



SPECIAL ECONOMIC DEVELOPMENT LUNCHEON



12

APRIL
2023



12:15 PM –
1:45 PM



THORNY LEA GOLF
@ BROCKTON



LYNN TOKARCZYK

*Business Development
Strategies, Inc.*



ROB CORLEY

*NeighborWorks
Housing Solutions*



ROB MAY

Brockton City Planner



GEORGE SPILIOS

*Crown Uniform
and Linen Service*

Space is limited, register online: metrosouthchamber.com/events



CROWN

Quality Since 1914



Who We Are



Crown inspires confidence in its customers by providing efficient and cost-effective uniform and linen programs with a personal touch. For over 100 years, we have remained a family-owned company committed to building lasting, meaningful relationships with our customers.

To see our full company history, please go to <https://crownuniform.com/our-history/>



Company Overview — Company locations



- **Nashua, NH – Corp office/WH/SVC**
- **Brockton, MA - Processing Plant**
- **Providence, RI – Sales Dept**
- **Windsor, CT – Service Dept**
- **Milford, CT – Service Dept**



Company Overview — Industries served



Healthcare



Food Service



Manufacturing



Education



Company Overview - Business Focus

- **Medical**

- Acute care focus
- Dental
- Dermatology
- Gynecology
- Imaging

- **Research and Education**

- Medical Research
- Biotech
- Teaching hospitals

- **Food & Beverage**

- Bars
- Restaurants

- **Manufacturing and Trades**

- Manufacturing
- Plumbing
- HVAC
- Residential Service Providers



Company Overview - Product Mix

- **Medical Uniforms**

- Lab coats
- Scrubs
- Patient Gowns
- Warmups

- **Medical Linens**

- Blankets
- Sheets
- Pillowcases
- Towels

- **Kitchen Uniforms & Kitchen Flats**

- Aprons
- Chef Coats
- Frocks
- Pants
- Shirts
- Bar Mops
- Kitchen Towels
- Napkins
- Table Clothes

- **Industrial Uniforms**

- **Dust Control – mats / mops**



Company History

- Founded in 1914 – Roxbury, MA – Athans Spiliotopoulos delivered coats and aprons with a horse and wagon to the fish piers of Boston.
- In 1933 purchased and built a laundry in South Boston
- Three of his children, Angelo, Plato and Edith took over as the second-generation successors and led the company through the 1940s and 1950s. During World War II and the Korean War, the plant proudly manufactured garments for the US Navy.
- Multiple acquisitions in the 1960s enabled the company to expand throughout New England with locations in New Hampshire, Cape Cod, and Springfield, MA.
- In the 1970s Plato's sons Arthur and Chris Spilios took over operations and expanded the business exponentially.



Company History continued...

- As the company grew, Chris Spilios had a vision to build a state-of-the-art facility that would enable Crown to enjoy growth and innovation in the future while keeping as many employees as possible.
- This dream led the company to purchase 21 acres of land in Brockton Massachusetts and invest over 18 million dollars in the design and construction of a 94,000 sq ft facility.
- In October 2014, Chris Spilios, his son George, Arthur Spilios and his son Plato joined in the ground-breaking ceremony for new Brockton plant which would combine the Fall River and South Boston locations.
- Chris passed away shortly before the plant opened the award-winning facility has achieved the standard of quality that Chris envisioned and continues to function allowing for Crown to be an industry leader in innovation, sustainability and operational excellence.
- Today Arthur Spilios continues to be the CEO of the company with George and Plato Spilios running operations as Co-Presidents of the organization.



Economic Development Benefits to Brockton

Retention of 30 full-time jobs and creation of 5 permanent full-time jobs

Jobs open to qualified Brockton residents

Jobs will include all levels of skill and experience, from equipment operators and folders to plant managers, service and production supervisors

Crown's significant economic activity with local businesses

The Company and its employees spend an estimated \$300,000 annually with local businesses

Crown's extended history of community involvement

Toys for Tots

Local Clean-Up Days

Product donations for relief efforts (tsunami in Japan and the earthquake in Haiti)

Revitalize an underutilized and depressed property and develop it into a state-of-the art facility

Keep a longstanding and prominent Company in Massachusetts



Tax Increment Financing – “TIF Agreement”

