

CITY OF ATLANTA

Opportunity Zone Prospectus

April 2019



ATLANTA
DOWNTOWN



INVEST ATLANTA
Atlanta's Development Authority

THE ARTHUR M. BLANK
FAMILY FOUNDATION

Prepared By:



ATLANTA
DOWNTOWN

THE ARTHUR M. BLANK
FAMILY FOUNDATION



INVESTATLANTA

Atlanta's Development Authority

Disclaimer: The use of the word “prospectus” for the purpose of the work contained herein is not to advertise about, endorse or in any other way to promote or offer specific investment opportunities in cities OR OTHERWISE. The urban investment prospectus is a template designed to help unify city leaders around a plan, to show what might occur in a city and to use as a tool to promote the city and its plans. The prospectus has been prepared for discussion purposes only and not to induce any one to enter into any agreement or transaction. For the avoidance of any doubt, the distribution of this prospectus does not constitute an offer to sell or a solicitation of an offer to buy any assets or equity securities or any investment of any kind.

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Mayor Keisha Lance Bottoms

Greetings:

The City of Atlanta is seeking to leverage the Federal Opportunity Zone Program as an important tool to support the development of jobs, affordable housing and economic vitality.

As the first federal community and economic development tool since the launch of the New Markets Tax Credits program, this initiative presents us with an opportunity to drive long-term private investment into low-income communities. The City of Atlanta is poised to use this tax incentive to make an impact on 26 of our most underserved and disinvested neighborhoods.

We are committed to working with our economic development partners in the region—including The Arthur M. Blank Family Foundation, Central Atlanta Progress, Metro Atlanta Chamber, Georgia Power, the Community Foundation for Greater Atlanta, and the Atlanta Regional Commission—to ensure that the Federal Opportunity Zones program strengthens our businesses and communities.

Together, we will take another meaningful step towards achieving our vision of One Atlanta, while elevating our neighborhoods and building new and sustainable pathways to inclusiveness.

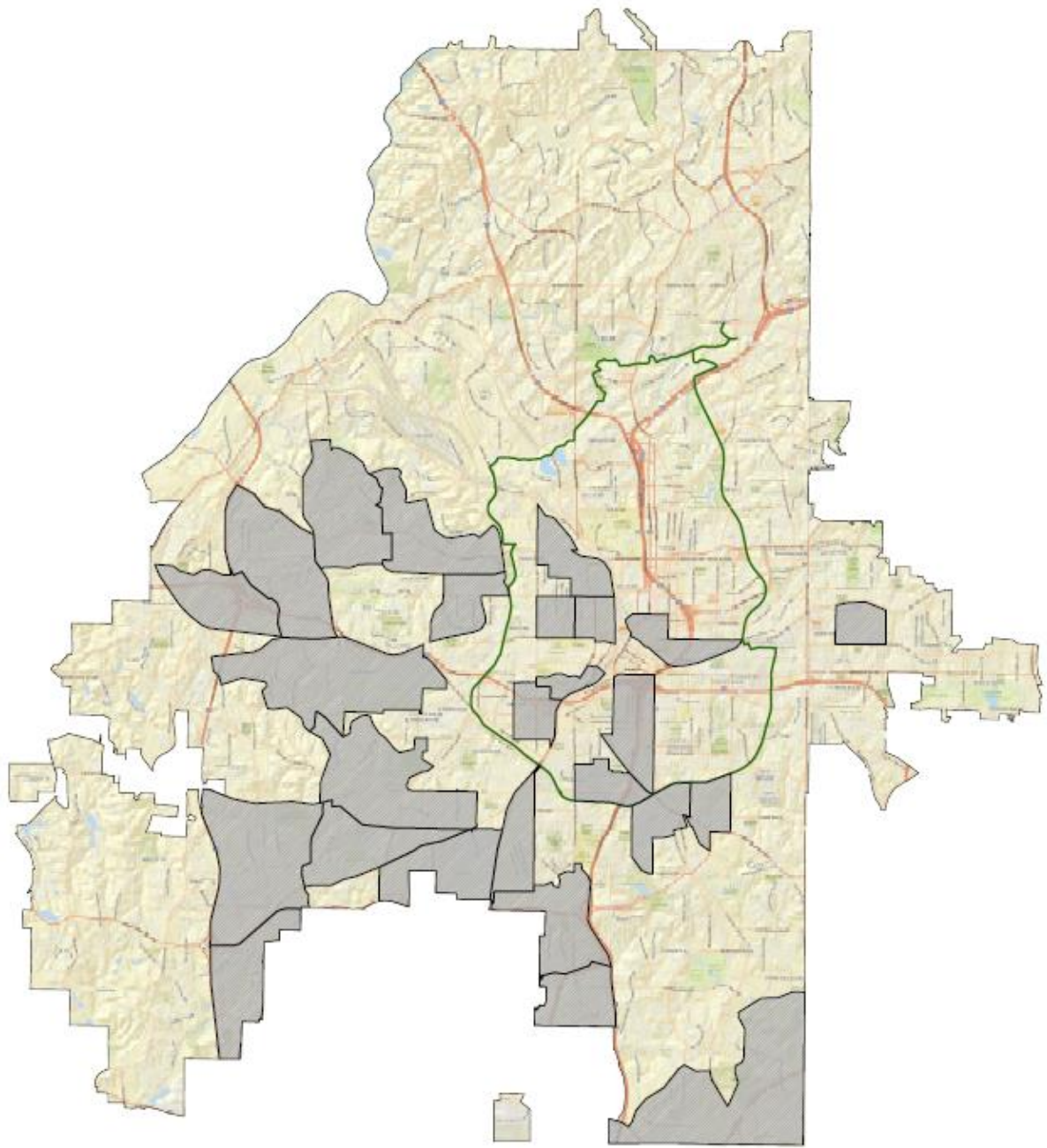
Sincerely,



Keisha Lance Bottoms



CITY OF ATLANTA'S OPPORTUNITY ZONES



The City of Atlanta has
**26 Qualified
Opportunity Zones**



ZONE
RESIDENTS

85,238

18.6% of total
City Population



ZONE
JOBS

92,000

10.5% of total
City Jobs

Source: Invest Atlanta, Economic Innovation Group, EMSI 2019-Q1

INCENTIVES OFFERED BY THE OPPORTUNITY ZONE PROGRAM



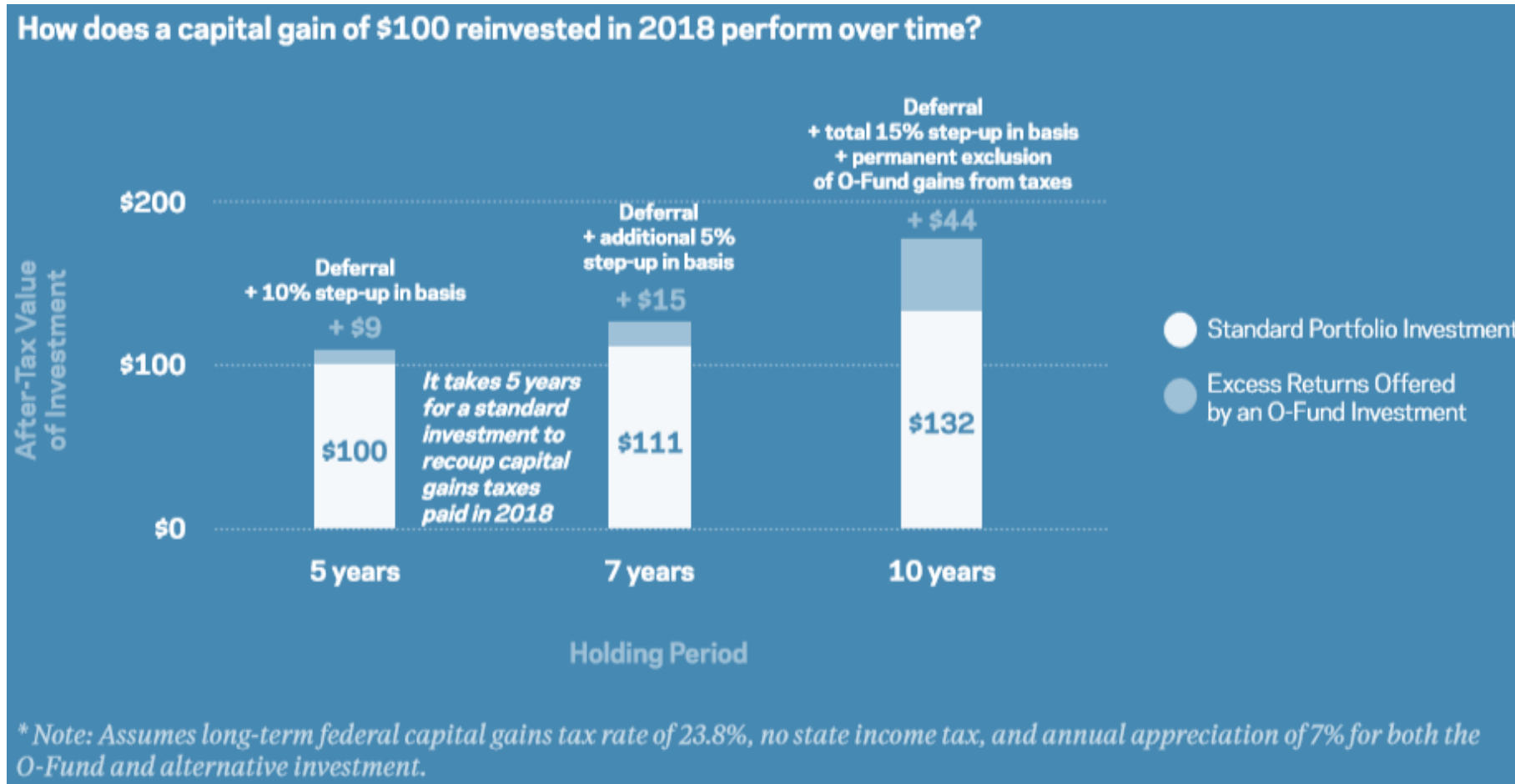
A temporary deferral of inclusion in taxable income for capital gains reinvested into an Opportunity Fund.



A step-up in basis for capital gains reinvested in an Opportunity Fund. +10% if the investment is held for at least 5 years; an additional 5% if held for at least 7 years.



A permanent exclusion from taxable income of capital gains from the sale or exchange of an investment in an Opportunity Fund if the investment is held for at least 10 years*



Source: Economic Innovation Group

*This exclusion only applies to gains accrued after an investment in an Opportunity Fund

OTHER CITY AND LOCAL DEVELOPMENT INCENTIVES



Financial Incentives

- Tax Increment Financing
- New Markets Tax Credits
- EB5 Regional Center
- Social Impact Fund
- Economic Opportunity Fund
- EOF BRE
- Atlanta BeltLine Affordable Housing Trust Fund



Bonds

- Housing Opportunity Bonds
- Lease Purchase Bonds
- 501c3 Bonds
- Industrial Revenue Bonds
- Housing Revenue Bonds



Workforce Training

- WorkSource Atlanta
- Georgia Quickstart



Site Selection Support

- Real Estate Consultation
- Site and Building Search Assistance
- Permitting Assistance
- Zoning Advocacy



Home Ownership

- Down Payment Assistance
- Lease Purchase Financing (TRIO)
- Owner-Occupied Rehab
- iMAP Down Payment Assistance Program



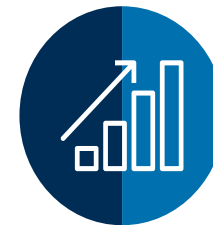
Business Support Services

- Advocacy Assistance
- Client Service Assessment



Loans

- Small Business Loans
- Homebuyer Loans
- Developer Loans
- Atlanta Leverage Loan Fund
- Transit-Focused Fund



Tax Incentives

- Opportunity Zones
- Job Tax Credit
- Quality Job Tax Credit



International Trade Development Services

- Trade Missions
- Export Trade Counseling and Support
- International Trade Representation

A vibrant street scene in Atlanta, likely a pedestrian-friendly area like Inman Park. The image shows people sitting at outdoor tables, walking, and enjoying the atmosphere. There are trees, string lights, and a 'NO SKATEBOARDING' sign visible. The scene is overlaid with a semi-transparent blue filter.

CITY OF ATLANTA

By the Numbers

CITY OF ATLANTA'S THRIVING ECONOMY

People:

City of Atlanta Population (2018): 459,600

Population Increase (2017-2018) +10,100

Largest single-year estimated population increase since the Great Recession.

Pop. Change (since 2010): +9.4%

Square Miles: 132

Economy:

Median Household Income: \$49,398

Unemployment Rate: 5.2%

Jobs in Atlanta: 870,436

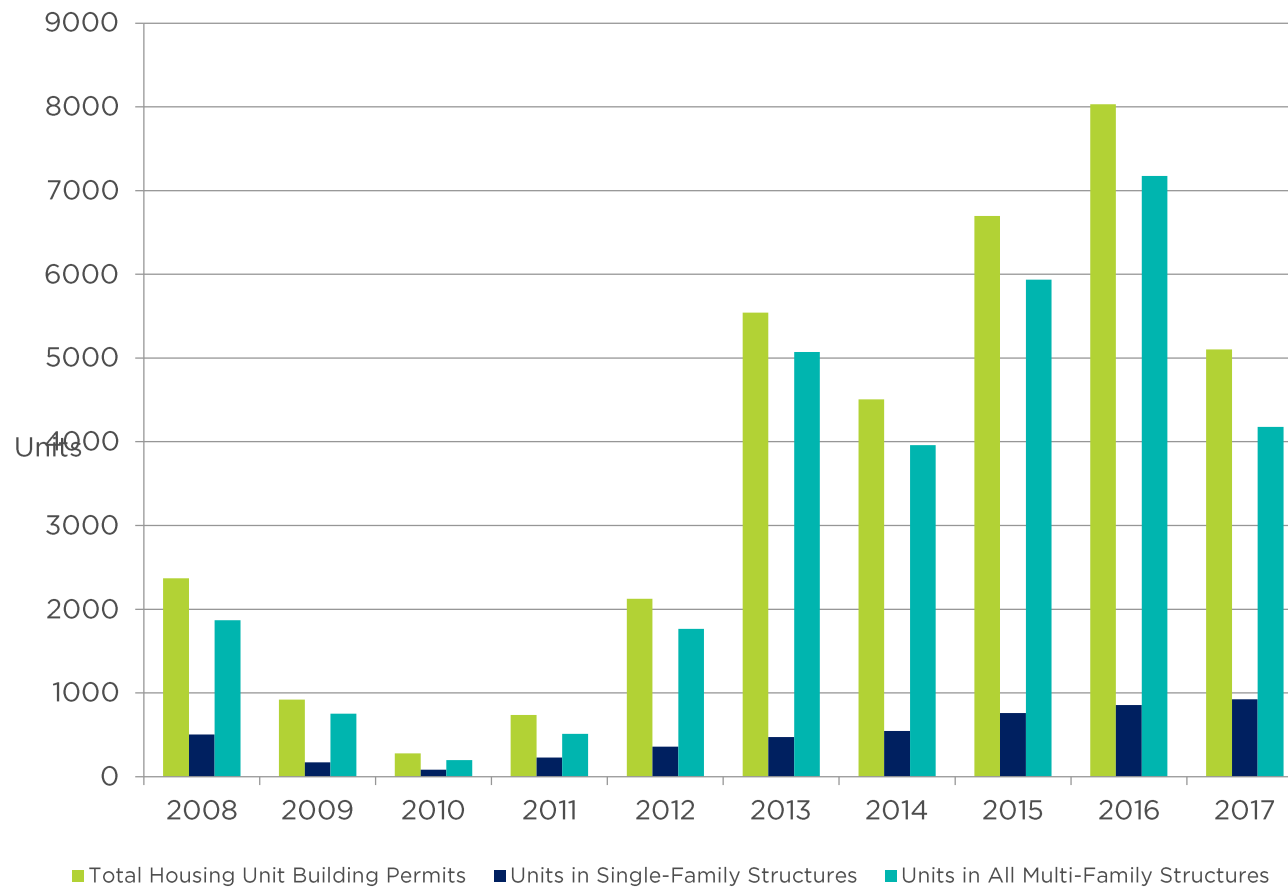
Job Growth (2013-2018): +14.1%



CITY OF ATLANTA'S CONSTRUCTION TRENDS

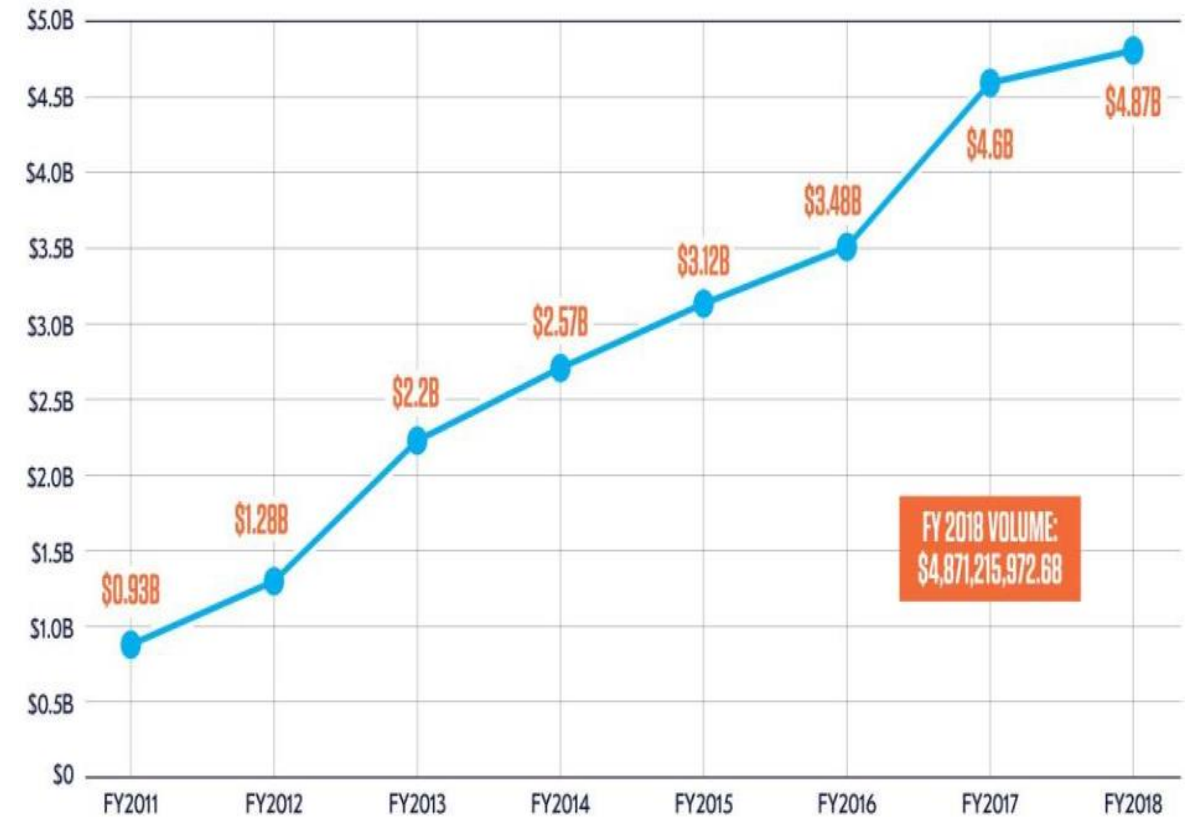
Housing Unit Building Permits, 2008-2017

