

# 80 Cotton Mill Hill

Brattleboro, Vermont

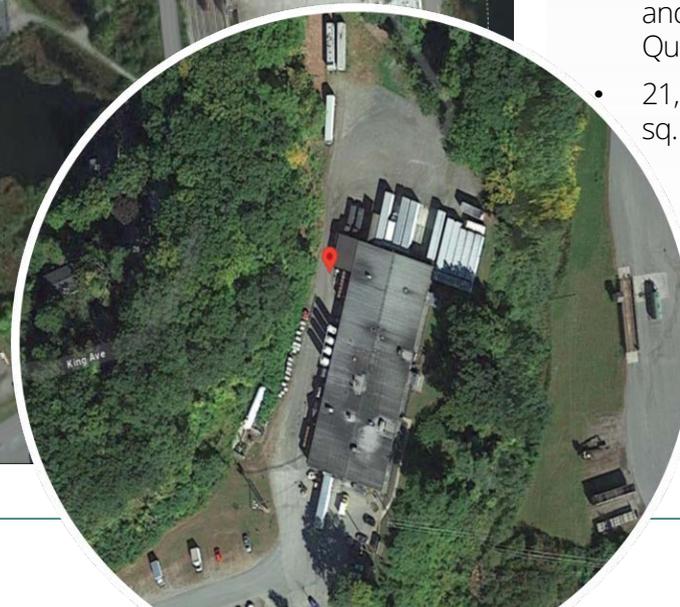


# Present and future needs met

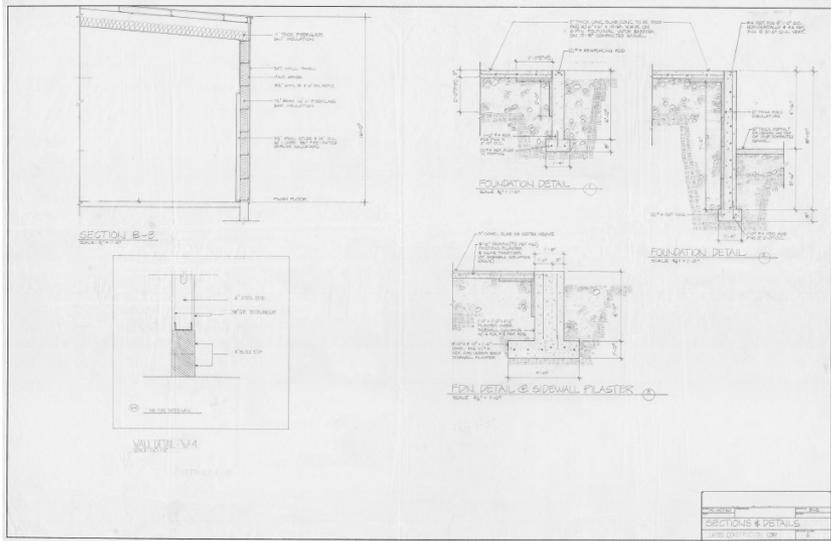


80 Cotton Mill Hill is a manufacturing and distribution facility.

- Municipal water & sewer, propane gas, and public electric
- Zoned industrial
- Access off I-91, Route 9, & Route 142
- 1.25 hours from Bradley International Airport (BDL)
- Within three hours of 12 million customers and vendors across the Northeast and Quebec metropolitan areas
- 21,886 sq. ft. (3,312 sq. ft. mezzanine), 2,560 sq. ft. office