- 13-year exemption term commencing upon official certificate of occupancy
- Exemption from taxation on the new incremental value of the property
- Base valuation of \$450,000
- Estimated real estate tax savings over 10 years = \$1,175,000

Year		Exemption %
Year 1	2013	100%
Year 2	2014	100%
Year 3	2015	100%
Year 4	2016	100%
Year 5	2017	100%
Year 6	2018	95%
Year 7	2019	95%
Year 8	2020	95%
Year 9	2021	90%
Year 10	2022	85%
Year 11	2023	10%
Year 12	2024	10%
Year 13	2025	10%



- Expectation that Crown will create (5) net new permanent full-time jobs
 - (3) new permanent full-time jobs in first 24-months
 - (1) new permanent full-time job in year 3
 - (1) new permanent full-time job in year 4
- Credit on MA Income taxes
 - Estimated tax savings of \$100,000 based on \$20,000 per full time job created within the Gateway Community.













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Business Development Strategies, Inc.

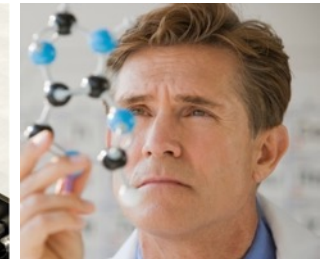
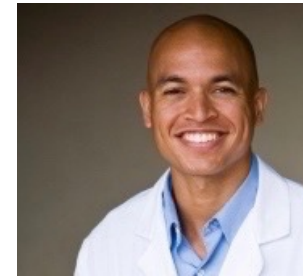
Government Tax Incentives
for
Metro South Chamber of Commerce
Economic Development/Leadership Session



April 12, 2023

About Business Development Strategies

- BDS assists companies across the Commonwealth to identify, negotiate and secure state and local tax incentives.
- Incentives reduce a company's costs of doing business and provide financial value as a result of a real estate expansion.



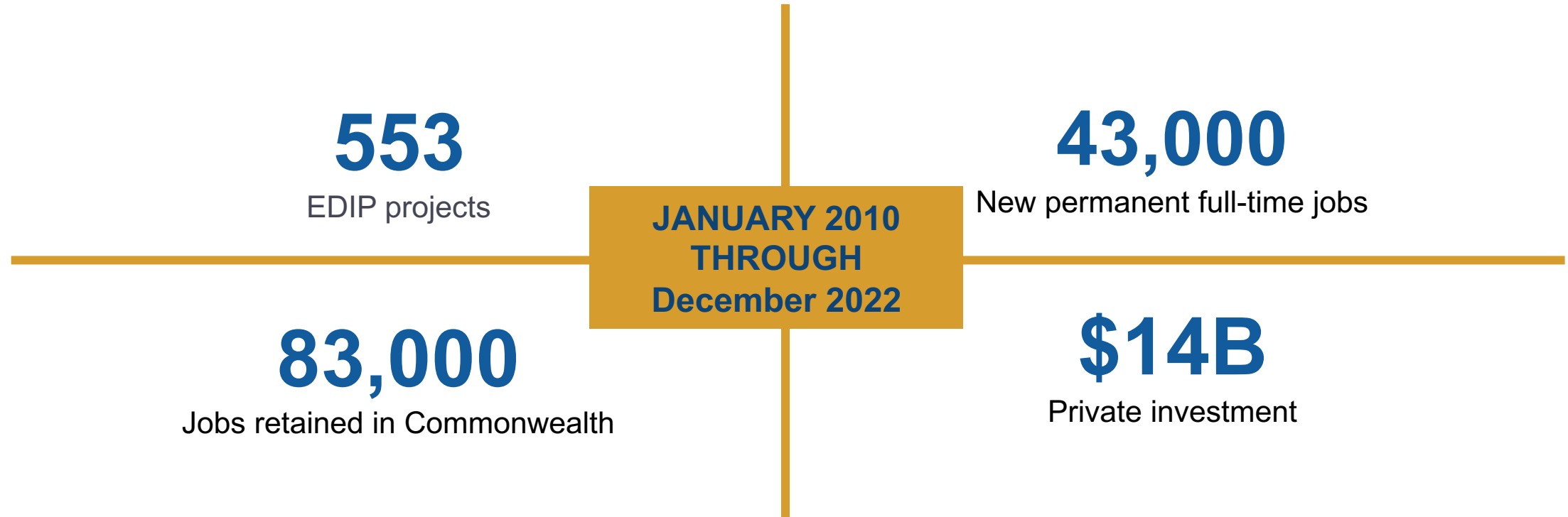
Primary Industries

Manufacturing, Life Sciences, R&D, Innovation,
Technology, Distribution and others

Economic Development Incentive Program



The Economic Development Incentive Program (EDIP) stimulates job creation, retains and attracts businesses, and encourages businesses to expand.