in the City of Atlanta



Value of Construction Permitted, FY2011-FY2018

Including commercial and residential permits, in the City of Atlanta



CITY OF ATLANTA'S EMPLOYMENT PROFILE

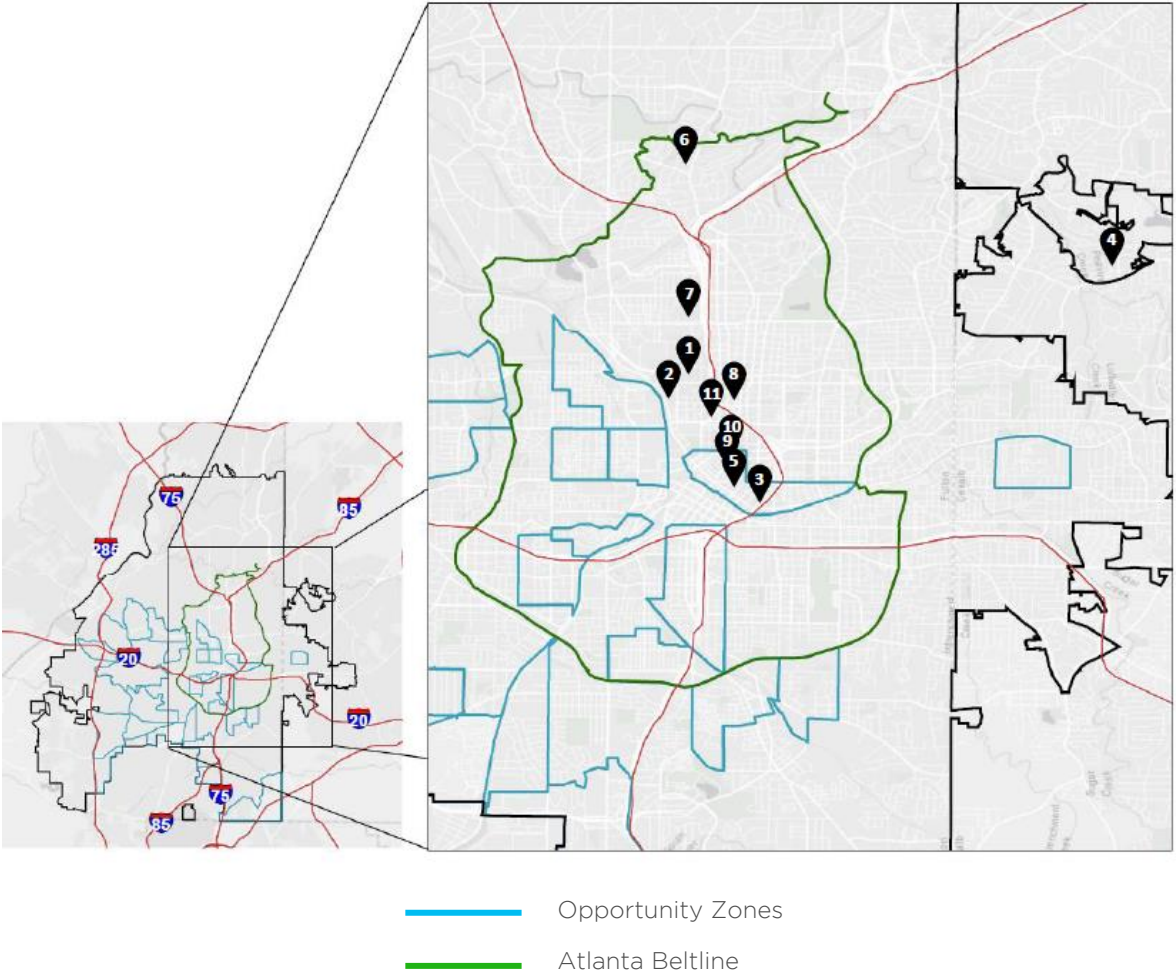
Impressive growth in the Finance, Insurance and Information Sectors along with Transportation and Warehousing industries.

City of Atlanta's Top Ten Industries:

Description	2013 Jobs	2018 Jobs	2023 Jobs	2013-2018, # Growth	2013-2018, % Growth	2018 - 2023 # Growth, <i>projected</i>	2018 - 2023 % Growth, <i>projected</i>
Government	97,055	96,325	97,192	(730)	-0.8%	867	0.9%
Professional, Scientific, and Technical Services	81,607	95,040	104,261	13,433	16.5%	9,222	9.7%
Health Care and Social Assistance	78,035	91,631	104,627	13,597	17.4%	12,996	14.2%
Administrative and Support and Waste Management and Remediation Services	69,537	81,709	88,406	12,173	17.5%	6,697	8.2%
Accommodation and Food Services	68,958	78,362	83,449	9,404	13.6%	5,087	6.5%
Retail Trade	53,072	57,987	59,089	4,915	9.3%	1,102	1.9%
Finance and Insurance	48,325	57,680	63,075	9,355	19.4%	5,395	9.4%
Information	42,380	51,329	58,421	8,949	21.1%	7,093	13.8%
Transportation and Warehousing	32,585	41,686	44,732	9,100	27.9%	3,047	7.3%
Educational Services	30,800	32,222	34,831	1,421	4.6%	2,610	8.1%

CITY OF ATLANTA'S LARGEST PRIVATE EMPLOYERS

Company			Employment (Within the City)
1	Georgia Institute of Technology	CBD - Midtown	6,800
2	Coca-Cola Co.	CBD - Downtown	5,000
3	Grady Health System/Memorial Hospital	CBD - Downtown	5,000
4	Emory University Hospital	Northeast Atlanta	3,676
5	Georgia State University	CBD - Downtown	3,500
6	Piedmont Hospital	CBD - Midtown	3,200
7	Turner Broadcasting System Inc.	CBD - Midtown	3,000
8	Emory University Hospital Midtown	CBD - Downtown	2,675
9	Georgia-Pacific	CBD - Downtown	2,500
10	Deloitte	CBD - Downtown	2,400
11	EY	CBD - Downtown	2,400



Source: EMSI 2019-Q1



CITY OF ATLANTA

By the Assets

ATLANTA LEADS THE WAY

Atlanta is the business center of the Southeast with a low cost of doing business, high quality of life and affordability, and attractive assets that include a talented workforce, leading universities and the world's most traveled airport.

#1

Moving Destination
for 9 Consecutive Years

*Penske Truck Rental,
2011-2019*

#1

Most Affordable
Big City

WalletHub, 2018

#1

Most Traveled Airport,
Hartsfield-Jackson
International

Civil Aviation Data, 2018

#1

Metro Area for Lowest Cost
of Doing Business
among the nation's 10 largest metros

KPMG, 2016

#2

Metro Area for Economic
Growth Potential
Among Large Metros

Business Facilities, 2018

#1

State for Business
Climate
(Georgia)

Site Selection, 2013-2018

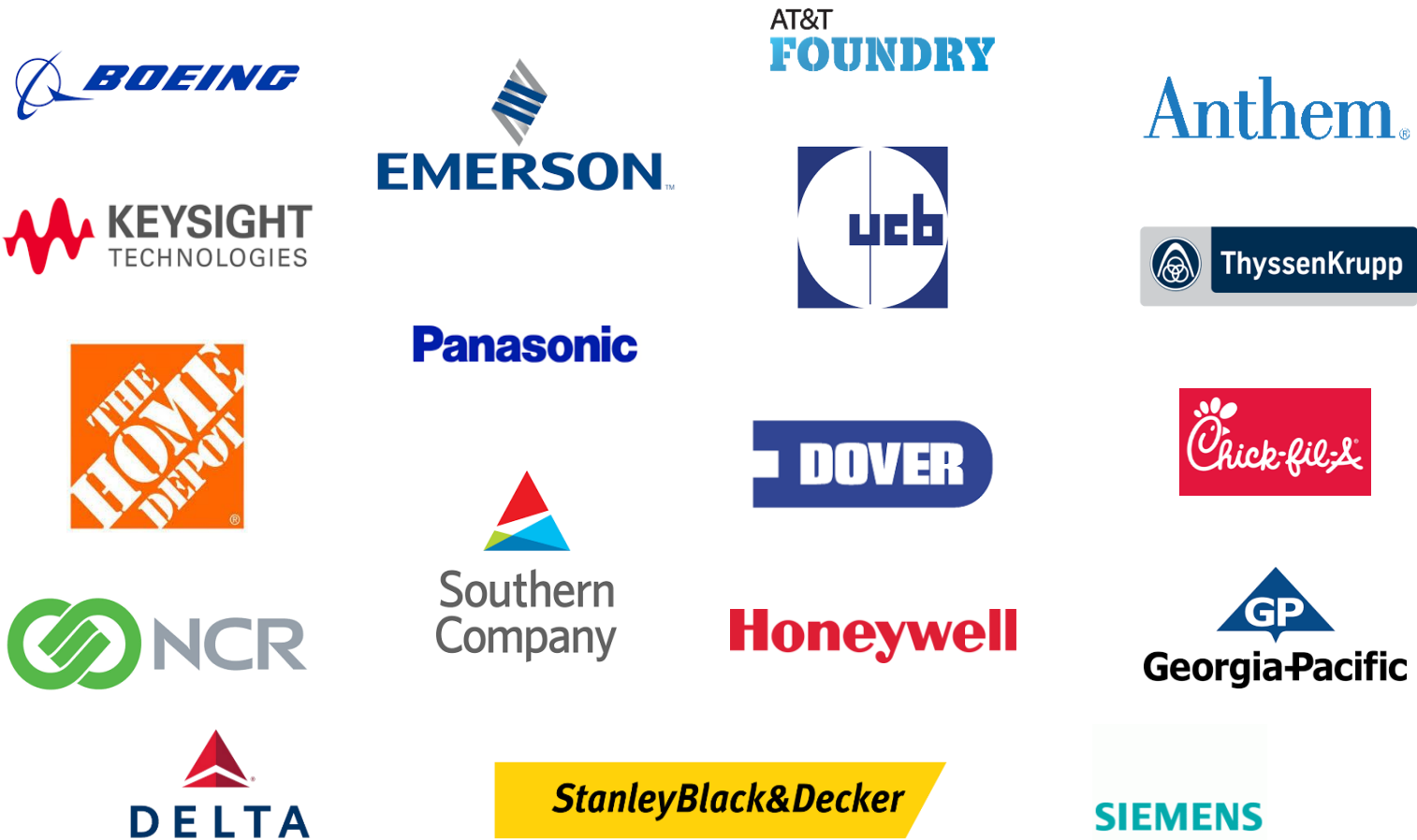


METRO ATLANTA'S FORTUNE 500 HEADQUARTERS



CORPORATE INNOVATION CENTERS

Home to 25+ Corporate Innovation Centers



TECH & STARTUP TALENT

#1

U.S. City for start-ups that isn't New York or San Francisco

FitSmallBusiness.com, 2018

#1

Metro Area for job openings for STEM graduates per capita

WalletHub, 2017

#2

Next big tech hub that's still affordable

Realtor.com, 2017

#3

City poised to become tomorrow's tech mecca

Forbes, 2017

Top 10

Tech Startup Ecosystems Nationally

Startup Genome, "2017 Global Startup Ecosystem Report," May 1, 2017

Atlanta is home to 25+ incubators, accelerators, and coworking spaces and over 1,000 tech start-ups



Source: Switchyards Downtown Club

EDUCATION AND WORKFORCE INVESTMENT

More than 290,000 students are enrolled in the 64 two and four-year colleges and universities in the Atlanta / Athens area.

- Over 37 percent of metro Atlanta's workforce holds at least a bachelor's degree, compared to the national average of 32 percent (U.S. Census Bureau, American Community Survey 2017)
- Georgia Tech produces more engineers each year than Stanford, Harvard, and MIT combined (Metro Atlanta Chamber)
- **#2** – Metro Area for quality of engineering universities (WalletHub, 2018)
- **#2** – City for professional opportunities (WalletHub, 2018)
- **73%** – Retention rate of college graduates from 2 and 4-year institutions (Brookings, 2016)
- **WorkSource Atlanta:** collaborates with business leaders for the recruitment and development of their labor needs, and provides resources for sustainable employment opportunities



Georgia State

#1 School for bachelor's degrees awarded to African Americans

Georgia Tech

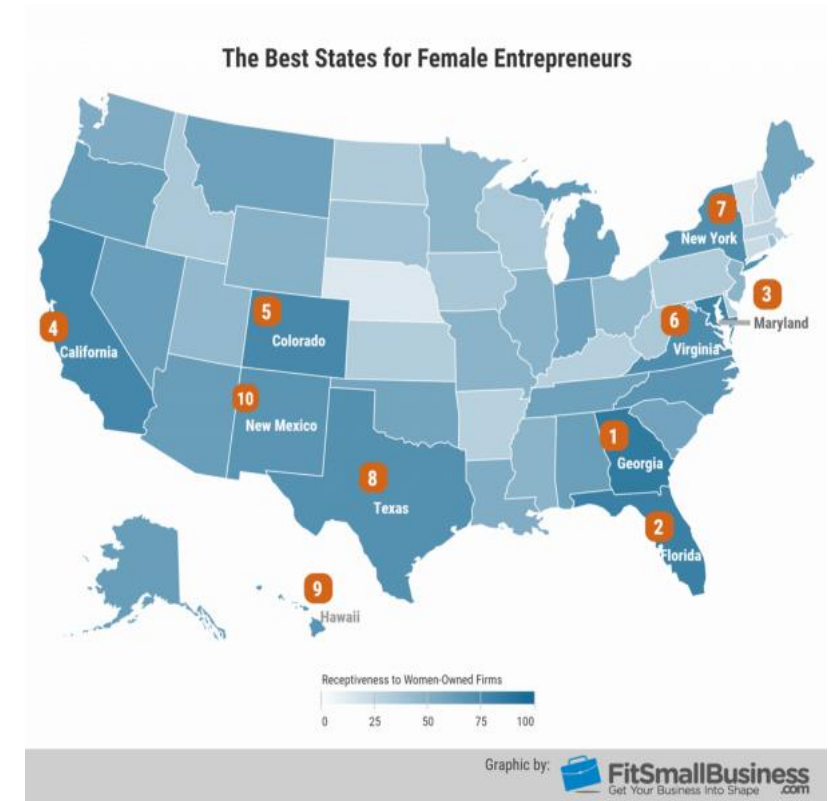
#1 School for engineering bachelor's degrees awarded to African American and women students

Spelman College

#1 Historically Black College and University (HBCU) in the U.S.

MINORITY AND WOMEN-OWNED BUSINESSES

- Small, Disadvantaged, Female, and Minority owned businesses throughout Atlanta continue to blaze trails in corporate, non-profit and government roles, enriching our city in countless ways.
- According to the National Association of Women Business Owners, **Georgia ranks number one** in percent growth in number, employment and sales for female-owned firms.
 - Atlanta is home to over 200,000 women-owned firms
- A recent report by Expert Market found Atlanta in the top 3 best cities in the U.S. for minority entrepreneurs
- Metro Atlanta home to 15 firms on Black Enterprise Magazine's "100 Most Successful Black-Owned Businesses in America"



CREATOR

Women-Owned Businesses Make Big Strides in Atlanta

Report: Georgia Women Lead US In Business Ownership



CATALYTIC INVESTMENTS PLANNED THROUGHOUT THE CITY

The Gulch



DOWNTOWN'S REDISCOVERY

Cook Park



WESTSIDE INVESTMENT

Westside Park / Bellwood Quarry



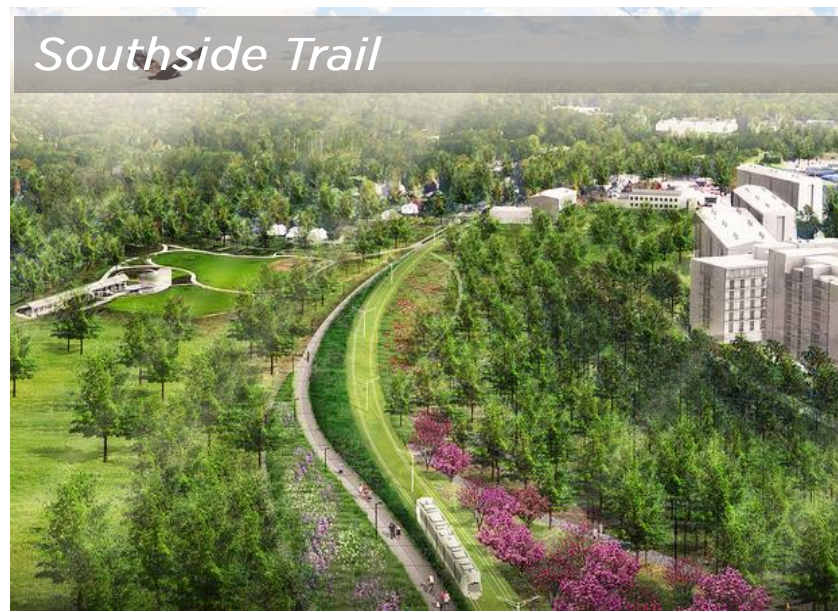
NEW PARKS AND GREENSPACE

Pittsburgh Yards



SOUTHSIDE INVESTMENT

Southside Trail



ATLANTA BELTLINE CONNECTIONS

Fort McPherson Redevelopment



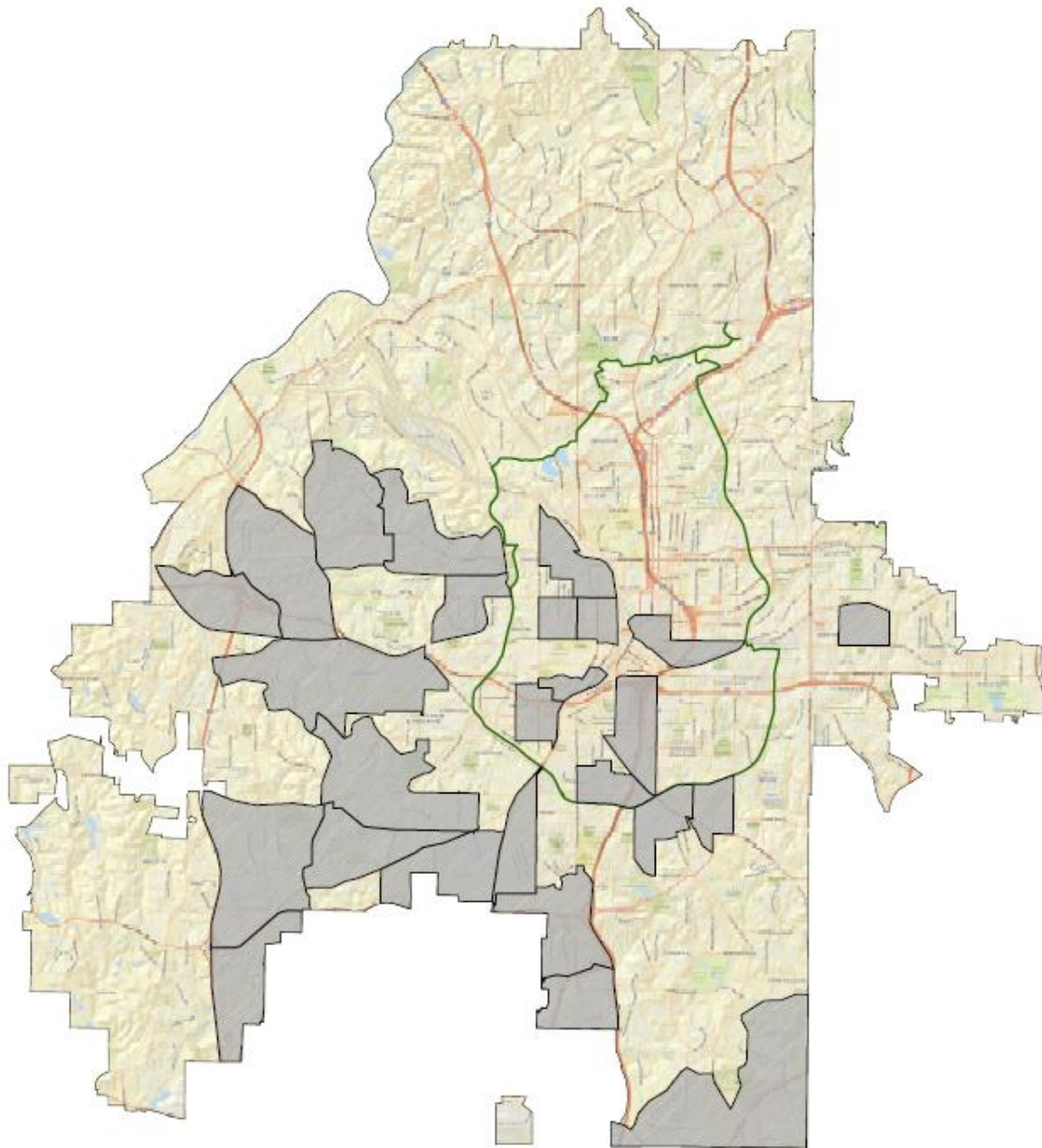
ADAPTIVE REUSE OF LARGE SITES

An aerial photograph of the Atlanta skyline, featuring prominent skyscrapers like the Equitable building on the left and the Georgia State Capitol dome in the distance. The foreground shows a mix of urban development and green spaces, including a large park with a Ferris wheel. The entire image is covered with a semi-transparent blue filter. A white-bordered rectangular box is centered over the image, containing the title text in white.

