

**TOWN OF MILFORD**  
**Milford, Massachusetts**  
**NOTICE OF MEETING**

RECEIVED  
MILFORD TOWN CLERK  
2020 JAN 23 PM 3:43

Board or Commission \_\_\_\_\_ Milford Board of Selectmen \_\_\_\_\_  
Date and Time of Meeting \_\_\_\_\_ January 27, 2020 7:00 PM \_\_\_\_\_  
Place of Meeting \_\_\_\_\_ Room 03, 52 Main Street \_\_\_\_\_

- A.) SIGNING OF WARRANT APPROVAL OF Minutes, December 16, 2019 and January 6, 2020**  
**Executive Session Minutes, December 16, 2019, January 6, 2020**
- B.) INVITATION TO SPEAK**
- C.) PUBLIC HEARINGS**  
1. 7:00 PM Central Tavern, Inc., re: Amendment to Common Victualler All Alcoholic Beverages License- Pledge of License
- D.) SCHEDULED APPOINTMENTS**
- E.) TOWN ADMINISTRATOR'S REPORT**
- F.) OLD BUSINESS**  
1. Amazon, continued discussion, re: Terminals/Traffic
- G.) NEW BUSINESS**  
1. Milford Youth Center, re: Acceptance of gift- Alavi & Braza, P. C.  
2. Milford Fire Department, re: Acceptance of gift- Jeffrey Mushnick  
3. Milford Performing Arts Center, Inc., re: One Day Wine and Malt License  
4. Milford Lions Club Chapter 33A, re: Permit to Obstruct  
5. Town Administrator, re: Annual Town Meeting Date
- H.) CORRESPONDENCE**  
1. Milford Senior Center, re: Retirement- Nancy (Annantuonio) Potter  
2. Town Treasurer, re: Auction Contract
- I.) EXECUTIVE SESSION**  
1. Town Counsel, re: Police Department Grievance  
2. Town Administrator, re: Contract

The listing of matters above are those reasonably anticipated by the Chair which may be discussed at the meeting. Not all items listed may be discussed and other items not listed may also be brought up for discussion to the extent permitted by law.

Signature Rever Dated 1/23/20

C-1  
4-27-2020



*The Commonwealth of Massachusetts*  
*Alcoholic Beverages Control Commission*  
95 Fourth Street, Suite 3, Chelsea, MA 02150-2358  
[www.mass.gov/abcc](http://www.mass.gov/abcc)

**APPLICATION FOR AMENDMENT-Pledge of Collateral**

☒ **Pledge of License**      ☐ **Pledge of Stock**      ☐ **Pledge of Inventory**

- DOR Certificate of Good Standing
- DUA Certificate of Compliance
- Change of Pledge of License, Stock or Inventory Application
- Pledge documentation
- Promissory note
- Vote of the Entity
- Payment Receipt

**1. BUSINESS ENTITY INFORMATION**

Entity Name	Municipality	ABCC License Number
Central Tavern, Inc.	Milford	05192-RS-0706

Please provide a narrative overview of the transaction(s) being applied for. On-premises applicants should also provide a description of the intended theme or concept of the business operation.

Amendment to pledge license to Milford Federal Bank in consideration of a loan for the purchase of business assets used in the connection with the operation of the bar and restaurant in Milford, Massachusetts known as "Central Tavern".

**APPLICATION CONTACT**

The application contact is the person who should be contacted with any questions regarding this application.

Name	Title	Email	Phone
Michael Aghajanian	President Central Tavern, Inc.	michael@centraltavern.com	508-579-4232

**2. AMENDMENT-Pledge Information**

**Pledge of License**

To whom is the pledge being made:

**Pledge of Inventory**

Milford Federal Bank

**Pledge of Stock**

**3. FINANCIAL DISCLOSURE**

**SOURCE OF FINANCING**

Please provide signed financing documentation.

Name of Lender	Amount	Type of Financing	Is the lender a licensee pursuant to M.G.L. Ch. 138.
Milford Federal Bank	100,000.00	Secured asset purchase loan	<input type="radio"/> Yes <input checked="" type="radio"/> No
			<input type="radio"/> Yes <input type="radio"/> No
			<input type="radio"/> Yes <input type="radio"/> No
			<input type="radio"/> Yes <input type="radio"/> No

**FINANCIAL INFORMATION**

Provide a detailed explanation of the form(s) and source(s) of funding for the cost identified above.

