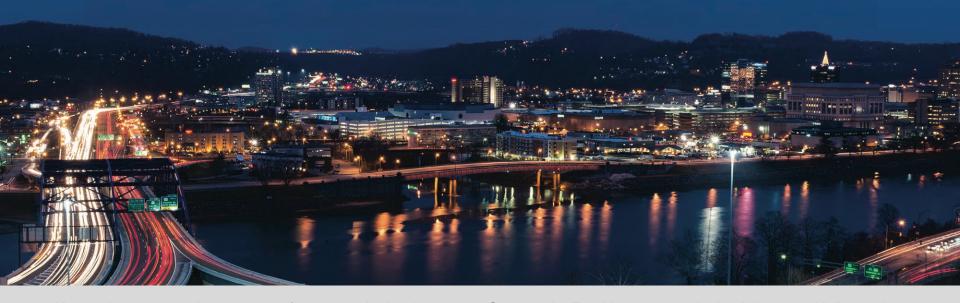


A Pitch for Opportunity Zone Investments



Key projects, properties & sectors for economic development & Opportunity Fund investments in the Advantage Valley region of West Virginia, home to the State Capitol of Charleston, the economic powerhouse Huntington, the commercial hub South Charleston, and prime development and manufacturing targets in Boone, Jackson and Mason Counties.

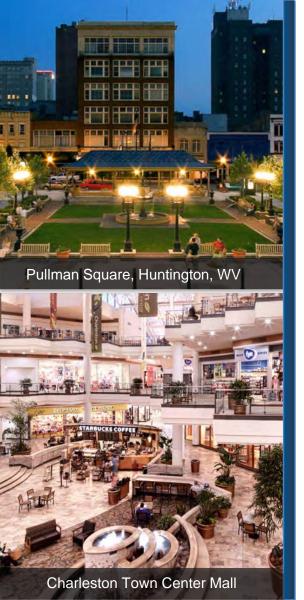


Advantage Valley is a coordinated economic region with 13 designated Opportunity Zones, 20 key growth sectors and dozens of real estate, development & business opportunities ready for investment.



This Advantage Valley Opportunity Pitch book is for developers, business investors and Opportunity Fund managers.

The Pitch book describes the region and its economic opportunities, highlights the competitive advantages of its key localities and their Opportunity Zones, identifies 20+ development projects ready for investment, and tells you how to get in touch with us as we move Opportunity Funds into action.



Purposes of Pitch Book

- Convey the opportunity for development & investment in the Advantage Valley, WV region
- Articulate the opportunities in 13 Opportunity Zones to help investors make informed decisions
- Highlight 20 specific investible projects located in Advantage Valley's designated Opportunity Zones
- Pitch developers, business owners & investors in the region to move forward on investment-ready projects and consider creating single-asset Opportunity Funds to move these projects forward
- Attract Opportunity Fund managers to key Advantage Valley projects
- Explain what the Advantage Valley team will do to help your projects succeed & grow

Advantages of Advantage Valley, WV

- Advantage Valley is a region anchored by the capitol city of Charleston and the economic powerhouses of Huntington & South Charleston, with business-friendly locations and key sites in Boone, Jackson & Mason Counties
- One of the largest inland ports in North America, served by two commercial airports, two Class I freight railroads, six major highway systems, four navigable rivers, & a world-class road-to-rail cargo intermodal center
- Key educational, research & development institutions in an area with low cost of living and high quality of life
- Low business costs, abundant resources, a skilled workforce & robust advanced research capacities
- Strong sectors in advanced manufacturing, energy, health care, business & financial services, automotive, chemical, transportation & logistics industries



The Promise of Opportunity Zones In Advantage Valley, WV –

- WV's Governor & the U.S. Treasury have designated 13 census tracts in and around Advantage Valley as "Opportunity Zones"
- Investors and developers can put money subject to capital gains tax liability into real estate & business expansion projects, and receive major tax benefits in addition to investment returns
- Key Advantage Valley projects can pass either the "Original Use" or "Substantial Improvement" test needed for qualified Opportunity Zone investment
- Benefit to landowners, developers, businesses & investors already located in Advantage Valley, as well as Opportunity Fund investors from outside area
- Estimated \$1.1 trillion that could be directed into Opportunity Funds, and already \$23+ billion in established Opportunity Funds
- Advantage Valley has a well-organized economic development team backed by local, state and federal officials who can make projects work for you!



Key projects in Advantage Valley –

A few Samples of What Awaits Opportunity Fund Investors:

- A regional, enclosed urban mall featuring 340,000 sq. ft. with anchor JC Penney, nearly 100 specialty stores, and 12 restaurants sitting adjacent to parking garages providing 4,000 spaces. There is a separately owned, former 144,864 sq. ft. Macy's anchor store adjoining the center, as well as a recently acquired 180,000 sq. ft. former Sears parcel for possible hotel development.
- Marshall University seeks private equity investment in the planned new downtown Brad D. Smith Business Incubator, a public-private partnership to boost startups and build innovation ecosystems, to complement the \$25 million already secured through a Marshall alumni who is the executive board chairman of Intuit & the chairman of Nordstrom
- Rock Creek Development Park is a State of West Virginia priority development site for mixed-use development, agriculture, manufacturing defense contracting & energy facility investment on a reclaimed, 12,000-acre mining site in Boone County
- The Apple Grove Industrial Park in Mason County has approximately 1,370 acres on the Ohio River, with 90% out
 of the floodplain, served by CSX Rail on-site, and by all utilities except sewer which is now moving into engineering
 design to serve the site.
- The Jackson County Maritime & Industrial Centre on the Ohio River with major rail lines, includes the former Century Aluminum property & sections of the City of Ravenswood including the Jackson Crossing development park
- More than two dozen high-quality, existing buildings in urban centers and business parks in Charleston, Huntington & South Charleston, including multi-family housing, mixed-residential, commercial office, retail, and manufacturing sites – see more inside this Pitch book



About Advantage Valley

Opportunity Zones Lead Agency - Advantage Valley

Advantage Valley is a non-profit economic development organization working in partnership with the State of West Virginia, local governments, economic development organizations, sector and business leaders, chambers of commerce, academic and training institutions, and nonprofit partners. Advantage Valley:

- Fosters regional collaboration
- Assists local economic partners
- Secures needed resources
- Promotes economic diversification
- Supports sector-based strategies
- Recruits businesses, developers & investors
- Works with key partners including the State of WV to implement Opportunity Zone strategies

Advantage Valley Contact:

Terrell Ellis, Executive Director

info@AdvantageValley.com

Office: 304.352.1165

Mobile: 304.546.7323

Web: AdvantageValley.com

Advantage Valley, WV Population: 624,000

- Nine central counties, five with 13 designated Opportunity Zones – Boone, Cabell, Kanawha, Jackson & Mason
- Thriving urban hubs in Charleston, Huntington & South Charleston
- Connected to the region by six major highway systems (I-64, I-77, I-79, Route 35, Route 119, Route 23)
- Arrayed along four navigable waters, with major inland port facilities – Ohio, Kanawha, Big Sandy & Elk Rivers
- Served by two major commercial airports in Charleston & Huntington
- Served by two Class I rail systems and the Heartland Intermodal Gateway freight facility
- Center of manufacturing, automotive, energy, petrochemicals, health care, education – see the 20 hot sectors for investment in the "Advantage Valley Analysis of the Best Market Opportunities for Business Development" along with 20 sector playbooks at www.AdvantageValley.com/Resources
- Close proximity to 75% of U.S. polyols market and more than three-fourths of U.S. automotive body & parts manufacturing and assembly facilities
- Low cost of living and superior quality of life with history
 & culture, vibrant community activities, and outdoor recreation



Key Stats - Advantage Valley Regional Level

REGIONAL POPULATION 624,000

EDUCATION: 83% WITH HIGH SCHOOL DIPLOMAS 27% WITH ASSOCIATES, BACHELORS OR HIGHER

MEDIAN PROPERTY VALUE \$100,400

MEDIAN HOUSEHOLD INCOME: \$38,086

BUSINESS SECTORS – 12,712

Top Three:

