:6 84:24</p> <p>hired 57:23</p>	<p>hires 30:18</p> <p>holdover 14:24</p> <p>home 8:11 43:19</p> <p>homeownership 32:16</p> <p>honestly 37:10 63:5 65:13</p> <p>hope 5:9 7:24 59:16 73:2</p> <p>hopefully 48:19 75:14</p> <p>hopes 50:5</p> <p>hoping 36:20 76:12</p> <p>hour 43:16</p> <p>hours 31:3 41:5 73:11</p> <p>house 21:13 49:23 51:6</p> <p>housing 22:19 23:7,10,15 25:7 29:1,13 49:4 70:2 72:5</p> <p>hundred 80:9</p> <hr/> <p style="text-align: center;">I</p> <hr/> <p>I'd 21:1 48:2 71:14</p> <p>I'll 12:11 16:20 18:16 23:22 48:16 71:13 78:3 79:12 82:2</p> <p>I'm 8:5 9:3 10:9 11:18 13:17 18:2 20:13 24:6 25:12,13 26:11,12,17 31:2,18 32:3,4 43:12 44:18 46:20 47:15 48:5 50:3 53:7 54:6,21 56:22 57:1,12 58:18,23 60:16 62:3,16 70:11,12 71:4,</p>	<p>5,12 72:3,13,17 73:14, 15,18 74:16 76:2,12 77:4,12,19,21 78:7,20, 24 79:1 81:1,4,18,24 82:18 84:4 85:5,6</p> <p>I've 13:16 18:15 28:21 37:24 72:1,15,22 73:19 74:5 75:22 80:18</p> <p>idea 45:4 78:18 83:17</p> <p>ideas 47:17,23 48:2</p> <p>idling 14:21 15:4</p> <p>immediate 41:8</p> <p>immediately 75:15</p> <p>impact 4:21 5:6,22 9:10 22:7 23:5 35:14,17 47:2,4 57:4 64:1 68:12 83:4,8 84:1</p> <p>impacts 5:16 46:15 58:11 63:24 64:24 65:16 78:5 85:19</p> <p>impeded 75:24</p> <p>implement 76:20</p> <p>important 5:21 23:14 29:9</p> <p>impose 46:18</p> <p>impossible 10:22</p> <p>impractical 77:7</p> <p>improve 40:10 72:10 75:14</p> <p>improvements 47:17,22</p> <p>in-site 37:15</p>	<p>inappropriate 79:6,13</p> <p>include 56:24 57:15</p> <p>included 51:24 57:4</p> <p>includes 57:16</p> <p>including 38:18</p> <p>income 33:13 61:18,23 81:6</p> <p>increase 9:9,13,15</p> <p>increased 35:24</p> <p>increases 36:6</p> <p>increasing 6:20 15:21</p> <p>increments 9:5</p> <p>indicates 8:21</p> <p>industry 25:14</p> <p>inflicting 17:15</p> <p>informally 82:8</p> <p>information 5:9 43:17 82:4</p> <p>informative 81:8</p> <p>ingenuous 69:14</p> <p>inquiry 22:17</p> <p>inside 37:3,15</p> <p>instance 15:17 41:13</p> <p>instances 41:10</p>
--	--	--	---

<p>insurance 44:8</p> <p>intended 5:22 41:24</p> <p>intensifies 73:16</p> <p>intensity 41:21 45:24 72:6</p> <p>intensive 85:18</p> <p>intention 52:6</p> <p>interest 30:20</p> <p>interested 45:8,24 81:3</p> <p>interesting 41:20 81:12</p> <p>interface 38:13</p> <p>interjecting 60:3</p> <p>internal 9:23</p> <p>internally 37:6,8</p> <p>interrupt 49:6</p> <p>Interruption 56:7</p> <p>intersect 20:19</p> <p>intersection 40:21 63:16,18 64:7,15 74:18,24 78:11</p> <p>intruding 67:10</p> <p>invariably 19:19</p> <p>investments 27:9</p> <p>investor 27:8</p> <p>investors</p>	<p>27:19 31:10,17</p> <p>involved 34:7 36:1 63:11</p> <p>involves 16:1 20:18</p> <p>iphone 44:3</p> <p>isn't 9:10 11:14 26:3 57:18</p> <p>issue 25:6,19 31:22 50:5 53:10 66:8 67:11 76:2 84:11</p> <p>issues 5:23 12:23 40:12 43:21 49:1 54:14 78:10 84:10</p> <p>it's 5:9,17 8:22,23 9:11 10:3,21,24 11:8,12,23 13:5,15,16,24 15:3 16:4 17:5 19:7 20:17 24:7, 20,22,23 25:2,6 26:18 27:6,7 29:9 31:6,12 32:2,19 33:7,12 34:9,10 35:1,6 37:2 38:2,12,15 39:4 40:23 45:7,14 47:15 48:22 51:1 53:5, 6,19 55:13 56:4 57:6, 17,18,19,22,24 58:1,23 59:13,14 60:10,13,23 61:21 62:3,8,13,23 63:6,18 65:2,6 66:8 67:1,3,24 68:3,13,15,19 69:13,22 72:14 73:19 74:24 75:5 76:4,24 77:5 79:19 80:7,17 83:5,8,20 84:11,18 85:3</p> <p>item 43:20</p> <p>its 22:1 23:8 73:1</p> <hr/> <p style="text-align: center;">J</p> <hr/> <p>job 26:20</p> <p>Joe's 43:1</p>	<p>joined 17:23</p> <p>joining 18:5</p> <p>Jonathan 84:11</p> <p>Journal 44:7</p> <p>judgment 77:20</p> <p>Judi 5:12 17:23 18:13 27:3 29:8 33:20 61:16 62:12 65:1 71:8 78:19 79:5</p> <p>Judi's 18:11</p> <p>Julie 61:3</p> <p>jump 18:16</p> <p>jurisdictionally 64:9</p> <p>justification 84:17</p> <p>justified 25:18</p> <p>justifies 25:21</p> <hr/> <p style="text-align: center;">K</p> <hr/> <p>keep 9:18 10:18 15:7 64:22 66:6,19</p> <p>key 7:13</p> <p>killing 31:18</p> <p>kind 11:1 14:21 20:5,13 21:2 26:19 29:13 32:6 33:8 46:1 48:7,8,22 49:12 52:20,23 56:17 61:10, 14 62:19 63:10 67:12 72:8,12 73:10</p> <p>kinds</p>	<p>43:22 45:23</p> <p>knew 57:12 74:19</p> <p>knocked 84:12</p> <p>know 5:14 12:19 13:6 14:21 18:12,14,15,24 20:9,10, 19 21:1,23 22:3,8,19 23:1 24:12 25:7 31:3 32:16 33:5 34:4,5,7,8, 11,18 35:4,7,11,16,24 36:2,19 37:12,21 38:1, 5,10 39:6,14,15,22 40:16,23 41:1,2,6,24 42:7,8,10,11,14 43:18 47:3,7,8,9 48:9,24 49:24 50:23,24 51:2,5, 11,19 52:6,7,23 53:3,9 54:19 55:12,24 56:5,6, 10 57:1 58:9,14 59:1,4, 5,6,16,23 60:17,19 61:6,9,24 62:23 63:1,3, 5,8,12,13,15,18,20,22 64:4,8,11,12,13,16,17, 18,23,24 65:2,17,23 66:3,6,7,10,11 67:17, 18,23 68:4,21 70:19,20 73:12,21 74:4,5,7,22 75:5,10 77:12,14,21 80:16 81:2,7,17 82:22 83:5 84:8,20 85:16</p> <p>knowing 13:8</p> <p>KOBES 66:17 68:6,13 69:12</p> <hr/> <p style="text-align: center;">L</p> <hr/> <p>labeled 53:18</p> <p>labor 33:7</p> <p>land 56:24 57:2,3,16</p> <p>landscape 54:4,12</p> <p>landscaped 14:7</p>
---	---	---	--

