

## TIF Project

### TIF Talking Points:

- Intro:
  - Jon Hale; President Hale Resources, LLC
  - Property Management Company and Real-estate develop company.
  - Company Mission: to bring Young entrepreneurs to Bennington to Help economic growth ZAK, DAN, AUSTIN, even Dave from NYC.
  - 10 years in the business and Have completed over 30 renovation of buildings in the downtown area.
  - Converted bed and breakfast to 11 market rate apartment. Orchard Apts
  - Laundromat re opened after shut down after 28 years of business
  - Healthy Homes for Bennington – First two house renovation for there program
  - Purchased 72% of the Drysdale building 9/1 with the anticipation of the Putnam Project and TIF district being developed.
  - Property management of Putnam Block and Old Benn high and Catamount School which all are located with in the proposed TIF district.
- History
  - Vermont has challenges finically to invest in large scale development due to the cost of the projects and the end value and Net Returns on investments for outside investors.
  - This makes it difficult to supply the kind of housing Young professionals are looking for to take jobs at our business such has the collages, hospital, town office, industry, and even us, a small growing business that is looking to attract young talented people to invest in our economic development.

- Housing market in a whole is competitive and demand outweighs the stock of good housing.
  - Vacancies factors running well under 5% and in some complexes (Orchard) near zero
  - Low amount of Market Rate housing – reason for low vacancy factor in this market.
  - Difficulty in competing with affordable housing competitors with private funds only. Very high construction costs.
- Reality
  - Developers have a difficult time bringing investors due to the high cost and lower value of the property after completion.
  - Hale Resources has looked as several projects in the proposed TIF district and cost has been a challenge to overcome. Even had investors interested in the Putnam Block prior to Bennington Redevelopment Group existing.
    - Very complicated project to finance and every penny brought to the table counts in any project like the Putnam including money for infrastructure improvements to make this project successful.
  - Middle school project a couple years ago we determined the cost of construction at \$9-10m was much more than the \$5M that the completed project could support with revenue.
  - If TIF existed we would have been able to reduce some of the cost along with the New Market Tax Credit, Community Development Block grants, Historical tax credits and other programs. This TIF district could have been the difference to make that project happen.

- Closing
  - The TIF district is a good thing for this community and will help our businesses directly in investing in the economic development of Bennington and create Jobs for our community through Construction, Retail business and real estate management.
  - We as a community have already done the work to get TIF to work by investing ourselves to make the Putnam Block project happen. With or without TIF we will make this project happen. However TIF could help reduce some of the upfront cost, reduce risk, and with the success of the Putnam project, expand to the success of other projects.
  - With this TIF district approval we would consider re investigating the Benn Hi project and Pleasant St area where we own and Manage 3 properties within the proposed district.
  - We are a small business that is dedicated to bringing young professionals to invest in Bennington's future and I am convinced that by you approving this TIF District you will help Bennington to do that.