Health Care (661 businesses, 29,917 jobs)
Energy (870 businesses, 17,962 jobs)
Business & Financial Services
(1,716 businesses, 13,383 jobs)

EMPLOYMENT WAGES – \$8.793 Billion

Health Care: \$1.336 billion Energy: \$1.277 billion

Business & Financial Services:

\$840 million

Advantage Valley Analysis of Best Market Opportunities for Business Development June 2018

<u>www.AdvantageValley.com/advantage_valley_final_report.pdf</u>

Advantage Valley has identified 20 significant business opportunities for growing business and entrepreneurship based on robust market data and demand analysis, and has put together 20 Playbooks for businesses, investors, site selectors and company prospects considering business operations in the Advantage Valley region. **Key sectors for investment include:**

Manufacturing:

Ethyl Alcohol Extraction
Fats & Oils Refining & Blending
Engine Equipment Manufacturing
Pharmaceuticals & Nutraceuticals Manufacturing
Medical Device Manufacturing
Food & Beverage Manufacturing
Automotive Parks Manufacturing
Polymer & Chemical Manufacturing
Aerospace Products & Parts Manufacturing
Carbon Fiber Reinforced Plastic
Manufacturing & Recycling

Services:

General Freight Trucking, Long-Distance, Truckload Commercial/Industrial Machinery & Equipment Repair & Maintenance Information Communication Technology Support Services for Oil & Gas Fracking River & Outdoor Recreation

Healthcare:

Behavioral Health & Rehabilitation Clinics Healthcare Supply Chain Home Healthcare Laboratory Services

Advantage Valley Economic Opportunity

Key Companies

Advanced Manufacturing & Automotive: Alcon/Alcon Research, Champion Industries, Diamond Electric, J.H. Fletcher & Company, Gestamp, K.S. of West Virginia, Multicoat, NGK, Nippon Thermostat, Richwood Industries, Rubberlite, Service Wire Company, Sogefi, Special Metals, Toyota

Chemical & Polymer: APG Polytech, Braskem USA, Chemours, Covestro, DOW, DuPont, Elementis Specialties, ICL IP America, Kureha, M&G Chemicals

Energy: AEP, Apex Pipeline Services, Arch Coal, Contura Energy/Apha Natural Resources, Greylock Energy LLC, Marathon Petroleum/MarkWest Energy, Marathon Refinery, Mountaineer Gas Company, TC Energy, Triana Energy





Advantage Valley Incentives

Beyond Opportunity Zone benefits, Advantage Valley communities are ready to provide a variety of other incentives for economic & business investment:

Federal Incentives

Opportunity Zone Designation

New Market Tax Credit Eligibility

SBA HubZone in key tracts

Historic Tax Credit for Building Restoration (20%)

CDBG grants & 108 Guaranteed Loans

Workforce Opportunity Tax Credits

Local Incentives

Tax Increment Finance Districts

Business & Occupany Tax Relief in targeted areas & sectors

Local government support to secure grants & finance

Local government infrastructure support

Local government user-friendly zoning, permitting & approval processes

West Virginia Incentives

BUSINESS INCENTIVES

Economic Opportunity Tax Credit

WV Opportunity Zone credit exempting state corporate net income tax & personal income tax in OZs for 10 years (pending)

Historic Preservation Tax Credit for Building Restoration (25%)

Job Training Assistance

Industrial Access Road funding

Performance Based Financial Assistance

Sales Tax Exemption for Construction/Equipment

Tourism Matching Advertising Partnership Program

TECH & MANUFACTURING INCENTIVES

E-Commerce Sales Tax Exemption

EDA Direct & Indirect Loans (also for tourism businesses)

High-Tech Manufacturing Credit

High-Tech Valuation Act

IJDC Infrastructure Funds

Manufacturing Inventory Credit

Manufacturing Investment Tax Credit

Manufacturing Sales Tax Exemption

R&D Sales Tax Exemption

Warehouse & Distribution Center Sales Tax Exemptions

Advantage Valley partners can provide:

Active Support for Project Development







S PROMOTE SUCCESS

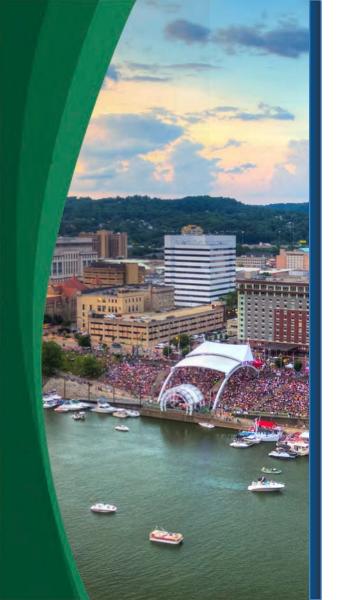
DUE DILLIGENCE: Our team's role: Investment Pitchbook, make studies & reports available to fund managers & developers; engage community organizations and allies to promote project success

ZONING: Our team's role: Streamline zoning, permitting, & approval process

PRE-DEVELOPMENT: Our team's role: Undertake marketing & feasibility studies; design & engineer site prep & infrastructures; address brownfields challenges; secure grant funding

SITE PREPARATION & INFRASTRUCTURE: Our team's role: Layer public investments to ensure availability of high quality infrastructure and utilities to meet performance & sustainability standards; secure grant funding

DEVELOPMENT: Our team's role: Support traffic & construction needs; make skilled labor available



Quality of Life in the Advantage Valley

- Arts & Culture: Robust Appalachian arts & craft scene, WV Culture Center & State Museum, Huntington Museum of Art, Clay Center for the Arts & Sciences, Charleston Coliseum & Convention Center, Huntington Civic Center, Heritage Farm Museum & Village, WV State Farm Museum, Museum of Radio & Technology, Mothman Museum, Blenko Glass, Keith-Albee Theater, Mountain Stage Music, West Virginia Symphony, Huntington Symphony, WV Music Hall of Fame
- In Region and Close By Outdoor & Sports Recreation:
 Appalachian Mountains, river recreation, robust WV State Park system, Hatfield-McCoy Trails, New River Gorge Recreational River, ski resorts, Greenbrier Resort, Rustic Ravines, Camden Amusement Park, Marshall University Thundering Herd sports, West Virginia Power minor league baseball stadium, Shawnee Sports Complex, Barboursville Soccer Complex & more

Quality of Life in the Advantage Valley

- Health: 600 health care establishments employing 23,000+ including Boone Memorial Hospital, Cabell Huntington / St. Mary's Hospital, Charleston Area Medical Center, Highland Hospital, Huntington VA Medical Center, King's Daughters Medical Center, Pleasant Valley Hospital, Prestera Center, St. Francis Hospital, Thomas Memorial Hospital
- Education: Marshall University, BridgeValley Community & Technical College, MountWest Community & Technical College, University of Charleston, West Virginia State University
- Innovation: Brad D. Smith Business Center at Marshall University, Charleston Area Alliance Small Business Incubator, Chemception, The GRID, Robert C. Byrd Institute for Advanced Flexible Manufacturing, MidAtlantic Technology, Research & Innovation Center (MATRIC), TechConnect WV, University of Charleston Innovation Center





Advantage Valley OZ Communities –

City of Charleston, WV

- State Capitol
- 4 OZs with investments that could include Town Center Mall and surrounding properties, historic district with the potential for various mixed-use and residential buildings
- Key Contact: Larry Malone City of Charleston,
 Mayor's Office of Economic & Community Development
 ph 304.348.8035 Lawrence.Malone@CityofCharleston.org
 Charlestonwv.gov/index.php/government/city-departments/moecd

City of Huntington, WV

- · One of the largest inland ports in North America
- 3 OZs with investments that could include Brad D. Smith Business Incubator, West Edge Factory social enterprise center, grand downtown buildings for mixed-commercial/residential
- Key Contact: Cathy Burns ph 304.696.5509, ext 7
 BurnsC@CityofHuntington.com CityofHuntington.com

City of South Charleston, WV

- Technology, manufacturing & commercial hub
- 2 OZs with investments that include retail infill, multi-family housing, and land development
- Key Contact: Rick Atkinson City Manager ph 304.741.0500
 Ratkinson@CityofSouthCharleston.com cityofsouthcharleston.com/