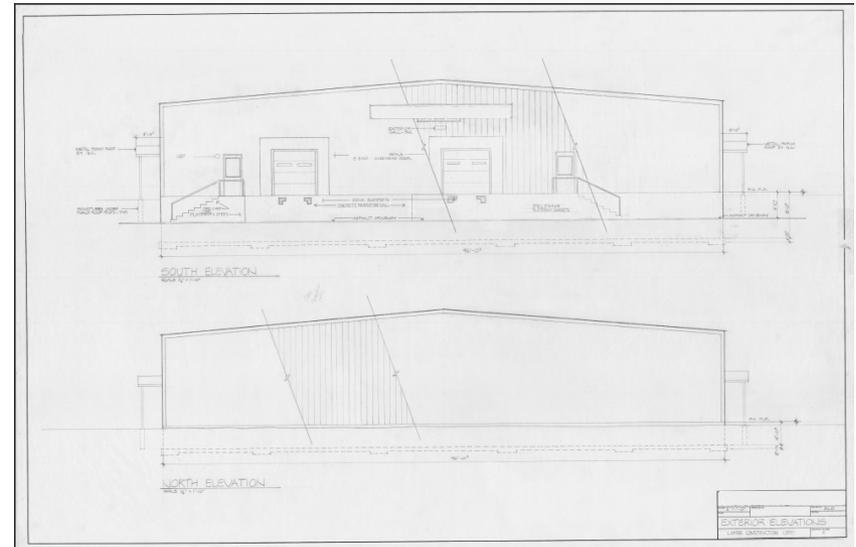
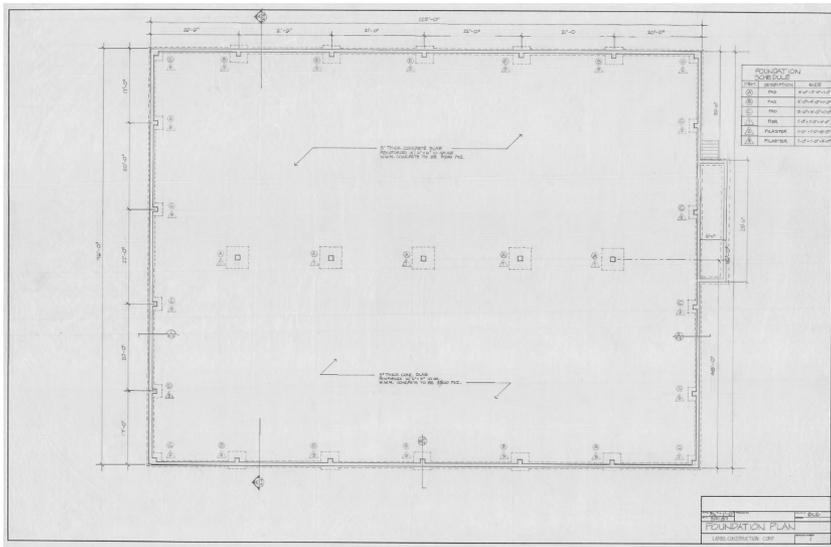
# Sketches



*Sections & Details (top left)*

*Foundation Plan (bottom left)*

*Exterior Elevations (bottom right)*





*Electric service drop  
at left front of  
building (left)*



*Rear of building  
(right)*



*Left rear of building  
(left)*



*Large propane  
storage tank (right)*

*Photos by Michael J. Foster, Jr., P.E.*

# Expertise & Capacity



*“BDCC understands that economic realities our rural Vermont businesses face each day — our team has developed the ability to support companies with their daily workforce and operational needs as well as facilitating large expansion projects.”*

—BDCC Executive Director Adam Grinold

## **Brattleboro Development Credit Corporation**

BDCC is the best regional development corporation (RDC) in Vermont with the strongest track record of business development. As an organization we have the staff resources, the financial capacity, and the relationships to get this project done.

BDCC is a bankable developer with robust borrowing capacity. Our financial acumen has resulted in a 50-year history of owning or managing over 1 million square feet of commercial spaces.

These spaces include 600,000 square feet between the Cotton Mill and the Book Press Building which houses precision manufacturing, value-added agriculture, and light industrial spaces. BDCC has also developed and managed three buildings at the Exit 1 Industrial Park and 200,000 square feet at the Paper Mill located on Old Ferry Road.