<p>landscaping 47:23</p> <p>lane 14:22 15:4</p> <p>lanes 14:22</p> <p>large 71:19</p> <p>largely 5:24</p> <p>larger 84:9</p> <p>law 17:7 70:8</p> <p>laws 48:17 60:21</p> <p>lawyer 56:22</p> <p>learning 82:5</p> <p>leasable 34:16</p> <p>leave 69:20</p> <p>left 80:13</p> <p>legally 72:23</p> <p>length 10:12</p> <p>lens 17:12</p> <p>let's 23:7 25:7</p> <p>letter 27:12 70:22</p> <p>letting 60:17</p> <p>level 6:19 8:16,18 9:15 16:18 34:23 35:5 39:1 44:1 52:11</p> <p>liberal 33:10</p>	<p>life 49:4</p> <p>light 9:9,14,16 22:8 35:22 40:23 74:21</p> <p>lighting 42:11,15 44:22 47:10</p> <p>lights 47:23 74:24</p> <p>likelihood 83:2</p> <p>limits 80:11</p> <p>line 8:8,13,20,22,24 12:1 22:16 29:2 39:2,3</p> <p>lingering 64:13</p> <p>listen 70:21</p> <p>literally 55:21</p> <p>little 7:10 13:14 24:2 27:5 42:2 49:17 57:22 61:9 76:8</p> <p>live 7:22 12:24 27:18 28:16 31:11 41:18 44:9 58:12 74:11</p> <p>lives 13:14</p> <p>living 15:8</p> <p>loading 17:4 41:2,6,11 47:9 48:1 63:8 73:4 75:24 83:16</p> <p>loads 46:1</p> <p>loan 80:13</p> <p>local 19:12 29:11</p> <p>location 32:6</p>	<p>logical 23:8</p> <p>long 10:4 14:15 30:15 43:2,3 66:22 75:23</p> <p>look 7:6 12:11 17:11,13,14 24:22 26:1,3,4 28:20 30:18 31:19 34:6 36:11 48:19 51:16,21 61:21 62:2 63:23 79:9,18 80:5 81:10,19,22 82:2 85:7</p> <p>looked 16:15 83:18,19</p> <p>looking 5:15 13:13 23:24 25:19, 20 31:7 46:23 49:7 50:6,7 51:1,15 63:20 65:3,22 71:11,12 74:10 80:19</p> <p>looks 52:17 53:6</p> <p>lose 31:18</p> <p>loss 26:8 29:20</p> <p>lot 9:22 16:1 17:16 27:22 29:6 34:17 36:24 37:13, 22 40:22 43:5 44:11 48:7 51:1 52:15 69:3 71:20 72:3 73:13 74:3 78:4 80:14,17,24 83:6 84:9</p> <p>lots 9:23 83:19</p> <p>loud 55:10 64:14 84:14</p> <p>love 43:17</p> <p>low 41:20</p> <p>low-impact 72:9</p> <p>low-volume 42:1</p> <p>lower</p>	<p>6:18 50:18 77:3</p> <p>lowered 77:3</p> <p>Lowering 9:14</p> <p>LSP 39:24</p> <p>luck 49:16</p> <p>lucrative 80:20</p> <hr/> <p style="text-align: center;">M</p> <hr/> <p>M-1.0 10:17,23</p> <p>Macy's 44:6</p> <p>magnitude 34:11</p> <p>main 16:17</p> <p>major 12:17 58:18 72:20 76:15</p> <p>making 20:23 26:8 28:1 32:6 62:18 80:24</p> <p>Maloney 46:3 60:5</p> <p>managed 17:16</p> <p>management 55:15 56:3</p> <p>Maria 4:8 17:19,20 35:23 48:7 51:12 65:17 67:9 84:21</p> <p>market 25:6,9,11,17,19,20 30:7 32:19 33:7 62:8</p> <p>mass 34:4 36:16 38:18 58:16</p> <p>Massachusetts 25:10</p> <p>Massdot</p>
--	--	--	--

64:10	65:15	mitigate 12:11 23:4 34:22 37:6,7 47:6 64:2	5:16 7:9,12 19:14 22:18 23:15,17 25:11 29:13 41:6 53:11 54:8 66:6 78:14
Masshousing 28:16 31:24 79:18	meet 9:17 70:9	mitigated 5:17 46:16	needed 7:7 53:21
massing 4:20 5:1,6 7:8 16:13 59:1,12,17 61:13 62:4, 16 67:9,14,16,22 77:24 84:9	meeting 18:7,10 34:2 52:24 64:18	mitigating 64:24 85:19	needs 5:19 85:12
massive 22:1	member 43:11,14	mixed 10:24 11:2	negotiating 20:6
material 40:5	members 49:11 63:15	mixed-use 11:6,20 34:8 76:12	neighborhood 11:22 12:2,14 39:20 41:6,19 47:19,22 64:14 67:10 72:11,20 73:6 74:1 83:22 85:2,20
matter 13:5 20:21 48:22 51:19, 20 55:22 69:11	memo 18:24	money 27:17 29:16 80:24	neighboring 23:5 32:19
max 65:20	mention 12:8 16:11 51:12 54:2 60:3	months 28:22 29:6 36:1 46:22	neighborly 13:9
maximize 36:15	mentioned 39:22 45:11 50:14 55:2 67:9 75:22	Morelli 4:8,9 46:2 53:13 54:11 65:20 66:1 67:21 68:14, 19	neighbors 13:16 52:5 58:12 71:10
maximum 68:5	met 37:11	morning 14:17 55:6,7 60:24	net 39:1,2 62:10
mean 10:21 20:8 24:1,20 25:3 27:23 30:23 32:3,12 37:22 42:6 44:16 45:1 47:20 49:15 55:13,17, 23 56:2,3 58:6 59:11,13 61:18,23 63:4,14 64:8 65:13 66:7,10,14 71:13 76:22 77:3,6 81:19 82:22 83:5,18 85:2,17	Metro 32:17 33:13	move 18:19 46:7 85:15	never 43:18
meaningful 77:9,15	mice 45:9	moved 15:23	new 5:3 39:17 40:5 41:21 64:1
means 10:21 27:24 85:5	middle 49:24 85:1	moves 68:9	nice 28:23 50:24
measure 27:15 31:10	mind 9:18 10:19 15:7 29:15 52:4 64:23 66:6 78:20 82:8	multiple 56:1,7 68:18	night 14:18
measured 27:8 28:12 52:24	mindful 35:13 56:12 58:10 83:24 84:2	<hr/> N <hr/>	noise 22:7 55:3,10 56:4 60:15
measuring 28:1	mine 62:17	name 38:15 45:10 48:5	non 57:18
Medfield 32:13 33:3	minimal 65:24	narrowing 20:5	non-40b 67:4
median 33:13	minor 51:11	natural 56:10	nonfood 45:14
medical	minutes 51:5 55:23	nature 26:16	normally 43:23 45:19
	misspeaking 13:1	nearly 36:2	north-facing 35:16
	mistaken 50:12	necessity 73:10	northern
		need	