Boone County, WV

- State-backed, 12,000-acre Rock Creek Development in Boone's Opportunity Zone
- Key Contact: Kris Mitchell Boone County Community & Economic Development Corporation Director ph 304.369.9118 • <u>Director@BooneCountyWV.org</u> BooneCountyWV.org

Jackson County, WV

- Industrial-manufacturing hub with plastics and aluminum anchors on Ohio River
- 2 OZs with investments that could include Jackson Maritime & Industrial Centre, Jackson Crossing Business Park
- **Key Contact:** Mark Whitley

 Jackson County Development Authority Executive Director
 ph 304.372.1151 <u>Director@JCDA.org</u> <u>JCDA.org</u>

Mason County, WV

- Apple Grove Industrial Park is primed for shale and other manufacturing investment on Ohio River in Mason's OZ
- Key Contact: John Musgrave
 Mason County Economic Development Authority
 ph 304.675.1497 mcdaadm@masoncounty.org
 <u>MasonCounty.org</u>



- WV State Capitol
- Center of manufacturing, energy, petrochemical, government & health sectors
- Thriving arts, culture, heritage, music, sports & foodie scene
- University of Charleston, West Virginia University Medical Center, community colleges
- In-town Yeager Airport
- Zones supported by federal & state Historic Tax Credits, New Market Tax Credits, SBA HUBZones, Urban Renewal Authority support & revitalization plans
- Recent downtown housing feasibility study shows 100% rental occupancy rates, robust housing sales, a very low senior housing vacancy rate, and a high demand for new downtown housing (500+) in 2020
- All of Charleston's four OZs are framed by Interstates 64/77, US 60 & Kanawha River
- Key OZ Investments include Charleston Town Center Mall, Charmco Building, Kanawha Manufacturing site, Staats Building, Stone & Thomas Building & Andrews Floor & Wall Covering

Charleston – Opportunity Zones



TRACT 9

Downtown Charleston

- Heart of WV's state capitol
- 406-acres of CBD with mix of Civic Center, Town Center, Capitol Market, Clay Center for the Arts & Sciences, 7 hotels, commercial, shopping, Riverfront Park & Amphitheater banks, other civic & economic hubs
- Streetscaped, pedestrian-oriented, bus & trolley routes, bike trails, broadband
- 132,00 daily vehicles, 21 parking garages
- Two career colleges
- Incentives including Historic Credits, HUBZone, facade grants
- Major demand for downtown housing, commercial/retail, and major investment opportunity at Town Center Mall



TRACT 12

Warehouse District

- 406-acre commercial district between downtown & Capital Complex
- Anchors include Charleston Area Medical Center, Appalachian Power Park baseball/retail area, Plaza East Shopping
- SBA HUBZone, National Historic Register District, Main Street WV area, city renewal/incentive zone
- Warehouses, underutilized retail strips & former industrial areas seeking OZ investment for commercial-housing uses



TRACT 8

West Side & Elk City

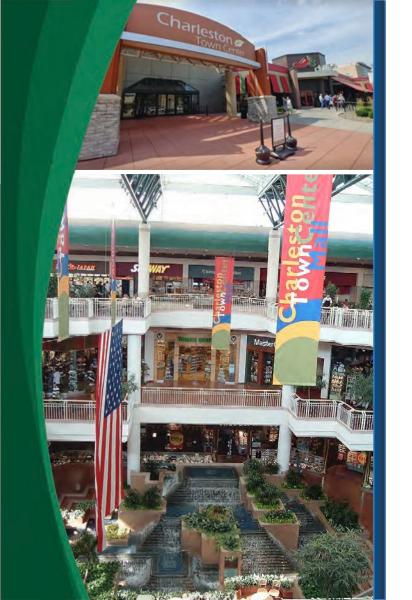
- 214-acre mixed-use commercial, retail and residential area
- Walkable neighborhoods, historic district, hip urban renewal district, Main Street WV area
- Key OZ investments include 50,000 sq. ft. Staats Hospital Building, and 3,000 sq. ft. Andrews Floors & Walls Covering



TRACT 17

Kanawha City

- 645-acre neighborhood arrayed along key commercial & retail corridor, boosted by revitalization plan & streetscaping
- Regional retail mall with national anchors, groceries & satellite retail, with 15-acres available for commercial development
- Kanawha River access, CSX line through entire corridor
- University of Charleston, Highland Hospital, medical training centers, government offices



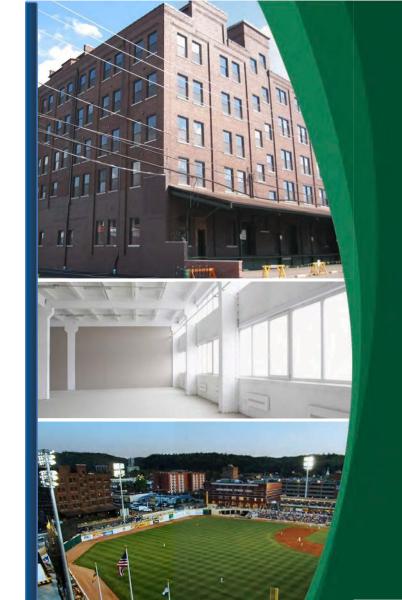
Charleston OZ Showcase Project #1 Charleston Town Center Mall

A regional, enclosed urban mall featuring 340,000 sq. ft. with anchor JC Penney, nearly 100 specialty stores, and 12 restaurants. Renovated in 2013, the center sits adjacent to parking garages providing 4,000 spaces. There is a separately owned, former 144,864 sq. ft. Macy's anchor store adjoining the center, as well as a recently acquired 180,000 sq. ft. former Sears parcel for possible hotel development. Owned by U.S. Bancorp and ready for sale/improvement to meet changing retail trends, the center's redevelopment for mixed-use retail, commercial office and hotel revitalization is supported by the City of Charleston, Charleston Urban Renewal Authority, and manager CBRE, Inc.

Charmco Building for Mixed Commercial/Residential

Building for \$875k for Multi-Family Residential, Commercial & Hospitality

75,000 sq. ft., 6-story building with 10-13 ft. ceilings, new thermopane windows and new wood floors, on 0.9 acres with parking area, new electric, overhauled sprinkler system, overhauled freight elevator. Overlooks Appalachian Power Park baseball stadium, within walking distance to Charleston Area Medical Center, Capitol Market, Clay Center & other key locations. Historic tax credits, SBA HUBZone & OZ original use eligible.





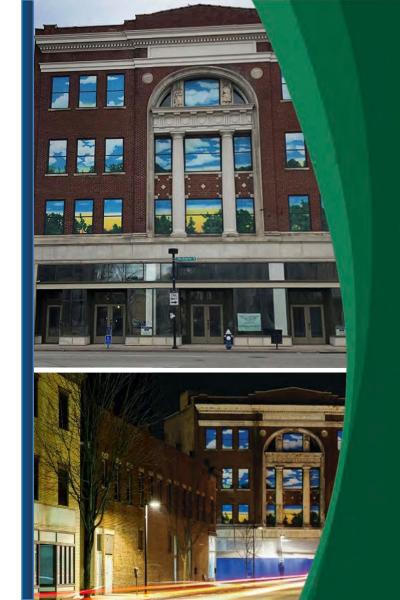
Kanawha Manufacturing and Site Redevelopment

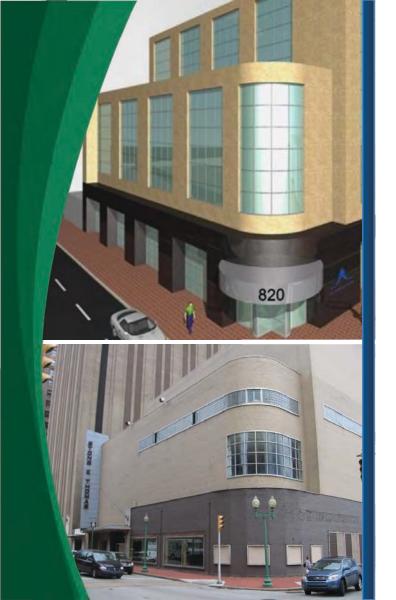
8-10 acre property that is underutilized, but in a prime location with excellent potential for redevelopment. Located 0.8 miles to Interstate 64/77, 3.8-miles to airport, in mixed-use neighborhood near State Capitol complex, medical center & baseball stadium. 111,000 sq. ft. of manufacturing/office building with 28-ft. ceilings, rail siding and 100+ parking spaces – or suited for full demolition and redevelopment.

