

Summer/Fall 2016 Norton news

A quarterly newsletter published by Norton Asset Management, Inc.

Welcome...

Despite the drought throughout New England, it was a great Summer - warm but not muggy or oppressive. For the commercial real estate sector, it was mostly more of the same. We sold (and bought) buildings with our clients and we leased a number of spaces. We also worked on a number of development projects. So activity levels, while not exactly robust, were much more than

tepid. The driver is currently Operating companies that need space to conduct their business, whether that is medical staffing, insurance, precision injection molding, medical care, banking, retail or a small call center. Looking ahead to the Fall, we only see more of the same. Interest rates are low, and will remain so, until one day when they start to rise ... I spent 3 hours

kayaking on the Merrimack River today - it was spectacular. I need to do more of that and less facilitation of real estate deals that many of the parties want to make harder than they need to be! We hope you enjoy this issue of Norton News and, as always, our goal is that you learn at least two things.



What Is "TRID"?

On November 20, 2013, the U.S. Consumer Financial Protection Bureau (CFPB) issued a final rule to integrate disclosures and regulations required by RESPA and the Truth in Lending Act (TILA). The final rule, called TILA-RESPA Integrated Disclosure (TRID), integrates existing disclosures with new requirements from the Dodd-Frank Act to improve consumer understanding of the residential mortgage process, aid in comparison shopping, and help to prevent surprises at the closing table (always a good thing!). REALTORS® and their clients have encountered new forms and procedures at the closing table. The old Truth-in-lending, Good-faith estimate and HUD-1 forms have been replaced with the new Loan Estimate (LE) and Closing Disclosure (CD) forms. We do not see most of this in commercial transactions. (Once again, with the goal to make things better for us, Washington has added layers of complexity!)

Politics....

The presidential election defies rational comprehension. As an avid reader, including American history, I take heart in the fact that there have been bizarre presidential candidates before. Alas, I fret as I tell friends that they, and I, will survive this presidential election, the burden will be on our children and grandchildren. ...!

A few months ago, the Chief Investment Officer for a regional bank spoke in Manchester. He told us not to fret about oil prices, the dollar, Brixet, and China ... When asked what we should worry about it, he said "the debt". It is not \$19 trillion as Washington would like you to believe, it is \$60 - \$65 trillion (borrowing from Social Security, Medicare and medical trust funds that will never be paid back ... Sally Mae... etc.). That is legacy for our future. I will collect Social Security, whether I elect 66 or hold off to 70, but my son and daughter??? (although Warren Buffet says we will be fine - including future social security payments!) The fact that we cannot get two rational, honest, intelligent and forward-thinking

Continued on page 2...



definitions



A new state law that will take effect **June 1, 2017** limits municipalities' ability to enact zoning and land-use regulations that prohibit or restrict accessory dwelling units.

SB 146, which Governor Maggie Hassan signed in March, added three new sections to state law and removed the ability of municipalities to regulate accessory dwelling units as an "innovative land use control" under another statute.

Essentially, once SB 146 goes into effect, it will limit what is now the relatively broad authority of municipalities to regulate "Accessory Apartments". The Legislature enacted SB 146

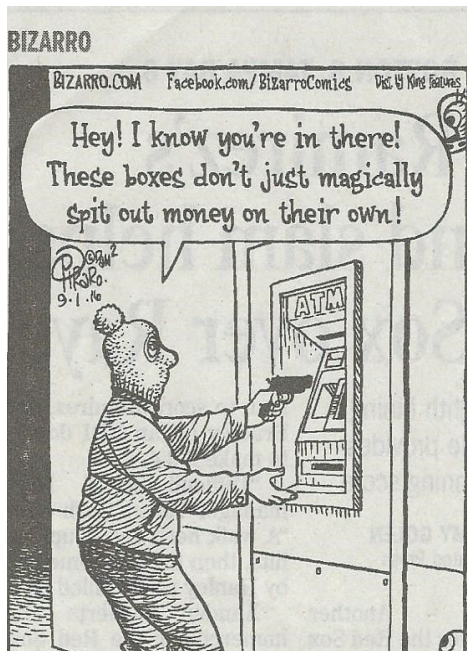
due to its findings that **there is a growing need for more diverse, affordable housing opportunities in New Hampshire**. They also found that **accessory dwelling units provide important benefits by offering housing opportunities to Millennials and college graduates "saddled with significant student loan debt", as well as elderly and disabled residents.**