Loan from an institutional lender for the purchase of business assets used in the connection with the operation of the bar and restaurant in Milford, Massachusetts known as "Central Tavern".

## DEPARTMENT HEAD REVIEW FORM

1. Name of Business: **Central Tavern, Inc.**
2. Business Address: **31 Central Street**  
Assessors ID#: Map **48** Block **0** Lot **394**
3. Has applied for: **Amendment to Common Victualler All Alcoholic Beverages License- Pledge of License**
4. Selectmen will take action on: **Monday January 27, 2020**
5. Hearing Continued/Postponed/MGL Deadline: \_\_\_\_\_
6. Abutters Notified: **N/A** Published: \_\_\_\_\_
7. Inquiry Sent To Dept. Heads on: **1/14/2020**
8. Please Respond By: **1/17/2020**
9. License Approved: \_\_\_\_\_ Denied: \_\_\_\_\_ Tabled: \_\_\_\_\_ On \_\_\_\_\_

.....  
**Building Commissioner:** (Zoning, Occupancy, Building/Handicap Access, Restroom Handicap Access, etc.) **CA ZONE, OCC LOAD 250, NO VIOLATIONS, ACCESSIBLE BUILDING AND RESTROOMS**

**Town Planner:** (Site Plan/Special Permit; Other Requirements/Stipulations)  
**OK- NO CHANGE OF ACTUAL USE**

**Tax Collector:** (Outstanding Taxes) **NO OUTSTANDING TAXES**

**Town Treasurer:** (Outstanding Tax Liens) **NONE**

**Fire Chief:** (Information/Comment) **APPROVED**

**Police Chief:** (Information/Comment) **NO ISSUES OR CONCERNS**

Criminal Offense Record Info: (CORI) Approved ☐ Disapproved ☐

**Board of Health:** (Information/comment) **MOST RECENT INSPECTION 12/9/2019, NO VIOLATIONS TO MA FOOD CODE**

**Sewer Commission:** (Information/Comment) \_\_\_\_\_

**Milford Water Company:** (Information/comment) \_\_\_\_\_

**Commission on Disability:** (Information/comment) \_\_\_\_\_

**Dept. Head Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

.....  
**Contact Name/Manager:** *Michael Aghajanian* **D.O.B.** \_\_\_\_\_ **SS #** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **e-mail:** \_\_\_\_\_

G-1  
1-27-2020



# TOWN ACCOUNTANT

52 Main Street, Milford, MA 01757  
Phone: 508-634-2309 \* Fax: 508-634-2324

Email to Accountant

Email to Town Admin.

## GIFT ACCEPTANCE FORM

Donor Name Alavi + Braza, P.C. Address 284 Main St.  
City, State. & Zip Milford, MA 01757 Phone 877-552-2529

Name of Gift Unsolicited end of the year donation

Purpose "Keep up the good work!"

Total Amt. of Gift \$2,500.00

Contact Person Ali Alavi and Gina Braza

☒ Attached is a copy of correspondence received

☐ There was no written correspondence with this gift

☐ The Board of Selectmen/School Committee have been notified of this gift and have approved of the expenditures for the purpose stated

### Board of Selectmen

\_\_\_\_\_  
Chairman  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### School Committee

\_\_\_\_\_  
Chairman  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Contact Person \_\_\_\_\_

\*\*\*\*\*

### Town Accountant Use

Assigned Account Number \_\_\_\_\_

Date Received \_\_\_\_\_

Best  
Thelma Youth Center

2017

*Wishing you every happiness  
this holiday season and throughout  
the Coming Year*

*Keep up the great work!*

From All of us  
at  
ALAVI + BRAZA, P.C.