CITY OF ATLANTA

By the Zones
& Investable Opportunities

CITY OF ATLANTA'S OPPORTUNITY ZONES



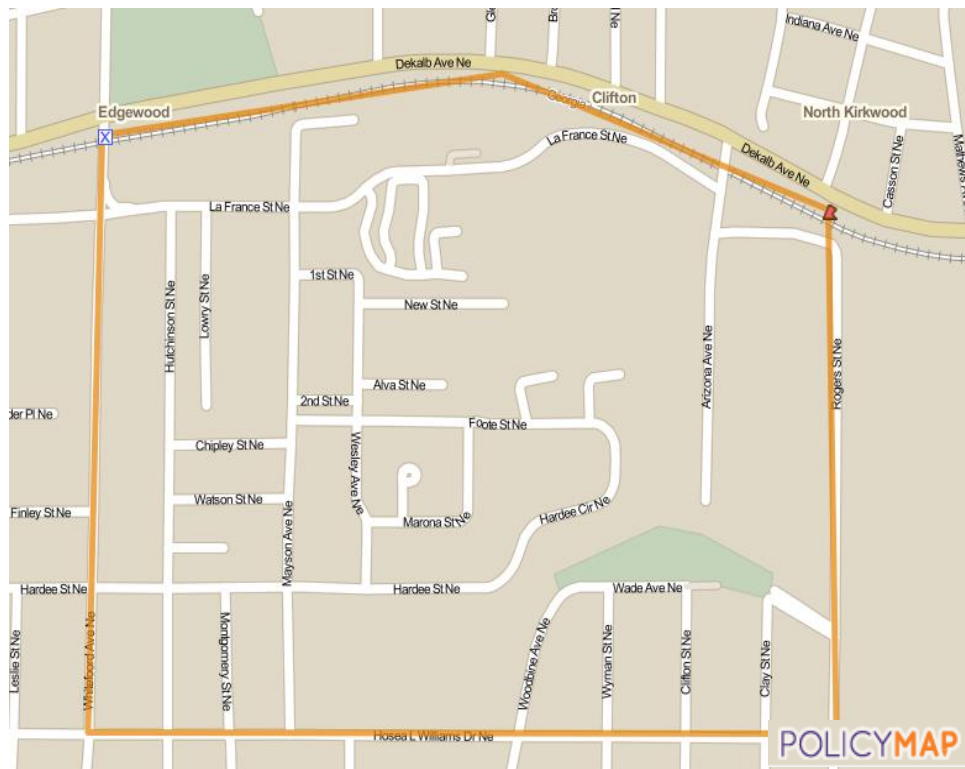
The City of Atlanta has 26 Qualified Opportunity Zones

- A detailed look at each qualified opportunity zone (QOZ) within the City of Atlanta is contained in the following section including demographic information and asset-mapping for each of the zones – they can be categorized accordingly¹:
 - Central Business District
 - Mixed Use
 - Residential with Commercial Node(s)
 - Residential
 - Industrial
- Within these 26 QOZs, the City and its economic development partners have identified 22 investable opportunities, spanning both commercial real estate and operating businesses

- Zone Profiles
- CRE investment opportunities
- Operating Business Investment Opportunities

¹See slide 71 for typology appendix

EDGEWOOD / KIRKWOOD – CT 13089020600



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Pullman Yards
- Edgewood-Candler MARTA Station
- Neighborhood Park – Gilliam Park
- Toomer Elementary School

ZONE TYPOLOGY: Mixed Use

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
738	765	-3.5%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
2,102	2,000	5.1%

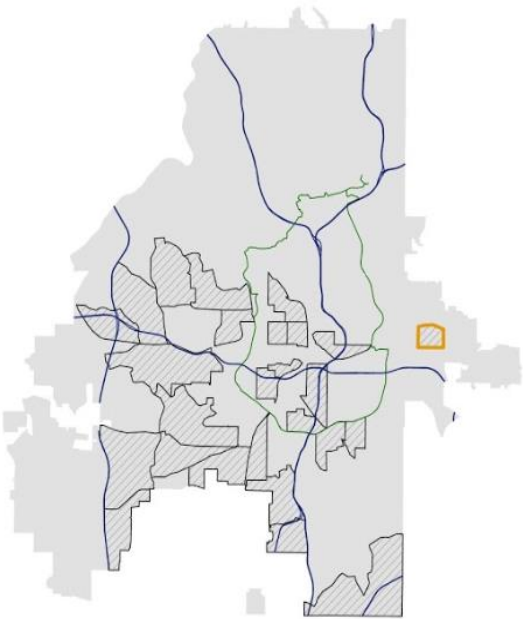
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 168 (14.69%)

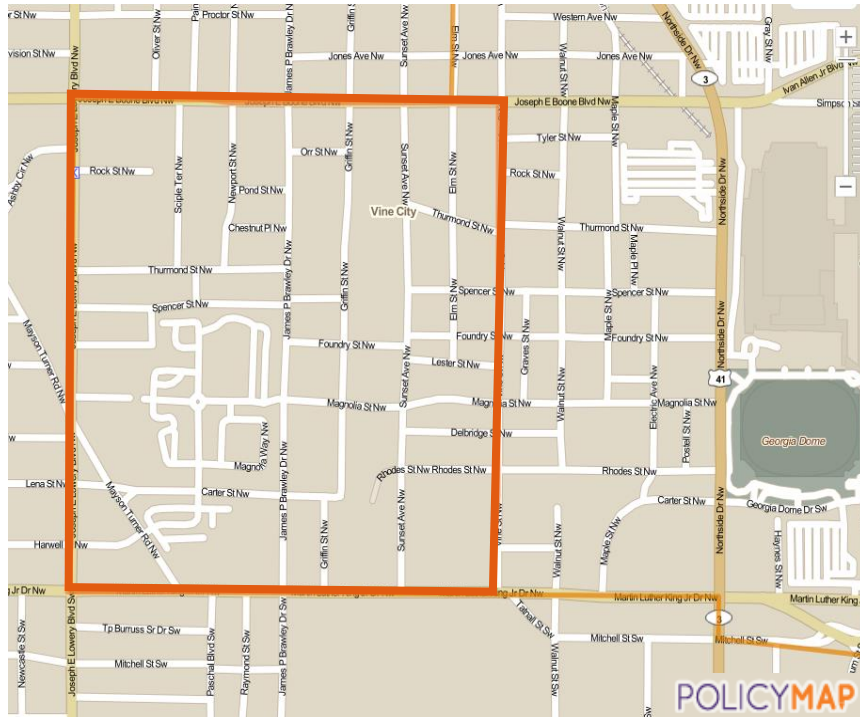
MEDIAN DISPOSABLE INCOME:\$37,454

TOP 3 INDUSTRIES (Zip: 30307):

1. Full Service Restaurants
2. Federal Government, Civilian – Excl. Postal Service
3. Local Government – Excl. Education / Hospitals



VINE CITY – CT 13121002500



ZONE TYPOLOGY: Residential with Commercial Node

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
310	378	-18%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
2,271	1,904	19.3%

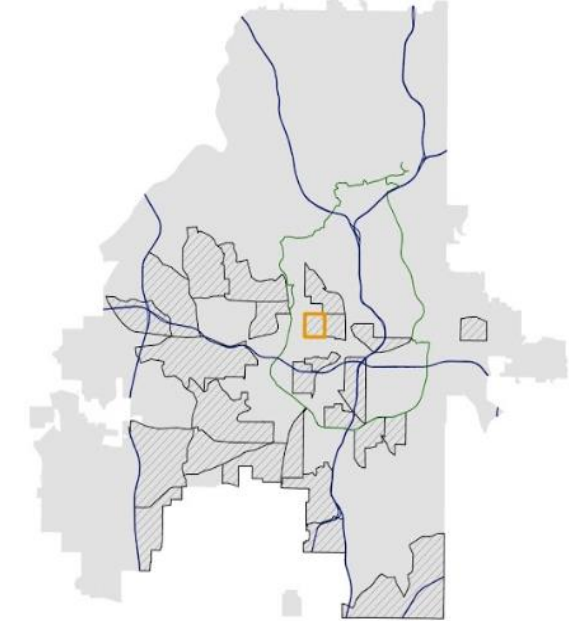
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 356 (27.15%)

MEDIAN DISPOSABLE INCOME: \$16,865

TOP 3 INDUSTRIES (Zip: 30314):

1. Colleges, Universities and Professional Schools
2. Elementary and Secondary Schools
3. Local Government – Excl. Education and Hospitals



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Martin Luther King Jr. Drive commercial corridor
- Atlanta University Center
- Vine City MARTA Station
- Hollis Innovation Academy
- Mercedes-Benz Stadium
- Vine City Park
- Cook Park (Future Development)

VINE CITY / DOWNTOWN – CT 13121002600



ZONE TYPOLOGY: Mixed-Use

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
219	97	125.8%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
1,777	914	94.4%

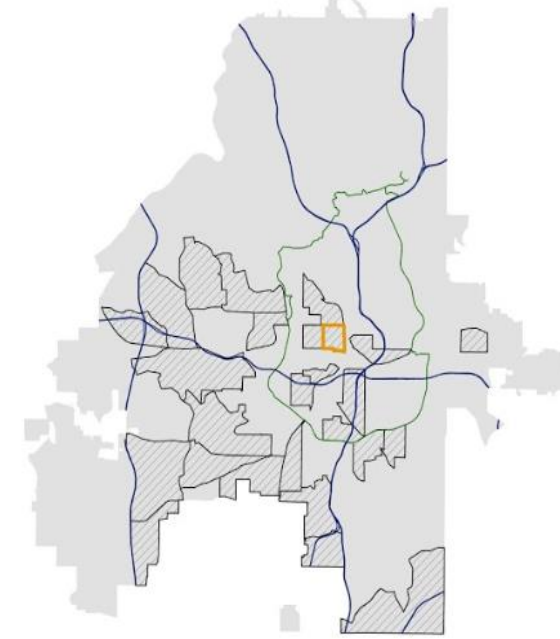
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 65 (9.85%)

MEDIAN DISPOSABLE INCOME: \$25,139

TOP 3 INDUSTRIES (Zip: 30314):

1. Colleges, Universities and Professional Schools
2. Elementary and Secondary Schools
3. Local Government – Excl. Education and Hospitals



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Mercedes-Benz Stadium
- Georgia World Congress Center
- Northside Drive corridor – State Route
- Vine City MARTA Station
- Vine City Park
- Cook Park (Future Development)



Funding Sources Needed

OZ Equity Investment (properties)	\$1.89M
OZ Equity Investment (companies)	\$4.00M
Debt	\$5.35M
Philanthropy	\$1.00M
Total	\$12.24M

THE OPPORTUNITY:

- The **\$12.24M project** represents a unique OZ investment in that it incorporates mixed-income residential & commercial redevelopment, as well as operating businesses from both within and without these historic West Atlanta neighborhoods.
- Led by Blueprint Local, the project would redevelop over 20,000 sq ft of **abandoned commercial space and create eight (8) new apartments/condos**. In addition, the project would invest and include in the commercial space several high-growth companies currently in Village Capital's portfolio (e.g., rimidi Diabetes Management and Emrgy Advanced Manufacturing), as well as community based businesses (e.g., The Laundry Centers and iwi fresh beauty salon).
- The Vine City Plaza project is part of a larger place-based, revitalization effort (public-private investment commitments to date: >\$250M) across from the new Mercedes-Benz Stadium near downtown Atlanta.

Project Size:
>20,000 SF

Total Project Cost:
\$12M

Target Close:
Q4 2019

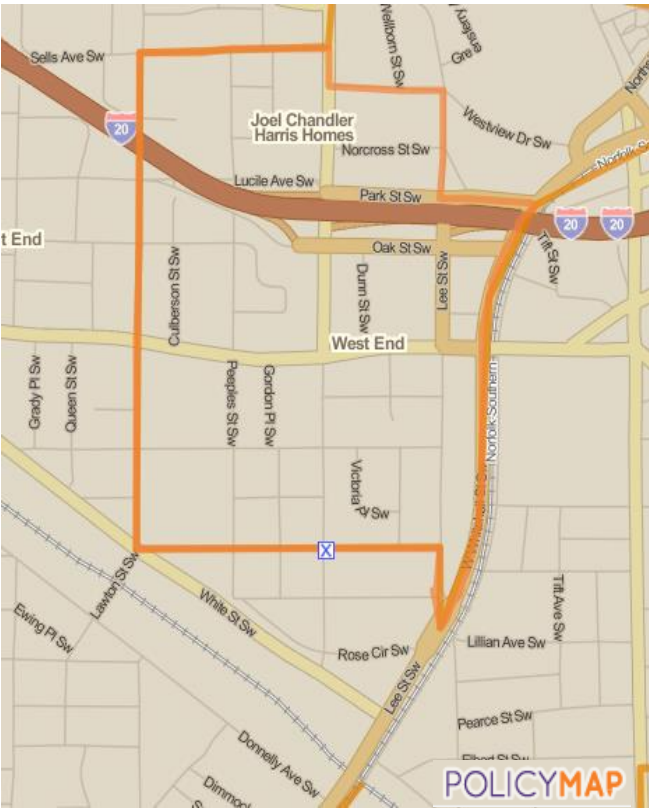
Components:

- Office / Retail
- Mixed Income Housing
- Community Space

Project Partners:

- Blueprint Local
- The Arthur M. Blank Family Foundation
- Invest Atlanta

WEST END / ASHVIEW HEIGHTS – CT 13121004200



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Ralph David Abernathy Commercial District
- Atlanta Beltline
- Wren’s Nest Museum and Cultural Center
- West End MARTA Station

ZONE TYPOLOGY: Mixed-Use

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
1,235	1,105	11.8%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
2,546	2,212	15.1%

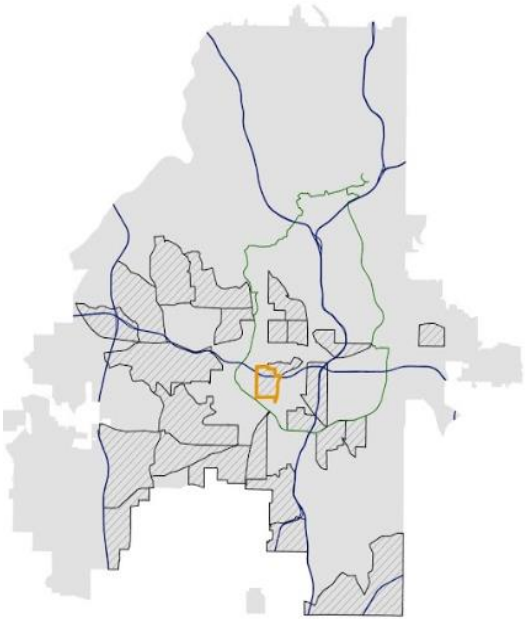
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 176 (10.94%)

MEDIAN DISPOSABLE INCOME: \$26,393

TOP 3 INDUSTRIES (Zip: 30310):

1. Colleges, Universities and Professional Schools
2. Local Government – Excl. Education and Hospitals
3. State Government – Excl. Education and Hospitals





THE OPPORTUNITY:

- This opportunity is the redevelopment of the West End Mall, a **12.5-acre site** in a reemerging commercial district – one mile southwest of downtown.
- Connected to the Atlanta BeltLine, between a transit station and four HBCU's – Morehouse, Spelman, Clark-Atlanta, and Morehouse School of Medicine – this **highly-visible and culturally-significant** property will be the economic catalyst for the West End of tomorrow.
- The economic forces and population growth already transforming intown Atlanta include **\$400M in projects within walking distance of the site.**
- In addition, the project will include a **\$10M+ economic development fund** to ensure local businesses play a major role in the development and growth of the community.

Project Size:
1.5 million s.f.

Total Project Cost:
\$350-400mm (+/-)

Target Close:
Q3 2019

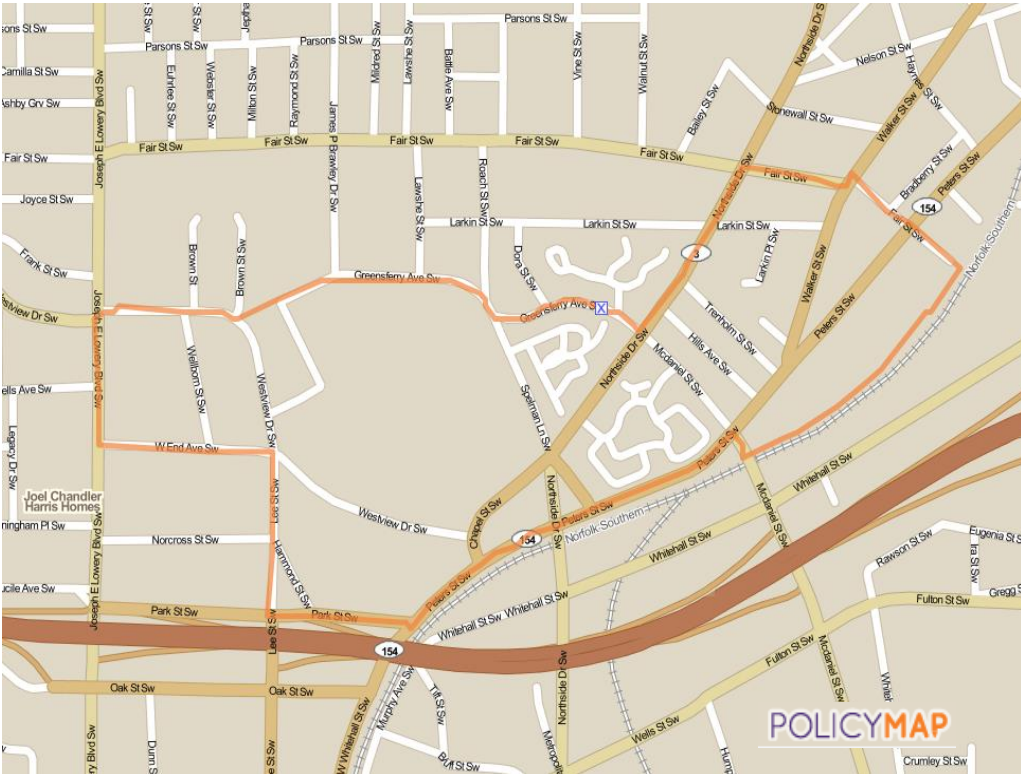
Components:

- Retail
- Co-working
- Mixed income residential
- Hospitality

Project Partners:

- Elevator City Partners
- Morris, Manning, & Martin, LLP;
- Deloitte

ATLANTA UNIVERSITY CENTER / CASTLEBERRY HILL – CT 13121004300



ZONE TYPOLOGY: Mixed-Use

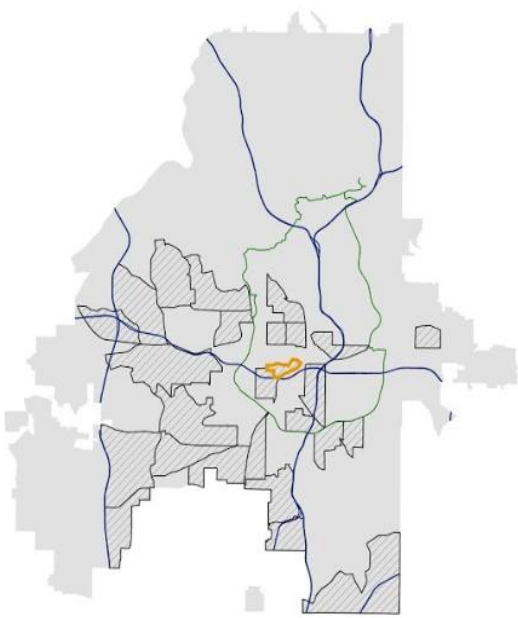
JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
1,732	2,877	-39.8%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
3,060	2,421	26.4%

VACANT RESIDENTIAL PROPERTIES:
2017 ACS – 42 (5.67%)