A business that is expanding existing operations

- Relocating operations
- Renovating or building new facilities located in any part of the state
- May be a purchase or lease arrangement

Projects are eligible for tax incentives if they ultimately meet certain criteria but not limited to:

- ✓ Create new net permanent full-time jobs
- ✓ Generate new real estate investment = new local tax revenue
- ✓ Other state criteria such as location, project timing, etc.

- ✓ **State EDIP Tax Credit**
State tax credit for qualifying projects; the law caps the credit at \$20 million annually;
- ✓ **State 10% Abandoned Building Tax Deduction**
For costs associated with renovating an abandoned building at least 75% vacant for two years;
- ✓ **Municipal Real Estate Tax Incentive — Tax Increment Financing (TIF)**
Negotiated real estate property tax exemption up to 20 years based on the increased incremental assessed value of the project property due to new construction or other significant improvements;
- ✓ **Municipal Personal Property Tax Exemption**
Negotiated personal property tax exemption; or
- ✓ **Special Tax Assessment (STA)**
Negotiated real estate property tax exemption up to 20 years on the total base value of the project property.

SUCCESS STORY: **'47 | East Bridgewater, MA**

 **Business Development Strategies, Inc.**



Purchase and renovate 463,000sf for distribution

- Create 30 new jobs
- \$20M private investment

Benefits Included:

- + State EDIP Tax Credit
- + 15-year Tax Increment Financing
- + Personal Property Tax Exemption

SUCCESS STORY:

Globe Composite Solutions | Stoughton, MA



Business Development Strategies, Inc.



Construct 80,000sf for manufacturing

- Retain 85 jobs
- Create 10 new jobs
- \$15M project investment

Benefits Included:

- + State 3% Manufacturing Tax Credit
- + 10-year Tax Increment Financing
- + Infrastructure Improvements

SUCCESS STORY: **Amramp | Randolph, MA**



Renovate 64,000sf for HQ & manufacturing

- Retain 40 jobs
- Create 5 new jobs
- \$2M project investment

Benefits Included:

- + State 3% Investment Tax Credit
- + 5-year Special Tax Assessment
- + Community Outreach



Business Development Strategies, Inc.

Lynn Tokarczyk
Government Tax Incentives Consultant



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www.businessdevelopment-strategies.com



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NeighborWorks Housing Solutions

APRIL 2023

METRO SOUTH CHAMBER OF COMMERCE:
ECONOMIC DEVELOPMENT LUNCHEON





Opening Doors • Changing Lives

Serving the South Shore, South Coast, Plymouth, Bristol and Norfolk counties for more than 40 years

Offices in Brockton, Kingston, New Bedford, Taunton, Quincy

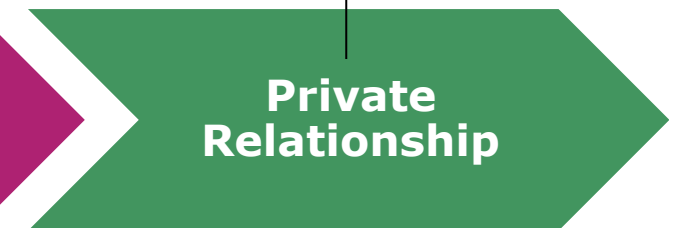
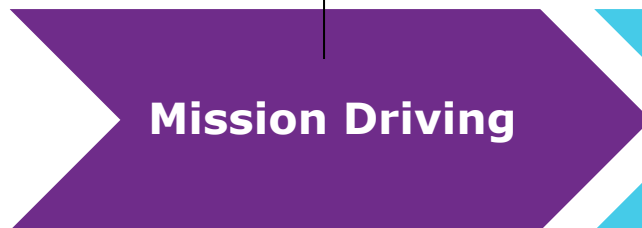
The map illustrates the three key southern corridors into Boston-Interstate 95 to the west, Route 3 on the coast, and Route 24 down the middle- and reaching from Buzzards Bay into Quincy. The region encompasses Plymouth, Bristol, and southern Norfolk counties, with its geographic center at the intersection of Route 24 and Interstate-495.