<p>9:11</p> <p>note 27:18 40:16 52:3</p> <p>noted 39:24</p> <p>notice 52:20</p> <p>notwithstanding 74:8</p> <p>novo 30:21</p> <p>number 7:23 23:14 68:6,13,14</p> <p>numbers 24:23,24 25:18 28:14, 24 30:15,16,17 31:2,7, 20 32:19</p> <p>numerous 46:21</p> <hr/> <p style="text-align: center;">O</p> <hr/> <p>objective 17:12</p> <p>objectives 70:11</p> <p>obviously 40:20 41:17 47:23 49:10 60:22</p> <p>occupants 73:1</p> <p>occupied 42:24</p> <p>occurred 4:19</p> <p>off-peek 41:5</p> <p>off-site 13:12</p> <p>offer 47:21</p> <p>office 34:7,10,12 42:10 45:15, 16,18 65:15</p> <p>official</p>	<p>48:17</p> <p>officially 45:6</p> <p>offsetting 72:18</p> <p>oh 28:10 44:4</p> <p>Oishii 73:12,15</p> <p>okay 4:3 10:5 22:10 24:18 26:14,23 30:14 33:14 42:5 46:11 48:3 55:9 58:2,5 67:23 70:17 82:13</p> <p>old 9:19 11:15 49:2 51:7</p> <p>on-site 37:15</p> <p>on-street 74:3</p> <p>once 42:23 49:14 67:13</p> <p>one-third 42:24</p> <p>one-year-old 49:23</p> <p>ones 40:24 48:9 79:8</p> <p>online 43:19 44:15</p> <p>onset 34:19</p> <p>open 6:16 10:17 46:12</p> <p>opens 67:12</p> <p>operate 37:18</p> <p>operating 34:21,24 56:23 58:3 80:11 81:3,11</p> <p>opinion 11:17 22:4 78:22 84:21</p>	<p>opportunity 10:6 13:2 18:22 36:15</p> <p>opposed 66:4 70:6</p> <p>opposite 10:3</p> <p>optical 42:9 45:20,21</p> <p>option 49:9</p> <p>order 25:10 31:1,4 85:12</p> <p>original 16:14 26:4 30:9</p> <p>originally 28:16 79:17</p> <p>ought 45:7</p> <p>outlined 60:4</p> <p>outside 64:20</p> <p>outstanding 48:12</p> <p>outweigh 22:18</p> <p>outweighs 23:15</p> <p>overall 21:23 34:4 36:5,12 37:2 38:11 76:9 85:4</p> <p>overcrowded 83:9</p> <p>overnight 13:11 50:15,18,20</p> <p>overpaid 57:11</p> <p>overview 71:18 76:19</p> <p>owner 13:10</p> <hr/> <p style="text-align: center;">P</p> <hr/> <p>p.m.</p>	<p>4:2 14:18</p> <p>packet 36:24</p> <p>padding 68:21</p> <p>paid 57:20,22</p> <p>palatable 85:10</p> <p>Pandora's 67:13</p> <p>PANDYA 34:1 38:23 53:19 54:4, 10,15</p> <p>paper 44:6</p> <p>parallel 8:23</p> <p>parameters 5:3 11:7</p> <p>parcel 69:2</p> <p>parents 7:22 12:24 58:12</p> <p>parents' 49:23</p> <p>parked 15:4 74:5</p> <p>parking 5:23 13:6,12 14:3,24 48:1,13,16 49:17,18,21 50:8,15,20,23,24 51:2 60:9 63:9 69:1 72:21,24 74:3,4 81:6 83:15</p> <p>part 16:4 17:12 35:20 37:8, 24 51:21 82:9,19</p> <p>participation 70:18</p> <p>particular 4:20 6:5 21:12 47:3,4 78:2 84:19</p> <p>particularly 76:24</p> <p>parties</p>
--	---	--	---

56:1,7 68:18	11:24 18:11 35:7 37:18 84:22	pleased 12:6 77:17	preconstruction 15:14 54:16,22
Pat 60:5	pertains 37:3	plowed 52:9 76:6	predicated 46:5
pattern 63:2	Peter 15:24	plus 10:11	predict 63:6
pause 24:4	petroleum 40:8	podium 59:19	prediction 61:7
pay 13:12	phase 34:21	point 19:13 25:14 30:5,19 36:10 38:9 45:8 59:3,4, 5 61:15 62:14 67:14 72:2 76:4 78:24 80:1 84:8 85:2,15,23	preexisting 64:2
paying 62:10	physically 40:4	pointed 35:15,23	preferable 12:18
pedestrian 73:9 75:22	pick 55:22 73:15	pointing 53:13	prehearing 31:1,4
peer 19:22 22:24 23:3 28:21 30:18 39:18,21 63:21 77:16 84:19	picked 14:14	points 28:2,6 51:11 70:20 78:9	premium 57:3
Peet's 60:7,19	picking 56:5 60:9	policy 70:11	preorder 30:13,14
people 5:7 20:7 38:13 41:17 43:2 45:2 62:9 63:8 64:8,18 66:14 67:24 73:20 74:9 75:1,18 80:10 83:19	pickup 37:15 55:4 60:5	political 64:19	prepared 19:1 54:12
perceiving 13:1	picture 53:6	poor 51:14	present 33:24 69:15
percent 28:2 29:3 38:7 44:8 67:23 68:6,9,20	piece 10:4	portion 16:17	presented 24:1,6
percentage 32:11	place 15:2 25:24 35:21 38:9 67:18 74:2 76:3	position 22:11,15 58:22 77:20	press 44:3
perfectly 8:23	places 74:10	positive 14:19 16:19 38:2 39:21 48:10 82:17	pressure 74:11
permit 4:6 16:5 31:22 57:10	plain 9:19 11:15	possible 48:23 55:9 72:17	presuming 81:1
permitting 16:4	plan 8:7 9:3,4 15:24 46:4,17 51:15,20 52:19 54:12	potential 61:8	pretrial 30:13
person 80:10	planner 74:19	potentially 62:5 63:9	pretty 8:10 11:16 34:17 35:9 36:3,8 37:19 38:2 65:23
personal 78:22 79:8	planning 4:8 39:13 84:21	practical 77:5	price 32:18 74:14
personally 76:10	plans 8:7 14:4 33:23 76:3	pragmatic 11:3,14	prices 32:15,16
perspective	play 5:2	precedent 67:15	prior 13:10 78:6
	please 14:8		priority 13:4,22 51:3
			Privacy