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

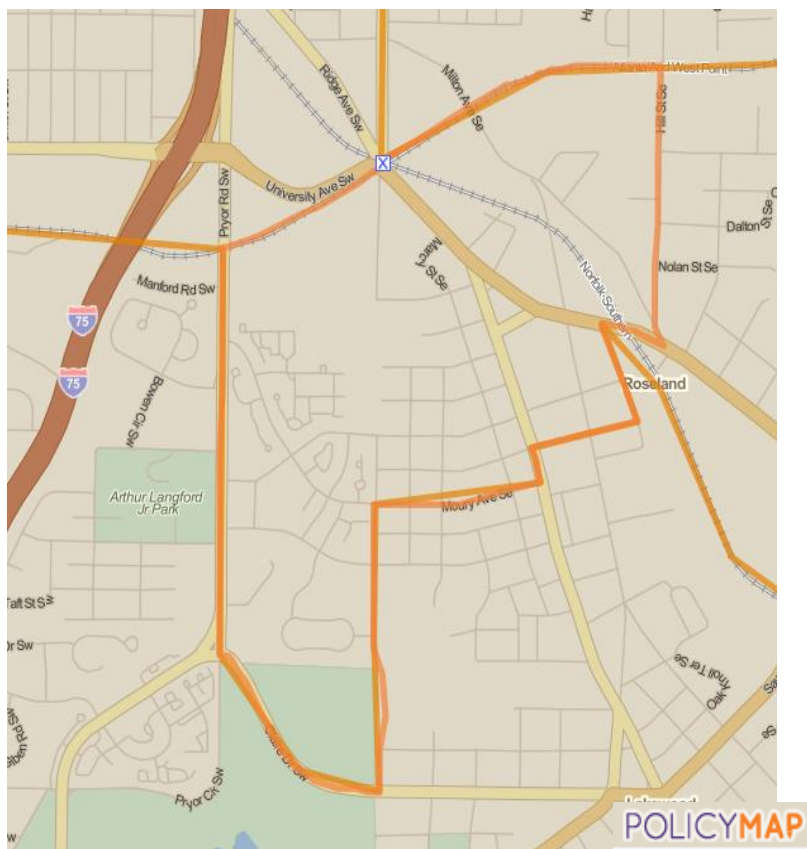
- Castleberry Hill Arts District
- Atlanta University Center
- Cleopas Johnson Park
- Russell Center for Innovation and Entrepreneurship

MEDIAN DISPOSABLE INCOME: \$28,015

TOP 3 INDUSTRIES (Zip: 30314):

1. Colleges, Universities and Professional Schools
2. Elementary and Secondary Schools
3. Local Government – Excl. Education and Hospitals

SOUTH ATLANTA / CARVER – CT 13121005502



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Carver High School
- South Atlanta Park
- Carver YMCA
- Arthur Langford Jr. Recreation Center

ZONE TYPOLOGY: Residential with Commercial Nodes

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
474	442	7.2%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
2,523	2,556	-1.3%

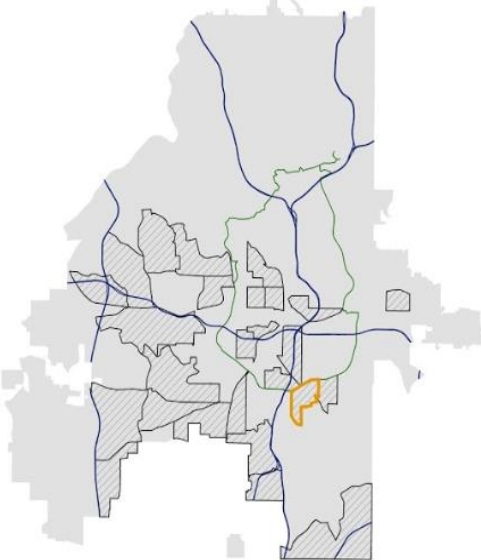
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 275 (19.94%)

MEDIAN DISPOSABLE INCOME: \$16,565

TOP 3 INDUSTRIES (Zip: 30315):

1. Elementary and Secondary Schools
2. General Freight Trucking
3. Local Government – Excl. Education and Hospitals





THE OPPORTUNITY:

Restaurant (105 McDonough Blvd)

- Conversion of an old gas station into a new space for a restaurant.
- Compliment the work of Carver Market and Community Grounds Coffee Shop and other existing revitalization efforts underway in the neighborhood of Historic South Atlanta.

Retail Space (171 McDonough Blvd)

- Conversion of vacant building into a new retail outlet.
- Project sponsors have been in discussions with a brewery to take over the space.
- Will require a new buildout of a building to complete the project.

Project Size:

1,200 SF- Restaurant
1,200 SF - Retail

Total Project Cost:

\$500,000 (Restaurant)
\$500,000 (Retail)

Target Close:

Q3 2019 (Restaurant)
Q2 2020 (Retail)

Components:

- Retail
- Restaurant

Project Sponsors and Partners:

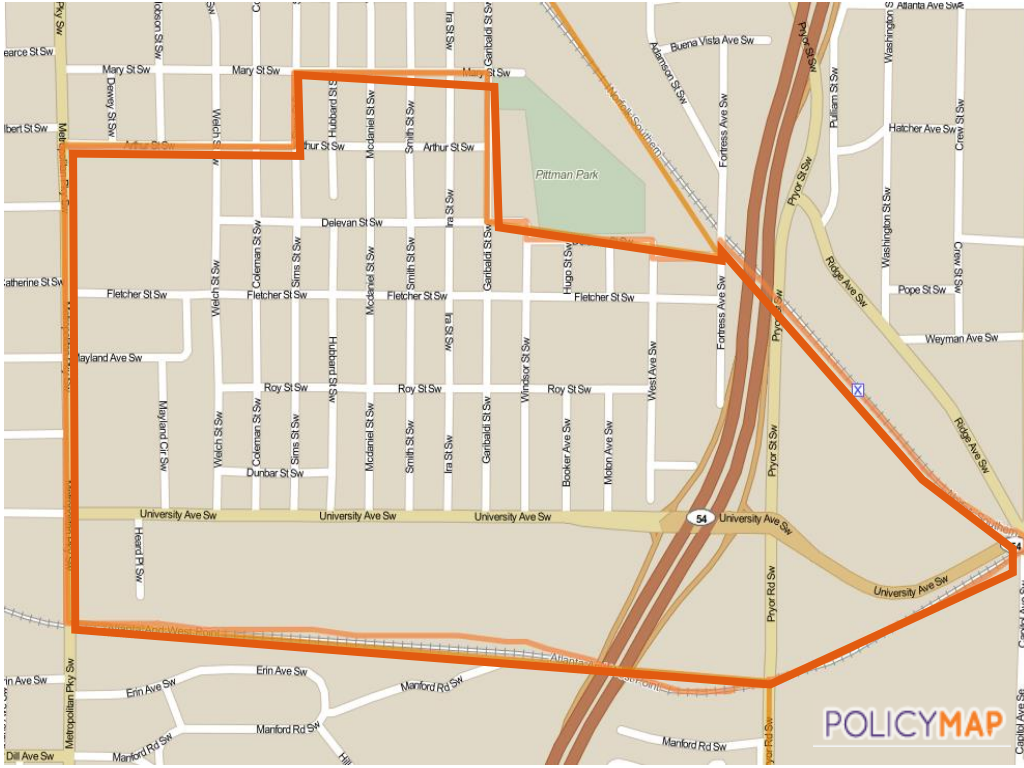
- FCS Ministries

McDonough Blvd. Redevelopment
105 McDonough Blvd.

FCS Urban Ministries, Inc.
April 24, 2018
FIDAR 10000.00
FOWLER DESIGN
ARCHITECTS, LLC



PITTSBURGH / UNIVERSITY AVENUE - CT 13121006300



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Pittsburgh Yards – 31 acre Future Development Site
- Atlanta Beltline
- I-75/I-85 access
- Salvation Army Kroc Center
- Atlanta Technical College

ZONE TYPOLOGY: Residential / Industrial Tract

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
833	697	19.5%

RESIDENTS WITHIN THE ZONE:

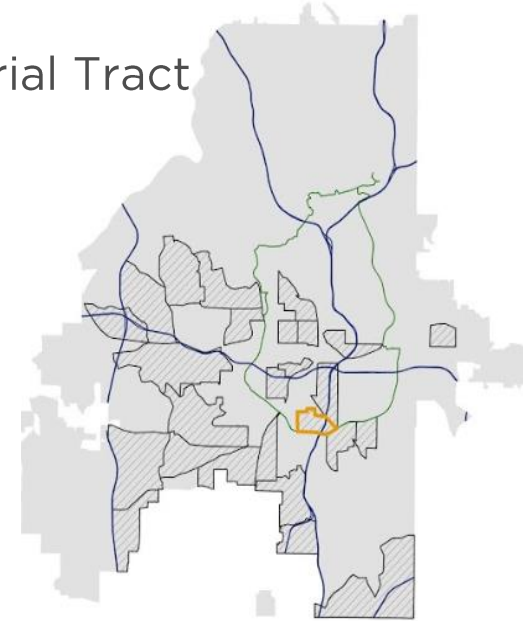
2017	2010	% CHANGE
1,384	1,924	-28.1%

VACANT RESIDENTIAL PROPERTIES:
2017 ACS - 564 (48.58%)

MEDIAN DISPOSABLE INCOME: \$21,392

TOP 3 INDUSTRIES (Zip: 30310):

1. Colleges, Universities and Professional Schools
2. Local Government – Excl. Education and Hospitals
3. State Government – Excl. Education and Hospitals





THE OPPORTUNITY:

- The transformation of Pittsburgh Yards™, a multi-faceted development project, is an unprecedented opportunity to spur a more equitable distribution of income, wealth, jobs and entrepreneurship opportunities for residents in Neighborhood Planning Unit V and other southwest Atlanta neighborhoods.
- The 31-acre site is situated between University Ave and the Atlanta BeltLine in close proximity to I-75/85.
- The first phase is scheduled to open in late 2019, and offers interested investors the opportunity of multiple pad sites for future development, five of which will be stubbed up with utilities.
- Phase 1 will also include a spur trail to the future Atlanta Beltline multi-use trail

Project Size:
31 acres

Total Project Cost:
TBD

Construction Start:
TBD

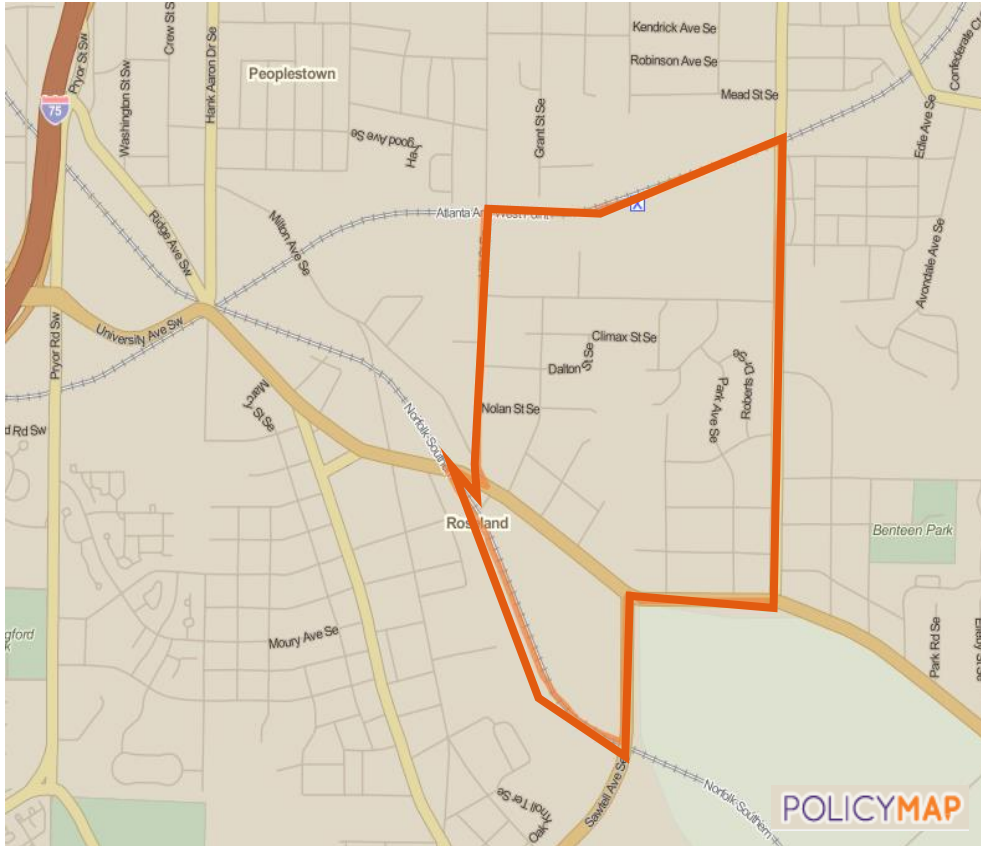
Components:

Flexible; overarching goals established by the community and the economic inclusion targets.

Project Sponsors and Partners:

- Annie E. Casey Foundation
- Columbia Ventures
- Core Venture Studio

SOUTH ATLANTA / CHOOSEWOOD PARK– CT 13121006400



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Choosewood Park
- Atlanta Beltline (Future Expansion)
- Boulevard Crossing Park
- The Beacon ATL /Eventide Brewing

ZONE TYPOLOGY: Residential / Industrial Tract

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
181	204	-11.3%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
1,075	1,346	-20.1%

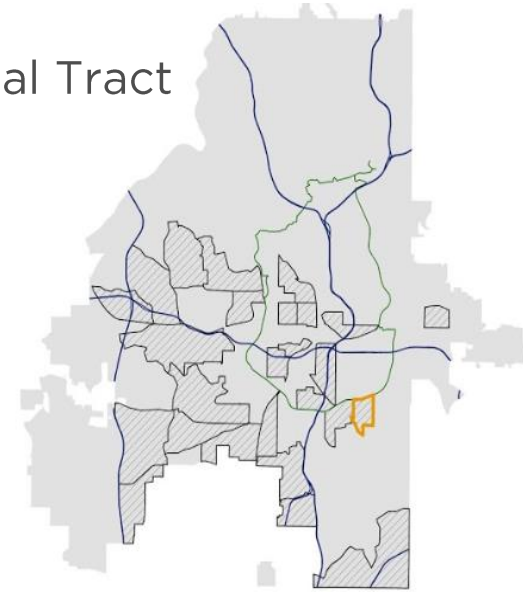
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 125 (26.43%)

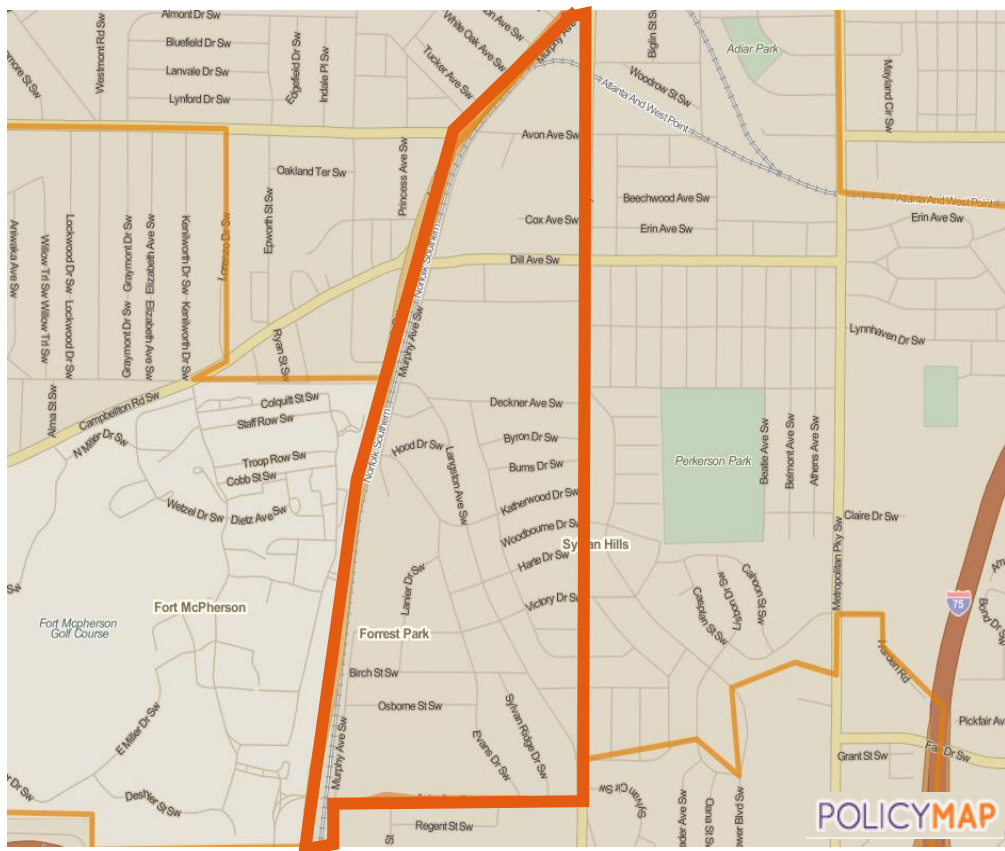
MEDIAN DISPOSABLE INCOME: \$15,876

TOP 3 INDUSTRIES (Zip: 30315):

1. Elementary and Secondary Schools
2. General Freight Trucking
3. Local Government – Excl. Education and Hospitals



SYLVAN HILLS – CT 13121006601



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Perkerson Park
- Atlanta Beltline
- Sylvan Hills Middle School
- Metropolitan Library

ZONE TYPOLOGY: Residential / Industrial Tract

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
970	1,308	-25.8%

RESIDENTS WITHIN THE ZONE:

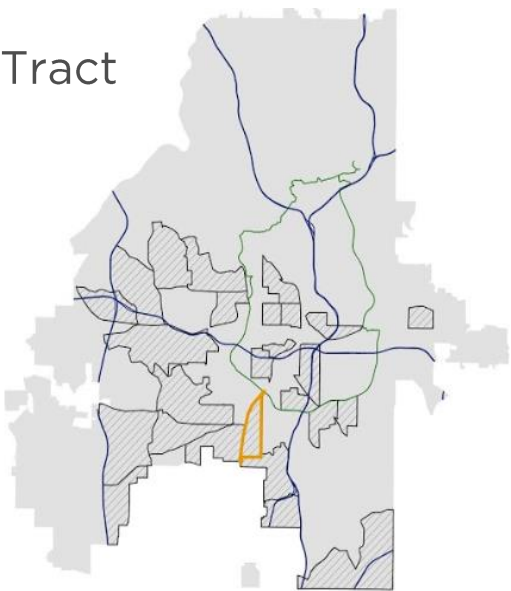
2017	2010	% CHANGE
2,087	1,889	10.5%

VACANT RESIDENTIAL PROPERTIES:
2017 ACS – 231 (23.22%)