Opening Doors • Changing Lives

Leading national housing & **community development** organization



For every \$1 invested in NW, local affiliates **attract nearly \$60 in local funding**

Key national philanthropic partner through grants, training & capacity building for significant social impact

More than **240 of nation's best community development orgs** vetted extensively for inclusion

Generated **\$22.5B in local investment**; helped 2.5M families secure affordable housing





Opening Doors • Changing Lives

- ❖ **Real Estate Development** , mixed-income, mixed use, special needs and homeless **housing & shelter**
- ❖ **Property Management & Resident Services**
- ❖ **Family Domestic Violence Shelter and HomeBASE Provider**
- ❖ **Project Construction Management & Owners Rep Services** for non-profit partners



- ❖ **Leased Housing** including Section 8, MRVP & Project-Based Subsidies
- ❖ **Housing Resources** including information and referral, RAFT, and HAF
- ❖ **CDFI Lending & Tech Assistance** for homebuyers, homeowners, and small business owners
- ❖ **HUD Certified Counseling**-Housing Consumer Education Center, Homeownership Education, Financial Coaching, Foreclosure Prevention, HECM



REAL ESTATE DEVELOPMENT

NeighborWorks Housing Solutions has developed nearly **1,000 units of permanent housing** with more than **300 additional units** in the pipeline

- ❖ Serving mixed-income families, seniors, veterans, people with disabilities and many formerly homeless individuals and families
- ❖ In addition, NHS is currently providing Developer Consultant, Construction Management, and Owners Rep services to our non-profit partners to create several new mixed-use developments with over 100 units of housing.



MAPLE ON FRANKLIN – HOLBROOK CENTER

Program: **Mixed use: -- 72 units of senior housing + ground floor commercial space**

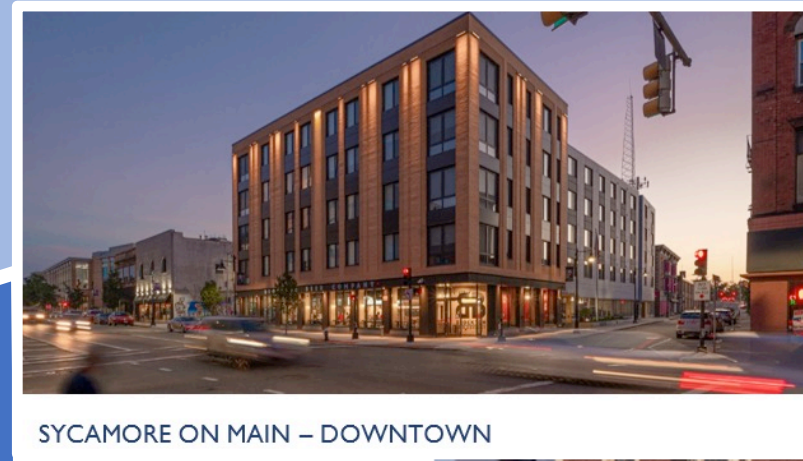
Status: **In Construction. Completion in June 2023**

NeighborWorks®
HOUSING SOLUTIONS
Opening Doors • Changing Lives



OUR REAL ESTATE DEVELOPMENT WORK IN BROCKTON...

HELPING TO BUILD A BETTER BROCKTON



\$105 MILLION OF INVESTMENT



195 RESIDENCES



1 NANO BREWERY



6,600 SQ FT OF COMMERCIAL



SYCAMORE ON MAIN – DOWNTOWN

Program: **Mixed use:** -- 48 units of mixed income housing + ground floor commercial space for Brockton Beer Company + 48 garage parking spaces



BROCKTON BEER COMPANY AT SYCAMORE



LINCOLN SCHOOL— 70 HIGHLAND STREET

Program: **37 units of senior housing**



BROCKTON SOUTH T.O.D. – 1200 MONTELLO

Program: **Mixed use: -- 94 units of mixed income housing + ground floor commercial space + garage parking**



GRAYSON HOTEL– DOWNTOWN

Program: **Mixed use: -- 94 units of mixed income housing + ground floor commercial space**



