

**Subject:** Fwd: Request to share a citizen's comment with the TIF Commission and request to Mr. Parmley

**From:** Heather Cole <[heather.cole@como.gov](mailto:heather.cole@como.gov)>

**To:** Andrew Beverley <[andrew.beverley@columbiabancshares.com](mailto:andrew.beverley@columbiabancshares.com)>, Andy Waters <[awaters36@gmail.com](mailto:awaters36@gmail.com)>, Christine King <[chking@cpsk12.org](mailto:chking@cpsk12.org)>, "Ernie Wren, III" <[erniewren@gmail.com](mailto:erniewren@gmail.com)>, Heather Cole <[Heather.Cole@como.gov](mailto:Heather.Cole@como.gov)>, Helen Wade <[hwade@cpsk12.org](mailto:hwade@cpsk12.org)>, "John G. Clark" <[jgclark@mchsi.com](mailto:jgclark@mchsi.com)>, June Pitchford <[jpitchford@boonecountymo.org](mailto:jpitchford@boonecountymo.org)>, Ken Pearson <[Kmpearson11@gmail.com](mailto:Kmpearson11@gmail.com)>, Lynn Cannon <[LMCANNON@gocolumbiamo.com](mailto:LMCANNON@gocolumbiamo.com)>, Maria Oropallo <[maria.oropallo@gmail.com](mailto:maria.oropallo@gmail.com)>, Martin Ghafoori <[ghafoorim@stifel.com](mailto:ghafoorim@stifel.com)>, Melissa Carr <[mcarr@dbrl.org](mailto:mcarr@dbrl.org)>, Michael Kelly <[michael.kelly@lssliving.org](mailto:michael.kelly@lssliving.org)>, Nancy Thompson <[Nancy.Thompson@como.gov](mailto:Nancy.Thompson@como.gov)>, Paul Cushing <[pcushing@cpsk12.org](mailto:pcushing@cpsk12.org)>, "Tony St. Romaine" <[Tony.St.Romaine@como.gov](mailto:Tony.St.Romaine@como.gov)>

**Time:** Monday, October 16, 2017 8:26:29 AM GMT-06:00

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Good morning,  
Please see the communication below.

Thanks,

**Heather Cole**

Assistant to the City Manager  
Vision Zero Program Manager  
City of Columbia  
701 E. Broadway - 2nd Floor  
Columbia, MO 65201  
Phone: [573.874.6338](tel:573.874.6338)  
Fax: [573.442.8828](tel:573.442.8828)

----- Forwarded message -----

From: **John G. Clark** <[jgclark@socket.net](mailto:jgclark@socket.net)>

Date: Sun, Oct 15, 2017 at 8:13 PM

Subject: Request to share a citizen's comment with the TIF Commission and request to Mr. Parmley

To: Heather Cole <[heather.cole@como.gov](mailto:heather.cole@como.gov)>

Cc: Chip Cooper <[cooper.chip@gmail.com](mailto:cooper.chip@gmail.com)>, "Ernie Wren, III" <[erniewren@gmail.com](mailto:erniewren@gmail.com)>, "Ernie Wren, III" <[erniewren@centurytel.net](mailto:erniewren@centurytel.net)>

Ms. Cole:

The purpose of this email is to submit written comment from a citizen of Columbia, Mr. Chip Cooper, to the TIF Commission and to make submit a request to Mr. Parmley for additional information. Mr. Cooper's comments are relevant to several of the required findings for the TIF Commission - blight/conservation finding, but-for finding, the financial feasibility finding, the public cost vs public benefit finding, etc. Given that these findings are required findings for the TIF Commission, I respectfully request that Mr. Cooper's comment be provided to TIF Commission members as soon as possible.

Comment:

"Ian and John,

I believe I have some relevant information about other public money generated via the New Markets Tax Credit Program (federal and possibly State of Mo, too.) that have been involved in Dave Parmley's prior project(s) and assume there is a good chance such resources will also be a component of his latest proposed project, The Broadway expansion. The prior projects are The Hampton Inn and The Broadway.

While I don't, yet, have documents verifying the use of NMTC resources in The Broadway, I have been assured they were part of the deal by a reliable source. Validating information should be available from governmental entities (fed and state) that manage them.

There is, however, no question that a group named Advantage Capital has provided funding for The Hampton Inn via the New Markets Tax Credit program (probably both state and federal NMTC resources). See attachment which states "The \$14 million investment was made possible through the U.S. Treasury's New Market Tax Credit (NMTC) program."

