

## Maine Map Location



## For Lease

Multiple office and retail spaces between 1,573± s.f. to 13,826± s.f. in the recently renovated Hathaway Creative Center (HCC). This beautifully restored historic mill on the banks of the Kennebec River was formerly occupied by the Hathaway Shirt Company between 1955 - 2002. Due to its carefully planned and executed renovations, the HCC has received numerous awards including the prestigious Maine Historic Preservation Commission's Annual Preservation Award. Certain modern amenities have been added, including redundant fiber optics and a security system that only allows card key access to the building's upper floors.

In addition to the office and retail space, 67 quality loft apartments occupy the top two floors. Initial lease up is ahead of projections. These existing and future apartments' occupants, in conjunction with office tenants, provide an excellent base clientele for first floor retail users. The river location provides residents and commercial tenants direct access to the Kennebec Mesalonskee Trail system and on-site kayak launch.

HCC is conveniently located in downtown Waterville at the intersection of Water and Kennebec Streets, is within walking distance of down-town amenities and attractions and is only a few minutes drive from I-95 via Kennedy Memorial Drive. The center falls within the Pine Tree Zone where businesses engaged in certain activities qualify for reduced taxes for a period of time for relocating there, as well as for TIFs, Tax Increment Financing.

The statements and figures presented herein are not guaranteed but are secured from authoritative sources. The broker discloses that he is acting solely as an agent for the lessor in the marketing, negotiation and leasing of this property.



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Demised Premises

<i>Landlord</i> Hathaway Mill MT, LLC	<i>Cleaning</i> Tenant responsibility	<i>Exterior</i> Brick and granite
<i>Building Size - Office/Retail Space</i> 137,854 s.f.	<i>Tenant Improvements</i> Negotiable	<i>Loading Dock</i> Yes, available to office/retail tenants
<i>Premises</i> Several spaces available, see table below for details	<i>Term</i> 5 - 10 years	<i>Sprinkler</i> Throughout entire building
<i>Use</i> Retail and office	<i>Parking</i> Ample on-site parking	<i>Tenants</i> Unique Designs Maynard's Chocolates Mountain Wireless Radio People's Salon & Spa TD Insurance Maine General Hospital HealthReach
<i>Operating Expenses</i> Estimated at \$2.58/s.f. Tenant responsible for its pro rata share	<i>Signage</i> Signage at Tenant's expense Exterior marquee signage available	<i>Security</i> Card key access
<i>Real Estate Taxes</i> Estimated at \$0.96/s.f. Tenant responsible for its pro rata share	<i>Zoning</i> CZD Pine Tree Zone	<i>Amenities</i> Fitness center available Basement storage Redundant fiber optics throughout
<i>Electricity</i> Tenant responsible for its pro rata share	<i>Built/Renovated</i> 1881/2009	
<i>HVAC</i> Tenant responsible for its pro rata share	<i>Restrooms</i> Two men's and two women's restrooms per floor	

S.F.	Floor	Base Rent	Description
9,512±	1	\$12.50 NNN	corner space, open floor plan, multi windows
2,076±	1	\$12.50 NNN	two corner space, multi windows, five office and reception build-out
5,105±	1	\$12.50 NNN	open floor plan, one wall of windows, adjacent to coffee shop
2,791±	1	\$12.50 NNN	open floor plan, one wall of windows
2,080±	1	\$12.50 NNN	open floor plan, one wall of windows, adjacent to coffee shop
6,240±	1	\$12.50 NNN	corner space, three office build out and interior open space
10,096±	2	\$10.50 NNN	two corner space, multi windows, open floor plan, next to fitness center
5,570±	2	\$10.50 NNN	open floor plan, one wall of windows, near building fitness center
4,306±	2	\$10.50 NNN	open floor plan, one wall of windows
3,387±	2	\$10.50 NNN	open floor plan, one wall of windows
2,251±	2	\$10.50 NNN	open floor plan, one wall of windows
1,573±	2	\$10.50 NNN	corner space, multi windows, open floor plan
8,638±	3	\$11.50 NNN	two corner space, multi windows, open floor plan