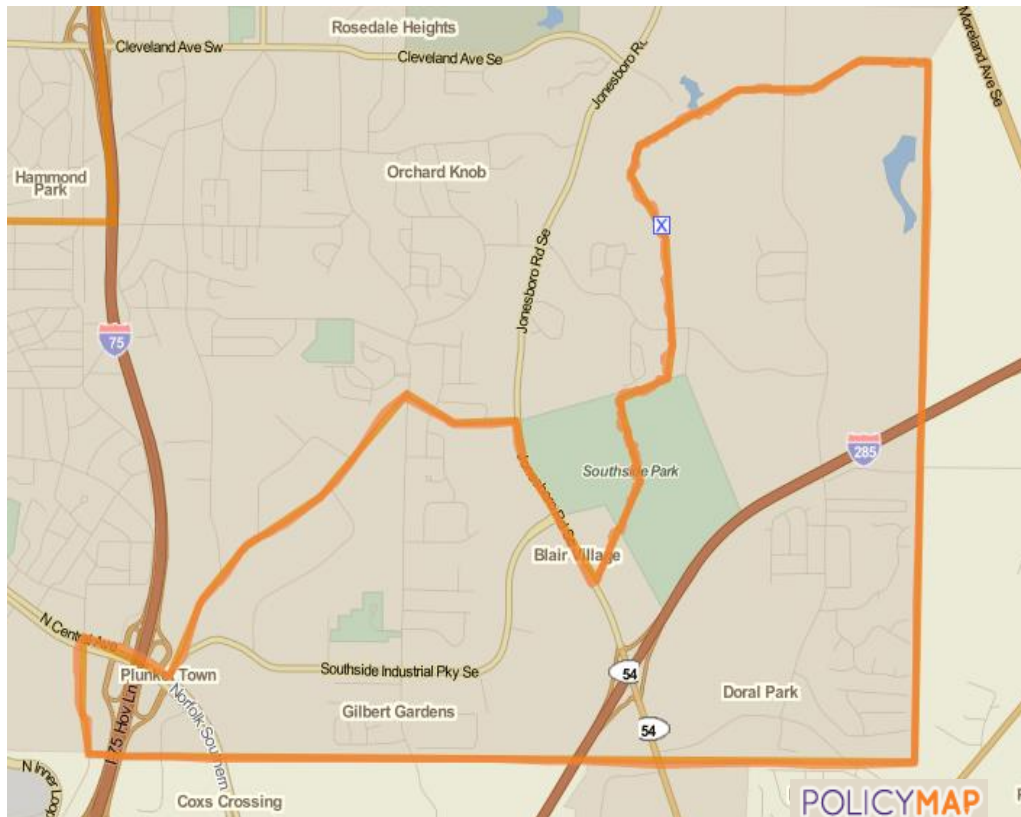
MEDIAN DISPOSABLE INCOME: \$24,490

TOP 3 INDUSTRIES (Zip: 30315):

1. Elementary and Secondary Schools
2. General Freight Trucking
3. Local Government – Excl. Education and Hospitals



SOUTH ATLANTA / ORCHARD KNOB- CT 13121007200



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Hartsfield Jackson Atlanta International Airport
- Atlanta Police Academy
- South Park and Lake Charlotte Nature Preserve
- South Atlanta High School

ZONE TYPOLOGY: Industrial / Residential

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
3,396	3,317	2.4%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
2,307	1,706	35.2%

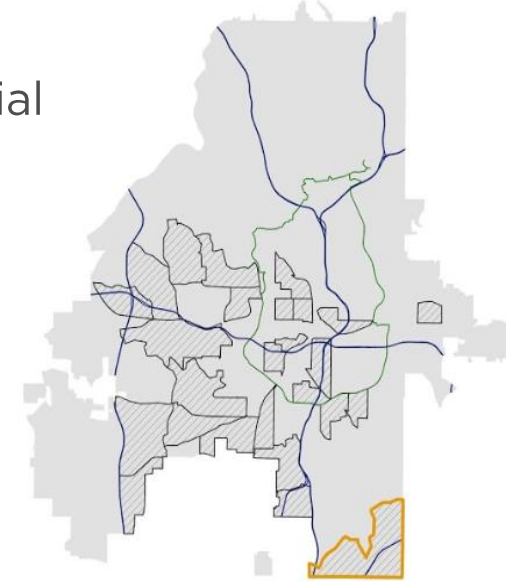
VACANT RESIDENTIAL PROPERTIES:

2017 ACS - 324 (29.78%)

MEDIAN DISPOSABLE INCOME: \$23,217

TOP 3 INDUSTRIES (Zip: 30354):

1. Scheduled Passenger Air Transportation
2. Security Guards and Patrol Services
3. Flavoring Syrup and Concentrate Manufacturing





Project Size:
200,000 SF

Total Project Cost:
\$14mm (+/-)

Components:

- Distribution Facility (For Sale or For Lease)

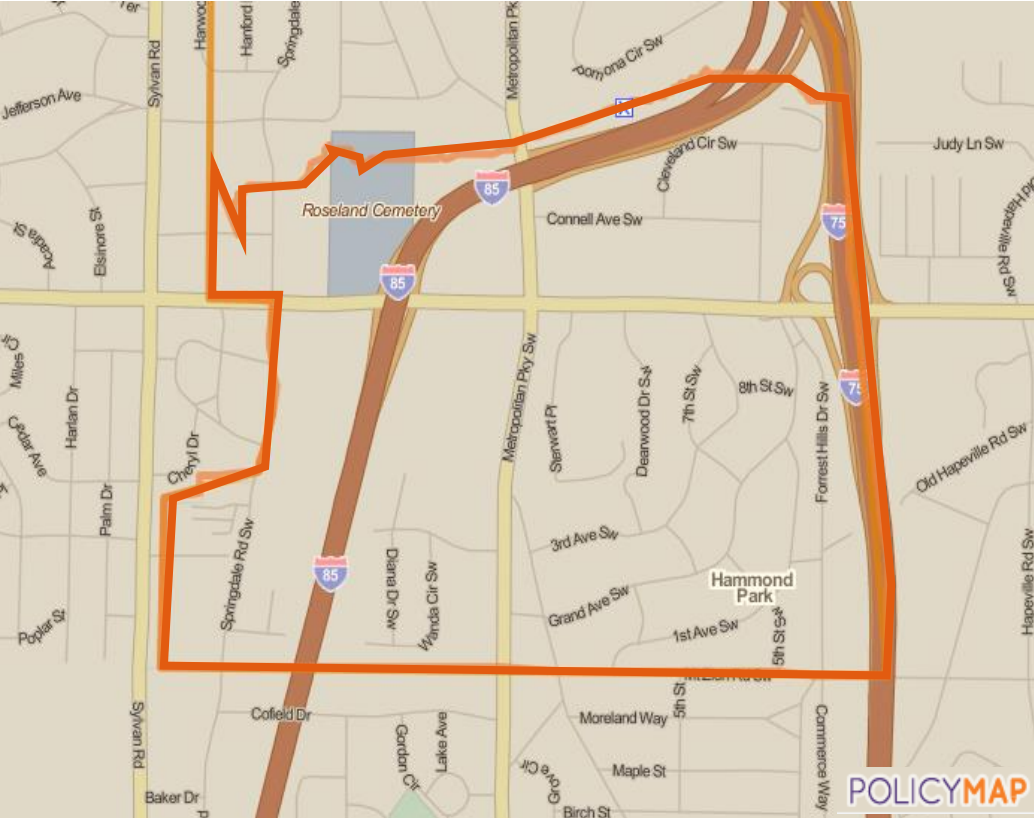
Project Sponsors:

- Summit Real Estate Group

THE OPPORTUNITY:

- 200,000 sf Distribution Facility under construction and scheduled for shell completion Q3 2019 - targeting advanced manufacturing, supply chain and logistics companies
- Located within 0.6 miles of I-285 on the east side of Hartsfield Jackson Int'l Airport; 32 clear ceiling height, 30 plus docks, 30 plus trailer parking spaces; office area built to suit;
- Developed by Summit Real Estate Group; For Sale or Lease
- State Job Tax Credits Available for Location

RIVER PARK / HAMMOND PARK – CT 13121007400



ZONE TYPOLOGY: Residential with Commercial Nodes

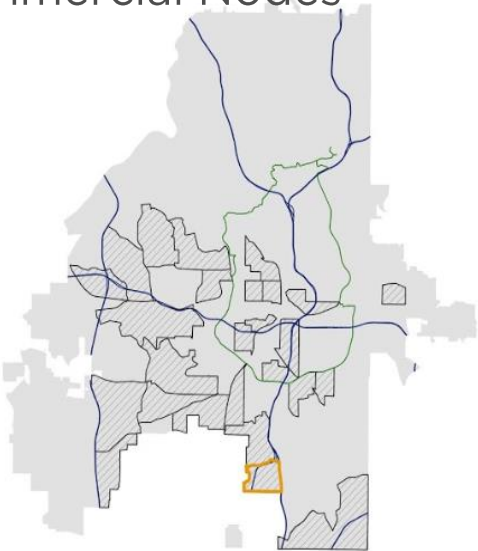
JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
1,396	2,174	-35.8%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
3,435	3,325	3.3%

VACANT RESIDENTIAL PROPERTIES:
2017 ACS – 318 (21.2%)



ZONE ASSETS
WITHIN OR DIRECTLY ADJACENT:

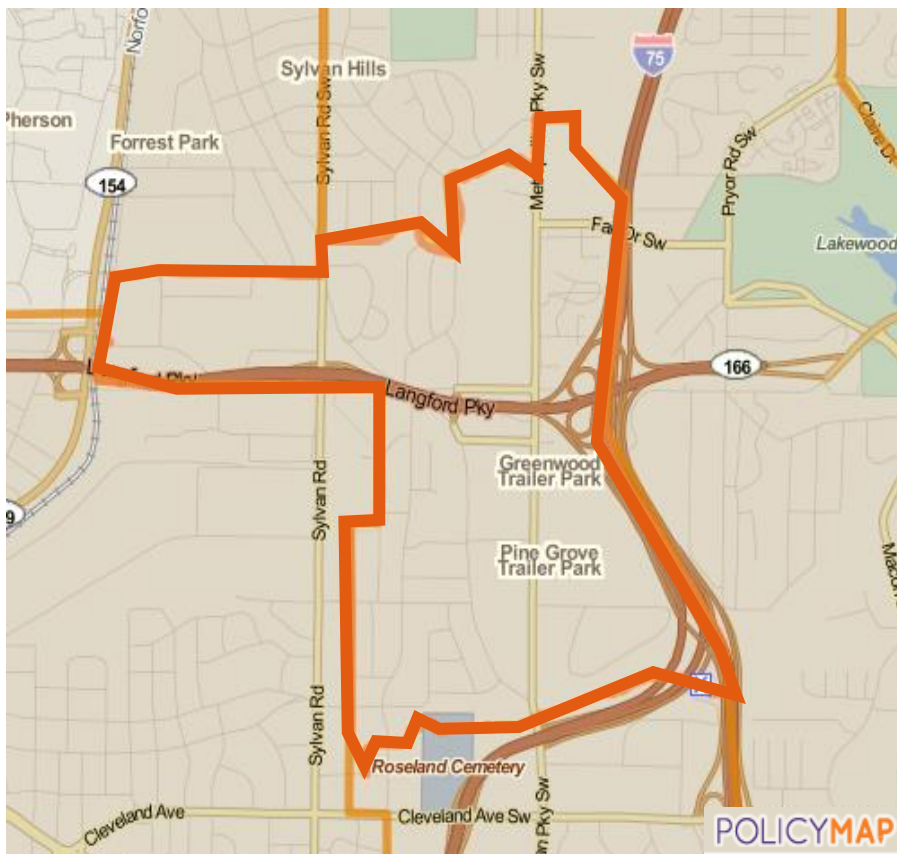
- Hartsfield Jackson Atlanta International Airport
- I-75/I-85 Interstate access

MEDIAN DISPOSABLE INCOME: \$15,012

TOP 3 INDUSTRIES (Zip: 30315):

1. Colleges, Universities and Professional Schools
2. Local Government – Excl. Education and Hospitals
3. State Government – Excl. Education and Hospitals

SYLVAN HILLS / JEFFERSON PARK – CT 13121007500



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Perkerson Elementary School
- Lakewood Amphitheatre
- EUE Screen Gems Studios

ZONE TYPOLOGY: Mixed-Use

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
791	668	18.4%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
3,280	3,511	-6.6%

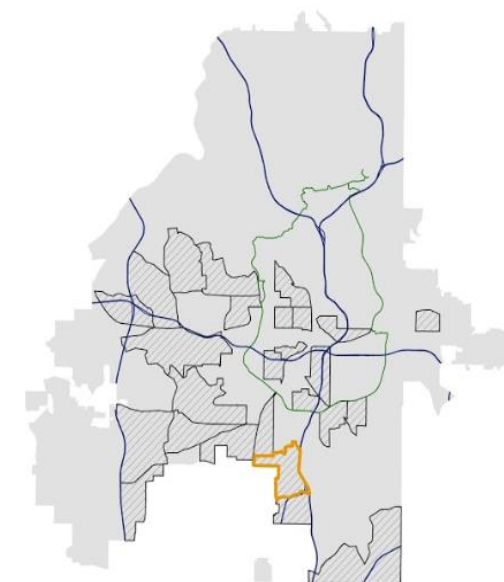
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 410 (20.87%)

MEDIAN DISPOSABLE INCOME: \$16,235

TOP 3 INDUSTRIES (Zip: 30311):

1. Local Government – Excl. Education and Hospitals
2. State Government – Excl. Education and Hospitals
3. Federal Government – Civilian, Excl. Postal Service



HARTLAND STATION APARTMENTS

2074 Fleet St. SW Atlanta, GA 30315



THE OPPORTUNITY:

- This project is consistent with the goals of the Metropolitan Parkway TAD Redevelopment Plan and specifically addresses one the TAD's key nodes (Crossroads Center).
- This project will bring **116 affordable units** (28 units at 50% AMI and 88 units at 60% AMI) to a market whose area median income is approximately \$26,196 according to a recently performed market study. In addition, it will bring 14 market rate units for people making slightly above the Tax Credit threshold.
- The product type is a **dense, walkable garden style apartment community** with a townhome look that is similar to the product envisioned in the Lakewood 2013 Livable Centers Initiative Study.
- The project will catalyze the revitalization of the entire shopping center while providing quality workforce affordable units.

Project Size:
132,000 SF

Total Project Cost:
\$28M

Target Close:
Q3 2019

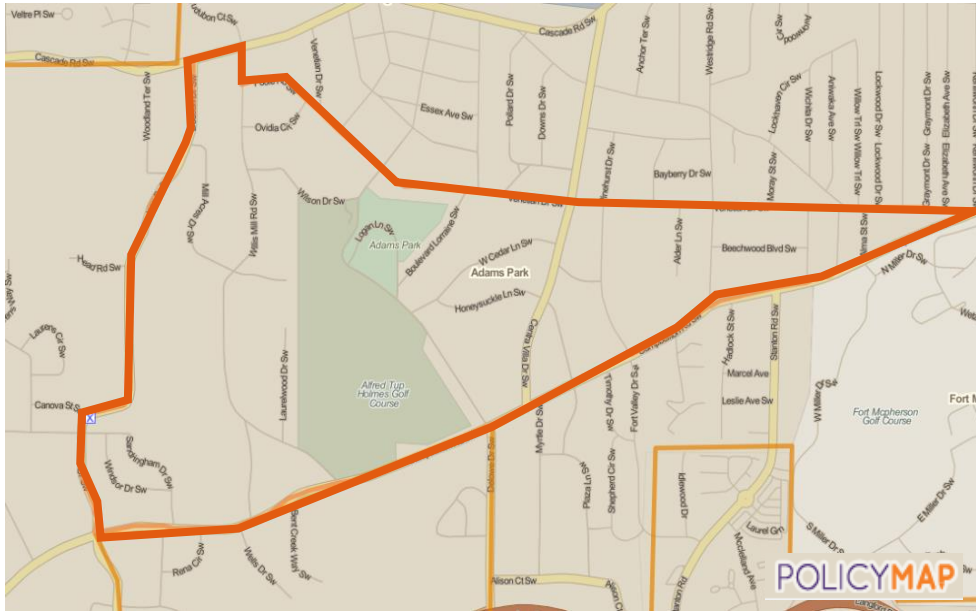
Components:

- Workforce and affordable housing

Project Sponsors and Partners:

- Wendover Housing Partners
- Invest Atlanta
- City of Atlanta
- CREA

CAMPBELLTON ROAD / ADAMS PARK– CT 13121007602



ZONE TYPOLOGY: Residential with Commercial Nodes

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
316	306	3.3%

RESIDENTS WITHIN THE ZONE:

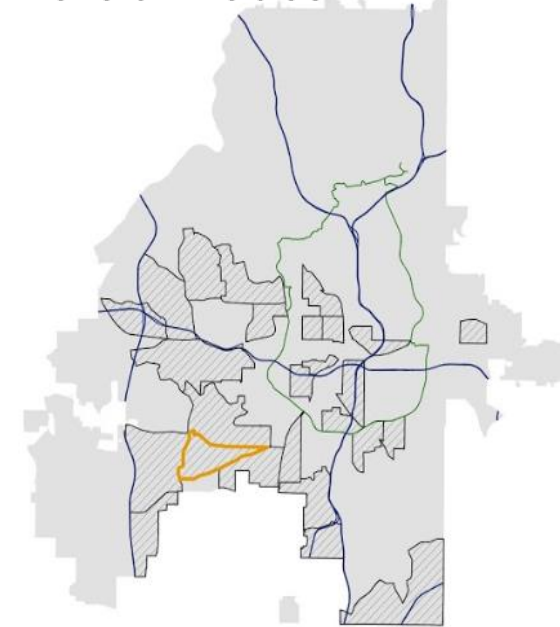
2017	2010	% CHANGE
2,737	2,418	13.2%

VACANT RESIDENTIAL PROPERTIES:
2017 ACS – 170 (14.21%)

MEDIAN DISPOSABLE INCOME:\$34,697

TOP 3 INDUSTRIES (Zip: 30311):

1. Local Government – Excl. Education and Hospitals
2. State Government – Excl. Education and Hospitals
3. Federal Government – Civilian, Excl. Postal Service

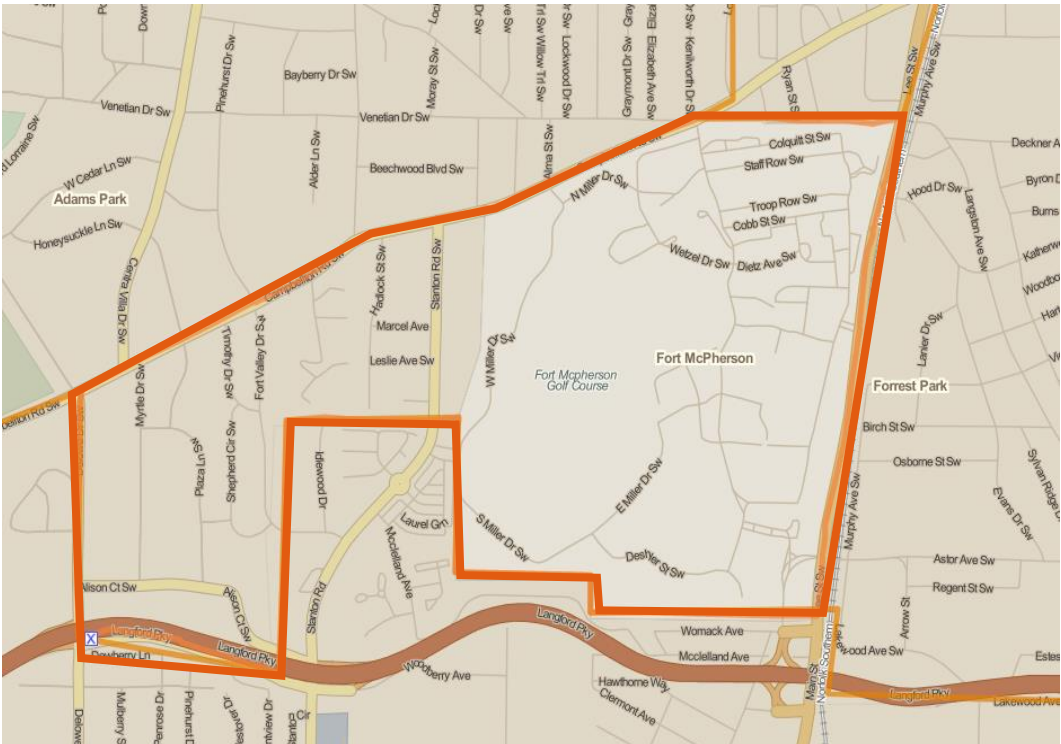


ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Adams Park (Recreation Center, Pool, and Golf Course)
- Cascade Road commercial district
- Campbellton Road corridor (Future Transit Investments)
- YMCA

FORT MCPHERSON – CT 13121007603



ZONE TYPOLOGY: Mixed-Use

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
321	1,234	-74%

RESIDENTS WITHIN THE ZONE:

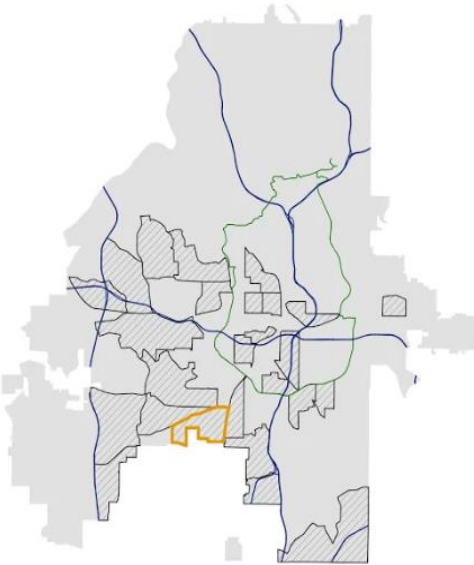
2017	2010	% CHANGE
4,613	4,296	7.4%

VACANT RESIDENTIAL PROPERTIES:
2017 ACS – 507 (19.07%)

MEDIAN DISPOSABLE INCOME: \$20,202

TOP 3 INDUSTRIES (Zip: 30310):

1. Colleges, Universities and Professional Schools
2. Local Government – Excl. Education and Hospitals
3. State Government – Excl. Education and Hospitals



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Fort McPherson (Redevelopment Planned)
- Tyler Perry TV/Film Studios
- Two MARTA Stations – Fort McPherson and Oakland City
- Future Atlanta Beltline Spur



THE OPPORTUNITY:

- The proposed project will consist of the redevelopment of the heritage district at the former Fort McPherson Army base in Southwest Atlanta.
- Development on the site will include the renovation of ten buildings and the construction of five new buildings along with the construction of infrastructure including streets and utilities.
- Uses on the site will include corporate meeting/event space, artist studios, corporate office, and retail.
- This redevelopment will be the first phase of a much larger master development of the Fort McPherson property to include newly constructed single-family homes, townhomes, apartments (affordable, workforce, and market rate), Class A office, and retail

Source and Use	
TAD Funding	\$750,000
Debt	\$5.47M
Developer Equity	\$1.37M
QOF Equity Requested	\$19.77M
Total	\$27.44M

Project Size:
82,347 SF

Total Project Cost:
\$27.36M

Target Close:
Q3 2019

- Components:
- Meeting/event space
 - Artist studios
 - Corporate office
 - Retail

- Project Sponsors and Partners:
- Fort Mac LRA
 - Macauley Investments



Source and Use	
TAD Funding	\$35M
Debt	\$77.5M
Developer Equity	\$12.5M
QOF Equity Requested	\$125M
Total	\$250M

THE OPPORTUNITY:

- This proposed project (Fort Mac Redevelopment Phase 1-B) is the second part of Phase I redevelopment activities at the former Fort McPherson (Fort Mac) Army base in Southwest Atlanta.
 - (Phase 1-A of the project largely involves rehabilitation of historic buildings in the Fort Mac Heritage district while this Phase 1-B consists of new construction on vacant pad sites.)
- Together, with the adjacent Tyler Perry Studios redevelopment, Phases 1-A and 1-B of the Fort Mac redevelopment will create a thriving mixed-use, mixed income community with for-sale and rental residential units (affordable and market rate),
- Class A office space, retail, restaurants, and artist studios. The centerpiece of the development will be the "Fort Mac Mile," a newly constructed street connecting all areas of the community to two MARTA rapid transit stations and a future spur of the Beltline trail.