Advantage Valley has conducted reuse planning and targeted flexspace offices and other productive reuse at this key site.

Staats Hospital Buildings for Mixed-Use Redevelopment

60,000 sq. ft., 4-story 1922 historic building and adjacent building owned by successful developers who seek equity partners. Slated for ground-floor retail, upper-floor commercial and residential. High-end craft whiskey distillery on the way. Supported by Charleston Urban Renewal Authority & WV State Historic Preservation Office, eligible for Historic Tax Credits, SBA HUBZones & other incentives. Could meet OZ original use test.





Stone & Thomas Building for Mixed-Use Redevelopment

The former department store building is six stories with 130,000+ square feet, ready for redevelopment in the heart of the downtown historic district. Building, in shell condition with need for upgrade, is for sale for \$2.8M. Could meet OZ original use test.

Andrew's Floor & Wall Covering Building for Infill Mixed Commercial/Residential

3,000 square feet, three level building with 20 parking spaces in active, mixed-use neighborhood, for sale and suitable for redevelopment as commercial/residential property





- Won "America's Best Community" national challenge contest in 2017 for most innovative community & economic revitalization plan
- Beautiful city planned 150 years ago with grid streets, broad boulevards and grand parks
- Major inland port in North America, on Ohio River with major CSX rail, freight intermodal, and Tri-State Airport commercial traffic
- Economy driven by eds-&-meds of Marshall University, MountWest Community & Technical College, Huntington Junior College, and Cabell Huntington Hospital/St. Mary's Hospitals
- Thriving arts, culture, heritage, music, sports & food scene
- Zones supported by federal & state Historic Tax Credits, New Market Tax Credits, SBA HUBZones, urban authority incentives & revitalization plans
- Huntington's OZs framed by I-64, US 60 & Ohio River
- Key OZ Investments could include the Marshall Business Incubator, the West Edge Factory, and 600,000+ sq. ft/
 of prime downtown buildings for mixed-use commercial and residential revitalization including the Frederick Hotel,
 the Pritchard Hotel, the Coal Exchange Building, the Professional Building, the Morris Building, the Masonic
 Building, and nearly four acres of downtown parking lots for new infill new construction

Huntington – Opportunity Zones



TRACT 6



- Marshall University campus anchor, riverfront properties, extensive streetscaping, commercial / residential towers ready for reinvestment
- Situated between major CSX rail corridor and Ohio River, with future "Riverwalk Marina" mixed-use development ready to move forward



TRACT 109

Downtown Huntington

 The heart of the Huntington community: walkable, dining, shopping, downtown housing, commercial offices, civic institutions, entertainment, history, art, and culture. Civic Center, Pullman Square commercial anchor, government offices, and large commercial / residential towers ready for reinvestment



TRACT 52

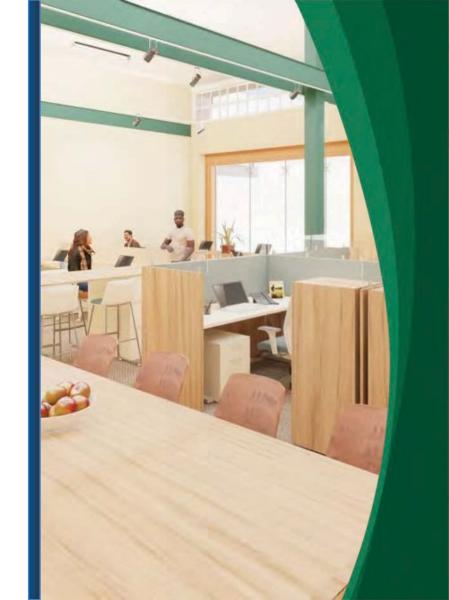
West Huntington & Westmoreland

- Mixed-use corridor aligned with Interstate 64, major CSX rail corridor, US 60 & Ohio River, with direct connections to Ohio & Kentucky
- National Endowment for the Arts "Our Town" creative placemaking initiative
- Home to nationally-renowned "West Edge" social enterprise & job training centers and "CentralApp" tech talent innovator
- Easy access to Heartland Intermodal Gateway freight hub & Tri-State Airport

Huntington OZ Showcase Project #1

Brad D. Smith Business Incubator

- Marshall University has launched a business incubator to support start-up entrepreneurs and businesses with new biomedical, technology, manufacturing, and other innovation enterprises
- Partnership between Robert C. Byrd Institute for Advanced Flexible Manufacturing and Marshall's Brad D. Smith School of Business
- Seeking private equity investment to match \$25 million anchor investment from Brad Smith (Intuit Board Chairman & Nordstrom Chairman)





Huntington OZ Showcase Project #2

West Edge Factory

- Coalfield Development Corporation is an innovative social enterprise center training workers in skilled fields to support the revitalization of Huntington, the State of West Virginia and broader Appalachia.
- In its 150,000 sq. ft. West Edge Factory campus, Coalfield trains workers in energy efficient buildings; building deconstruction, blight removal, and materials upcycling; woodworking and furniture-making; solar panel installations; sustainable agriculture; events management; apparels manufacturing; commercial composting & recycling; and CDL driver training & logistics
- Coalfield Development is now seeking \$3.5 million in investment for equity return as these enterprises expand, to be focused on two West Edge Factory buildings and equipment upgrades

Huntington OZ Showcase Project #3

Downtown Mixed-Use Buildings

Huntington's downtown has a robust mix of premier commercial buildings, residential towers, and grand former hotels that are ready for reinvestment with first-floor retail, office commercial, and downtown residential projects. OZ Incentives, New Market Tax Credits, 45% state-federal historic credits & more. Showcase projects include:

- The Pritchard Hotel
- The Frederick
- The Coal Exchange Building
- The Professional Building
- The Morris Building















- Thomas Hospital & a robust medical sector economy drive ongoing investment in these two OZs
- Anchored by Bridge Valley Community & Technical College, Toyota Advanced Manufacturing Center, and Marshall University-South Charleston,
- WV Regional Technology Park provides 258-acres and 800,000 sq. ft. of laboratories, chemical plant facilities, engineering and data processing centers, and technology-based businesses
- South Charleston's OZs are framed by I-64, US 60, CSX rail & Kanawha River, with major upgrading of the central Jefferson Road access corridor & Trace Fork Retail Center access underway now
- Key OZ Investments includes commercial/retail infill development in the core Spring Hill Retail District or on outparcels of the highly-successful Shoppes at Trace Fork; upgrades to the 400-unit Kenna Homes complex or the 248-unit Southmoor Apartment complex; or new development on key properties including the Little Creek Golf Course or the Dickinson Property located at a major transportation intersection

South Charleston – Opportunity Zones



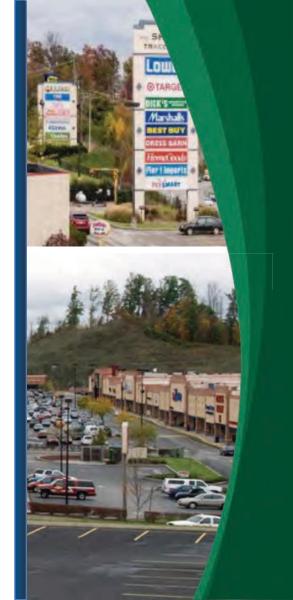


SPRING HILL AREA • TRACTS 130 & 131

- Situated along Kanawha River, US Route 60 & Kanawha Turnpike commercial corridors
- Mix of commercial, retail, medical, single- and multi-family residential investment opportunities
- Key OZ investment opportunities include Spring Hill Retail District commercial infill, retail outparcel development at the Shoppes at Trace Fork, residential development at Kenna Homes, Southmoor Apartments & Little Creek Golf Community

South Charleston OZ Showcase Project #1 Commercial/Retail Infill Parcels

- Spring Hill Retail District: The City's Spring Hill Retail District has a stretch of underutilized commercial/retail space on the 4800 block of MacCorkle Avenue/ Route 60, comprising 5-acres of frontage on 1 blocks, which is ripe for redevelopment and expanded construction. Located one mile from an Interstate 64 exit and fully serviced by utilities and broadband. The City will work with investors to solve the issue that has held the area back from success a solution for adequate parking.
- The Shoppes at Trace Fork outparcels: The highly-successful Trace Fork Shopping Center has 172,000 sq. ft. of retail stores including five anchors, many smaller retail stores, and well-developed outparcels, surrounding a heavily used youth soccer complex and ice arena. Five acres of additional outparcels have been undeveloped because of inadequate road access but now State of WV upgrades to key roads are proceeding that will open these outparcels for investment. Already served by all utilities and broadband.