Sample Analysis of Firm that Qualifies for Pine Tree Zone Benefits

<b>Project Assumptions</b> <ul style="list-style-type: none"><li>Firm relocates to the Hathaway Creative Center and occupies 15,000 s.f.</li><li>Firm adds 45 new eligible employees over the first three years, bringing total employment in Waterville to 90</li><li>Investment in personal property, including furniture, fixtures and technology, of \$450,000 / \$5,000 per employee, over the first three years</li></ul>
<b>Sales &amp; Use Tax Benefit</b> \$450,000 x .05 = \$22,500
<b>Income Tax Benefit</b> <ul style="list-style-type: none"><li>\$25,000 (annual salary) x .05 (estimated state income tax) = \$1,250 x .80 (% reimbursement) = \$1,000 cash reimbursement per new employee per year</li><li>\$1,000 x 45 new employees x 10 years (life of benefit) = \$450,000</li></ul>

Demographic Profile ~ 50 Mile Radius

Summary	2000	2008	2013
Population	592,888	622,337	638,752
Households	240,993	261,459	271,744
Families	158,828	172,574	178,235
Average Household Size	2.39	2.31	2.28
Owner Occupied HUs	172,233	185,794	190,753
Renter Occupied HUs	68,759	75,665	80,991
Median Age	38.5	41.4	43.0
<b>Trends: 2008-2013 Annual Rate</b>	<b>Area</b>	<b>State</b>	<b>National</b>
Population	0.52%	0.61%	1.23%
Households	0.77%	0.83%	1.26%
Families	0.65%	0.71%	1.05%
Owner HHs	0.53%	0.6%	1.07%
Median Household Income	2.83%	2.92%	3.19%

	2000	2008	2013			
<b>Households by Income</b>	<b>Number</b>	<b>Percent</b>	<b>Number</b>	<b>Percent</b>	<b>Number</b>	<b>Percent</b>
< \$15,000	45,338	18.8%	37,256	14.2%	33,357	12.3%
\$15,000 - \$24,999	37,534	15.6%	32,616	12.5%	30,364	11.2%
\$25,000 - \$34,999	35,814	14.8%	33,662	12.9%	28,249	10.4%
\$35,000 - \$49,999	45,527	18.9%	44,898	17.2%	42,926	15.8%
\$50,000 - \$74,999	44,778	18.6%	57,765	22.1%	66,439	24.4%
\$75,000 - \$99,999	18,255	7.6%	30,467	11.7%	34,718	12.8%
\$100,000 - \$149,999	9,651	4.0%	16,682	6.4%	23,169	8.5%
\$150,000 - \$199,000	1,995	0.8%	3,934	1.5%	5,977	2.2%
\$200,000+	2,330	1.0%	4,177	1.6%	6,543	2.4%
Median Household Income	\$35,526		\$43,754		\$50,303	
Average Household Income	\$44,353		\$54,516		\$62,104	
Per Capita Income	\$18,352		\$23,256		\$26,809	

	2000	2008	2013			
<b>Population by Age</b>	<b>Number</b>	<b>Percent</b>	<b>Number</b>	<b>Percent</b>	<b>Number</b>	<b>Percent</b>
0 - 4	33,128	5.6%	34,779	5.6%	34,922	5.5%
5 - 9	38,605	6.5%	34,328	5.5%	34,090	5.3%
10 - 14	43,400	7.3%	36,761	5.9%	36,479	5.7%
15 - 19	42,621	7.2%	41,908	6.7%	39,611	6.2%
20 - 24	32,934	5.6%	39,972	6.4%	39,016	6.1%
25 - 34	72,310	12.2%	71,082	11.4%	74,034	11.6%
35 - 44	97,396	16.4%	85,257	13.7%	77,603	12.1%
45 - 54	88,696	15.0%	102,403	16.5%	102,418	16.0%
55 - 64	57,629	9.7%	83,134	13.4%	97,924	15.3%
65 - 74	44,659	7.5%	47,362	7.6%	55,122	8.6%
75 - 84	30,268	5.1%	31,032	5.0%	31,555	4.9%
85+	11,245	1.9%	14,318	2.3%	15,979	2.5%