Project Size:
765,000 SF

Total Project Cost:
\$250M

Target Close:
June 2020

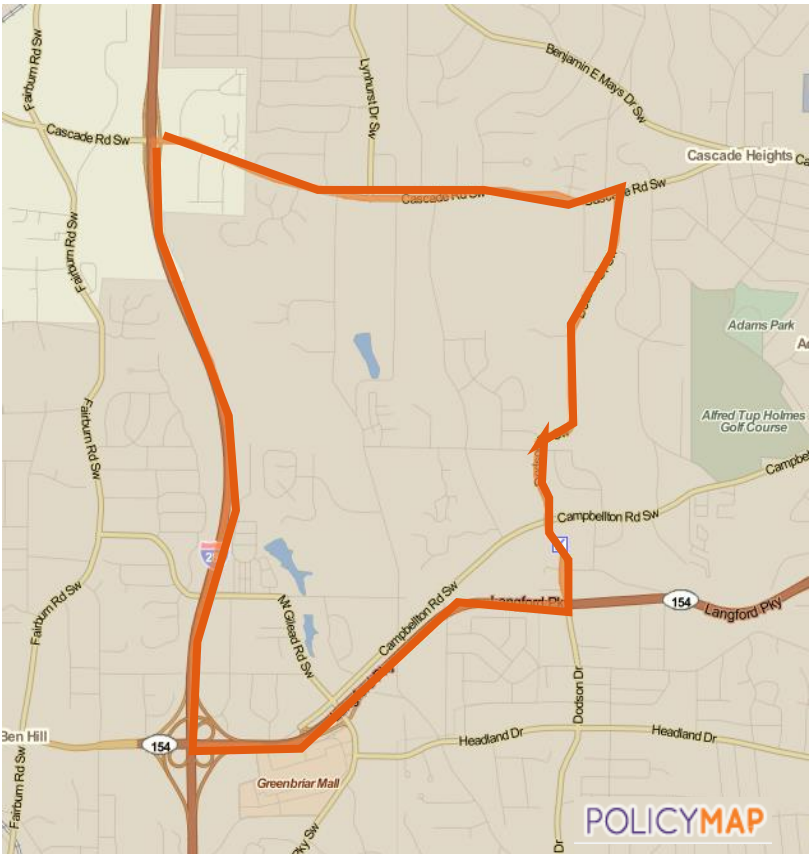
Components:

- Mixed-income residential
- Office space
- Retail
- Restaurants
- Artist studios

Project Sponsors and Partners:

- Fort Mac LRA
- Macauley Investments

SOUTHWEST ATLANTA- CT 13121007704



ZONE TYPOLOGY: Residential with Commercial Nodes

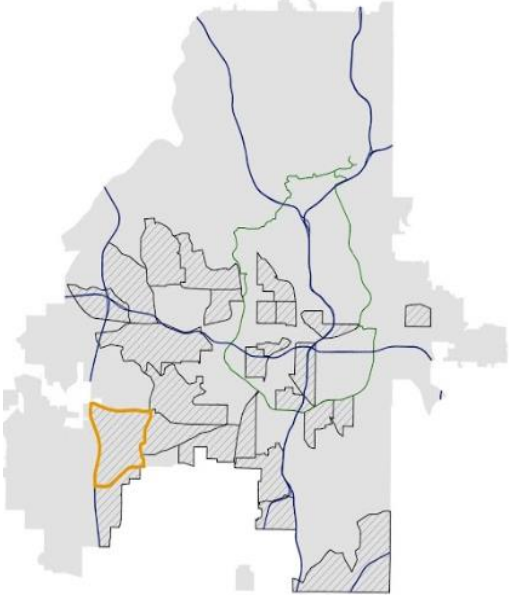
JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
442	410	7.8%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
5,852	4,551	28.6%

VACANT RESIDENTIAL PROPERTIES:
2017 ACS – 330 (13.82%)



ZONE ASSETS

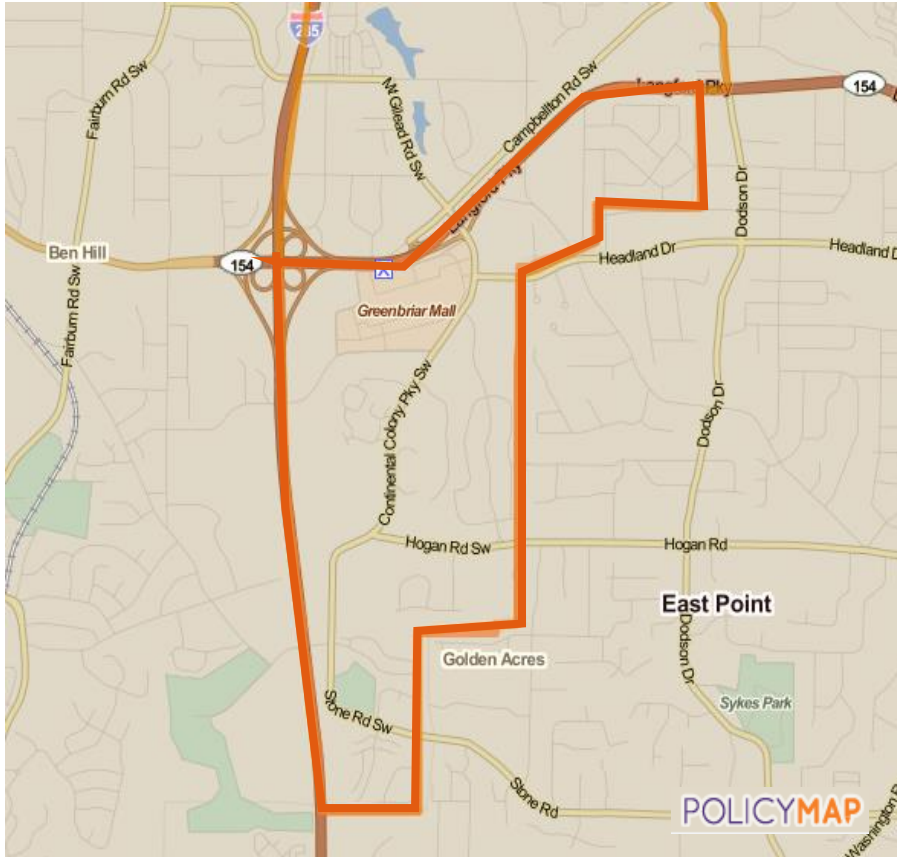
WITHIN OR DIRECTLY ADJACENT:

- Campbellton Road corridor (Future Transit Investments)
- Greenbriar Mall
- Kimberly Elementary School / Therrell High School

MEDIAN DISPOSABLE INCOME: \$39,324

TOP 3 INDUSTRIES (Zip: 30311):

1. Local Government – Excl. Education and Hospitals
2. State Government – Excl. Education and Hospitals
3. Federal Government – Civilian, Excl. Postal Service



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Greenbriar Mall
- Continental Colony Elementary Schools
- I-285 Access

ZONE TYPOLOGY: Mixed-Use

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
1,511	1,287	17.4%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
4,618	3,628	27.3%

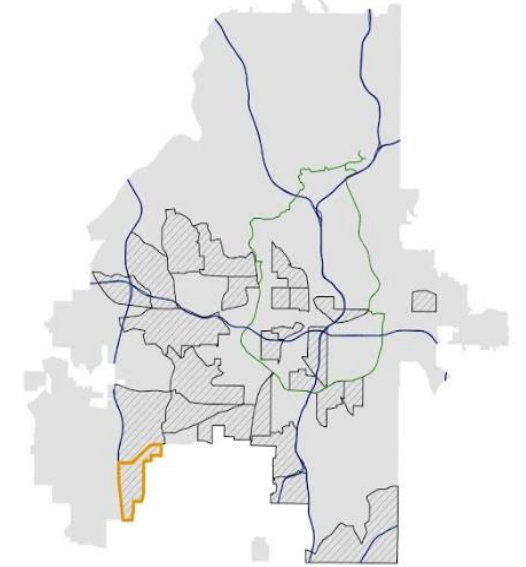
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 446 (20.11%)

MEDIAN DISPOSABLE INCOME: \$21,972

TOP 3 INDUSTRIES (Zip: 30331):

1. Local Government – Excl. Education and Hospitals
2. State Government – Excl. Education and Hospitals
3. Federal Government – Civilian, Excl. Postal Service





THE OPPORTUNITY:

- Riddle Property Group is excited to present this transformative and catalytic project in the heart of the Greenbriar Community, which is 100 feet from historic Greenbriar Mall and one exit from Hartsfield Jackson International Airport, the world's busiest airport.
- Mixed-used development:
 - 45,000sf Medical Office Building (Urgent Care, Multi-Disciplinary Medical/Dental Practices, Professional Office Suites);
 - 25,000sf Multipurpose Community Center (Intergenerational Computer Classes, Job Training, Resource Center);
 - 275 Unit Apartment Complex, 10 Townhomes, and six single family houses;
 - 15,000sf of retail space and restaurants.
- The City of Atlanta has unveiled a long-term plan to revitalize and redevelop the Greenbriar/Campbellton Road Corridor.

Project Size:
380,000 s.f.

Total Project Cost:
\$68mm (+/-)

Target Close:
September 1, 2019

Components:

- Medical Office
- Community Center
- Residential
- Retail / Restaurants

Project Partners:

- Riddle Property Group, Ace Development
- Briarwood Holdings
- Briarwood Medical Partners
- Heritage Capital Partners



THE OPPORTUNITY:

- Site has approximately 90 acres of outparcels available for redevelopment
- Site has frontages on I-285 within the City of Atlanta and direct adjacencies to the existing Greenbriar Retail Center
- The City of Atlanta has unveiled a long-term plan to revitalize and redevelop the Greenbriar/Campbellton Road Corridor.

Project Size:
900,000 s.f. with room for expansion

Total Project Cost:
N/A

Target Close:
N/A

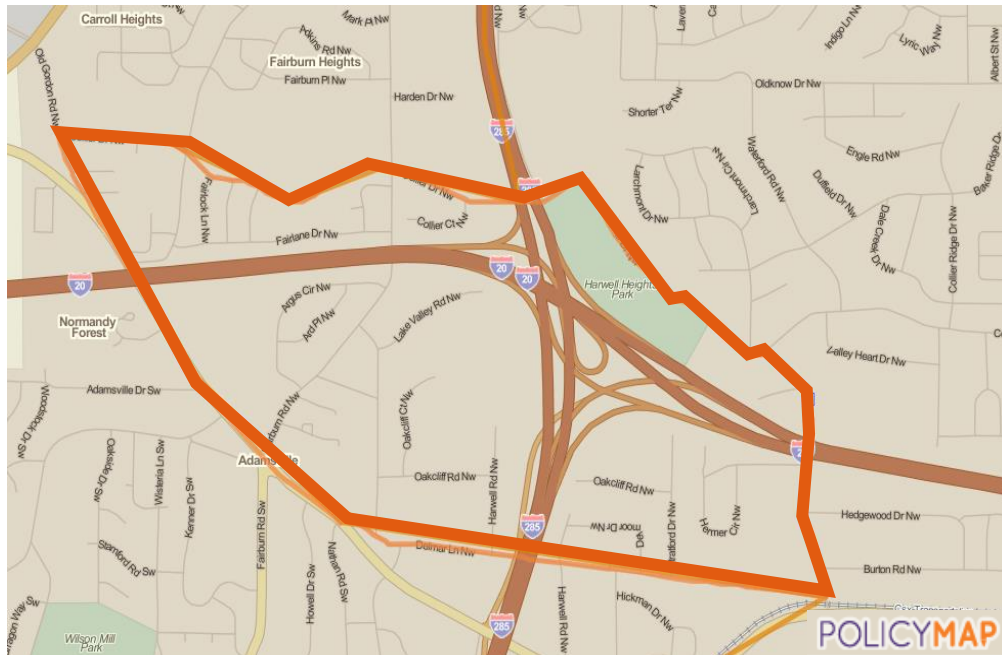
Components:

- Flexible

Project Sponsor:

- Hendon Properties

ADAMSVILLE – CT 13121007807



ZONE TYPOLOGY: Mixed-Use

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
195	149	30.9%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
3,564	3,116	14.4%

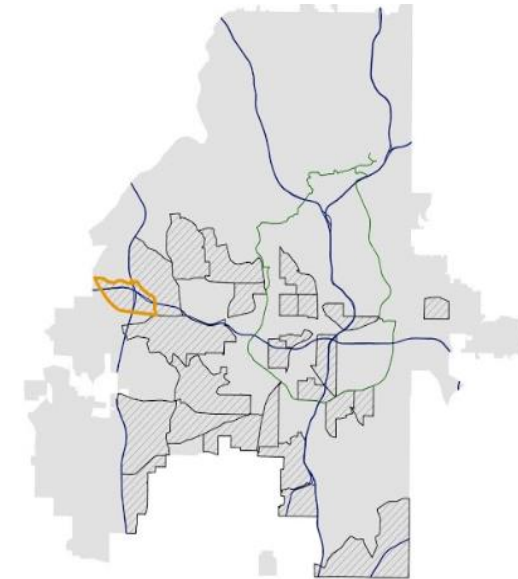
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 505 (33.64%)

MEDIAN DISPOSABLE INCOME: \$16,335

TOP 3 INDUSTRIES (Zip: 30331):

1. Local Government – Excl. Education and Hospitals
2. State Government – Excl. Education and Hospitals
3. Federal Government – Civilian, Excl. Postal Service

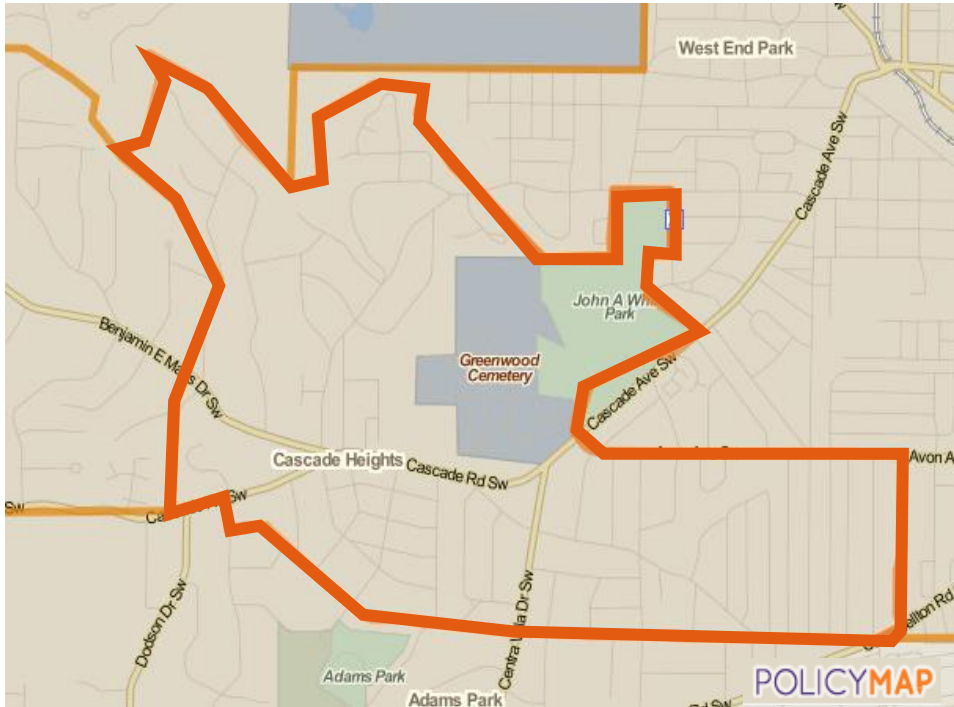


ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Adamsville Recreation Center
- Dr. Mary Shy Scott Memorial Park
- Margaret Fain Elementary School / Harper-Archer Middle School
- I-20 / I-285 Access

CASCADE ROAD / SW ATLANTA – CT 13121008000



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- John A. White Park - Pool and Golf Course
- Cascade Commercial District (Neighborhood-serving retail)
- Cascade Springs Nature Preserve

ZONE TYPOLOGY: Residential / Commercial Node

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
256	510	-48.9%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
5,965	4,875	22.4%

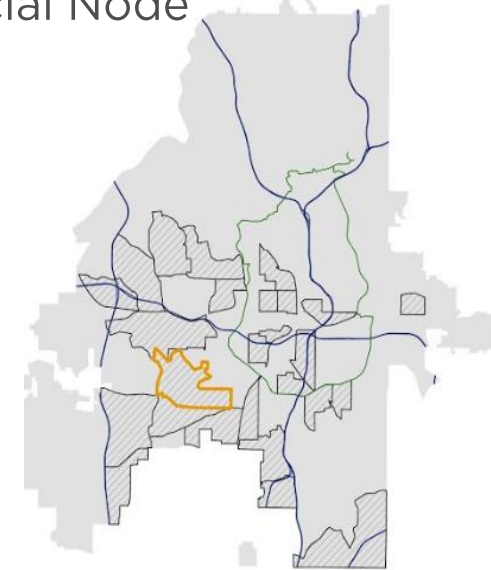
VACANT RESIDENTIAL PROPERTIES:

2017 ACS - 546 (22.19%)

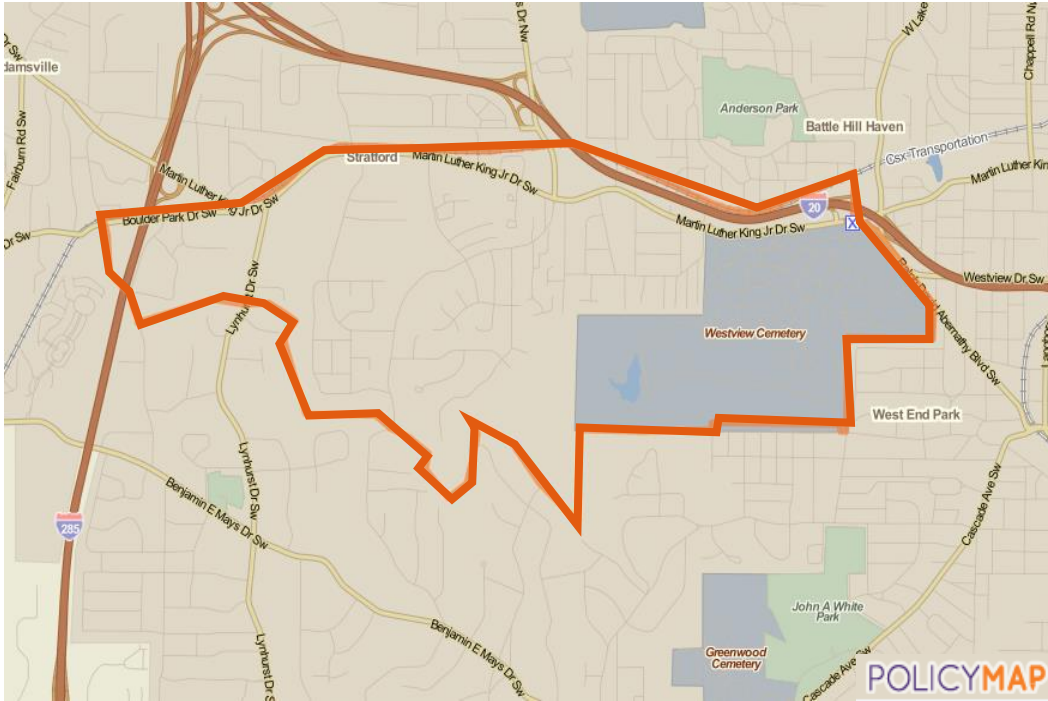
MEDIAN DISPOSABLE INCOME: \$36,975

TOP 3 INDUSTRIES (Zip: 30311):

1. Local Government - Excl. Education and Hospitals
2. State Government - Excl. Education and Hospitals
3. Federal Government - Civilian, Excl. Postal Service



MARTIN LUTHER KING JR. DRIVE / FLORIDA HEIGHTS– CT 13121008102



ZONE TYPOLOGY: Residential / Commercial Node

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
2,502	2,456	1.9%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
6,876	5,925	16.1%

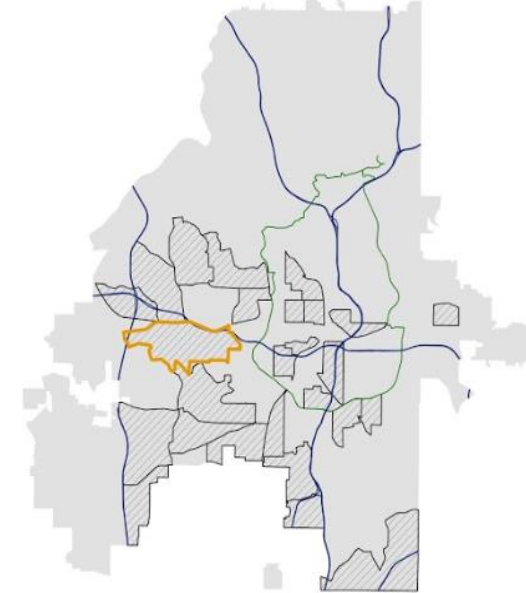
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 589 (17.95%)

MEDIAN DISPOSABLE INCOME: \$22,489

TOP 3 INDUSTRIES (Zip: 30311):

1. Local Government – Excl. Education and Hospitals
2. State Government – Excl. Education and Hospitals
3. Federal Government – Civilian, Excl. Postal Service

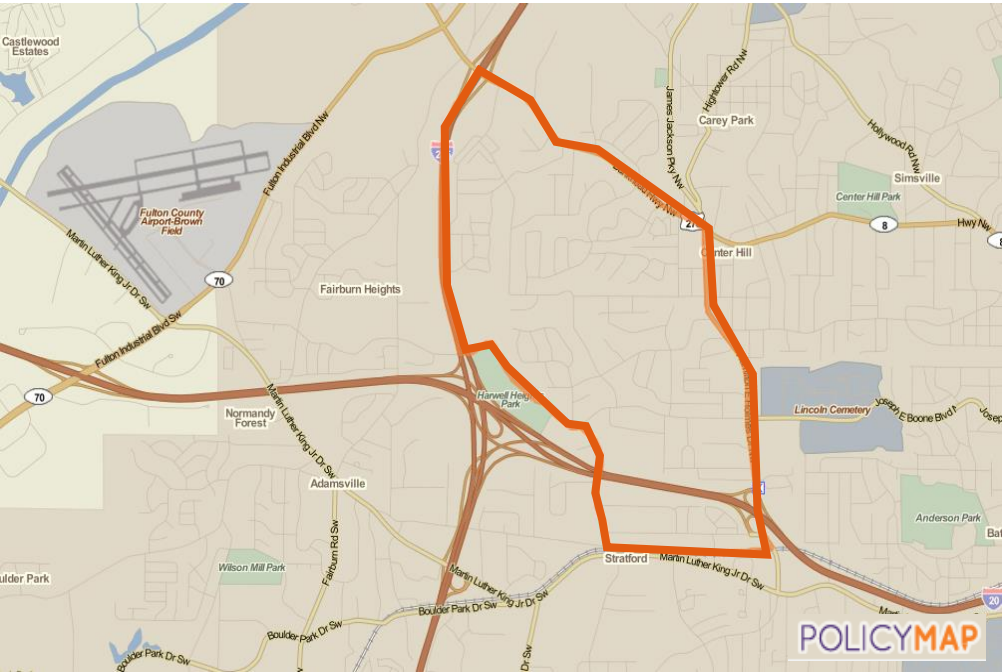


ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Westview Cemetery
- MLK Jr. Dr. Commercial Node (Neighborhood-serving retail)
- I-20 Access
- West Lake MARTA Station
- Atlanta Beltline Spur Trail

COLLIER HEIGHTS– CT 13121008201



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Usher-Collier Elementary School
- Fulton County Airport
- Donald Lee Hollowell Parkway

ZONE TYPOLOGY: Residential

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
184	125	47.2%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
5,555	6,083	-8.7%

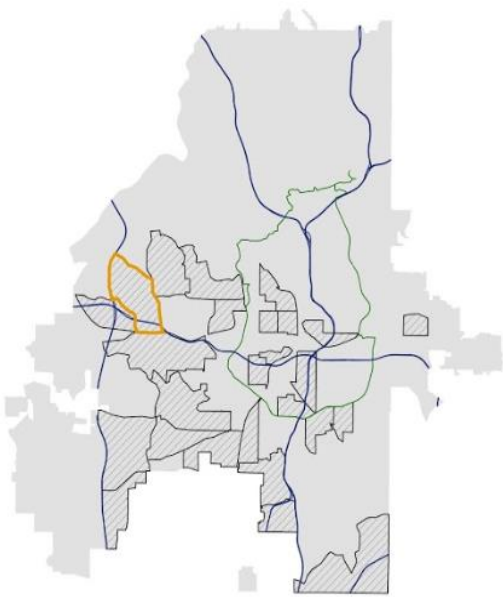
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 555 (19.05%)

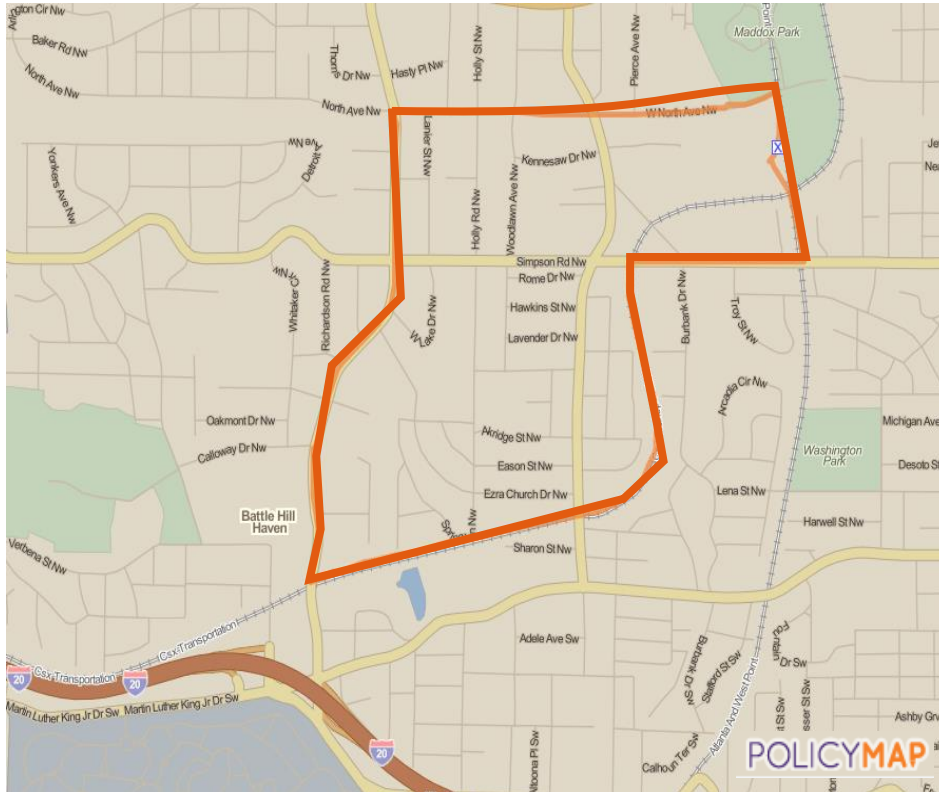
MEDIAN DISPOSABLE INCOME: \$28,391

TOP 3 INDUSTRIES (Zip: 30318):

1. Offices of Physicians
2. Full Service Restaurants
3. Federal Government – Civilian, Excl. Postal Service



WEST LAKE - CT 13121008400



ZONE TYPOLOGY: Residential

JOBS WITHIN THE ZONE:

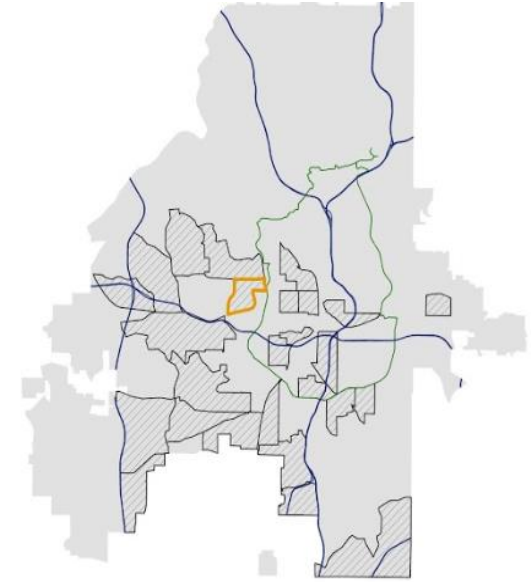
2015	2010	% CHANGE
305	296	3.0%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
2,785	3,181	-12.4%

VACANT RESIDENTIAL PROPERTIES:

2017 ACS - 919 (43.06%)



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

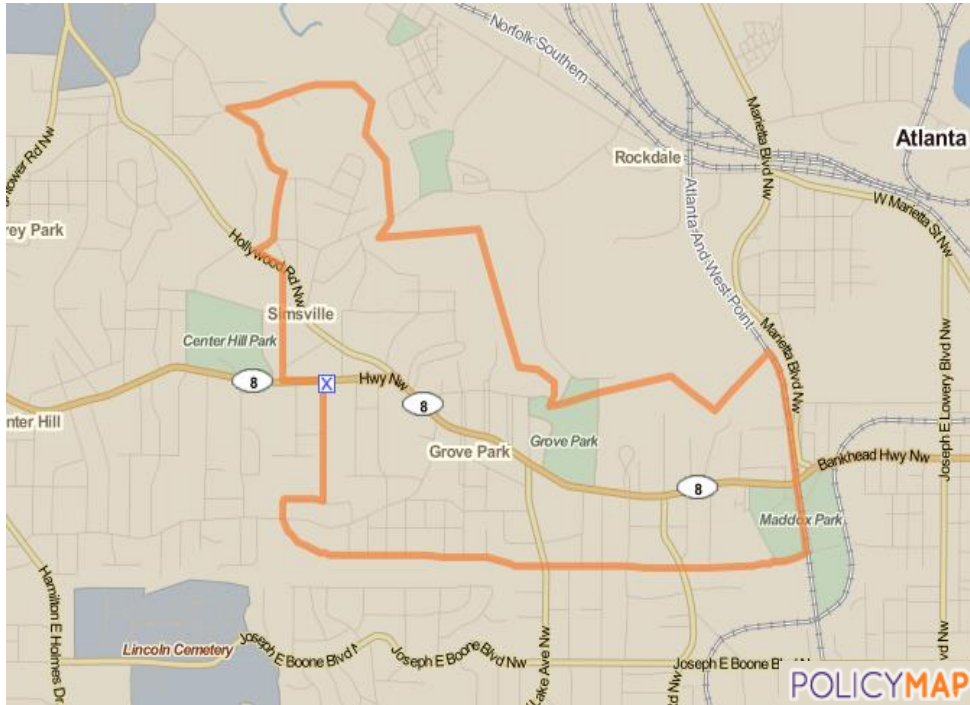
- West Lake MARTA
- Mozley Park
- Maddox Park
- City of Refuge

MEDIAN DISPOSABLE INCOME: \$16,041

TOP 3 INDUSTRIES (Zip: 30314):

1. Colleges, Universities and Professional Schools
2. Elementary and Secondary Schools
3. Local Government – Excl. Education and Hospitals

GROVE PARK– CT 13121008500



ZONE TYPOLOGY: Residential with Commercial Node

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
2,391	478	400.2%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
2,546	3,774	-32.5%

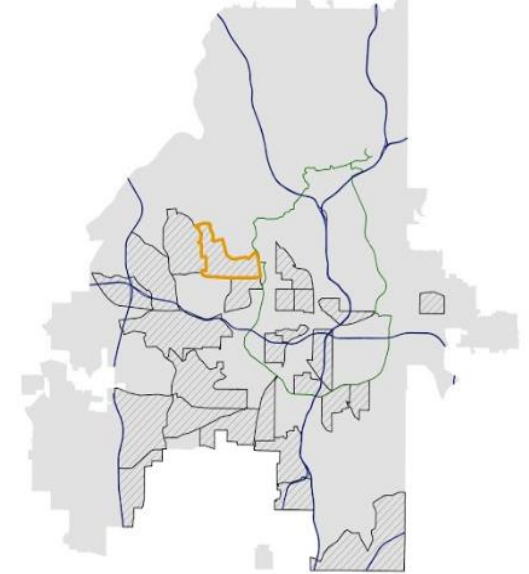
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 606 (36.64%)

MEDIAN DISPOSABLE INCOME: \$19,839

TOP 3 INDUSTRIES (Zip: 30318):

1. Offices of Physicians
2. Full Service Restaurants
3. Federal Government – Civilian, Excl. Postal Service



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Westside Reservoir Park / Bellwood Quarry (Future Development)
- Quarry Yards Development (Future)
- Woodson Park Academy (opening 2020)
- Proctor Creek Greenway
- Bankhead MARTA Station
- Grove Park



Courtesy of Grove Park Neighborhood Association

Sources and Uses	
Bank Financing	\$2.5M
TAD Grant	\$1M
QOF Equity Requested	\$1.5M
Total	\$5M

THE OPPORTUNITY:

- Restoration of a main street business environment and ascetic to the Grove Park neighborhood.
- This project includes a number of **commercial and retail spaces geared towards local business development** and/or providing much needed services and retail to the neighborhood.
- Immediate adjacencies:
 - The project is directly across Hollowell Pkwy from the **new APS school/ YMCA/ Community Health Clinic set for completion in 2020.**
 - **110 housing units** are slated for development directly behind this assemblage and are set to open in 2020 as well. A new **community non-profit space** is set to open at next door in March 2019 with **10,000 sf of commercial office space.**

Project Size:
20,000 SF

Total Project Cost:
\$5M

Target Close:
June 2020

Components:

- Mixed-income residential
- Office space
- Retail
- Restaurants
- Artist studios

Project Sponsors and Partners:

- GPR, LLC
- oaksATL



Sources and Uses

Low Income Housing Tax Credits	\$14.34M
Debt / Bond Financing	\$7.5M
QOF Equity Requested	\$2.5M - \$7M
Total	\$22.5M

THE OPPORTUNITY:

- The proposed development encompasses 110-units of multifamily apartments, a mix of primarily garden-style apartments.
- This opportunity is the mixed income housing component of a larger mixed-use development within the Grove Park Gardens Project, 9.0- acre master planned site, and is part of a Purpose Built Initiative.
- This project will be the first multi-family property built in decades in the community and its primary purpose is to provide permanent affordable housing with a preference to low income households currently in the neighborhood.
- The multifamily development will feature modern units, a fitness center, computer center, and a playground.