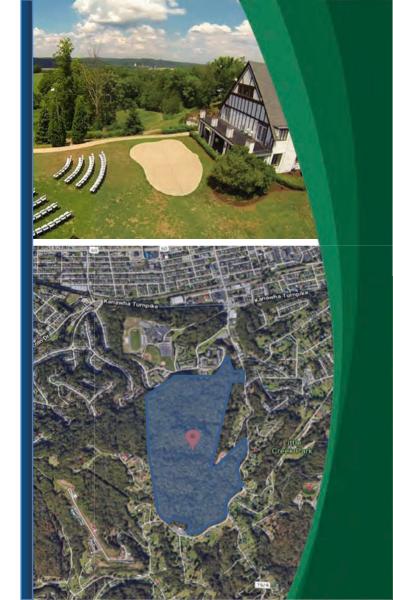


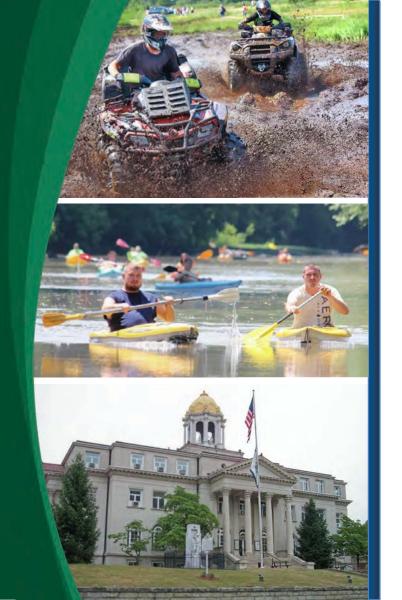
South Charlestown OZ Showcase Project #2 Multi-Family Reinvestments

- Kenna Homes: In 1943, the federal government built this 400-unit multi-family residential complex, which transformed to a housing coop post-war. These 35, three-story buildings on 26.5 acres have full utilities, broadband, interior roads, parking, and parks, located adjacent to the Community Center at the intersection of I-64 and MacCorkle Avenue. The Kenna Homes Cooperative seeks private investors to upgrade the complex with ADA compliance and expansion of units to larger condos.
- Southmoor Apartments: This 58-building, 248-unit multi-family rental complex is located one mile from I-64 at a major community intersection, with all utilities and broadband in place. For sale or reinvestment, with needs for \$1M for internal roads, sidewalks and utilities upgrades plus upgrades to individual units.

Prime Land for Development

- Little Creek Golf Course Land Development: 40 acres of a 164-acre golf course community are ready for investment and development with up to 60 upscale single-family units. Located on 18-hole course with restored, 20,000 sq. ft. clubhouse, pool and pro shop, located adjacent to 200 acre park, one-mile from Interstate 64 exit with utilities and broadband. Internal roads and utility upgrades ~\$1.2M.
- Dickinson Property: 130-acres of land ready for investment and development at major intersection of Kanawha Turnpike & Chestnut Street, 1.5-miles from Interstate 64 exit, with utilities and broadband.
 - Slated for upscale apartments and/or single family residential development
 - Needs ~\$3 million in road and utility upgrades





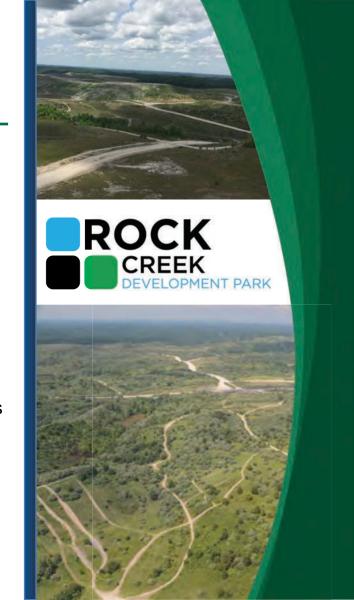
Boone County WV & Rock Creek Development Park

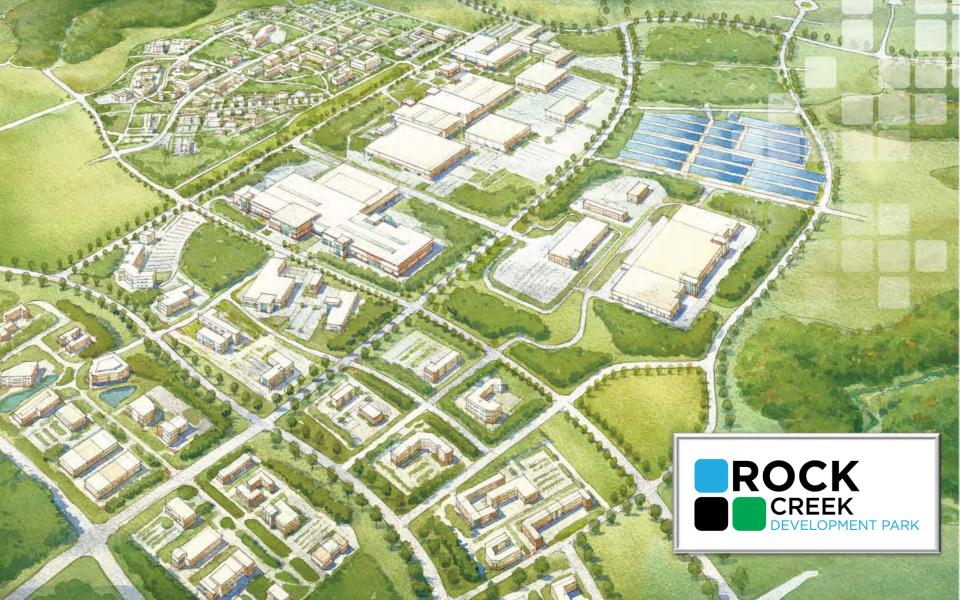
- Key Area Sectors in the region include Energy, Aerospace, Biometrics, Automotive Suppliers, Biotechnology, Business Services, Chemicals & Polymers, Specialty Metals, Tourism, and Wood Products
- Recreational Destination: Although Boone County is close to the WV State Capitol and highly accessible by U.S. Route 119 and connections to interstates, Boone is a major destination for Appalachian outdoor recreation, including the nationally-renowned Hatfield-McCoy Trail
- Major Development Opportunity at Rock Creek Park: In 2016, the State of West Virginia launched a major publicprivate partnership to redevelop a flat, 12,000-acre reclaimed coal mine as Rock Creek Development Park (Census Tract 9583). Rock Creek is located adjacent to the county seat of Madison, served by a new state-built 4-lane access road and access to interstates, natural gas, largecapacity electrical, adjacent rail