THANK YOU





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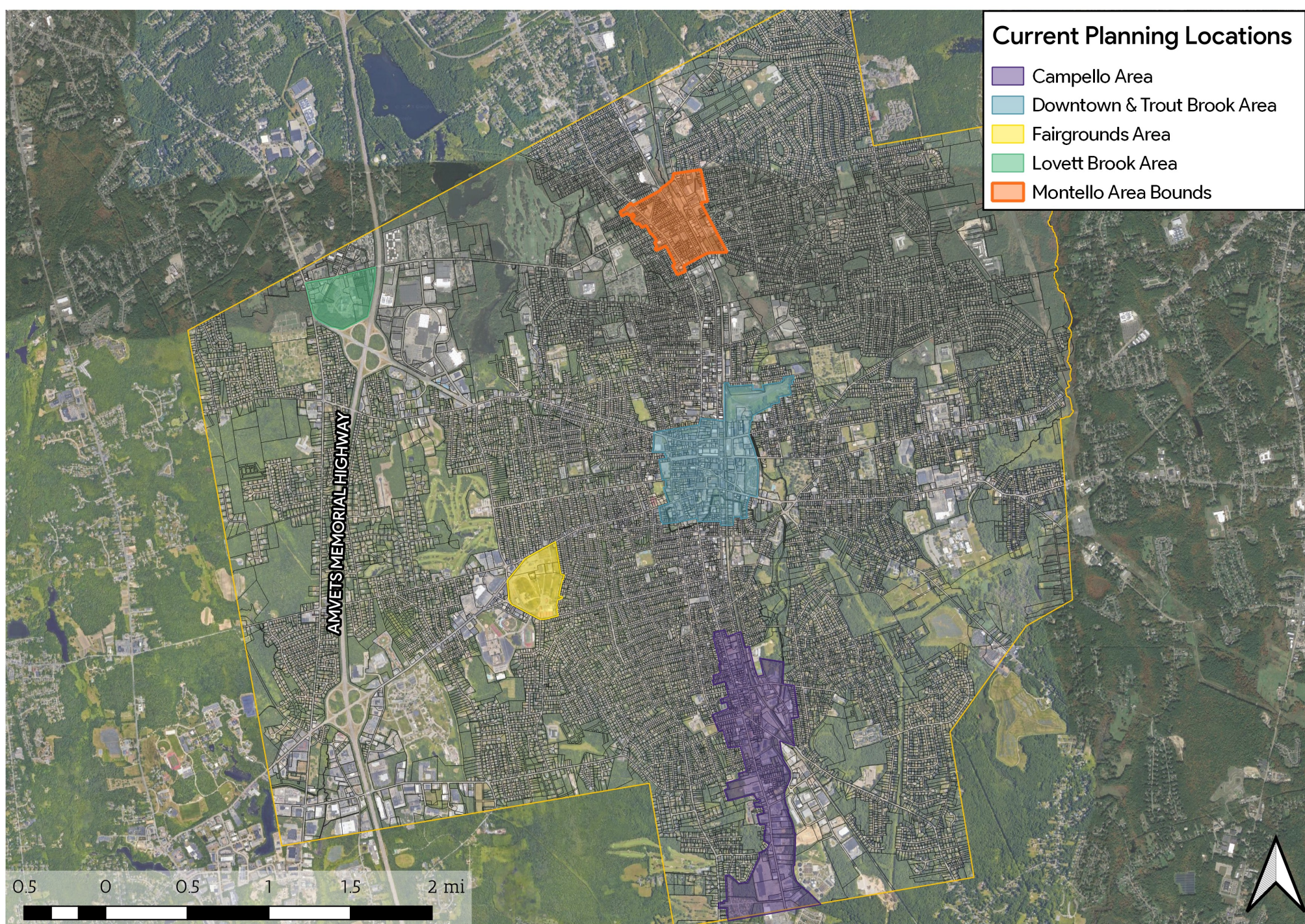
