

From: [Miller, Elizabeth](#)
To: [Yves Bradley](#)
Cc: [Moulton, Pat](#); [Bourgeois, Kiersten](#)
Subject: Re: Resolute
Date: Friday, July 11, 2014 9:21:31 AM

Really like the second point. Would be happy to help or facilitate that more; a few key spots for that sort of dev helps with the scale issues and also with opposition that can develop re such projects too and you are right that we have some good examples but not enough open in right space. Will check in w Kiersten re resolute tomorrow I hope. Yves thank you for your help.

Elizabeth H. Miller
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On Jul 9, 2014, at 4:28 PM, "Yves Bradley" <YBradley@vermontrealestate.com> wrote:

A few, Pat.

-Particularly when it comes to Canadian companies looking to locate on this side, we may be better off trying to lure them further north than the usual Chittenden County destinations. They are very astute at doing their homework, and quickly come to the conclusion that there is a far higher cost associated with that type of address, not only in the real estate, but also cost of living, acquiring homes, etc. They have a definite sensibility to the amount of time it takes them to reach an area from Montreal, which was the undoing of this particular prospect. He simply wanted to match or come close to the convenience of a 45-minute drive.

-A concerted effort to have a solution in place for these larger groups that we want to attract would be very useful, as that is what New York has in abundance. The answer is not a new building, but rather an existing facility that has been, or can be re-positioned into great office/R & D space is the answer, as from a per square foot basis, the cost to entry and renovation keeps the lease rate down. Graham Goldsmith has had strong success with that model, when he acquired and re-developed Rossignol (no White Cap Business Park), and Barrecrafters (now Shelburne Green). The ideal property is Energizer, in St. Albans. 200,000 SF, great location, has significant re-development potential, and is close to the border. There is a developer trying to buy it to do just that, but the process has been painfully slow.

Yves

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From: Moulton, Pat [<mailto:Pat.Moulton@state.vt.us>]

Sent: Wednesday, July 09, 2014 3:08 PM

To: Yves Bradley

Cc: Bourgeois, Kiersten; Miller, Elizabeth

Subject: Re: Resolute

I have no doubt you have scoured the landscape. I'm not sure I'm going to come up with any better options.

So now the question is what lessons did we learn? How do we prepare so we don't lose the next one?

Patricia Moulton, Secretary
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Dean C. Davis building, 6th Floor
Montpelier, Vermont 05620-0501
802-451-9578
Sent from my iPhone

On Jul 9, 2014, at 1:29 PM, "Yves Bradley" <YBradley@vermontrealestate.com> wrote:

I agree with Kiersten, although it has not been for lack of trying to come up with ingenious solutions-Resolute shifted gears on us last week with their professed desire to be far closer to the border than they had indicated in prior conversations.

Yves

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From: Bourgeois, Kiersten [<mailto:Kiersten.Bourgeois@state.vt.us>]
Sent: Wednesday, July 09, 2014 12:56 PM
To: Miller, Elizabeth; Moulton, Pat
Cc: Yves Bradley
Subject: Resolute
Importance: High

We are officially out of options for Resolute. The airport property could perhaps work, but after speaking with Yves, it is highly unlikely that anyone can put up a new building and offer it to Resolute for \$9NNN.

Later today, around 4, we are planning to call Jacques with this information.

I can't think of one more thing that will work given the location, timing and cost requirements that they have.

If anyone has any ideas, I am happy to explore them.