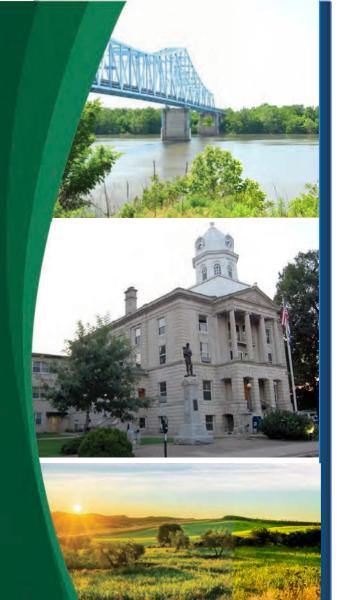
OZ Showcase Project

Rock Creek Development Park

- Master-planned for 3,000-acres of catalyst sites seeking large tracts, 350-acres of 'seeds & starters" business enterprises, 115acres for a gateway commercial center, a 50-acre rail hub, and 1150-acres of neighborhood development
- One of the largest known rare earth elements (REE) in the nation, Rock Creek will serve as a global center of advanced refining, pilot manufacturing, design & commercialization of REE-related technologies from national & international partners for refining & manufacture; big data servers & computer-focused corporate partners; DOD, NGB & Homeland Security partnerships; and agricultural research, development & production
- Backed by the WV Governor, Rock Creek already has a major jobs center with the WV National Guard, which is running key enterprises at Rock Creek –national vehicle maintenance, agricultural operations, and guard training. Excellent place for defense contractor investment
- The Boone County Economic Development Authority is ready to support industrial, manufacturing, agricultural, recreational, and mixed-use development on this Opportunity Zone







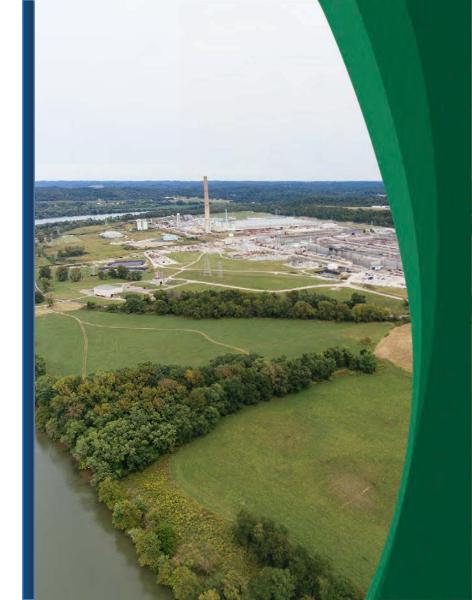
Jackson County Overview

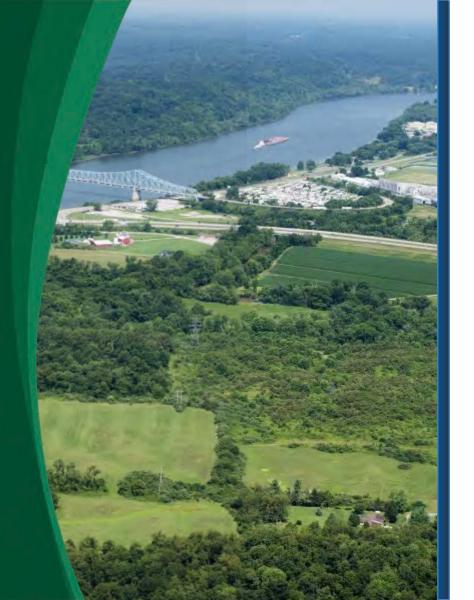
- Strategic location on Ohio River and Interstate 77 between Huntington, Charleston, and Parkersburg WV markets
- 37% growth in manufacturing employment between 2012-2017
- TransCanada gas pipeline under construction through area
- Jackson County ready with key incentives including
 Opportunity Zone benefits, New Market Tax Credits, and state-based incentives
- Key OZ Investments could include the Jackson County Maritime & Industrial Centre and its business and industrial sites, or the Jackson Crossing Business Park adjacent to the City of Ravenswood, WV

Jackson County OZ Showcase Project #1

Maritime & Industrial Centre

- Situated on the Ohio River with close access to Interstate 77, the Jackson County Maritime & Industrial Centre is anchored by the Constellium factory, one of the largest rolled aluminum plants in the world, employer of 1100, and a key supplier for aerospace, defense, transportation, marine and industrial uses.
- Other key sectors at this location medical, chemical, polymer, and other manufacturing, warehousing & distribution operations.
- Applied Partners is now clearing and remediating the former Century Aluminum complex, and seeking industrial users and original use Opportunity Zone investors





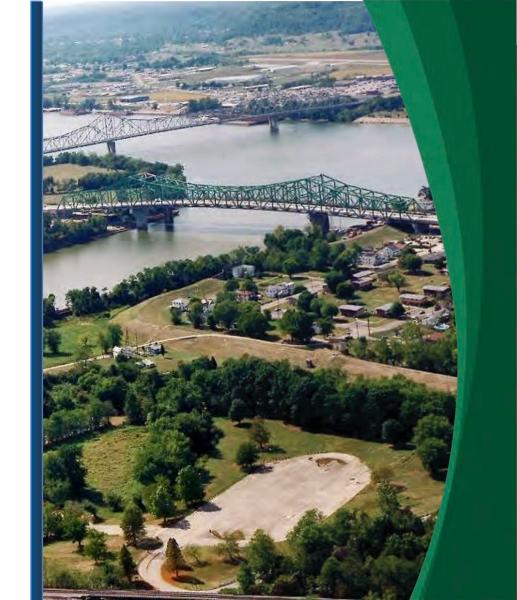
Jackson County OZ Showcase Project #2

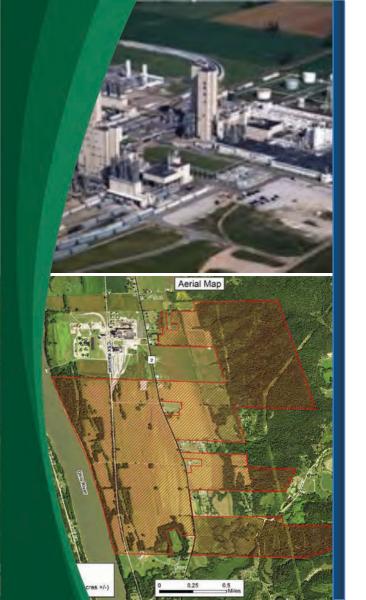
Jackson Crossing

The Jackson County Development Authority seeks investment in six lots, ranging between 7 & 61-acres, on the Ohio River at the base of the bridge to the State of Ohio. Existing utilities and broadband, in the Jackson Crossing business park adjacent to City of Ravenswood.

Mason County WV

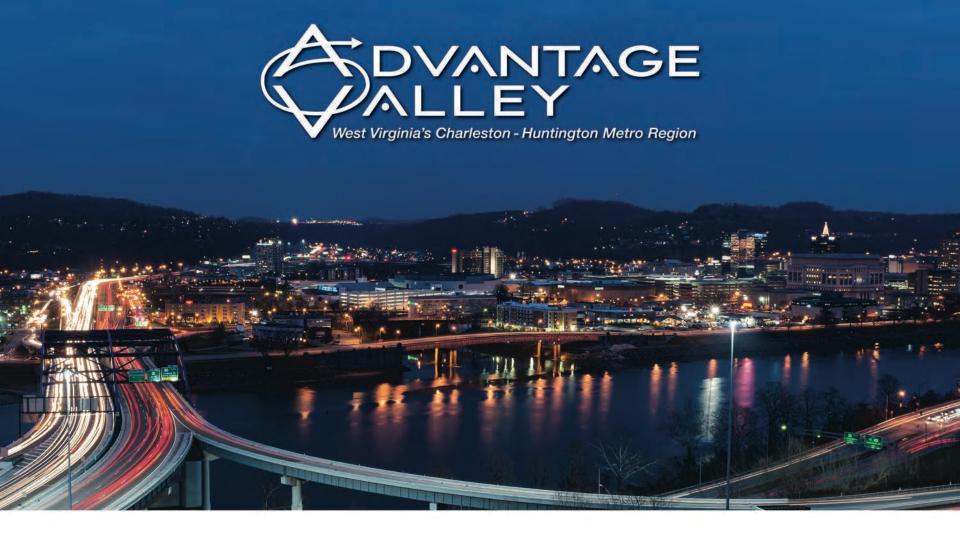
- Mid-Ohio Valley community anchored by City of Point Pleasant
- Core industries include manufacturing, power generation, automotive, metalworking and alloys, polymer production, river transportation, and agriculture
- Served by CSX and Norfolk-Southern rail and two airports, extensive 4-year, 2-year and technical college resources, and a highly-skilled manufacturing and trades workforce
- Key OZ Investment at the Apple Gove Industrial Park