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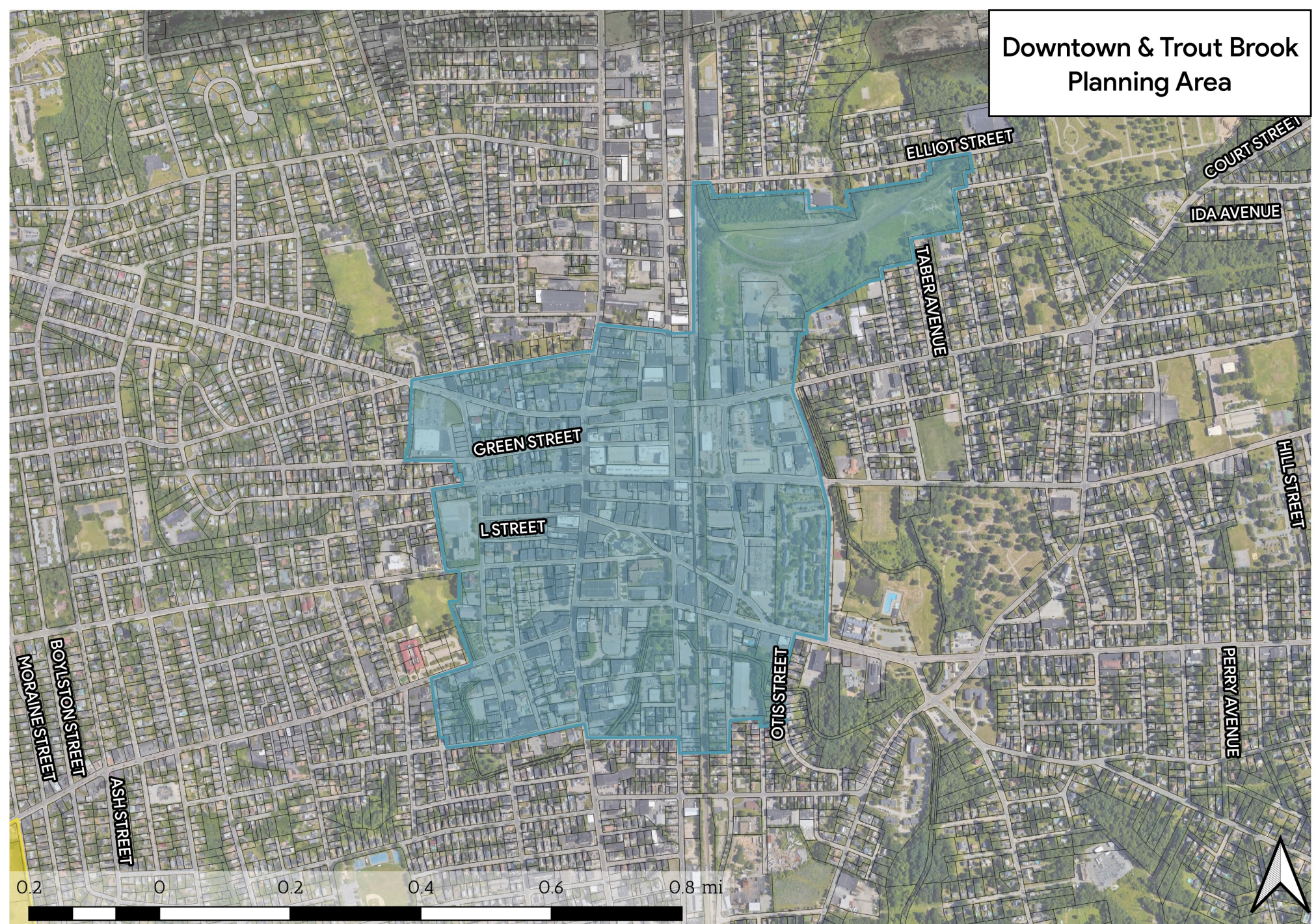


