



CITY OF CONCORD

New Hampshire's Main Street™
Community Development Department

REPORT TO MAYOR AND CITY COUNCIL

From: Beth Fenstermacher, Director of Special Projects & Strategic Initiatives
Date: May 26, 2026
Subject: Proposed Property Lease – Scenic RailRiders, Inc.

Recommendation:

Accept this report and the attached supplemental resolution accepting and appropriating lease payments from Scenic RailRiders, Inc. for the term of the lease to operate a railbike tour business.

Background:

On February 25, 2026, the City acquired the 5.7-mile long discontinued Northern Railroad rail corridor from the Boston and Maine Corporation (herein “BMC”) for the purpose of constructing the Merrimack River Greenway Trail (“MRGT”) (CIP #543). As part of the property acquisition, the City was assigned an existing lease with the Scenic RailRiders, Inc. to operate a railbike tour business. The original lease agreement, dated June 7, 2019, was for an initial term of 5 years and an ongoing term on a “month to month” basis. The lease area encompasses 3.3-miles of the rail corridor, including a parking area on Sewalls Falls Road (see Figure 1). Per RSA 72:23, I(b), when a municipality leases its property to a private entity, the lease agreement must include a provision requiring the lessee pay all property taxes. In addition, per the purchase and sales agreement, BMC retained the right to salvage and remove the track within 12 months of the property transaction. A new lease between the City and Scenic RailRiders, Inc. was necessary to capture these requirements.

Discussion:

At the April 13, 2026 meeting, City Council authorized the City Manager to enter into a new lease with the Scenic RailRiders to include the abovementioned required provisions per RSA 72:23, I(b). In addition, it established a new lease payment of \$3,200 per month for the term of the lease for a period of April 1, 2026 through December 31, 2026. The required tax payments as well as maintenance costs will be paid from this amount.

Figure 1. Lease Area