<p>14:1 private 56:3 pro 5:13,20 18:8,19 19:2,6, 7,15,20,23 20:3,24 22:20 23:18,23 24:21 25:2,15 26:1,2,4,5,19 27:14 47:3 56:22,23 57:14 59:7 61:20 71:3, 21 78:18 79:4 81:9,15, 20 84:17 85:24 probably 9:3 16:19,22 25:5 42:4 49:13 51:21 65:14 68:20 69:6 76:5 77:10 problem 15:9,16 28:24 33:21 43:14 48:15 49:4 50:16, 19 54:23 59:13 69:15 74:17,21 problems 51:14 63:18 66:13 procedure 60:4,6 procedures 60:22,23 proceeding 70:6 PROCEEDINGS 4:1 process 5:13,14 16:3,5,9 36:2 37:23 40:6 46:13 51:22 58:9 59:9 71:4,7 72:19 80:2 82:24 product 44:2 productive 7:21 12:22 50:6 51:9 professional 11:17 23:6,11 professionally 52:7 professionals 23:9</p>	<p>profitability 61:9,11 profusely 43:17 progress 58:21 76:18 prohibits 15:21 project 5:5,18,24 6:5,22 9:12 10:6 11:6,21 12:6 16:6, 15 17:15,17 18:16 19:9, 14,16,17,21 20:4,11,15, 17,22,23 21:18 22:1 23:2,4,24 24:1,3,5,7,8, 10,11,13 25:12,17 26:9, 10,17,22 27:23 29:7 32:1,7 38:11 39:14 40:9 46:16,19 47:5,12,19 49:8 58:11 59:22 61:18, 21 62:2 63:21,24 64:6, 16,21,24 65:5,14 66:9 69:9 70:12 76:23 77:16 78:5,7,13 81:21 82:23 83:11,24 84:15 85:6,10, 13,20 projects 12:9 15:12 24:5 32:9 34:8 36:9 38:7 80:19 proper 53:12 59:18 properties 15:22 property 8:8,13,24 12:1 13:6,10 15:11 23:5 39:2,3,15 55:21 69:20 proportion 34:5 proposal 30:9 proposed 17:3 26:10 69:7,24 72:16 73:2 proposing 6:6 41:2 52:12 72:4 prospect 44:15</p>	<p>protects 15:15 protocol 52:8 prove 23:16 29:9 proves 19:16 provide 5:8 14:7 17:9 52:4,10 61:2 provides 19:15 proximity 22:1 public 5:10 46:8,12 60:5 70:10 79:19 81:22 purchase 57:1,3 purely 56:22 purview 19:13 26:19 64:20 67:6 push 22:24 pushing 56:18 put 11:24 14:14 23:10 49:20 57:13 58:7 59:8 62:11,14,24 66:4 67:3 72:15 73:14 74:2,10,11 75:12 80:13 82:7 putting 17:17 27:9,16 51:5 55:18 75:17 <hr/>Q<hr/>quality 40:10 quality-of- 49:3 qualms 60:22</p>	<p>quantity 40:7 question 22:22 23:19 26:2,6 29:4 30:11 41:23 44:21 54:19 56:21 57:5 67:6,8 69:17 78:17 79:3 81:13 83:13,14 84:16 questions 17:19 33:17 46:9 queue 14:22 queuing 14:24 quite 11:18 12:6 19:3,5 65:13 70:23 84:5 <hr/>R<hr/>raised 46:22 raising 84:3 range 6:2 rate 15:21 27:11 30:20 50:18 rationale 11:11 reach 67:23 68:7 reachable 68:13,14 read 23:2 36:23 44:5 70:21 real 27:6 42:10 45:15,18 77:23 78:24 realistic 69:23 realistically 69:8 really 4:19,24 5:14,18 7:6,16,</p>
--	---	---	--

<p>21,24 8:4 9:10,11,13 11:1,2,11,14,17,19 12:4,16,19,22 13:5,9, 11,15,24 14:6,8,9 15:3, 5,20 17:9,13 19:1 20:18 25:2,18,22 26:3,6 29:2, 11 33:6 34:1 35:18,21 36:11 37:19 38:1,9,18, 19 39:16,18 46:23 47:12 48:13,24 49:3,15 50:16,21 51:3,9 52:16 53:2,11 55:10 56:18 59:13,14,21 68:2 69:8, 22 76:23 77:8,9,19,22 78:14,20 80:11,22 85:22</p> <p>realm 21:2</p> <p>reap 38:10</p> <p>rear 10:1,2,3,7,10,14,17,19 11:16</p> <p>reasonable 16:24 26:21</p> <p>recall 16:14 50:12</p> <p>recalls 18:7</p> <p>recap 4:10</p> <p>received 39:20</p> <p>receptacles 55:18</p> <p>recognition 6:11</p> <p>recognize 48:10 71:20 75:7 82:15, 16 83:2</p> <p>recognized 6:14</p> <p>recognizing 72:2 78:1</p> <p>recommend 47:5</p> <p>record</p>	<p>79:19 81:22 82:9</p> <p>recycling 46:5 60:9</p> <p>redone 31:15</p> <p>reduce 77:10</p> <p>reduced 37:1</p> <p>reducing 36:13</p> <p>regarding 14:15 16:2,7,13,22 17:2 52:20</p> <p>region 32:22,23 33:6</p> <p>regional 22:18 23:15</p> <p>regions 33:8</p> <p>regulation 27:7 28:5</p> <p>regulatory 26:13</p> <p>reiterate 14:11</p> <p>related 46:15 57:18</p> <p>relation 59:21</p> <p>relevant 24:9,12 67:20</p> <p>relief 7:7 66:5</p> <p>remains 84:11</p> <p>remarks 39:12</p> <p>remember 5:21 14:22</p> <p>remind 46:3</p> <p>removal 17:4 51:13,14,16 52:2,</p>	<p>7,17 55:14 76:2</p> <p>remove 40:7</p> <p>removed 52:9</p> <p>removing 40:4</p> <p>render 84:15</p> <p>renderings 52:22</p> <p>rent 62:7</p> <p>rentable 34:16</p> <p>rental 61:23</p> <p>renters 25:11</p> <p>renting 74:12</p> <p>rents 30:8 32:3,16 62:9</p> <p>repairs 15:17</p> <p>repeating 59:4</p> <p>rephrase 27:3</p> <p>replacing 40:5</p> <p>report 4:7 23:2</p> <p>reporter 56:8</p> <p>represent 9:5</p> <p>request 5:15</p> <p>requested 59:1</p> <p>requests 85:14</p>	<p>require 14:2 32:1 65:4</p> <p>required 43:11 63:23 64:1,2</p> <p>requirement 10:11 11:5</p> <p>requirements 10:23 11:11</p> <p>requires 9:18</p> <p>requiring 79:4</p> <p>residence 60:15</p> <p>residential 12:17,20 22:2,6 34:10, 12 62:9 66:3 67:10 68:8 76:11</p> <p>residents 48:14 49:19 50:17 51:7 55:2 56:17 66:10</p> <p>resolved 5:24 84:10</p> <p>respect 18:12 19:18 52:6 78:15 83:14,15 84:7</p> <p>respond 21:8</p> <p>responded 4:14</p> <p>response 21:16 70:16</p> <p>responsible 15:2,17 50:1</p> <p>responsive 7:2</p> <p>rest 59:22 71:6 78:22</p> <p>restricted 32:2 73:9,17 74:5</p> <p>restriction 72:8 83:9</p> <p>restrictions 47:24</p>
---	---	--	--