Planning Areas

April 2023



Downtown & Trout Brook Planning Area



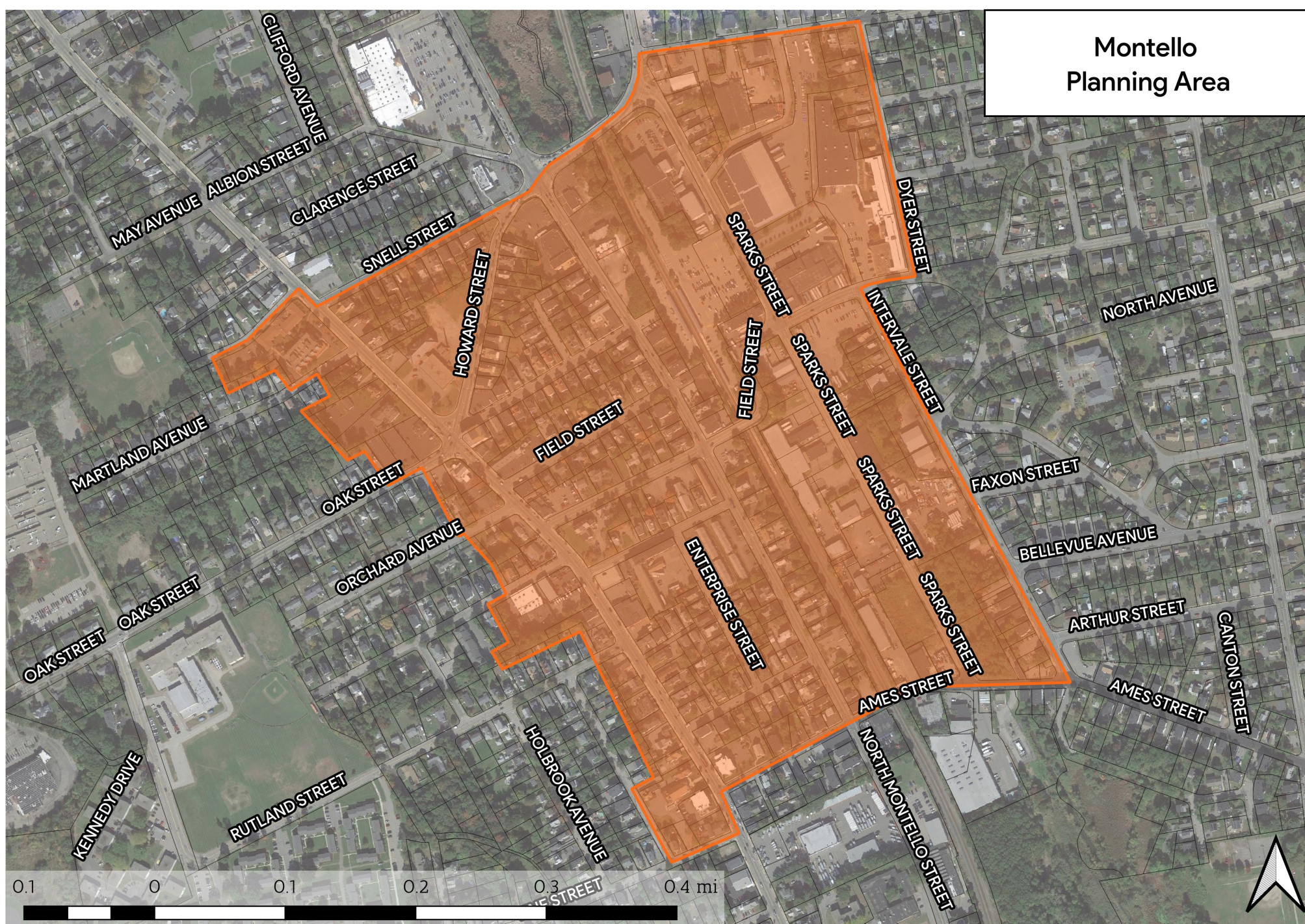
Lovett Brook Planning Area



Campello Planning Area



Montello Planning Area



Fairground Planning Area





Contact us!

City of Brockton
Department of Planning & Economic Development
Rob May, Director

(508) 580-7113
planning@cobma.us



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UPCOMING EVENTS

- **April 13: Annual Labor & Employment Law Update with MHTL**
 - 8:30AM @ Quincy Marriott
– 1000 Marriott Drive
- **April 28: “Healthier You Wellness Partners” Ribbon Cutting**
 - 11:00AM
@ 340 Pleasant Street, Brockton
- **May 4: “Rockland Recovery Behavioral Health” Ribbon Cutting**
 - 12:00PM
@ 374 Old Post Road, Sharon
- **May 19: Small Business & Entrepreneur of the Year Awards Luncheon**
 - 12:00PM @ Thorny Lea Golf Club
– 159 Torrey Street, Brockton
- **May 24: Business After Hours with Abington Bank**
 - 5:00PM
@ 95 N. Franklin Street, Holbrook
- **June 16: ATHENA Leadership Award Luncheon**
 - 12:00PM @ Thorny Lea Golf Club
– 159 Torrey Street, Brockton