

- Good Afternoon. I'm **Lilli Cain**, one of the Bashara family members that owns and operates the Capitol Plaza Hotel & Conference Center in Montpelier. Thank you for considering a Tax Increment Financing District in Montpelier.
- The Bashara family has made our home in Montpelier since 1962 and, along with other city residents and business owners, we have committed much of our lives to growing our town, supporting other local businesses and our public schools. My parents, my three siblings, our spouses, and children are committed to Montpelier, to our 100 plus employees, and to Vermont.
- As such, We are planning to **develop** and run a Hampton Inn and Suites on our lot in downtown Montpelier. The new hotel project will generate significant economic activity and vibrancy for Montpelier, And add significant new property value to the grand list.
- Both the new hotel and adjacent parking structure are consistent with the City Master Plan and the Economic Development Strategic Plan.
- A TIF is critical to the success of the entire project.
- Without an adjacent parking structure, construction of the hotel is not feasible, and, the parking garage is **not financially viable** without the TIF.
- We need to add 80 parking spaces required for the Hampton and there is no room in our lot or near proximity.
- The cost of the parking garage puts too much of a financial burden on the Hotel Project. The \$15 million hotel works alone but when you add the cost of garage, **the whole project fails**. According to an *independent hotel study firm*, the average daily rate for the hotel rooms is estimated to be \$170. That is what the market will carry. We can't simply add \$30-40 per night for the garage costs.
- We have known this from the beginning. Last spring, we reached out to the city to share our intentions of building a new hotel. At that time we asked the city to begin the steps to become a TIF District to help with the costs of the parking garage.
- We have been proceeding with our plans and our permits, in good faith that the TIF would be approved. And in a timely manner so as to allow a shovel in the ground in November, per Hilton requirements. We have been working on the financing package with Northfield Savings Bank in conjunction **with a loan participation** with Mascoma Savings Bank and VEDA through an SBA 504 loan.

- The math is clear: the hotel works on its own. BUT, when it comes to **building** the parking structure, the entire project **only works** with municipal assistance.
- The parking garage **will also provide additional public parking**, which we greatly favor for the benefit of the rest of our fellow downtown businesses. The success of our hotel is driven by a successful downtown. And accessible, affordable **downtown parking** is critical to that success.
- We understand the reality that if the TIF is not approved at either the state or city level vote, that the Hampton will not be built. We urge you to approve a TIF for Montpelier.
- Thank You.