<p>result 21:15,17 35:11 40:9</p> <p>retail 34:9 35:2,7 41:19 43:5 44:10,11,13 47:24 49:18 61:6,9 62:11 67:16 72:7,12 80:17</p> <p>retailer 43:23</p> <p>retailing 43:9</p> <p>retails 42:3</p> <p>return 27:7,14 80:15</p> <p>revenue 38:15 61:8</p> <p>review 15:24 17:5 18:8,20 19:2,6,7,14,22,23 20:3 22:20 23:1,3,18,23 24:21 25:15 26:3 28:21 46:23 47:3 61:21 63:21 64:21 71:4,23 78:18 79:4 80:3 81:10,15 84:17 85:6,14,24</p> <p>reviewed 83:11</p> <p>reviewer 77:16 84:19</p> <p>reviewers 30:18 39:18,21</p> <p>reviewing 85:11</p> <p>rich 25:21</p> <p>right 10:19 11:5 19:24 26:12 31:7,19 33:9 41:7 42:3 45:12 46:9,24 48:17,24 49:13 50:1 52:17 53:13 54:7 57:8,9 59:3,14,22 63:14 64:5 65:6 66:1 67:2 69:2,5 70:1 76:23 80:20,21 81:24</p> <p>risk 20:5 22:20 28:4 48:17 49:15</p>	<p>riskier 27:16</p> <p>road 63:1</p> <p>roof 8:7 9:3,4</p> <p>root 53:9,21 54:7,8</p> <p>roughly 42:6</p> <p>Route 14:24 35:8 40:19,20 48:16 49:24 55:19 78:10</p> <p>ruin 53:24</p> <p>ruled 30:11</p> <p>rules 27:23</p> <p>run 20:5 28:14</p> <p>running 39:8 43:2</p> <p>runoff 15:22 16:2,8</p> <hr/> <p style="text-align: center;">S</p> <hr/> <p>safe 27:9</p> <p>safety 5:23 21:2 29:12 51:20 67:5</p> <p>sake 19:6</p> <p>sale 32:16</p> <p>sales 43:1,19</p> <p>salesperson's 43:16</p> <p>satisfied 58:20</p> <p>Saturday</p>	<p>42:17</p> <p>save 43:19</p> <p>saw 52:14</p> <p>saying 23:3,6 25:13 26:11,12 28:7 32:4 33:5 34:4 44:9 46:20 56:13 62:3 70:12 73:14 81:24 84:19 85:5,7</p> <p>says 20:3 27:7 29:2 57:10,24</p> <p>scale 31:12,13 52:23</p> <p>scenario 38:5</p> <p>scheduled 16:24</p> <p>schematics 36:19</p> <p>SCHNEIDER 4:3 17:18,22 18:3 21:21 22:12 26:24 30:2 33:17, 20,22 39:9 41:22 44:20 45:1 46:7,11 48:3 49:5 50:3 51:23 56:9 58:6 59:24 61:1,16 63:14 65:8,12,22 66:2 70:14, 17 71:12,16 82:20</p> <p>school 74:19 75:8</p> <p>schools 83:9</p> <p>scouring 74:1</p> <p>scrutiny 32:1</p> <p>se 35:5</p> <p>Sears 44:7</p> <p>second 8:19 12:12 46:8</p> <p>Section 10:16</p>	<p>secure 27:9</p> <p>see 8:20,22 9:5 11:5 12:5, 13,15 13:18 14:14,20 16:10 26:5 35:8 43:18 45:19 52:18 59:11 71:23 74:15 75:10,12, 19 76:17 77:3,11 79:11 80:4 81:3,11 82:2 83:1 84:12</p> <p>seeing 6:23</p> <p>seen 21:5 41:9</p> <p>select 10:6</p> <p>selectmen 64:17</p> <p>send 82:9</p> <p>sense 18:17 80:4</p> <p>sensitive 6:12 33:6 34:3,13</p> <p>sensitivity 22:6</p> <p>seriously 66:7 70:23</p> <p>serve 83:22</p> <p>service 15:6 44:2,14 46:6 55:14 56:3 75:17 80:8</p> <p>services 44:15</p> <p>set 70:10</p> <p>setback 9:6,7 10:13,18 11:4,15, 16,19 12:1,3 16:16,17 29:22 53:17</p> <p>setbacks 10:20 16:15 21:14,17 47:7 48:11 65:24 77:12, 19 84:9</p>
---	---	---	--