SB 146 defines an "accessory dwelling unit" as a "residential living unit that is within or attached to a single family dwelling and that provides independent living facilities for one or more persons, including provisions for sleeping, eating, cooking and sanitation on the same parcel of land as the principal dwelling unit it accompanies. It can be at-

tached to the primary residence, or, if the municipality allows, it can be a detached, separate structure. Municipalities are prevented from requiring that a familial relationship exist between occupants of the accessory dwelling unit and the primary dwelling unit. Although SB 146 requires that an internal door separate the accessory dwelling unit from the primary dwelling unit, municipalities cannot require that the door remain unlocked - presumably a tactic to prevent renting accessory apartments to non-relatives. (As an empty nester who has considered downsizing for several years, this may be the path I take)

Source: NH Business Review

As a former banker,, who installed many ATM's back in the day, I found the Bizarro below quite humorous.



Continued from page 1...

individuals to square off in a presidential election is a major hurdle for our country.

The economy bobbles along. My brother, who owns and operates a sprinkler testing and fire safety alarm company in Boston is seeing 15% growth. Some of this is from competitors falling by the wayside and some is from increased regulation. Contractors, architects and engineers are booked 6 months out. Small businesses continue to claim banking credit is not available to them. Most small business owners (including yours truly) are predicting a flat economy for the next 12 months. Economic uncertainty continues to be the number one challenge to the future growth and survival of America's small businesses. The elections are seen as a distraction. Yet, Washington has ever increasing influence over our lives - both in business and personally, so who sits in the White House does impact us (eventually).

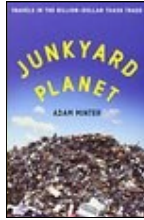
This Langdon Avenue site is a unique property recently approved for a renewable energy wood-chip fired steam and power facility (which could not secure financing). The property anchors the south end of Concord's Opportunity Corridor - adjacent to the \$14M improved Main Street corridor. **See the opposite page --->.**

To find a person's true character, play golf with them. P.G. Wodehouse

Book Reviews

Junkyard Planet

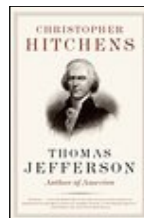
By Adam Minter



When you drop your Diet Coke can or yesterday's newspaper in the recycling bin, where does it go? Probably halfway around the world, to people and places that clean up what you don't want and turn it into something you can't wait to buy. In *Junkyard Planet*, Adam Minter-veteran journalist and son of an American junkyard owner-travels deeply into a vast, often hidden, multibillion-dollar industry that's transforming our economy and environment. With unmatched access to and insight on the junk trade, Minter traces the export of America's recyclables and the massive profits that China and other rising nations earn from it.

Thomas Jefferson - Author of America

By Christopher Hitchens



In this unique biography of Thomas Jefferson, leading journalist and social critic Christopher Hitchens offers a startlingly new and provocative interpretation of our Founding Father—a man conflicted by power who wrote the Declaration of Independence and acted as ambassador to France yet yearned for a quieter career in the Virginia legislature. A masterly writer, Jefferson was an awkward public speaker. A professed proponent of emancipation, he elided the issue of slavery from the Declaration of Independence and continued to own human property. A reluctant candidate, he left an indelible presidential legacy. With intelligence, insight, eloquence, and

wit, Hitchens gives us an artful portrait of a complex, formative figure and his turbulent era, all this in 188 pages! This one of a series - the eminent life series.

The Hostage

By W.E.B. Griffin



Charley Castillo works with the Department of Homeland Security, but more and more he is the man to whom the president turns when he needs an investigation done discreetly. And no situation demands discretion more than the one before them now.

