



Case Study

Gloucester Crossing | Gloucester, MA

Project Type

Retail, Hotel and Assisted Living Development



Gloucester Crossing
Gloucester, Massachusetts

Solution

New Landmark Group identified and advised in the negotiations of a state and local incentive package for the project that included:



Gloucester Crossing
Gloucester, Massachusetts

Cost

\$60,000,000

Project Size

33 acres, 195,000 square feet of retail shops and restaurants (anchors include DeMoulas Supermarkets, TJX Companies and Staples), 100 key hotel and 100-unit assisted living facility.

Challenge

Infrastructure costs and related public improvements exceeded \$7M and jeopardized the feasibility of the project.

Task

As an advisor to Sam Park & Company, New Landmark Group was tasked with identifying and securing alternative state and local funding sources to reduce project costs required to secure tenants and ensure project success.

- A 12-Year local Tax Increment Financing (TIF) package valued at approximately **\$2,500,000**.
- A 5% state investment tax credit (ITC) for qualifying project costs valued at as much as **\$1,500,000**.
- The project used these incentives, as well as a **\$2,000,000** infrastructure grant (Massachusetts Opportunity Relocation and Expansion) to significantly offset burdensome infrastructure costs and ensure project feasibility.
- Project tenants were made eligible to participate in 5% ITC benefit for any future tenant investments during the 12-Year term.