Advantage Capital is a "Community Development Entity" and has been repeatedly selected by U.S. Community Development Finance Institutions Fund (CDFI Fund) to receive large allocations of NMTCs to leverage through the years and, consequently, is involved in many projects. I'm almost positive that they played a role similar to The Hampton Inn with The Broadway and are likely involved in The Broadway expansion, too. Advantage Capital is a very savvy and experienced operator and it may be necessary to dig deeper beyond any public explanation they might provide to truly understand the manner in which they leverage/deploy their NMTC resources. My understanding is that they parlayed their injection of NMTC resources into The Hampton Inn and The Broadway to gain a substantial ownership in both projects. I do not know any of that for a fact. Suffice to say, the Advantage Capital funds/resources injected into Parmley projects would not exist if not for taxpayers who shoulder the cost via lost government income i.e. the nature of tax credits.

NMTC resources can only be used in "low income communities" sometimes referred to as "distressed communities". Such designations are determined by census tract and because so many students live in the core areas of Columbia, areas including the sites of The Broadway and The Hampton Inn have status as "Severely Distressed" when in fact nothing could be further from the truth. I believe even The Grasslands has/had status with NMTC as a severely distressed area. I view the use of NMTC resources in places like The Hampton Inn and The Broadway as completely outside the spirit of the law and, to me, carried out through what amount to be loopholes in the law and the program rules. These resources are intended to help struggling inner city and rural areas. NOT for areas with flourishing economies and prime real estate. A project to build a hotel near Oak Towers or other areas of the 1st Ward is what these resources are supposed to be used for.

This recent article provides additional information causing me to think Advantage is or will be involved in The Broadway expansion.

<http://www.columbiatribune.com/news/20170923/owner-of-broadway-hotel-hopes-officials-see-benefit-in-subsidizing-expansion>

I see mentions in here of other needed support beyond the TIF and the presence of "private equity". I wouldn't be surprised if Advantage Capital is deeply involved with NMTC resources that can be described as "private equity." They may also be providing loans with funds created by NMTC resources.

On the face of it, I see no legitimate argument for providing ANY kind of public subsidy for an expansion of The Broadway. If a development in the heart of burgeoning downtown Columbia qualifies for public assistance then what wouldn't? I share this information with you because I think it is only fair that Mr. Parmley share with the public ALL public assistance that has been injected into ALL his Columbia projects before we decide whether we are going to provide more.

I don't in any way blame Mr. Parmley for attempting to legitimately exploit any and all government programs to advance his projects. He's an entrepreneur and these programs exist to encourage capital to move from low risk projects/areas to higher risk areas where capital infusions are needed with taxpayers assuming some of the increased risk. In fact, I like The Broadway complex that was built as well as The Hampton Inn. Nevertheless, I have a deep

skepticism about NMTCs being used as they have been for The Hampton Inn and likely The Broadway I and II.

I also have considerable skepticism about providing government assistance to ANY business unless it clearly, without question meets the "but for" test and is clearly, without question a critical need of our community that is unlikely to be addressed by the private sector on their own volition at some point in the future. How can we possibly assume that a parcel of land in the thriving downtown that has hosted viable businesses for decades is somehow now blighted and a drag on our community? I see it as one of the few remaining essentially open tracts of land downtown that will undoubtedly be developed in the future without any public assistance.

Bottom line: Taxpayers, the School Board, the TIF Commission, the Council, the County Commission, etc. deserve to know all the facts as to Mr. Parmley's use of public assistance. I may be wrong about all of this but I feel he should be required to disclose his involvement (if any) with the Federal, and possibly, the State of Missouri's New Market Tax Credit programs and to explain how the sites of his developments came to be categorized as "severely distressed" in the manner truly blighted urban cores and decaying rural communities actually are. If he is gaining taxpayer support with the left and right hands then we should know all about it before we make our decision about giving him more."

I completely agree with Mr. Cooper's Bottom line. I request the Mr. Parmley "disclose his involvement (if any) with the Federal, and possibly, the State of Missouri's New Market Tax Credit programs and to explain how the sites of his developments came to be categorized as "severely distressed" in the manner truly blighted urban cores and decaying rural communities actually are. If he is gaining taxpayer support with the left and right hands then we should know all about it before we make our decision about giving him more."