<p>seven 43:1 46:22</p> <p>shadow 9:10 35:17</p> <p>share 6:24 7:14</p> <p>shared 8:9</p> <p>She's 56:9</p> <p>shirt 31:18</p> <p>shoe 42:12</p> <p>shop 42:9 45:5,20,21</p> <p>short 49:20 79:3 80:2</p> <p>short-term 50:7,23 51:4</p> <p>shortfall 70:2</p> <p>show 19:20</p> <p>showed 40:13</p> <p>showing 53:17</p> <p>showroom 44:22</p> <p>showrooms 43:11</p> <p>shows 9:3</p> <p>shrinking 44:5</p> <p>side 6:21 7:15 10:5,7,17 11:4 21:12 35:23 39:7 40:18 60:7,14</p> <p>sides 18:9</p> <p>sidewalk 55:20</p>	<p>signals 75:17</p> <p>significant 29:4 40:1,7 68:12</p> <p>significantly 28:19 32:20 40:10</p> <p>similar 43:7,10</p> <p>simply 65:5 81:24</p> <p>site 6:3 10:22 13:24 14:11, 12 15:23,24 25:4 27:12 34:23 38:12 40:2,3 41:12 52:9 57:19 65:19 66:23 82:17 83:2,3</p> <p>sites 68:3</p> <p>situation 6:7 11:21 12:21 48:1,13 51:1 62:20,22 63:12 68:2 80:21</p> <p>situations 76:14</p> <p>six 28:22 29:6 39:1 43:1 46:22 75:1 80:23</p> <p>six-family 4:23 6:13 8:11 21:13</p> <p>sixth 9:7</p> <p>size 47:8 58:15 76:23</p> <p>sky 6:16 9:9,14,16 35:22 36:15</p> <p>slew 16:2 83:12</p> <p>sliding 31:12,13</p> <p>slightly 33:23 65:1,2</p> <p>slope 34:22 37:3</p> <p>small 43:10 54:2</p>	<p>smaller 22:1 83:1 85:1</p> <p>smell 45:9</p> <p>snow 51:13,14,16 52:1,6,8,17 76:2,6</p> <p>snowstorm 51:17</p> <p>so-called 42:24</p> <p>soil 15:23</p> <p>soils 40:4</p> <p>sole 10:5</p> <p>solicitations 43:13</p> <p>solution 64:19</p> <p>somebody 49:1 51:6 69:5 73:13</p> <p>somewhat 51:4 72:6,11</p> <p>soon 48:16</p> <p>sophisticated 82:6</p> <p>sorry 18:2 54:21</p> <p>sort 20:7,19 21:2,22 22:8,16 34:19,21 35:6 36:4,10 45:6 49:7 50:5 69:15</p> <p>sound 56:19</p> <p>sounds 78:12</p> <p>south 9:10</p> <p>space 10:18 11:19 34:17 41:7 50:7 52:15 53:9,21 54:6,7,8 62:11</p>	<p>spaces 42:3 49:17,18 74:12</p> <p>speak 8:1 13:3 16:12,21 23:22 48:4 56:13 58:24 70:15 82:11</p> <p>speaking 25:12 43:23 56:1,7 58:23 68:18</p> <p>spec'd 14:3</p> <p>special 43:24 57:9</p> <p>species 54:10</p> <p>specific 5:16 30:1,3 46:15 47:10 48:8</p> <p>specifics 50:13</p> <p>specimen 17:5</p> <p>speed 71:7</p> <p>spending 29:16</p> <p>spent 31:2</p> <p>spokespeople 7:19</p> <p>spot 58:7</p> <p>Springfield 32:14</p> <p>Springfield's 33:5</p> <p>square 29:5 45:13</p> <p>square-foot 62:6</p> <p>stacks 35:3</p> <p>staff 4:7 84:21</p>
--	--	--	---

<p>stage 47:11</p> <p>stalemate 5:19</p> <p>standard 19:5 51:24</p> <p>standards 27:21</p> <p>start 4:7 39:12 64:23 69:7,8 84:3</p> <p>started 4:4 35:10</p> <p>starting 72:13</p> <p>state 11:22 12:18 17:7 27:13 48:17 57:23 64:10,11 75:5,6 84:24</p> <p>stated 59:3,5</p> <p>statements 77:6 79:7</p> <p>station 38:16 39:23 40:15,17 51:14 52:15 63:4 66:20, 21 67:1 69:10 76:5</p> <p>statute 65:7</p> <p>steady 37:2</p> <p>step 9:21 35:12</p> <p>step- 6:20</p> <p>step-backs 4:14,15,16 8:5,8</p> <p>stipulate 15:5</p> <p>stop 66:12</p> <p>storage 14:12</p> <p>store 42:9,11,12,15,23 43:15</p>	<p>stored 37:14</p> <p>stores 42:16 44:11 61:9</p> <p>stories 67:17 80:22,23</p> <p>stormwater 15:19,21</p> <p>story 12:2</p> <p>strange 27:6 57:4</p> <p>street 4:6,16,17,22 8:9,12 17:3 37:4 38:11 39:7 40:18 41:1 44:7 61:4 73:9 75:8 78:10 84:24</p> <p>streets 64:12</p> <p>strong 29:11</p> <p>structure 4:23 8:11 10:24</p> <p>struggle 23:22</p> <p>studied 36:17</p> <p>study 40:12 63:22 75:4,14</p> <p>stuff 8:4 59:23</p> <p>subject 82:9</p> <p>submitted 27:13 28:11,16 81:20</p> <p>submitting 82:8</p> <p>subsidizing 25:23 81:21</p> <p>substantial 49:3</p> <p>substantive 36:3</p> <p>substantively 35:24</p>	<p>substitute 77:20 80:10</p> <p>suburban 36:9</p> <p>successful 18:14 52:17</p> <p>sufficient 22:5 23:4</p> <p>suggest 84:7</p> <p>suggested 6:15 62:18</p> <p>suggestions 62:19 75:12</p> <p>summarize 48:7</p> <p>summer 41:13</p> <p>sun 35:13</p> <p>support 80:13</p> <p>supports 33:10</p> <p>suppose 33:9</p> <p>supposed 26:1 61:12</p> <p>supposedly 73:17</p> <p>sure 8:5 9:4 18:20 23:12 24:6 39:19 43:12 44:18 53:7,9 71:16 74:16 76:2 83:17 84:4</p> <p>Surfside 30:11</p> <p>surprise 32:4,5</p> <p>surroundings 32:12</p> <p>survey 15:14 54:16,22 62:8</p> <p>susceptible 68:22</p>	<p>switch 28:13</p> <hr/> <p style="text-align: center;">T</p> <hr/> <p>table 45:5</p> <p>take 8:22 22:15,16,20 23:7 28:13 30:6 36:16 49:24 56:12 63:23 69:3 70:22 83:10</p> <p>taken 85:2</p> <p>takeout 73:15</p> <p>takes 10:16 43:15</p> <p>talk 18:9 37:17 49:10 53:11 59:20,21 64:17,18 76:20 82:12,13</p> <p>talked 7:18 37:12,13,16 50:19 51:13</p> <p>talking 29:24 44:21 47:7,9,24 49:3 51:5 53:15 54:6 59:15 61:17 62:16 64:23 66:17,19</p> <p>talks 64:4</p> <p>tall 8:15 59:14,15 77:1 84:12,18</p> <p>targeted 47:1</p> <p>tax 38:15 43:19</p> <p>team 5:18 6:22 9:12 10:6 16:6 19:19 46:9</p> <p>tell 33:4 44:5 80:18</p> <p>telling 28:24</p>
--	---	---	--