Mason County WV Showcase OZ Project **Apple Grove Industrial Park**

- Apple Grove Industrial Park site in Mason County has approximately 1,370 acres on the Ohio River, with 90% out of the floodplain, served by CSX Rail on-site, and by all utilities except sewer which is now moving into engineering design to serve the site. Apple Grove is in a designated Opportunity Zone and eligible for New Market Tax Credits
- Shale-Manufacturing Boom: The tri-state area of West Virginia,
 Ohio and Pennsylvania along the Ohio River is poised for a boom in
 downstream petrochemical and polymer manufacturing, driven by
 new ethane crackers and a planned Appalachian Basin Storage Hub
 for natural gas liquids, as well as by a robust Tri-State Shale
 Coalition led by the three governors. Already, APG Polymers has
 major anchor at Apple Grove
- Mason County is ready for downstream manufacturing with its key location on the Ohio River in the Point Pleasant WV area, prime industrial land, and an existing base of polymer and petrochemical manufacturers

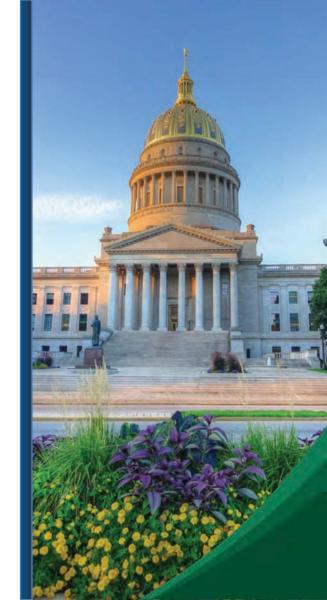


Putting Opportunity Zones into Action

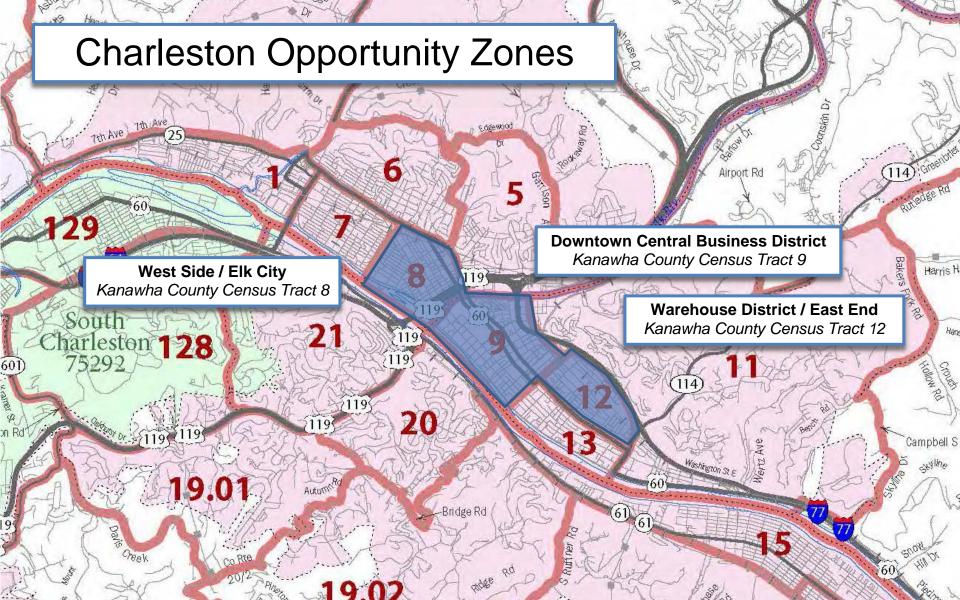
Putting Advantage Valley Opportunity Zones into Action:

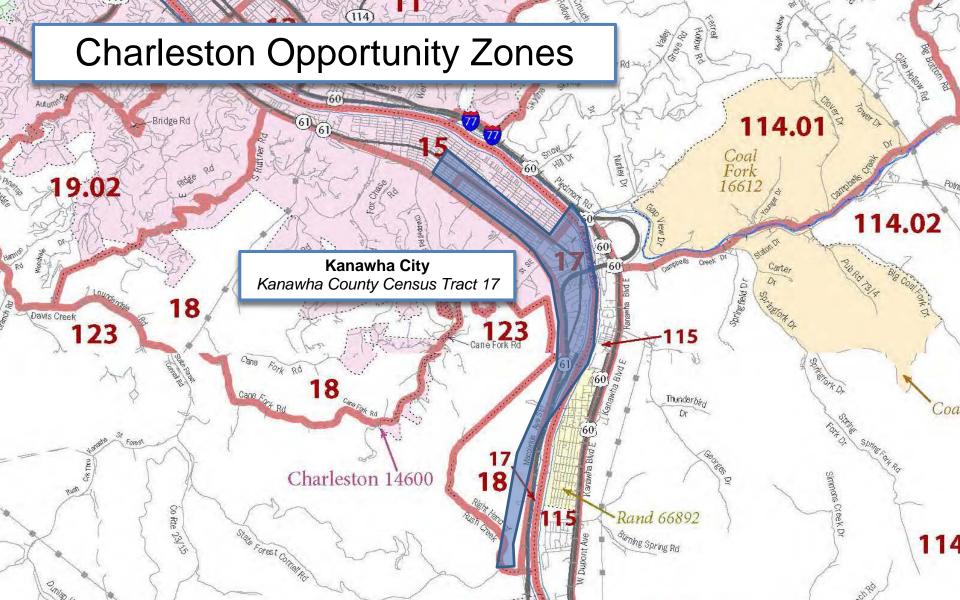
Advantage Valley, these Opportunity Zone communities, the State of WV and our partners have launched the "Advantage Valley Opportunity Task Force" that is ready to help developers, businesses & investors put Opportunity Zones into action:

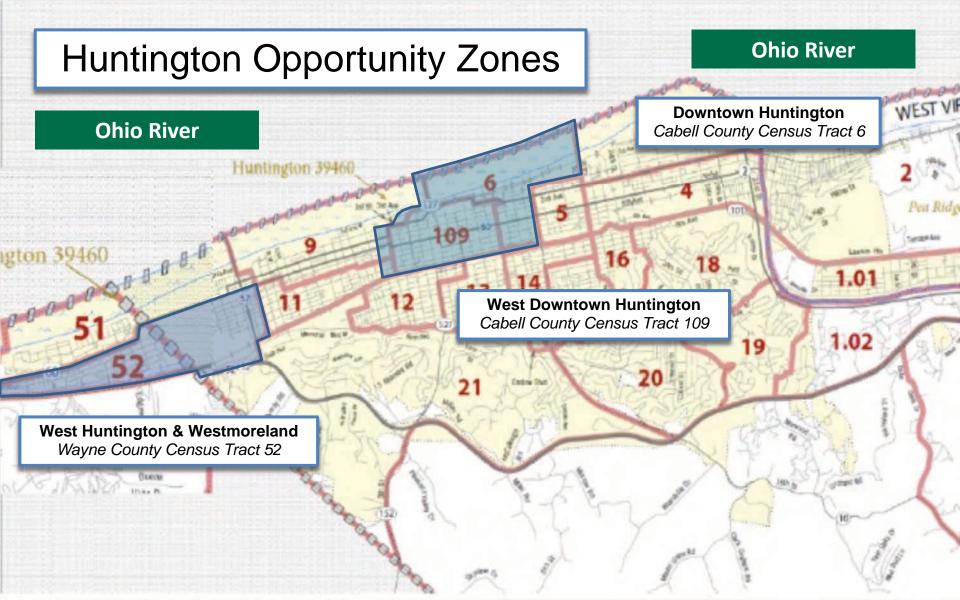
- Help existing landowners and businesses in these Zones move your properties into sale and your projects into production
- Conduct pre-development preparation, due diligence, marketing, & approvals
- Help establish single-asset Opportunity Funds for specific projects
- Connect you with Opportunity Zone information & technical service providers
- Help you participate in regional Opportunity Zone Deal-Flow Workshops to build development & investment partnerships
- Help convene an Opportunity Summit to attract Opportunity Fund investors from beyond WV to your projects
- Engage Opportunity Fund managers on your projects