# Our Strengths

	REQUIRED FOR UNDERWRITING	BDCC PROVIDED
<b>Net worth</b>	Developers' minimum net worth should be the greater of \$5 million or 25 percent of total development costs.	\$6.3 million as of Audited FY'21, or 44% of total project costs.
<b>Liquidity</b>	Developers' Minimum liquid assets should be the greater of \$1 million or five percent of total development costs.	\$4.4 million as of Audited FY'21, or 31% of total project costs.
<b>Long-term staffing capacity</b>	Development projects – especially housing and investment projects – have long timelines of at least 15 years. Organization should have enough stability to manage these long timelines.	BDCC has a staff of 14, with the average staff member staying with the organization for 5.4 years. We have a strong leadership team, active board, and succession planning in place.
<b>Financial track record</b>	The organization should have audited financial statements without defaults.	CPA Consolidated Audited Financial Statements, spotless financial record free of defaults.
<b>Property management</b>	At least 10 years' experience.	Established landlord with in-town staff and local contractors on-call. Fifty years' experience managing industrial and commercial spaces. Full-time executive director, facility manager, maintenance staff, and tenant liaison.
<b>Grant experience</b>	Developer should have several years' experience managing state and federal grants.	Decades of experience successfully managing private foundation, state and federal grants including CDBG and special funds such as CARES Act and ARPA funding.
<b>Project experience: past and pipeline</b>	Does the developer have a track record of completing similar projects? Does it have capacity to add this project to its pipeline?	Yes, and yes. Recent successful development of precision manufacturing projects includes G.S. Precision, Chroma Technology, and Long Falls Paperboard. BDCC has the capacity to undertake the Putney Road Option.
<b>Financial reserves and asset management</b>	Does the developer have at least 6 months of total operating expenses in reserve?	Yes. BDCC has in excess of \$6 million in reserve, or in excess of 400 days of estimated operating expenses.



Adam Grinold  
Executive Director

agrinold@  
brattleborodevelopment.com  
802-257-7731 x224



Bobbi Kilburn  
Director of Finance & Grant  
Management

bkilburn@  
brattleborodevelopment.com  
802-257-7731 x220



Krista Plante  
Finance Manager

kplante@  
brattleborodevelopment.com  
802-257-7731 x228



Al Claussen  
Real Estate Manager

aclaussen@  
brattleborodevelopment.com  
802-257-7731 x213

## Expertise & Capacity Meet the Team

BDCC's capacity to implement complex projects is a powerful mix of experience, regional economic planning, and a commitment to clients' success.

We excel at accessing specialized financial tools to complete complex projects when the cost to build exceeds final value.

Along with our specialty services in real estate and our infrastructure projects, staff manage millions in grants and incentives.

*"We are committed to ensuring every employer who has the business to grow, has the resources to stay and grow here in Southern Vermont!"*