Brimming with rich characters, strong action, and cutting-edge drama, this is Griffin writing at the height of his powers. (I did this one on Books on Tape (actually CD) driving back and forth to Maine on a project)

One Kind of Traitor

By John Le Carre

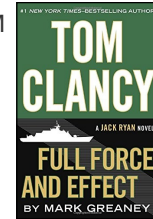


In the wake of the collapse of Lehman Brothers and with Britain on the brink of economic ruin, a young English couple takes a vacation in Antigua. There they meet Dima, a Russian who styles himself the world's Number One money-launderer and who wants, among other things, a game of tennis. Back in London, the couple is subjected to an interrogation by the British Secret service who also need their help. Their acquiescence will lead them on a precarious journey through Paris to a safe house in Switzerland, helpless pawns in a game of nations that reveals the unholy alliances between the Russian mafia, the City of London, the government and the competing factions of the British Secret Service. I saw the movie

prequel that prompted me to read the book (the movie is better!)

Full Force and Effect

By Tom Clancy

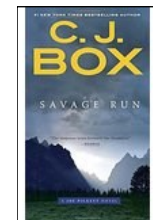


A North Korean ICBM crashes into the Sea of Japan. A veteran CIA officer is murdered in Ho Chi Minh City, and a package of forged documents goes missing. The pieces are there, but assembling the puzzle will cost Jack Ryan, Jr. and his fellow Campus agents precious time. Time they don't have.

There's just one more step needed to complete this perfect plan...the elimination of the president of the United States.

Savage Run

By C.J. Box



When a massive explosion occurs deep within the forests of Twelve Sleep County and a colorful environmental activist appears to have perished in the blast, Wyoming game warden Joe Pickett is called to the scene to help investigate. The case is wrapped up quickly, explained as an environmental publicity stunt gone wrong, but Joe isn't convinced. He soon discovers clues that suggest a deadly conspiracy—one that will test his courage, his survival skills, and his determination to “do the right thing” despite all costs.

Set against the rugged Wyoming landscape, *Savage Run* is a highly textured novel—and an exciting confirmation of the talents of a writer hailed by Tony Hillerman as “a great storyteller.”

GOLF - My favorite shots are the practice swings and the conceded putts. The rest can never be mastered. Lord Robertson

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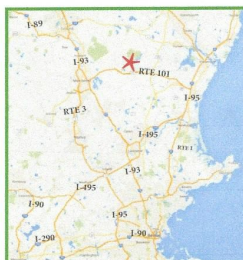
Granite Meadows Business Park

Exit 4, Off Route 101, Raymond, NH

**NEW: HIGH BAY WAREHOUSE
eCOMMERCE CENTER –
FOR LEASE OR SALE**

- NEW CONSTRUCTION
- BUILD TO SUIT
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Proposed



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This picture was taken in Caribou, ME two months ago. We were up there scouting sites for a jobs training program for a client. While it was very warm in July, we knew that will not last. We considered buying or leasing this to help get around later in the year in Houlton, Caribou and Fort Kent!

The Upper Valley by Chip Brown

Lebanon has had a lot going on – and all positive. Improvements to much-in-demand live/work/play environments are either in planning or under construction. In Centerra, across from The River Valley Club, Bill Bittinger’s 26 unit condominium project is under construction with completion expected by Summer ’17. The recent sale of the 60,000 SF Co-op Marketplace with 2 large out-lots fronting Rt 120, may also see future improvements. In Old West Lebanon, Twin Pine’s is approved to build 31 workforce and market rate apartments on the Mascoma Bank site on Main Street. Further north, David Clem is expected to break ground on his first office building at RiverPark. Downtown Lebanon is also seeing a lot of activity. No less than six properties in downtown Lebanon are getting circled or are under contract by buyers, including four our firm are involved with. There is significant demand and clear support in the market for new or renovated space in “walkable environments”. This fits well into the Lebanon’s Downtown Visioning story, described in our last newsletter.

When Insults Had Class.....

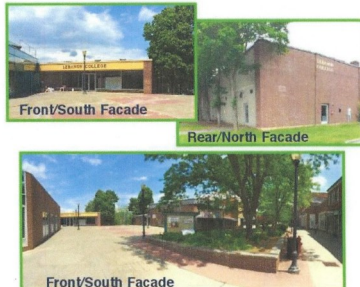
“I am enclosing two tickets to the first night of my new play; bring a friend, if you have one.” George Bernard Shaw to Winston Churchill

“Cannot possibly attend first night, will attend second... if there is one.” Winston Churchill, in response.

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