All the best,

John G. Clark

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John G. Clark, JD, CPA  
Attorney at Law  
Specializing in legal and business consulting to tax-exempt organizations  
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Columbia, MO 65201  
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**Subject** Fwd: TIF  
**From** Chip Cooper <cooper.chip@gmail.com>  
**To** Ian Thomas <ian@ianfor4th.com>, John G. Clark <jgclark@mchsi.com>  
**Date** 10/15/2017 08:55

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- advantage\_invests\_hamptoninn.pdf (24 KB)

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Chip

## **FINANCING FROM ADVANTAGE CAPITAL HELPS BRING NEW HOTEL TO KEY AREA NEAR MISSOU CAMPUS**

*30-Year-old Campus Inn will make way for Hampton Inn and Suites, with more than 50 jobs*

COLUMBIA, Mo., March 19- - The southeast entrance to the University of Missouri-Columbia campus will soon have a major facelift thanks to a new Hampton Inn and Suites hotel at the corner of Stadium Boulevard and College Avenue/Rock Quarry Road. The project by Stadium Lodging LLC is being financed by Advantage Capital Partners, a venture capital and private equity firm, and Southwest Bank.

The hotel project will include the demolition of the Campus Inn, which was built in 1973, and the construction of a four-story, 133-room Hampton Inn and Suites, which will be owned and operated by Stadium Lodging LLC. Stadium Lodging was formed by David Parmley, a hotel management and development executive with 24 years of experience in the hospitality industry including ownership of two Hampton Inn hotels in Chesterfield, Mo.

PARIC Corp. will serve as general contractor for the \$16 million project. The \$14 million investment was made possible through the U.S. Treasury's New Markets Tax Credits (NMTC) program, which provides tax incentives to private investors who invest in targeted communities and neighborhoods.

"This project will significantly upgrade the amenities available to people visiting the university, attending sporting events or accompanying loved ones at the nearby medical centers and increase the number of jobs at this site," said Louis T. Dubuque, an Advantage principal in St. Louis. "David Parmley has an excellent track record in the hotel industry, and we are confident he will develop and manage a top-notch hotel property."

Scheduled to open in spring 2008, the Hampton Inn and Suites will be the only hotel within walking distance of the university's major sporting venues, two of Columbia's largest hospitals and dozens of University offices and classrooms.

Hampton Inn and Suites is a brand of Hilton Hotels Corp. in Beverly Hills, Calif., along with the Hilton Garden Inn, Embassy Suites and Doubletree brands. The new hotel will feature an upscale lobby, conference center facilities for more than 300 people, a large indoor pool, an exercise facility, a business center and a casual sports-themed restaurant. The four-acre property also includes an out parcel that will be developed for a retailer or national chain restaurant to complement the new hotel. This project brings Parmley full circle: His first job after college was as Campus Inn's director of sales.

"Given our proximity to the university, the Hampton Inn and Suites will become the most desirable place to stay in Columbia," Parmley said. "Instead of renting cars or arranging transportation, campus visitors will be able to easily walk to sporting events, the

hospitals, conferences and other on-campus activities. We look forward to working with the university, the medical community and Columbia businesses to provide accommodations, meeting facilities and services that best meet the needs of their guests.”

Stadium Lodging is just one of the many growing companies in which Advantage Capital has invested through the NMTC program. Missouri New Markets investments include Stereotaxis, a medical device company based in St. Louis, and Quality Wood Products, a custom cabinet manufacturer in Kansas City for the home-building market. Advantage also has invested in several Louisiana-based companies through the NMTC program.

Advantage Capital has been an innovator in capital formation and public-private partnerships since the firm was founded in 1992. Advantage Capital’s experience with state-specific programs was instrumental in being awarded NMTC allocations in 2003, 2005, and 2006. Together, these allocations gave Advantage Capital authority to raise \$230 million in private capital in association with the New Markets program.

#### About Advantage Capital Partners

Advantage Capital Partners (<http://www.advantagecap.com>) is a private equity firm focused on investing in promising companies in connection with federal, state and local economic development efforts. With offices and partners in New York, New Orleans, St. Louis and other cities, Advantage Capital has raised more than \$750 million in institutional venture capital since 1992 and invested in companies across a wide range of industries.

#### About Southwest Bank

Since 1920, Southwest Bank has grown from its single location in the city’s Italian neighborhood known as ‘The Hill,’ to 16 locations today. It has also risen from its position as the 19<sup>th</sup> largest bank in the city, with \$37 million in deposits to the fourth largest today in terms of deposits and market share, with \$3.7 billion in deposits at year-end 2006, according to SNL Financial. The bank became a subsidiary of \$56 billion Marshall & Ilsley (M&I) Corporation in 2002. Marshall & Ilsley, founded in 1847 has bank locations in Wisconsin, Arizona, Minnesota, Kansas, Oklahoma, Nevada, Florida, and Illinois.