



**GLOUCESTER CITY COUNCIL CALENDAR OF BUSINESS**  
**TUESDAY, February 23, 2021**  
**6:00 PM**  
**REMOTE MEETING**  
**COUNCIL MEETING #2021-004**

Consistent with the Governor's orders suspending certain provisions of the Open Meeting Law and banning gatherings of more than 10 people, this meeting will be conducted by remote participation to the greatest extent possible. The public may not physically attend this meeting but every effort will be made to allow the public to view and listen to the meeting in real-time.

Join from Computer, Smart Device: <https://gloucester-ma-gov.zoom.us/j/82789203274>

Join via Phone: 1-929-205-6099 or 1-301-715-8592

Meeting ID: 827 8920 3274

Please visit <http://gloucester-ma.gov/remote-public-meetings> for instructions and guidance on how to join a remote meeting

**UNANIMOUS CONSENT CALENDAR**

**ACTION**

• ***ADDENDUM TO THE MAYOR'S REPORT***

1. Memorandum from the Community Development Director requesting authorization to negotiate a TIF with BC Gourmet USA

(Refer B&F)

City Hall  
Nine Dale Avenue  
Gloucester, MA 01930

2021 FEB 18 PM 4:23



TEL 978-281-9700  
FAX 978-281-9738  
mayor@gloucester-ma.gov

CITY OF GLOUCESTER  
OFFICE OF THE MAYOR

**TO:** City Council  
**FROM:** Sefatia Romeo Theken, Mayor  
**DATE:** February 18, 2021  
**RE:** Addendum to the Mayor's Report for the February 23, 2021 City Council Meeting

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Members of the City Council:

**Enclosure 1** is a Letter of Intent and Tax Increment Finance (TIF) request for BC Gourmet USA.  
***Please refer this matter to the Budget and Finance Standing Committee for review and approval.***  
Community Development Director Jill Cahill or appropriate personnel will be available to answer questions and provide further information.

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Sefatia Romeo Theken  
Mayor

# **ENCLOSURE 1**

City Hall Annex  
3 Pond Road  
Gloucester, MA 01930



JILL CAHILL  
DIRECTOR  
TEL 978-325-5240  
FAX 978-281-9779  
jcahill@gloucester-ma.gov

**CITY OF GLOUCESTER  
COMMUNITY DEVELOPMENT DEPARTMENT**

TO: Mayor Sefatia Romeo Theken

FROM: Jill Cahill, Community Development Director

DATE: February 16, 2021

RE: BC Gourmet USA-Letter of Intent and Tax Increment Finance (TIF) request

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Attached is the letter of intent received by your office on December 10, 2020, regarding the intention of BC Gourmet USA to negotiate a lease for a portion (approximately 25,000 square feet) of the property located at 11-15 Parker Street and apply for the Commonwealth's Economic Development Incentive Program. With this letter they also initiated conversations with the Community Development Department's Economic Development Division to discuss their petition and a potential local TIF.

The TIF Committee has since met to discuss the TIF process and the implications of entering into a local TIF agreement with the applicant. At the January 25th meeting, the Committee unanimously agreed to recommend to you, and the City Council, the consideration of BC Gourmet's petition to enter into a local TIF agreement in support of a potential lease and investment in equipment, build-out of 11-15 Parker Street and, most significantly, potential job growth.

BC Gourmet USA is a subsidiary of Buona Compagnia Gourmet SpA, a Milan (Italy) based company currently operating their US subsidiary in Lynn, seeking to expand in Gloucester. The intent for the space at 11-15 Parker Street is to expand the manufacturing capacity of their product line which includes pasta sauce, seafood sauce, and dips currently found in Walmart and Trader Joe's. The company plans on moving 27 jobs to the location and they plan to create 8 jobs over the next 5 years. Additionally, they intend to make the space a "food hub" for their product line.

Please forward this request for authorization to negotiate a local TIF with BC Gourmet USA and the attached LOI to the City Council for their consideration.

City staff and representatives from BC Gourmet USA will be available for questions.



December 9, 2020

Mayor Sefatia Romeo Theken  
Gloucester City Hall  
9 Dale Avenue  
Gloucester, MA 01930

***RE: Intent to Apply For Massachusetts Economic Development Program (EDIP) in (Municipality)***

Dear Madam,

This letter is BC Gourmet USA inc. letter of intent as required pursuant to the Economic Development Incentive Program, (EDIP).

On November 12 2020, my company spoke with Maria Nigro Di Stefano of the Massachusetts Office of Business Development to discuss the EDIP Program and the various incentives available.

BC Gourmet inc., who currently operates out of Lynn (MA), is evaluating the possibility to relocate all of its activities in Gloucester. The company is active in the production and distribution of gourmet food. We currently employ 27 workers partly in manufacturing and partly in office jobs.

BC Gourmet USA inc. is owned by an Italian corporation (Buona Compagnia Gourmet SpA) that is committed to invest in its expansion program in the US. The immediate investment will be to restructure the production facility in Gloucester and adapt it to the needs of the company production. As a second step we plan to invest in expanding the production capacity of the site in Gloucester. In parallel, BC Gourmet USA inc. is also consider acquiring other food manufacturers that could be synergic with its current activities and consolidate the production in Gloucester.



**ANTICA  
RICETTA**



BUONA COMPAGNIA GOURMET S.p.A. • Sede Legale: Via Cesare Cantù,1 • 20123 Milano (Italy)  
Sede Operativa e Amministrativa: Via Enrico Mattei, 45 • 31055 Quinto di Treviso (TV) • Tel. +39 0422 470610  
Sede Operativa: Via Della Nunziata 8 • 17100 Savona • Tel. +39 019 264113  
[info@bcgourmet.it](mailto:info@bcgourmet.it) • [www.bcgourmet.it](http://www.bcgourmet.it)  
Reg. Imprese / Cod. Fisc. / P. Iva 08442060961 • Cap. Soc. 1.150.000 € i.v.



Should we move to Gloucester, we will extend to all of our existing employees an offer to keep working with us in the Gloucester facility; we expect that not all of them will decide to move and therefore we will be very likely in need of hiring locally a certain number of employees.

BC Gourmet USA inc. is therefore requesting that you accept this letter as the formal letter of intent required under the Economic Development Incentive Program, (EDIP).

Sincerely yours,

Daniele Diotallevi  
President BC Gourmet USA inc.

A handwritten signature in black ink, appearing to read 'Daniele Diotallevi', is written over the typed name and title.