—BDCC Executive Director Adam Grinold

# Foreign Trade Zone Accessible

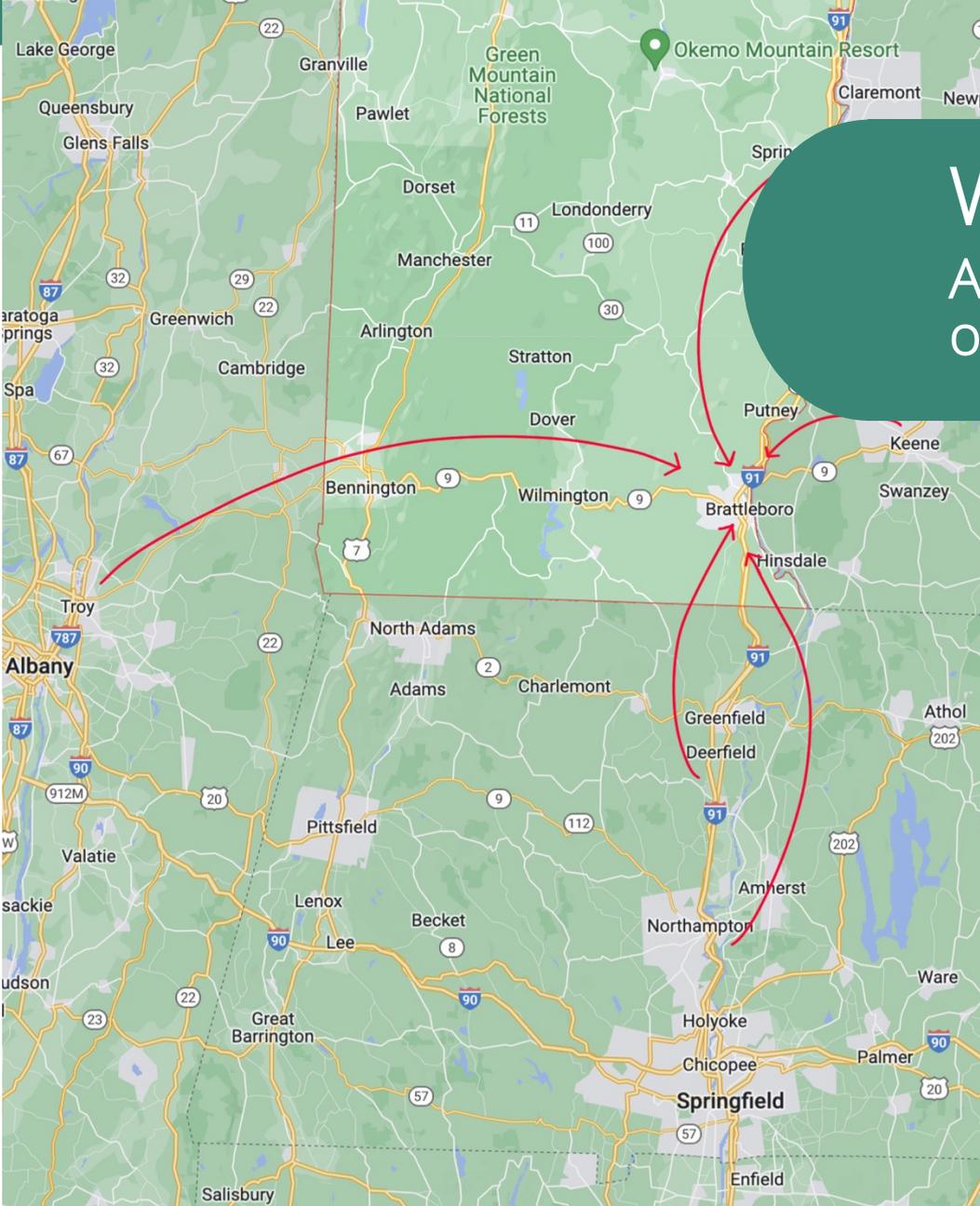


## Would your company benefit from lower import or export costs?

Brattleboro has participated in the U.S. Foreign Trade Zone program. Businesses operating within these special zones can benefit from lower duties and streamlined custom procedures.

Advantages to Foreign Trade Zones include:

- Goods entering the zone can potentially bypass formal customs entry or the payment of duty and excise taxes
- Goods sold within the U.S. may qualify for deferred duty payments
- Some goods manufactured within the zone can benefit from lower duty rates
- A company may experience lower costs from vendors such as its bank and insurance agency



# Workforce:

## A community at the heart of a four-state labor shed

The property's proximity to the Interstate-91 corridor makes it an easy commute for the almost 8,000 people who travel to Brattleboro for work.

- Skilled workers travel to Brattleboro from
- Southern and Central Vermont
  - Greater Keene area of New Hampshire
  - Western Massachusetts
  - Greater Troy region of New York

# Workforce: Cultivating future workers

BDCC is committed to energizing the local economy and connecting residents to quality, high-opportunity employers.

## **Customized Training**

BDCC collaborates with local employers to train skilled workers. We have designed dozens of employee education and skill-specific programs. For example, the precision manufacturing course developed for G.S. Precision and accredited through Vermont Technical College was recently expanded to include a federally recognized apprenticeship program.

## **Pathways and Pipelines**

We have embedded Workforce Development programs at the local high schools, career center, and colleges to help people at any stage of their career improve their skills and access local jobs.





Thank you for considering  
this proposal. We look forward  
to working with you.

Adam Grinold

Executive Director

[agrinold@brattleborodevelopment.com](mailto:agrinold@brattleborodevelopment.com)

802-257-7731 x224