## Pine Tree Zone Benefits

The State of Maine enacted legislation to encourage qualified businesses to expand into targeted areas. Pine Tree Zones bundle new and existing business and tax incentives, creating a pro-business environment where companies can thrive. Below, you will find some salient features:

### Qualifying Businesses

- Targeted Technology Business, including:
  - Biotechnology
  - Aquaculture and Marine Technology
  - Composite materials technology
  - Environmental technology
  - Advanced technologies for forestry and agriculture
  - Information technology
  - Precision manufacturing technology
- Manufacturing Companies
- Financial services companies, including:
  - Insurance companies subject to the insurance premium tax
  - Mutual fund service provider and financial institution subject to the financial institutions franchise tax

### Requirements

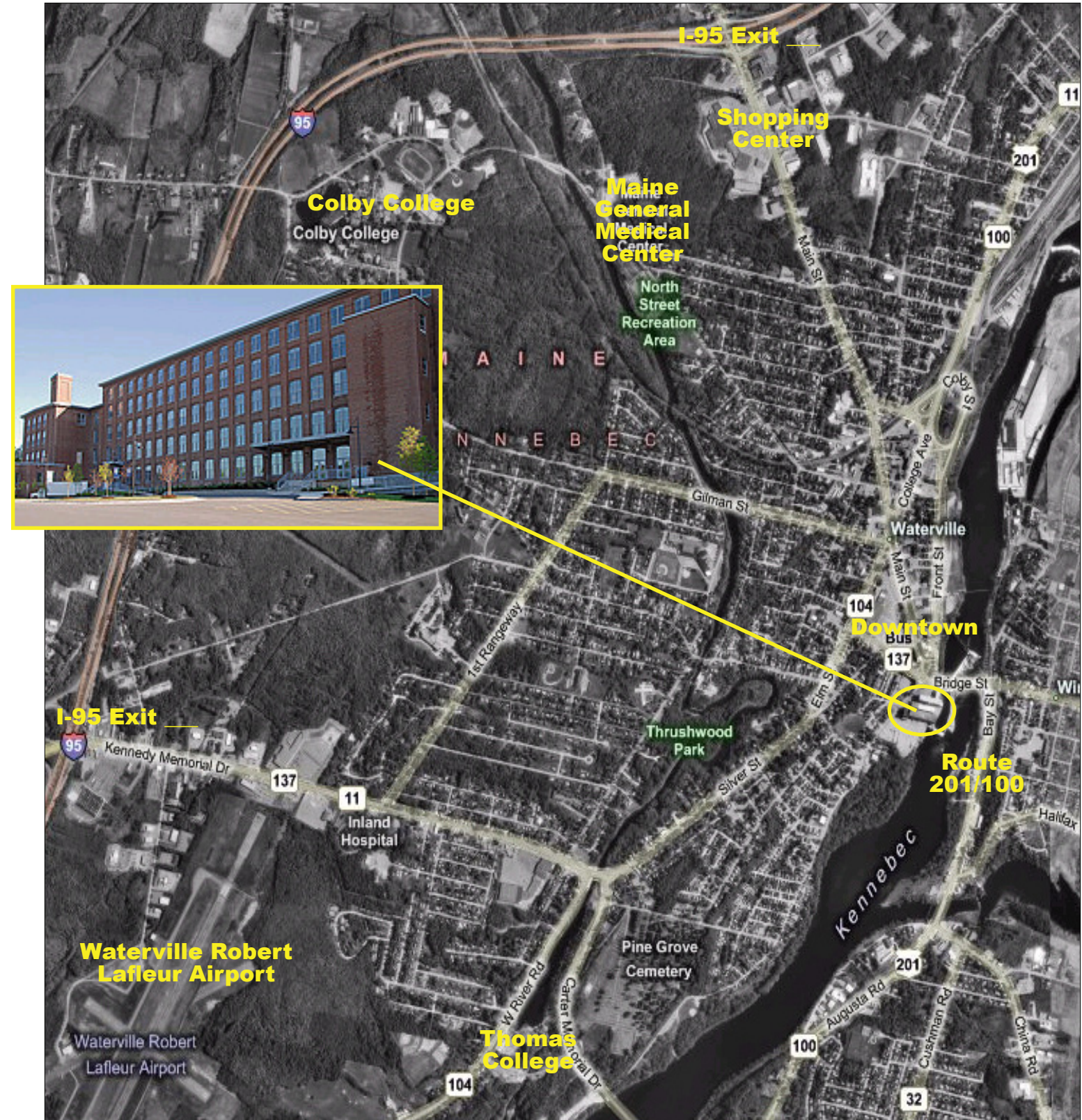
- Demonstrate that the project would not go forward but for the existence of Pine Tree Zones
- Add net new employees that must:
  - Be Maine residents
  - Occupy full-time positions that pay more than the county per capita income
  - Offer access to a retirement program
  - Offer access to group health Insurance
- Be certified by the Department of Economic and Community Development (DECD)