*ALAVI*

## Richard Villani

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**From:** Jennifer Ward  
**Sent:** Thursday, January 2, 2020 2:43 PM  
**To:** Richard Villani  
**Subject:** MYC Gift and Thank you  
**Attachments:** Gift Acceptance Form - 2019 Alavi + Braza, P.C..pdf; TOM-FS1\_YouthCenter\_MFP\_0309\_001.pdf

Hi Rick,

Happy New Year! Please find attached a memo for a gift we received for \$2,500. Also here is a short description for a thank you for our Holiday Party if there is time to mention please:

The Milford Youth Center was able to provide gifts to over 120 After-School members due to such amazing generosity from the community this Holiday season! Each child was able to receive at least three gifts due the amazing support we received this year, amounting to \$20,000 worth of gifts!!! We would first like to thank Pizza Chef of Milford for donating 15 pizzas for the event, John Seaver for donating cookies and all the community businesses, organizations and individuals who sponsored youth, including: Gene Sardinha Jr., Steven Sardinha and Nick Jenkins of Milford Dunkin', United Way of Tri-County, SeraCare, Waters Corporation, Anytime Fitness Medway, Tri-Valley Sports, CYCLEBAR, West Street Autobody, Santos Garage, Amazon, Milford Rotary Club, Courtney and Jessica Walsh, Katie Covell, Carrie McGrath and the Ferrucci Family! We also recognized our amazing volunteers at the event!

Thank you,

Jen Ward  
Director  
Milford Youth Center  
24 Pearl St.  
Milford, Ma 01757  
508-473-1756  
Email: [jward@townofmilford.com](mailto:jward@townofmilford.com)  
Web: [www.milfordyouthcenter.net](http://www.milfordyouthcenter.net)  
[Facebook](#)  
[Twitter](#)  
[Newsletter](#)

G-7  
1-27-2020



## TOWN of MILFORD

Room 11, Town Hall, 52 Main St. (Route 16)  
Milford, Massachusetts 01757-2679

### Acceptance of Gift Form

Date Received: 12/17/19  
Dept. Accepting Gift: Fire Dept.  
Donor Name: Jeffrey Mushnick  
Donor Address: P.O. Box 343  
Medway, MA 02053  
Name of Gift: Gift Acct.  
Purpose of Donation: Equipment, Supplies, etc.  
Total of Gift \$ 25.00

- ☐ Attached is a copy of the correspondence received.
- ☒ There is no written Correspondence with this gift.
- ☐ The Board of Selectmen have been notified of this gift and have approved of the expenditures for the purposes stated.

Board of Selectmen

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\*\*\*\*\*

### TOWN ACCOUNTANT USE

Assigned Account # \_\_\_\_\_  
Date Received \_\_\_\_\_

5-3  
1-27-2020

# MILFORD BOARD OF SELECTMEN

Room 11, Town Hall, 52 Main St. (Route 16), Milford, Massachusetts 01757-2679

508-634-2303

Fax 508-634-2324

[www.milfordma.gov](http://www.milfordma.gov)

## APPLICATION FOR A ONE DAY LICENSE PER MGL, C138, S14

### APPLICANT/HOST INFORMATION:

Name or Organization: Milford Performing Arts Center, Inc  
Type of Organization (Individual/Non-Profit Corp./For-Profit Corp.) non profit Corp  
Organization Address: 150 Main St, Milford Ma 01757

### DETAILS OF EVENT:

Type of Event (i.e. banquet/fundraiser/party) Fundraiser  
Where will it be held 150 Main St Milford Ma  
Who owns the premises Joseph D'Amico Premise Phone# 508-473-1684  
Date(s) of Event Feb 29, 2020 Cell 774-573-~~1568~~ 0568  
Hours of Event 7-12 (Carol Devendours)  
Expected # of people 50 Admission Charge \$20

Type of License: All Alcohol (**Non-Profits Only**) \$100 \_\_\_\_\_ or Beer & Wine Only \$100 ☒

Alcohol will be sold or given away (check one) Sold ☒ Given Away \_\_\_\_\_

Is the event open to the general public (check one) Yes ☒ No \_\_\_\_\_

*I certify under the pains and penalties of perjury that the above information is true and that I will comply with all applicable Alcohol Control Laws of the State of Massachusetts and policies and regulations of the Town of Milford.*

Applicant Signature: [Signature]

Town Official Signature of Approval (if applicable) \_\_\_\_\_  
(If using a Town Facility)





## MILFORD BOARD OF SELECTMEN

Room 11, Town Hall, 52 Main St. (Route 16), Milford, Massachusetts 01757-2679

508-634-2303

Fax 508-634-2324

[www.milford.ma.us.com](http://www.milford.ma.us.com)