<p>temporary 49:7 50:6,10</p> <p>tempting 15:3</p> <p>ten 51:5</p> <p>tenants 45:13,14,22,23 73:23, 24</p> <p>terms 9:17 22:7 24:9 30:24 45:1 47:22 56:4,18 60:4,24 69:1 77:12,18</p> <p>terrible 83:17</p> <p>test 29:14</p> <p>testimony 78:4</p> <p>thank 4:9 17:20,22 18:4 26:23 33:14,20 41:21,22 58:5 59:24 70:17</p> <p>thanking 39:13</p> <p>thanks 43:17</p> <p>theoretically 49:12</p> <p>there's 5:19 6:2 8:12,17,21 9:8 10:5 11:5 13:13 15:23 16:10 17:8 21:23 30:14 31:23 41:7 44:11 49:14, 16,19 54:19 55:11 56:12 59:4,12 60:14 61:10,20 62:20 64:10, 11,13 66:12 67:22 68:5 69:10,12,17 70:8 73:10, 11 74:14 78:21,24 79:13,23 80:8</p> <p>they'll 13:1</p> <p>they're 6:24 13:12 16:5 20:21 25:24 26:4,6 28:1 29:22 31:22 33:6 53:17 60:8 61:9 63:24 64:2 74:6,7,</p>	<p>12 77:21 78:11</p> <p>they've 13:8 28:22 41:11 44:9 77:7 78:14</p> <p>thickly 14:7</p> <p>thing 5:21 6:9 14:9,19 16:19 17:2 21:19 26:5 29:9 31:6,23 40:16 44:4 51:12 52:19 56:4,6 57:18 64:22 70:3 80:7</p> <p>things 7:4,11,23 8:3 12:7,8,10 13:13,23 15:10 16:3,13 18:21 21:10 23:21 24:2 29:6 36:19,22 44:4 47:10,18 51:4 54:13 58:13 59:6,20 62:19 63:9 64:1 67:19 72:22 75:2 78:2 81:2</p> <p>think 4:19 7:15 11:17 13:1 14:4 16:13 18:6,18,24 19:24 21:1,6,14,19,21, 23 22:23 23:1,17 25:5, 15,22 26:18 29:8,16,21, 23 34:19 35:11,13 36:23 37:10,18,22 38:2, 3,11,19 44:21 45:11,22 47:12 49:10 50:15 51:24 52:10 53:1,14,15 54:20 56:16 58:13 59:18 60:12 61:13 63:6, 8,9,14,15,19 64:3,22 65:1,24 70:24 71:1 72:7 73:22 76:9,24 77:5,6,8 78:3,4,21,24 81:8 82:22 83:22 84:8,10,13,18 85:3,24</p> <p>thinking 29:17 47:15 72:22</p> <p>third 8:19</p> <p>thoroughfare 12:18</p> <p>thought 5:8 36:13 45:4 47:16 61:5 71:18 79:15 83:17</p> <p>thoughts</p>	<p>71:5</p> <p>thousand 80:9</p> <p>three 10:19 14:22 28:22 42:3, 4 45:14 67:2</p> <p>three-and-a-half-story 4:23</p> <p>thrive 43:22</p> <p>tied 57:6</p> <p>tightened 30:8</p> <p>till 20:20</p> <p>time 14:14 18:4 25:14 27:3, 24 30:16,19 31:11,16 36:6 37:11,16 38:23 42:17,20,24 43:16 54:5 56:18 59:2 63:17,19 66:22 68:7 71:18 75:15 79:23 82:5</p> <p>times 45:12 73:20 75:9,24 77:2 83:6</p> <p>timing 60:24</p> <p>today 30:16 31:2 64:4</p> <p>today's 44:6</p> <p>toe 18:7</p> <p>told 55:4 60:6,10 84:6</p> <p>Tom 17:4</p> <p>tonight 4:7 7:1,13 17:23 18:5 85:23</p> <p>tool 71:22</p>	<p>top 13:22 36:6 39:1,5 65:17 80:23</p> <p>top-of-the-line 45:20</p> <p>total 9:7 27:14</p> <p>totally 45:14,19 83:17</p> <p>town 20:11 39:18,19 41:21 55:23 56:5 63:10 64:12, 18,19 66:10 68:22 70:1, 8 75:3 76:17 83:18,19</p> <p>town's 39:24 60:21,22</p> <p>Trader 42:24</p> <p>traditional 9:22</p> <p>traffic 6:5,7 14:23 40:12,13 43:2,6 47:22 62:22 63:2,4,17,20,22 65:16 66:2,7,13,18,19,20,22, 24 67:4 69:14,15,17 72:21 73:13 74:17,21 75:4,9,13,24 76:1,16 78:4,5,10 83:15</p> <p>transcribe 56:9</p> <p>Transportation 41:3</p> <p>trash 14:9,12 37:12,14 45:9 46:5 55:3 56:6 60:4,9</p> <p>travels 8:22</p> <p>treasury 27:10,17,18 28:3 30:19</p> <p>treat 65:7,8</p> <p>tree 17:3,6 53:8,22 54:9</p> <p>trees 53:9 54:8</p>
---	---	---	--

<p>tried 18:9,12,13 27:2 41:11 58:10</p> <p>triggered 5:14</p> <p>trouble 24:2 52:16</p> <p>troubled 78:8</p> <p>truck 41:14 55:11,21</p> <p>truck's 55:14</p> <p>trucks 41:10 56:19</p> <p>true 61:15 63:5</p> <p>trump 29:12</p> <p>truth 28:24</p> <p>try 18:18 20:7,14 24:24 26:20 27:3 36:14 46:14 56:13</p> <p>trying 20:10 26:17 35:6,12,22 36:13 38:9,10 41:10 56:9,12 72:17</p> <p>turn 31:1 82:3</p> <p>turned 31:8 80:6</p> <p>turns 49:15</p> <p>two 4:17 9:23 21:15,18 23:13 24:11,14 26:8 29:20,23 40:19 45:12 67:18 73:20,24 74:24 80:10 84:13</p> <p>two-family 10:2 12:2</p> <p>type 5:24 17:14 26:22 42:1 47:24</p>	<p>types 42:7</p> <p>typical 45:15 51:17</p> <p>Typically 53:20</p> <hr/> <p style="text-align: center;">U</p> <hr/> <p>unanimously 41:3</p> <p>undeniable 38:17</p> <p>understand 18:4 20:14 26:15 28:8 29:18 33:22 35:13 44:17 49:6 50:4 52:11 56:20 60:16,18 67:6 72:23 73:5</p> <p>understanding 25:13 35:1,14 50:9</p> <p>understood 21:14</p> <p>uneconomic 19:9,17,21 20:4,17 21:19 24:12 26:9 27:20, 22 28:7,18,19 29:2,10 84:15</p> <p>unfortunately 60:13 79:12</p> <p>unique 32:7</p> <p>unit 24:11</p> <p>units 9:20 10:10,15 11:10 21:15,18 23:13 24:14 26:8 28:13 29:20,23 32:11 34:12 68:8,11 80:10</p> <p>unknown 61:14</p> <p>unloading 41:7,11</p> <p>unofficial 49:18</p>	<p>unusual 25:4 42:21</p> <p>unworkable 83:18</p> <p>update 37:10,20 54:2 79:22</p> <p>updated 33:23 82:1,3</p> <p>upper 4:13,18 8:24 16:19 77:19</p> <p>urban 36:9 83:16</p> <p>urbane 38:12</p> <p>usable 10:17 34:16</p> <p>usage 69:6</p> <p>use 10:24 11:2 13:10 35:2 38:14 41:11 55:15 56:2 66:3,4 72:6,10,24 73:10 78:6 84:16</p> <p>useful 18:11</p> <p>user 35:4</p> <p>users 73:7</p> <p>uses 5:22 6:2,4 42:6 60:7</p> <p>usually 20:6</p> <hr/> <p style="text-align: center;">V</p> <hr/> <p>vacant 69:3,21</p> <p>vacation 79:13</p> <p>valet 15:6</p> <p>valiantly 18:9</p>	<p>valid 19:11</p> <p>valuable 69:20</p> <p>value 57:6,17,19,20 58:1</p> <p>variable 62:4</p> <p>variance 68:1,2</p> <p>venue 23:9</p> <p>verification 25:1</p> <p>versus 66:20</p> <p>view 35:22 45:8</p> <p>virtually 16:15</p> <p>visible 37:14</p> <p>volume 6:7 45:2</p> <p>voluntary 81:18</p> <p>vote 46:18 82:19</p> <hr/> <p style="text-align: center;">W</p> <hr/> <p>waited 45:12</p> <p>waiver 20:22 85:14</p> <p>waivers 7:5,10,13 16:4,22 17:1 20:18,20,21 85:12</p> <p>walk 75:23</p> <p>wall 8:17 10:12 39:4 44:7</p> <p>want 4:10 5:22 8:3 12:10,15 13:2 14:11,20 15:5,20</p>
---	---	---	--