### Business Benefits

- 80% ETIF payments for 10 years
- 10 year sales tax holiday for:
  - All real estate construction materials for use in qualified activity
  - All personal property for use in qualified activity
- State corporate income tax credits:
  - 100% credit for first five years
  - 50% credit for years six through ten
- Eligibility for property tax programs:
  - BETE – Business Equipment Tax Exemption

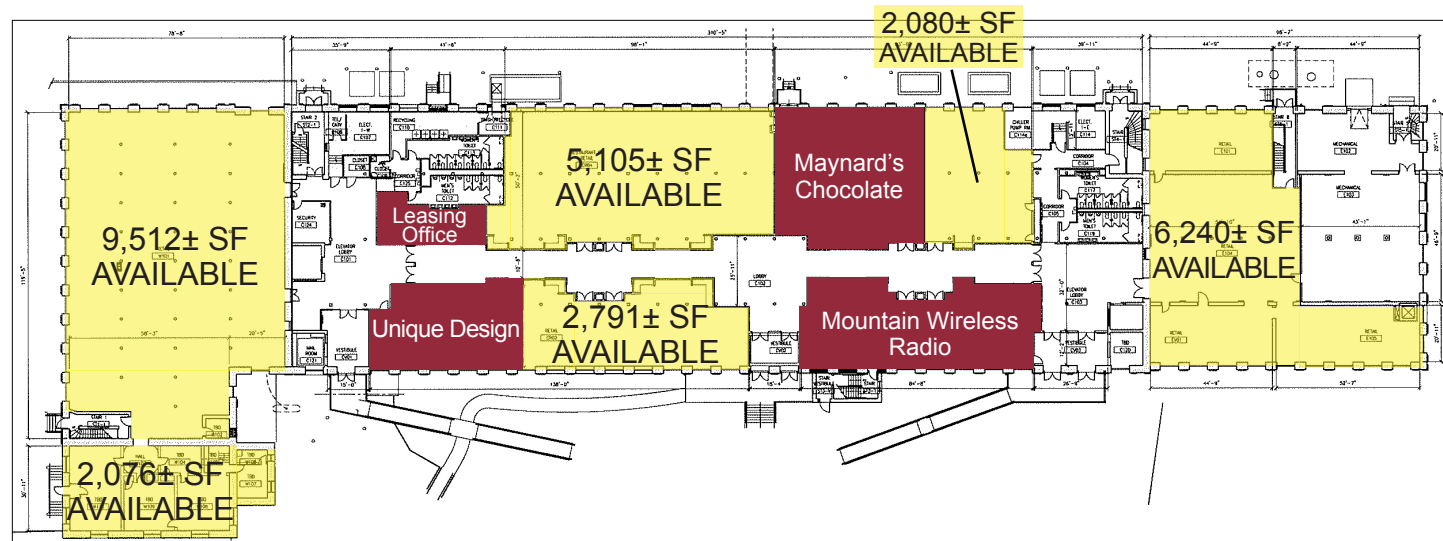
## Location

Centrally located in Waterville providing tenants with excellent access to the downtown district, Colby College, I-95 and Routes 100 and 201.