### PERMIT TO OBSTRUCT APPLICATION

- 1) Read appropriate By-Law on reverse side (Article and Section is identified below)
- 2) An Insurance Certificate (\$1,000,000/\$3,000,000) is required, worded as follows:  
**THE TOWN OF MILFORD IS AN ADDITIONAL INSURED.**
- 3) If requesting a Permit to hand a Sign or Banner, first obtain a permit for the **Sign or Banner** itself from the Building Commissioner. Attach a copy of that permit.
- 4) If a Banner overhanging a public street is to be attached to a building, you must obtain permission from the property owner.
- 5) Applicant shall engage a responsible individual to hang banner: **town employees are prohibited from engaging in this activity.**
- 6) Submit complete application, including Insurance Certificate and any other required documents, to Selectmen's Office at least **two weeks prior to date requested below.**

*Detach and retain top section for future use; Complete and submit bottom section to Selectmen's Office*

**NAME OF ORGANIZATION** Milford Lions Club Chapter 33A

**MAILING ADDRESS:**

P.O. Box 639

Milford, MA. 01757

**CONTACT PERSON:** John Minichiello

**PHONE #** 508-498-5211

**CHECK ONE:**

- ☐ PERMIT TO OVERHANG PUBLIC WAY (Article 13, Section 5)  
☒ PERMIT TO OBSTRUCT A PUBLIC WAY (Article 12, Section 3)  
☐ PERMIT TO OBSTRUCT SIDEWALK (MERCHANDISE DISPLAY) (Article 13, Sec. 6)

**DESCRIBE IN DETAIL WHAT YOU PLAN TO DO:**

**INDICATE EXACT LOCATION (Street(s) & Number(s), EXACT DAY(S) AND DATE(S), TIMES OF DAY, AND ALL OTHER RELEVANT INFORMATION:**

  
Signature of person authorized to apply for permit

1/15/2020  
Date

  
Police Chief's Signature  
**Comments:**

1-16-2020  
Date



# MILFORD LIONS CLUB

P.O. BOX 639  
MILFORD, MASSACHUSETTS 01757

## Pennies for Sight Project

Pennies for Sight is a program developed by Lions International to raise money for Mass Eye & Ear Research. The Milford Lions last year donated \$15,000 to help cure blindness and its related causes.

As part of that effort, the Milford Lions would like to conduct a "toll road" in Milford on May 9, 2020 (Rain date May 16, 2020) from 9 am to 2 pm.

We request permission to set up 3 collection points at the:

### 1. Intersection of Rte. 16 & RT 109

With safety in mind, traffic cones would be set up to give a safe area on sidewalks and islands for Lions members to stand and request donations and all collectors will be wearing yellow day-glow safety vests.

The "toll road" would be announced with signage to give motorists notice prior to the intersection.

Vehicles would only be approached when they are stopped at the light.

Attached is a copy of our certificate of liability insurance.

Respectfully submitted,

John Minichiello

Pennies for Sight – Project Chairman

508-478-2586



5-5  
1-27-20

**ANNUAL TOWN MEETING: MONDAY, MAY 18, 2020**

1. Monday, January 27, 2020      Selectmen set date for Annual Town Meeting and open Warrant, which closes at 12 noon Thursday, February 27, 2020
2. Monday, March 9      Town Counsel begins preparation of official Warrant
3. Monday, March 23\*      Selectmen approve final Warrant
4. Tuesday, March 24\*      Warrant to printer for reproduction.
5. March 10-May 18      Finance Committee, Personnel Board and Selectmen schedule meetings to review articles, as necessary
6. Monday, April 27\*      Town Clerk posts copies of Warrant in all precincts (a minimum of) 14 days prior to Special and 7 days prior to Annual Town Meeting, per MGL.
7. Monday, May 4\*      Town Clerk posts copies of Warrant in ten (10) public places and mails Warrant to Town Meeting membership (at least) 7 days prior to Special or Annual Town Meeting, per Article 37 of June 13, 1989 ATM
8. Tuesday, May 12th      Pre Town Meeting Forum at 7:00 PM
9. Monday, May 18, 2020      TOWN MEETING CONVENES AT 7:00PM @MILFORD TOWN HALL, 52 MAIN STREET.
10. Wednesday, May 20, 2020      Adjourned Town Meeting, if required.

\*Denotes action must be taken on or before specified date.