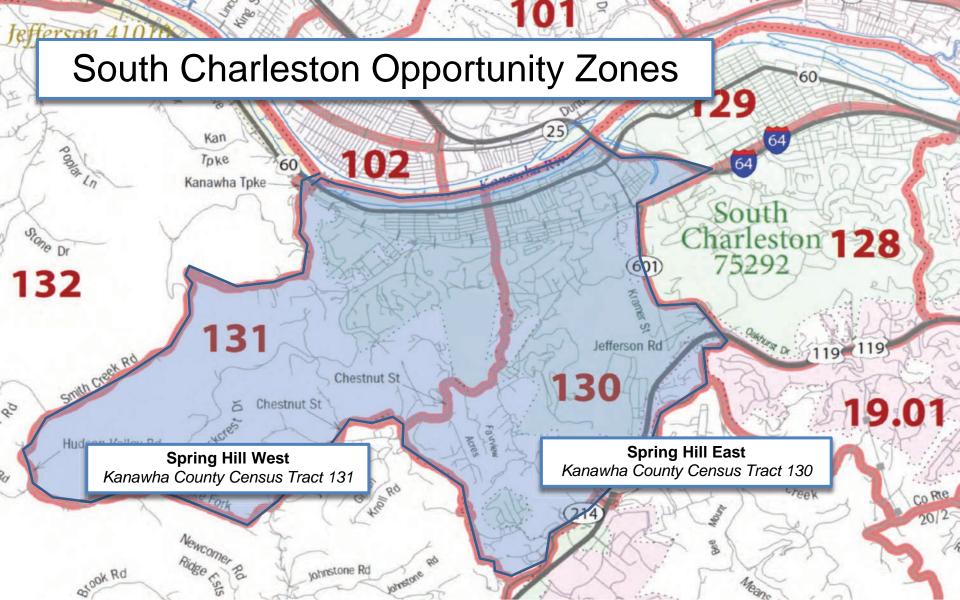


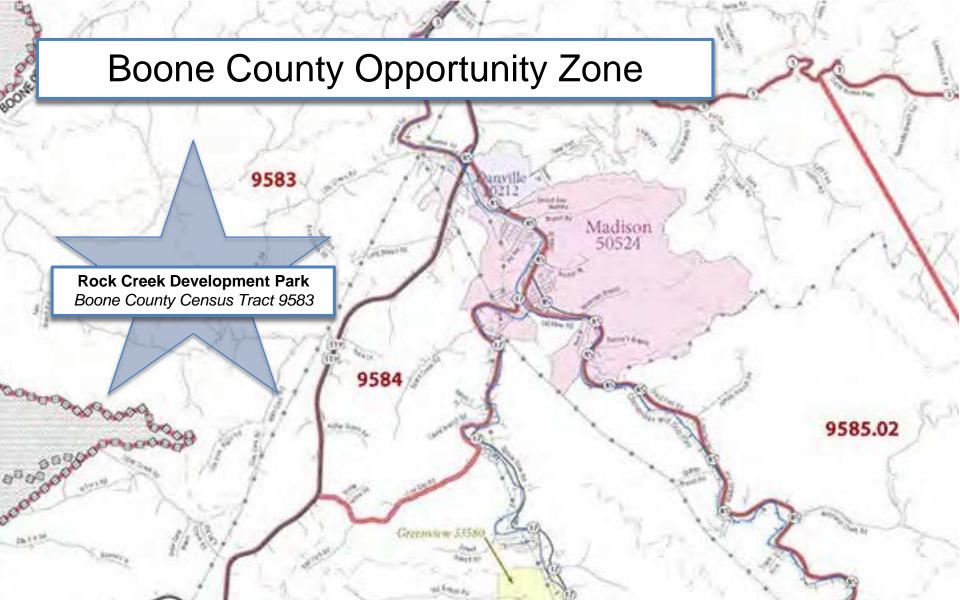
Appendix: Opportunity Zone Census Tract Maps

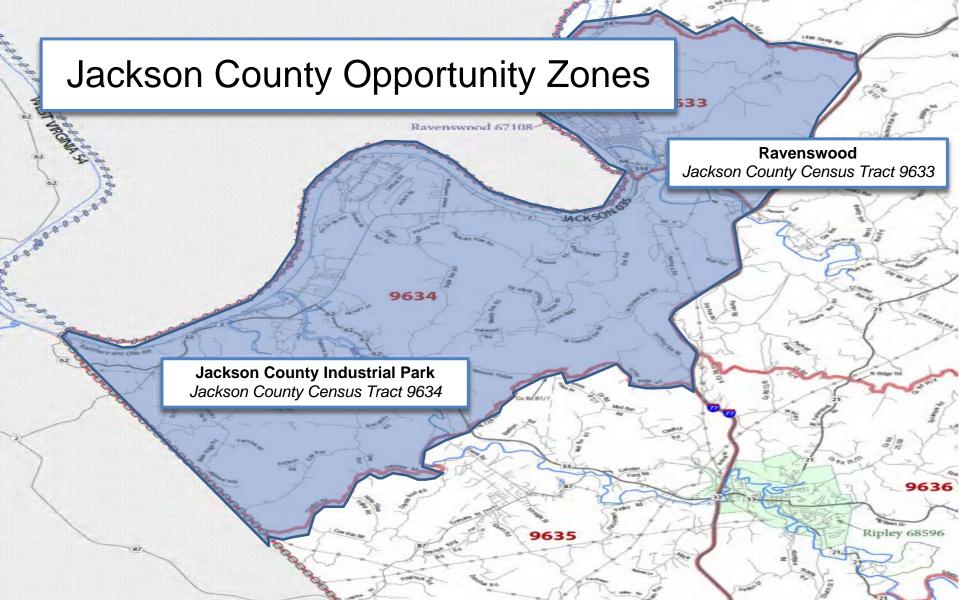


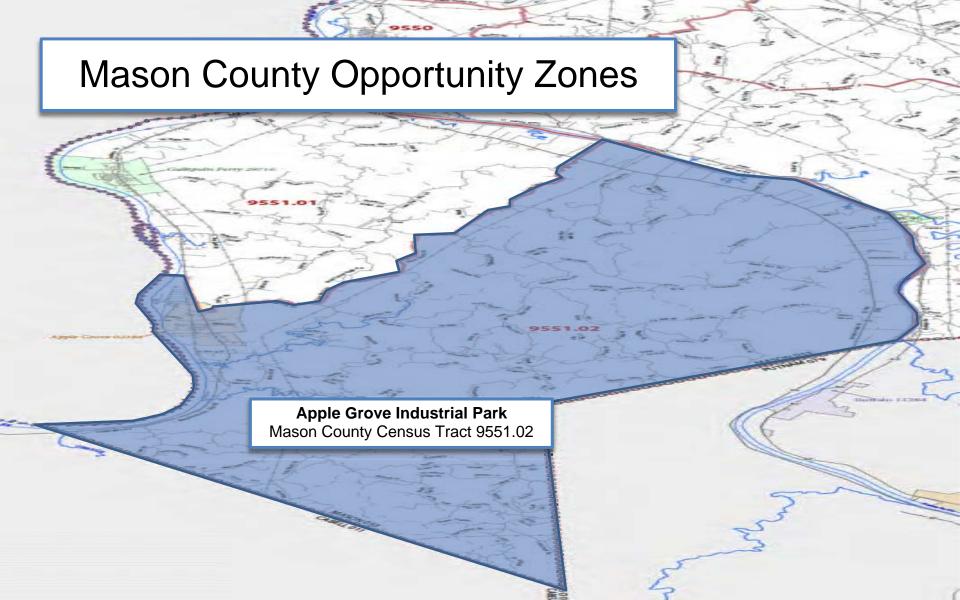












Advantage Valley Opportunity Zone Partners

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