<p>16:10,12 17:9,11 18:21 20:10 21:4 22:24 23:12 24:18 26:24 27:24 28:7, 10 35:5 39:9,11,12 40:11 41:17 45:6,17,24 47:16 49:22 50:4 53:22 59:20 60:3 67:21 71:13 75:10 81:9 82:10</p> <p>wanted 6:8,12 7:4,17 10:23 12:7 16:11 36:11</p> <p>wants 15:15 29:14 43:13</p> <p>wasn't 6:10 35:18 65:10,12 69:9</p> <p>waste 55:14,15 56:3</p> <p>water 16:8 40:10</p> <p>way 6:15 7:5 8:4 11:2,6,13 17:11 19:3 20:18 22:21 28:1 30:20 33:8 37:2 44:9 53:24 62:9 65:3,15 66:2 71:21 75:20,21 77:9,10 80:23</p> <p>ways 12:11 26:18 38:16 72:1 83:22</p> <p>we'd 54:23</p> <p>we'll 16:22 37:5 54:4 70:24 82:13</p> <p>we're 5:4 7:12 10:8 11:18,19 28:7,23 29:16,17 34:13, 17 37:18,21 38:3,8,9, 10,17 39:16 41:2 46:7, 21,23 47:7,9,23 49:3 51:5,15 52:16 53:23 54:3,7 55:2,18 59:10,15 61:12 63:17,23 70:5 78:9,16 80:20 85:7,8</p> <p>we've 7:10 15:12,13 24:5 28:21 29:6 35:13 36:1, 21 37:11,12,16,23 38:20 39:20 41:9,20</p>	<p>46:23 48:9 58:13 59:4, 19 64:14 67:1 71:9 78:4 82:7 84:6</p> <p>week 16:23 20:20</p> <p>weeks 41:4</p> <p>Wegmans 62:24</p> <p>weigh 70:11</p> <p>welcome 33:16</p> <p>went 43:18,19 44:8</p> <p>weren't 65:13</p> <p>west 39:8</p> <p>what's 24:3,23 28:11 29:2 32:2 52:8 53:16 69:7 83:8</p> <p>whatever's 74:13</p> <p>whatsoever 14:12</p> <p>who's 46:3 49:1 50:1 51:6 63:6,7</p> <p>wide 6:2</p> <p>wider 63:1</p> <p>willing 13:18 16:6 27:18 28:15 31:10 47:21 72:9</p> <p>windows 15:8</p> <p>wish 17:24 70:15</p> <p>wishes 48:4</p> <p>won't 79:12 82:8</p>	<p>wondering 55:2</p> <p>Worcester 32:21</p> <p>work 6:23 7:10 16:7 20:7 27:23 34:14,15 39:14 52:14 64:15 75:3 76:16, 17 80:22 85:9</p> <p>worked 39:17</p> <p>working 11:18 34:12 39:14 59:23 62:13 76:13 80:20</p> <p>works 34:14 63:13 71:8</p> <p>world 5:3</p> <p>worried 14:10</p> <p>worse 74:22 78:13</p> <p>worst 80:7</p> <p>worth 28:4 57:24 68:20</p> <p>would've 31:17</p> <p>wouldn't 12:15 14:20 15:16 26:11 32:5</p> <p>write 51:18</p> <p>written 56:15</p> <p>wrong 26:12</p> <hr/> <p style="text-align: center;">Y</p> <hr/> <p>yard 10:1,2,3,4,5,7,10,14,17 11:4,16</p> <p>yards 9:24 10:19</p>	<p>yeah 21:21 23:13 27:2 30:24 32:24 51:23 59:10 61:19 82:20 84:13</p> <p>year 27:13 31:8 80:9</p> <p>years 19:4 39:16,23 41:9 45:12 49:2 51:7 67:2 68:15,17</p> <p>yes-and-no 24:17</p> <p>you'd 43:12 71:15</p> <p>you'll 8:20 9:5 24:16 35:8 43:11</p> <p>you're 19:10,16 20:10,19 21:8 26:6 27:18 28:1,6 29:10 30:13 31:20 33:5,7,16 35:6 42:2 53:8,15,23 56:13 57:21 58:7 62:1 66:17 67:19 70:9 80:14, 23 82:5,6 84:22</p> <p>you've 20:5 22:17 23:13 41:24 48:1 58:19 62:18 68:24 69:8 70:10 71:17 80:8 81:5</p> <p>Yup 9:4</p> <p>Yuriy 7:21,24 13:20 48:5</p> <hr/> <p style="text-align: center;">Z</p> <hr/> <p>ZBA 4:11 5:9,17 6:10 16:9 30:18 48:21</p> <p>zero 66:23,24 67:1,2,5 69:8</p> <p>zone 48:1 73:4 75:24</p> <p>zoning 5:2 6:1 9:18 12:10 57:7 66:5 68:5 85:12</p>
--	--	---	---

ZUROFF

17:20 29:24 30:4 31:12,
14 32:8,21 33:1,9,14
38:21 41:23 42:5,14,19
44:17 46:10 47:14
68:23 69:16 70:5 71:14,
17 79:2,9,20 80:1 81:1,
17,24 82:12,14