CC: Selectmen, Town Administrator, Town Counsel, Town Clerk, Moderator, Finance Director, Town Accountant, Personnel Board, Finance Committee, Maintenance

**REFERENCES:**

MASS.GEN.LAWS: Warrant shall be posted in all precincts at least 14 days prior to Special Town Meeting and at least 7 days prior to Annual Town Meeting.

Annual Town Meeting of June 13, 1989. Article 37: (Amends standing vote of 9/16/35 TM)

Notice of every Town Meeting shall be given at least 7 days before such meeting by posting attested copies of the Warrant therefore in ten or more public places located in the Town of Milford, and by publishing a summary of the Warrant in a newspaper having a general circulation in the Town of Milford. A copy of the Warrant shall be received by first class mail to all Town Meeting members at least 7 days before such meetings. UNAN. VOICE VOTE.

Special Town Meeting of October 25, 2000. Article 2: Amends standing vote of 6/13/89

Notice of every Town Meeting shall be given at least 7 days before such meeting by posting attested copies of the Warrant therefore in ten or more public places located in the Town of Milford. A copy of the Warrant shall be mailed by first class mail to all Town Meeting members at least 7 days before said meetings. UNAN. VOICE VOTE.

H-1  
1-27-2020

**From:** Nancy Potter <npotter@townofmilford.com>  
**Sent:** Wednesday, January 8, 2020 10:15 AM  
**To:** Maureen Giffin <mgiffin@townofmilford.com>  
**Cc:** Susan Clark <sclark@townofmilford.com>  
**Subject:** Resignation

Hi Maureen,

First of all I would like to wish you a Happy New Year and hope you enjoyed the holidays with your family. It is with excitement that I am announcing my retirement as of Wednesday, February 26, 2020.

It has been such a pleasure working at the Senior Center and I will certainly miss it. Sue and the rest of the staff have become my second family whom I will miss very much. I will also miss the day-to-day activities as well as the wonderful seniors I have become friends with. My time here has been extremely fulfilling and I would not have traded the time I have spent here at the Senior Center for anything.

Please know I will do all that I can do to help during this transition. As well, please do not hesitate to call me if I can be of any help following my retirement.

Again, it has been a pleasure being part of the Milford Senior Center family and the community.

With warm regards,

Nancy

*Nancy (Annantuonio) Potter*  
Program Coordinator  
Ruth Anne Bleakney Senior Center  
(508) 473-8334

\* \* \* Please be advised that the Massachusetts Attorney General has determined that email is a public record. \* \* \* Confidentiality Notice: The information transmitted in this email, including any attachments, is intended only for the person or entity to which it is addressed as it may contain confidential and/or privileged information. Any review, copying, printing, re-transmission, dissemination or other use or reliance upon such information by any person or entity other than the intended recipient is prohibited.



## MILFORD BOARD OF SELECTMEN

Room 11, Town Hall, 52 Main St. (Route 16), Milford, Massachusetts 01757-2679

Phone 508-634-2303 Fax 508-634-2324

William D. Buckley, Chairman  
William E. Kingkade, Jr.  
Michael K. Walsh

Richard A. Villani  
Town Administrator

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TO: Board of Selectmen  
FROM: Christopher Pilla, Town Treasurer  
SUBJECT: Zekos Group – Scope of Work  
DATE: January 27, 2020

Attached you will find a scope of services relating to a municipal auction from The Zekos Group. If your board is satisfied with the scope of work, I will work with The Zekos Group and Town Counsel to finalize a contract. Once we have an executed contract, the following items will be worked on:

1. Identifying exact properties to be auctioned.
2. Setting a date for the auction to be held.
3. Help with the marketing of said properties.

if you need anything else, please let me know.

Sincerely,

Christopher C Pilla, Town Treasurer

# The Zekos Group

## MUNICIPAL AUCTION STRATEGIES



January 13, 2020

Christopher C. Pilla, CMMT  
Town Treasurer  
Department of Municipal Finance  
Office of the Town Treasurer  
52 Main Street – Rm. 18  
Milford, MA 01757

Dear Chris,

The Zekos Group is excited about working with the Town of Milford and enthusiastically embraces this opportunity! As requested, kindly find details of our Scope of Services attached.

We have worked extensively throughout Central Massachusetts and achieved impressive results. That history of proven results and familiarity with your region is unique and we will continue to work diligently to exceed expectations.