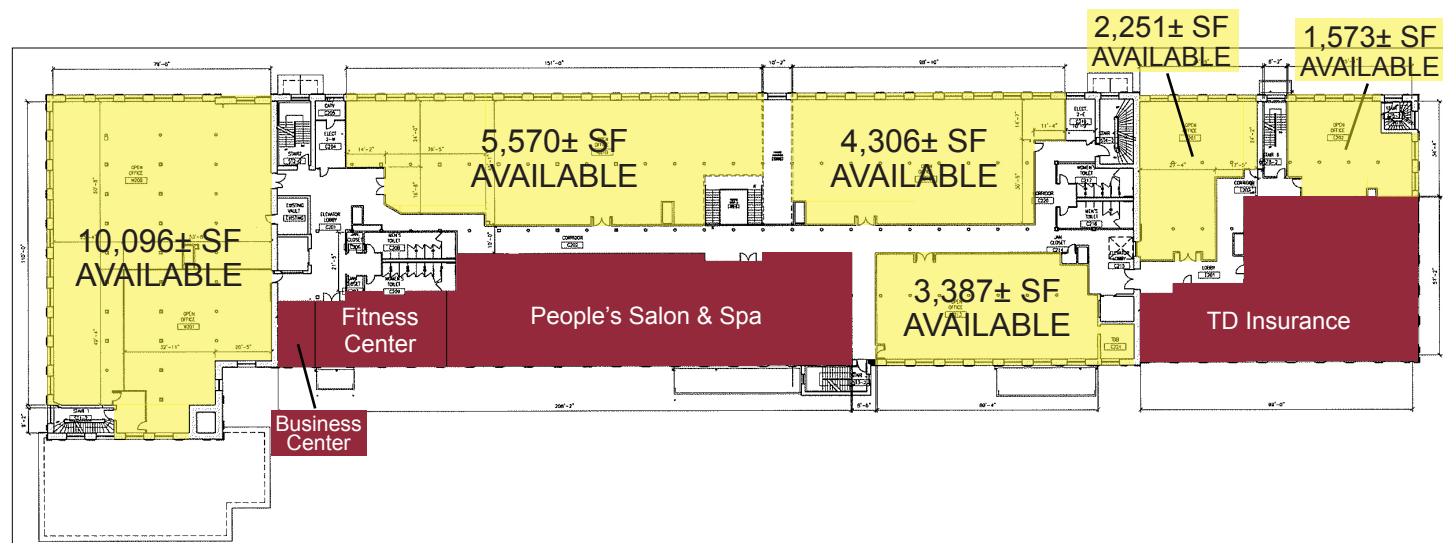




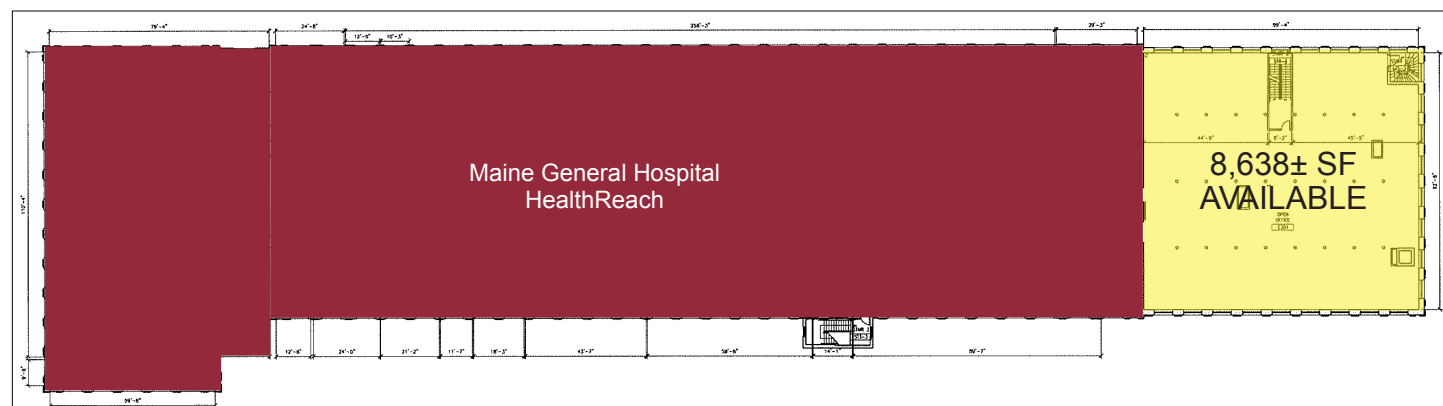
## Floor Plans



**First Floor**

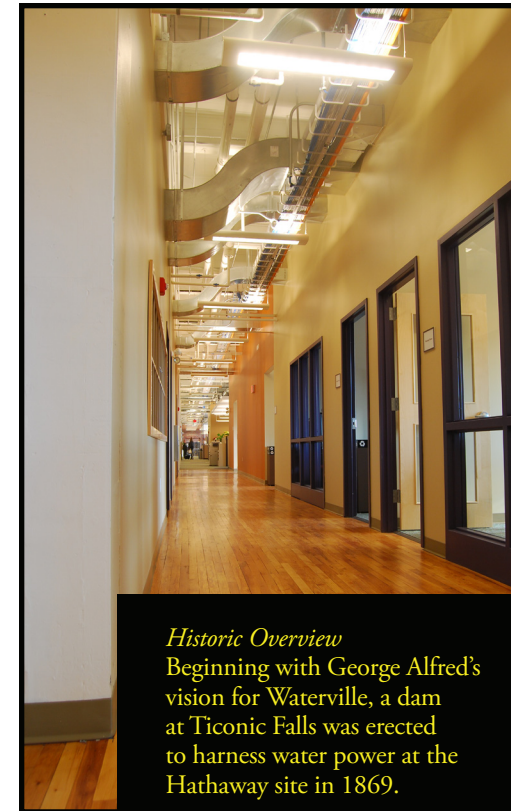


**Second Floor**



**Third Floor**

## Interior Photos



*Historic Overview*  
Beginning with George Alfred's vision for Waterville, a dam at Ticonic Falls was erected to harness water power at the Hathaway site in 1869.

Rueben Dunn purchased the dam in 1873. He induced Amos Lockwood of Boston/ Providence who, versed in mechanical, civil, and structural engineering, coupled with his experience with cotton machinery and knowledge of water power, designed a structurally sound mill that could house equipment under a dynamic load involving much movement and vibration. The mill was named in his honor.

Production began in 1876 with 33,000 spindles. Another mill, the Hathaway Center, went online in 1882 which greatly enhanced water power capability and added 55,000 spindles. A final building was constructed shortly thereafter and then enlarged to house weaving operations. Products included high quality bed linens that were shipped all over the United States and gained the company much reknown. At its peak, 1,300, predominantly women, were employed in the mills.

The mills closed in 1955 and were acquired by the Hathaway Shirt Company

and rehabilitated as executive offices and a shirt making factory. Hathaway, founded in 1853 by Charles Hathaway, prospered as a maker of fine shirts and was internationally known for its quality, style, and distinctive "man with the eye patch" advertising. Hathaway and its successor, Warnaco, operated the facility until 2002.

After a few years of vacancy, Paul Boghossian and Tom Niemann purchased the mills in 2006. Anchored by Maine General Hospital and Health Reach, the Hathaway begins its third life as beautifully rehabbed offices, apartments, creative, retail and recreational spaces.