Our team will ensure that you fulfill your fiduciary responsibility to the taxpayers and conduct a transparent and professional auction that generates spirited competition and returns property to the tax rolls.

As you know, we have conducted significant research on your properties and are prepared to expeditiously facilitate your auction. Our services are provided at no cost to the Town and our firm incurs all marketing and promotional costs.

Please contact us with any questions. Thank you very much.

Sincerely,



Paul T. Zekos  
President

# The Zekos Group

## MUNICIPAL AUCTION STRATEGIES

### SCOPE OF SERVICES

#### SITE VISITS, STRATEGY AND CONSULTATION



The Zekos Group is familiar with Milford, its history, neighborhoods and amenities. Working with municipalities, public officials and tax title counsel on a daily basis has provided us with valuable insight into sensitive issues, legal challenges and political intricacies that communities face when dealing with the disposition of real estate. This experience allows us to provide expert consultation so you can make sound strategic decisions.

We will promptly visit the properties, take photographs, conduct site assessments and research public data. Our firm will engage in diligent analysis, consult with officials and develop a comprehensive strategy. We will be easily accessible for ongoing consultation and ensure an open, public, transparent and professional process.

We work collaboratively with the Town and often meet with board of selectmen in executive session, communicate regularly with town counsel and interact with town managers, treasurers and other officials. It is particularly helpful to interact cooperatively with key leaders in town departments who can assist with the analysis of the properties. This will ensure a successful outcome.

#### ADVERTISING, SIGNAGE, DIRECT MAIL AND OPEN HOUSES

We will aggressively advertise the properties in local and regional newspapers, trade publications and utilize web-based and direct mail marketing tools to publicize the auction. If appropriate, our firm will present informational bidder seminars, conduct open houses



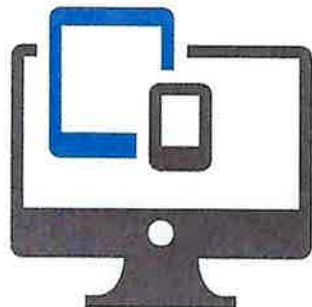
and post signs promoting the auction on properties to be sold. We will send an attractive, multi-color auction alert to an extensive mailing list of active prospective buyers and follow-up with email notifications. We will also focus on builders, investors, end users and real estate firms in your geographic area. Target mailings will be sent to individuals that about the parcel offered at the auction and press releases will be issued to local media.

# The Zekos Group

## MUNICIPAL AUCTION STRATEGIES

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### DIGITAL AND INTERNET MARKETING



Our specialized website will feature your auction and community banner on the homepage. The mobile-friendly site allows visitors to easily access detailed information, photographs, public documents and maps for each property. This convenient promotional tool advertises the properties and outlines terms and conditions. The properties will be publicized on other **high traffic auction and real estate websites** along with innovative **internet advertising** that will saturate the market. We own the latest technology and can conduct a live simulcast internet auction if appropriate.

### COMMUNICATION AND INQUIRY RESPONSE

In an effort to alleviate the demand on town offices and employees, our firm will operate as the communications center for the Town of Milford auction. We will assume the responsibility of direct communication with all interested parties. We will answer and track all telephone and email inquiries and recommend that the Town refer all prospective buyers to our firm so that we may assist them with the bid process. Our firm strongly believes in personal service and we will communicate directly with interested parties and distribute information and materials as requested via the internet, facsimile, and U.S. Postal Service.



### AUCTION EVENT STAFFING AND LOGISTICS



Our staff will prepare all auction day logistical and technical arrangements. This will include organizing the venue, setup of the room, securing a sound system and documenting bid increments. The Zekos Group representatives will confirm qualifying deposits and obtain all pertinent information from prospective buyers during bidder registration. We will provide a smooth checkout process including working with legal counsel to sign memorandums of sale and required affidavits.

Our senior auctioneer, a former Massachusetts Auction Champion will personally conduct your auction with experienced assistants. This will ensure spirited competition and high energy!



# The Zekos Group

## MUNICIPAL AUCTION STRATEGIES

### MARKETING STRATEGY

**PRINT AND ONLINE MEDIA:** Our comprehensive marketing strategy for the Town of Milford real estate auction will include advertisements in local, regional and trade publications, a direct mail campaign and innovative internet promotion that will saturate the market.

- **Direct Mail Piece to our extensive list of qualified buyers**
- **Target Mailing to investors and real estate professionals**
- **Municipal Website Page featuring Milford**
- **Email Notifications to proprietary list of auction attendees**
- **Abutter Notice Flyer**
- **Print Media:**
  - **New England Real Estate Journal**
  - **Worcester Telegram & Gazette**
  - **MetroWest Daily News**
  - **Milford Daily News**
  - **Town Crier**
- **Internet Advertising:**
  - **Auctionzip.com**
  - **Homes.com**
  - **Landwatch.com**
  - **MyStateMLS.com**
  - **Realtor.com**
  - **Realtytrac.com**
  - **Trulia.com**
  - **Zillow.com**





***Town of Oxford***  
***Town Manager***  
***Memorial Hall - 325 Main Street***  
***Oxford, Massachusetts 01540-1797***

***Jennifer M. Callahan,***  
***Town Manager***

***Phone (508) 987-6030***  
***Fax (508) 987-5868***  
***Email: jcallahan@town.oxford.ma.us***

November 10, 2018

Paul Zekos, President, CEO  
The Zekos Group  
382 Boston Turnpike, Suite 222  
Shrewsbury, MA 01545

Dear Paul:

As I have just finished my final days in Millville as Town Administrator to become the Town Manager in Oxford, I wanted to forward this personal letter. I want to express my most sincere appreciation for your exceptional professionalism in assisting the small, but mighty Town of Millville hold its first public land auction in its 100 year history as a community of the Commonwealth. Without question your public auction expertise, business contacts and comprehensive understanding of Massachusetts General Laws helped guide the Town to an incredibly successful auction event helping the Town net over \$830,000 in property bid revenues. Despite knowing the Town had a very short window of time to prepare and actually conduct the auction, you nevertheless agreed to help make this event a successful reality.

As you are well aware, the Town has had a major structural deficit and had recently voted down an override. Your extraordinary efforts literally saved Millville from financial ruin by providing the community with desperately needed one time revenues in order to help balance the fiscal year budget. Your analysis of the properties and suggestion we preserve some of them for future town use or expansion was an honest and critical assessment. Your review of our recently completed Open Space & Recreation Plan in conjunction with potential tax title properties was an essential part of the preparing and planning process as well.

The Zekos Group took on this challenge and owned it from start to finish. You worked with every town official endlessly and dealt with every challenge masterfully. You both graciously accepted and competently dealt with a number of follow up conference calls with staff and the Board of Selectmen alike. Your innovative marketing campaign left no stone unturned. Everyone knew about this auction and had easy access to the detailed information you compiled.

On auction day, the room was packed, the bidding was intense and the amount we generated was absolutely terrific! Additionally, you made everyone smile, remained engaged and presided over the auction bidding process flawlessly. I simply would not consider conducting another auction without the expertise and guidance of the Zekos Group! In fact, I have already connected with my Oxford Treasurer Collector to start to plan a similar event in the upcoming year. Once again, you and your Team did an outstanding job and then some!

Best Regards,

  
Jennifer M. Callahan  
Town Manager

## Zekos Group completes auction of UMass Lowell West Campus for \$3.245m

May 03, 2019 - Front Section (<http://nerej.com/section/ROP>)



**Chelmsford, MA** A crowd witnessed a bidding war for the 34-acre former University of Massachusetts Lowell West Campus. Attendees registered to bid with \$50,000 deposit checks and filled the selectmen's meeting room as they waited for auctioneer Paul Zekos of Zekos Group Auctioneers to commence the proceedings.

The Commonwealth of Massachusetts through the Division of Capital Asset Management and Maintenance (DCAMM) entrusted the Zekos Group, a firm that specializes in real estate auctions for government entities, to facilitate the sale. The collaborative effort also included officials from the UMass Lowell and the town.

The bidding started at \$750,000 and quickly escalated as multiple bidders competed to acquire the idyllic and expansive parcel. After rapid fire bid calling and an entertaining presentation that kept the crowd laughing, Zekos declared the property sold for \$3.245 million which included the buyer's premium. He said it was a "powerful sale" and hopes a new vision for the site will stimulate economic growth and job creation. Zekos thanked the attendees for their enthusiastic participation and complimented public officials for the team effort.

Town manager Paul Cohen said, "We are all thrilled that the auction was so successful" and he looks forward to a bright future for the location.