Project Size:
141,494 SF

Total Project Cost:
\$22.5M

Target Close:
Q3 2019

Components:

- Mixed-income residential
- Community Space

Project Sponsors and Partners:

- Grove Park Foundation
- Columbia Residential



Courtesy of cinematreasures.org

THE OPPORTUNITY:

- The Grove Project is currently a 10K+ sf former boutique theater space to be retrofitted into a multi-purpose space to include stage, performance, photography, café and office spaces.
- The original arch-deco style building will bring arts and culture programming back to the community to serve the youth and families in the Grove Park community.
- Opportunity Zone financing requested:
 - \$2M - \$3M

Project Size:
17,300 SF

Total Project Cost:
\$6M

Target Close:
Q1 2020

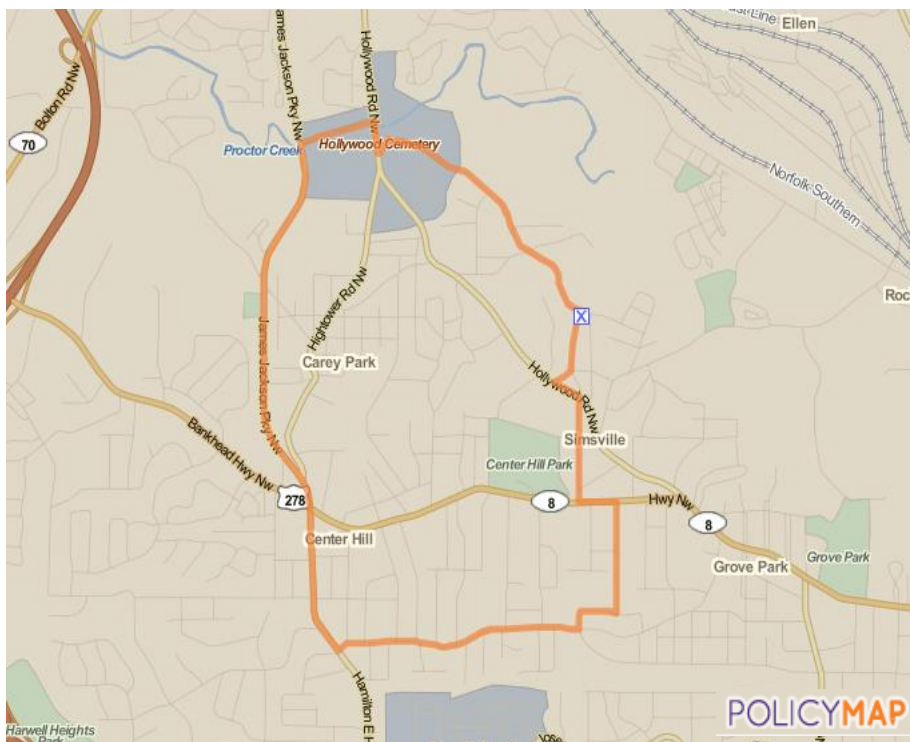
Components:

- Mixed-income residential
- Community Space

Project Sponsors and Partners:

- Grove Park Foundation
- The Fox Theater Institute

CAREY PARK / ALMOND PARK – CT 13121008601



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Westside Reservoir Park / Bellwood Quarry (Future Development)
- Proctor Creek
- Center Hill Park

ZONE TYPOLOGY: Residential with Commercial Node

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
482	413	16.7%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
3,943	4,917	-19.8%

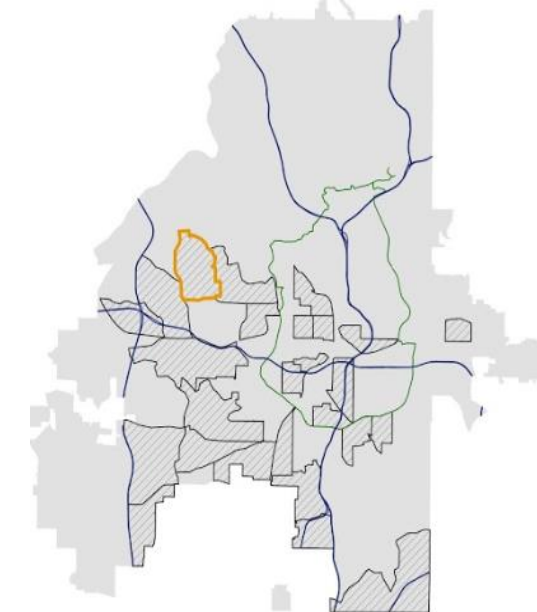
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 628 (29.05%)

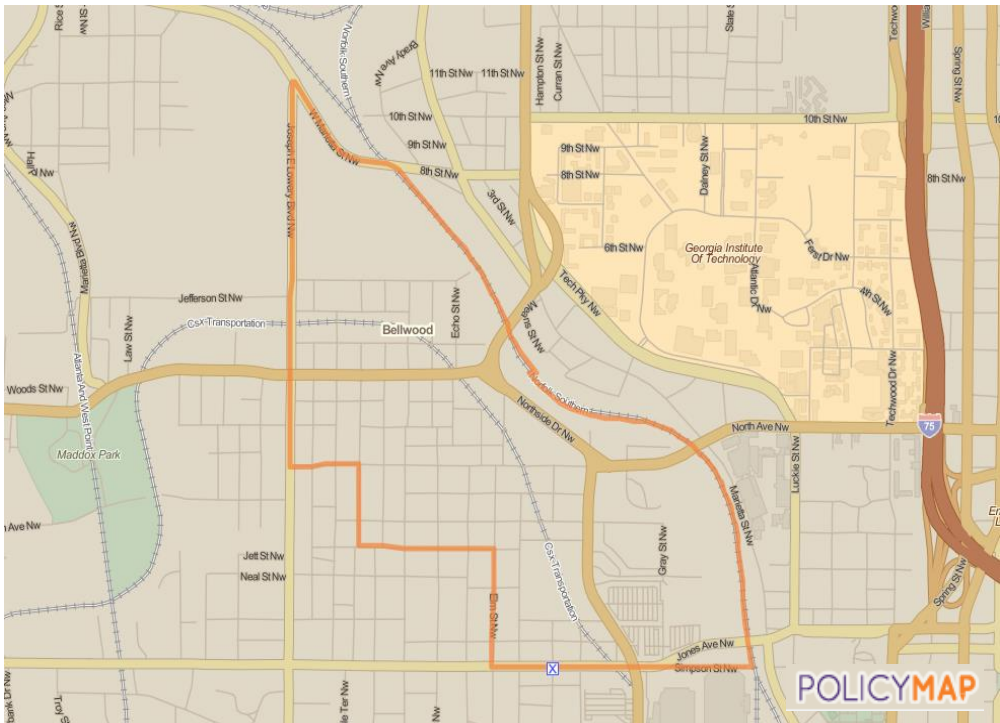
MEDIAN DISPOSABLE INCOME: \$19,074

TOP 3 INDUSTRIES (Zip: 30318):

1. Offices of Physicians
2. Full Service Restaurants
3. Federal Government – Civilian, Excl. Postal Service



ENGLISH AVENUE – CT 13121011800



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Georgia Tech
- Technology Enterprise Park
- Northyards Office Park
- Herndon Homes Redevelopment (Residential / Retail Planned)
- Lindsay Street Park

ZONE TYPOLOGY: Mixed Use

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
1,889	2,228	-15.2%

RESIDENTS WITHIN THE ZONE:

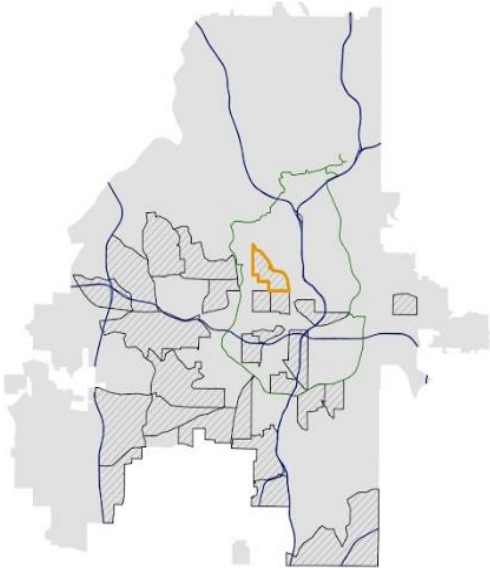
2017	2010	% CHANGE
2,198	2,655	-17.2%

VACANT RESIDENTIAL PROPERTIES:
2017 ACS – 804 (42.32%)

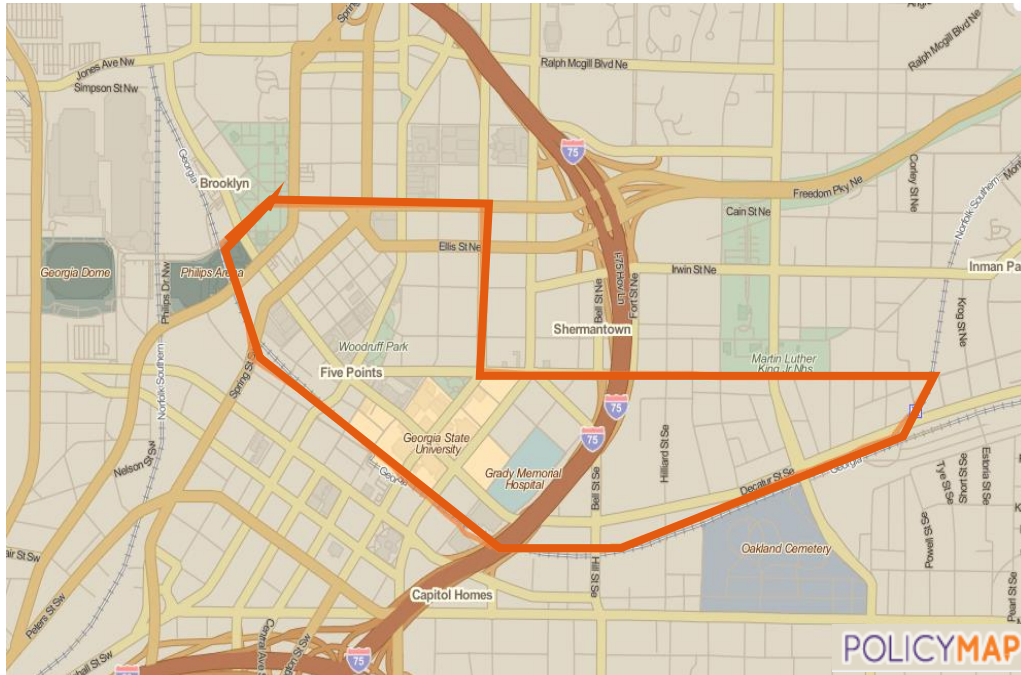
MEDIAN DISPOSABLE INCOME: \$29,694

TOP 3 INDUSTRIES (Zip: 30318):

1. Offices of Physicians
2. Full Service Restaurants
3. Federal Government – Civilian, Excl. Postal Service



DOWNTOWN ATLANTA – CT 13121011900



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- City's job center – 120,00 jobs within one mile
- Georgia State University
- Grady Memorial Hospital
- 16 million annual visitors
- Fairlie-Poplar Historic District
- Three MARTA Stations and the Atlanta Streetcar

ZONE TYPOLOGY: Central Business District

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
38,562	47,820	-19.4%

RESIDENTS WITHIN THE ZONE:

2017	2010	% CHANGE
3,289	2,934	12.1%

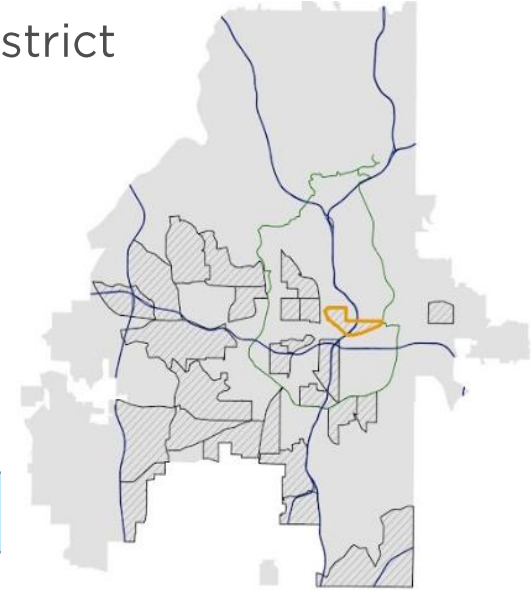
VACANT RESIDENTIAL PROPERTIES:

2017 ACS – 274 (12.95%)

MEDIAN DISPOSABLE INCOME: \$38,896

TOP 3 INDUSTRIES (Zip: 30303):

1. Colleges, Universities, and Professional Schools
2. Corporate, Subsidiary, and Regional Managing Offices
3. Hotels (except Casino Hotels) and Motels



PEACHTREE CENTER TRANSIT STATION REDEVELOPMENT



Nearby Assets / Anchor Institutions:

- Peachtree Center MARTA station
- Atlanta Streetcar
- Atlanta-Fulton County's Central Library
- Georgia State University
- Centennial Olympic Park
- Woodruff Park

THE OPPORTUNITY:

- The new building will be built in conjunction with a 10,000 SF addition to the Ellis Hotel, which the Sponsor currently owns, that will include a new 2-story accessory restaurant. A new entrance to the Peachtree Center Transit Station will also be included in the redevelopment.
- RD Management LLC ("Sponsor"), was successfully awarded an RFP held by the Metropolitan Atlanta Rapid Transit Authority ("MARTA") for a 99-year ground lease to redevelop a parcel of land that currently occupies a free-standing entrance to the Peachtree Center Transit Station.
- The station provides access to both the Red and Gold subway lines and is located at the intersection of Peachtree Street, Carnegie Way and Forsyth Street.

Project Size:
105,000 SF

Total Project Cost:
\$35mm (+/-)

Components:

- Retail
- Food and Beverage
- Hospitality
- Residential

Project Sponsors:

- RD Management LLC

Project Partners:

- MARTA
- Invest Atlanta



THE OPPORTUNITY:

- This corridor has steadily seen new retail and entertainment uses develop as Georgia State University (GSU) has grown and the Atlanta Streetcar has been activated
- The project is directly across the street from Hurt Park and the bulk of student activity at GSU
- This 318,000 SF building is on the market and is soliciting offers for purchase and rehabilitation of the building
- The opportunity exists to reposition this well located asset into Class A office space in the downtown Atlanta submarket or as a housing redevelopment given its close proximity to GSU and demonstrable demand for residential inventory within the market

Project Size:
318,000 s.f.

Total Project Cost:
TBD – For Sale

Construction Start:
TBD

Components:

- Flexible with new buyer – 100 Edgewood exists in a highly permissive zoning district

Project Sponsors and Partners:

- United Way (current owner)

OLD 4TH WARD COMMERCIAL MIXED-USE PROJECT 40 Boulevard NW Atlanta, GA 30312



Source and Use

Equity	\$30M
Debt	\$45M
Total	\$75M

THE OPPORTUNITY:

- The project caters to the lifestyle of the millennial generation who it is estimated will represent 75% of the US workforce by 2025.
- It leverages the shared economy by integrating it into multiple real estate components to create economic advantages for investors, owners, tenants and residents.
- The project integrates an office, hotel, townhomes and local food & beverage experience fostering an urban environment attractive to enterprise companies, as well as entrepreneurs.
- It leverages the neighborhoods historical and artist culture provides affordable office space through flexible co-working space, while offering Class-A office space to enterprise companies.

Project Size:
200,000 SF

Total Project Cost:
\$75M

Components:

- Office Building
- Boutique Hotel
- F&B Retail
- Townhomes

Project Sponsor:

- Lucror Resources
- Sixty-West



THE OPPORTUNITY:

- Old Fourth Distillery currently owns an industrially zoned property in the heart of Old Fourth Ward.
- The facility will be a world class manufacturing facility capable of producing 100k cases of distilled spirits annually.
- In addition to state of the art production, the location will house a tasting room, event space and office space. To top it off, a rooftop deck will overlook downtown Atlanta and the stacks lofts.
- The project will be an iconic destination for the City of Atlanta and Old Fourth Ward. The project will create jobs, expand the tax base and help to create an entertainment district in and around downtown

Project Size:
23,000 SF

Total Project Cost:
\$5.44mm

Target Close:
Q2 2019

Components:

- Manufacturing and Production
- Tasting Room
- Event Space
- Office Space

Project Sponsors and Partners:

- Old Fourth Distillery
- Invest Atlanta

Source and Use

Distilling Equipment	\$1.00M
Acquisition and Buildout	\$2.70M
Contingencies	\$0.30M
Total OZ Equity Needed	\$4.0M
Current Loan	\$1.44M



Number of Employees: 9 Investment Sought: \$5mm

Investment Use:

- Buildout of second manufacturing facility, tasting room, event space and office space at 536 Decatur Street in the OZ - 4mm. Regional distribution expansion and expansion of current Bourbon Barrel program - 1mm.

The Opportunity:

- First Distillery in the City of Atlanta since 1906
- Extremely well positioned in the booming craft spirits industry and poised to take advantage of new beneficial Georgia State Department of Revenue laws concerning breweries and distilleries.
- Federal tax reductions for Craft distilleries passed with omnibus tax bill in 2017 lowering COGS by 30%.
- Incredible tax and depreciation benefits.
- Job creation, tax base expansion, plans to create iconic destination facility for the city and Old Fourth Ward.

About Old Fourth Distillery:

- Manufacturer of distilled spirits with craft vodka, gin, lemon liqueur and bourbon. Multiple engaging tasting rooms in Old Fourth Ward and East Atlanta.
- Distribution footprint across the state of Georgia with over 700 retail accounts. Regional expansion planned.
- 4 Years with products on the market
- Distilled Spirits, Cocktails and Private Event Space - 80 percent wholesale and 20 percent retail
- Recently completed an exclusive co-branded product deal with Atlanta United, plans to work with Delta Airlines on regional transit cocktail menus.
- Largest Distillery in the State of Georgia by sales volume, successful launch of 4 award winning distilled spirits products.
- Job creation, tax base expansion, plans to create iconic destination facility for the city and Old Fourth Ward.



Number of Employees: 19+ Investment Sought: \$5mm

Investment Use:

- Team growth and development – Growing our team in Atlanta will directly impact our ability to acquire, onboard, and drive value for new partners while also focusing on R&D efforts for existing partners.
- Expand our footprint in Atlanta – Team growth means the need for a larger office space. We would look to continue our expansion in a qualified opportunity zone in Atlanta.
- International expansion – Additionally, we would look to grow our footprint in Australia where we maintain a wholly owned subsidiary. This would allow around the clock support to our airline partners.
- Horizontal growth – The primary use of funds will be on the airline vertical. However, we see value in secondary verticals (e.g. Cruise lines, Cargo etc.). Leveraging capital to support business development efforts in these markets will drive increased value to our business.

About Volantio:

- Volantio is the global leader in post-booking revenue and capacity optimization software for airlines.
- Volantio has been backed by leading strategic and industry investors globally, including JetBlue Technology Ventures, International Airlines Group, and Qantas Ventures.
- Currently, Volantio partners with 7 major airlines including Qantas, Iberia, Alaska Airlines, and others.
- Yana, Volantio's flagship web-based platform, leverages machine learning algorithms to drive higher unit revenues and improved capacity utilization after customers have booked their flights, while also improving overall customer experience.
- Airlines use Yana to proactively identify flexible passengers on target flights, make them offers to move to lower demand flights, and automatically re-book them once they accept.
- Volantio was named [Skift's Top Travel Startups to Watch 2018](#) and the Inaugural Grand Prize Winner of [Skift and the Accenture Amadeus Alliance Air Pitch competition](#) among a number of other notable publications including [The Points Guy](#), [Bloomberg](#), and [more](#).

KNOWCAP ATLANTA ENTREPRENEURIAL HUB *(Operating Business Investment Opportunity)*



About KnowCap Atlanta:

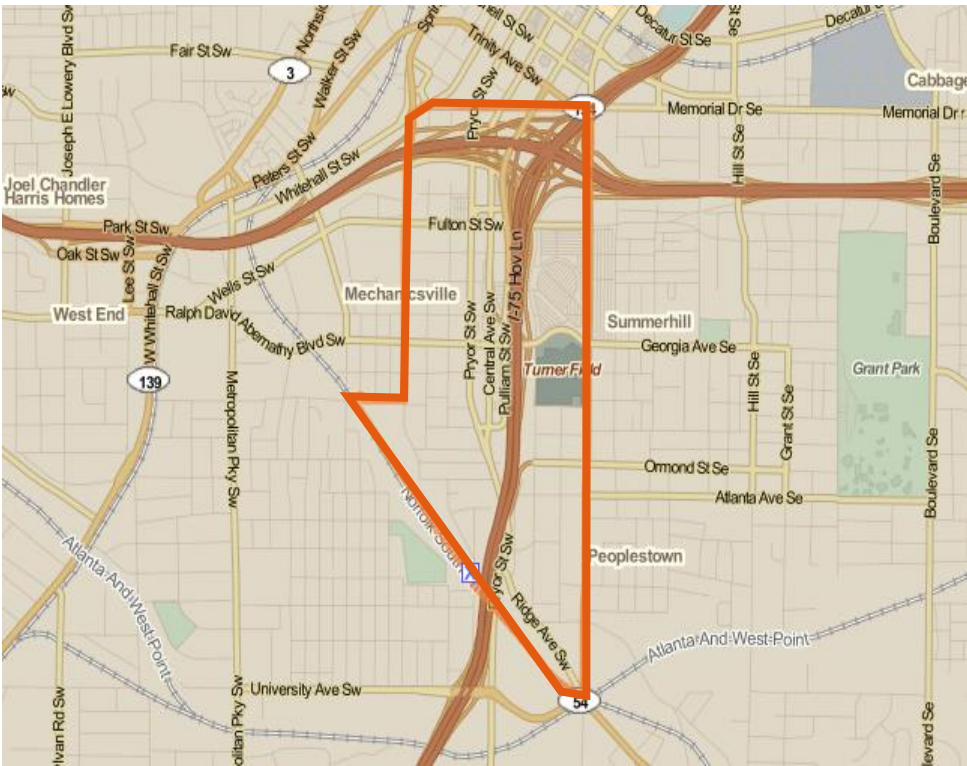
- KnowCap Atlanta is the future space for our startup ecosystem activities in Atlanta.
- Unique model due to its inclusive nature, as people with high-potential are not able to take entrepreneurial risks due to capital constraints and access to talent.
- KnowCap's vision is to provide aspiring entrepreneurs with experts and education that allows them to grow their ideas into fast-growing businesses.
- Entrepreneurs can utilize equity-based and revenue-based models in exchange for access to human capital resources.

Investment Sought: \$2mm

Investment Use:

- KnowCap ATL will design a modern workforce development program for local underemployed and unemployed individuals.
- Train local residents in design, marketing, engineering, and operations and then refer them to startups within our ecosystem increasing our economic impact within the region.
- With an investment of \$2,000,000, KnowCap will begin scaling our programs with an aim to work with 2,000 startups and create over 5,000 jobs by 2029.

SUMMERHILL / MECHANICSVILLE – CT 13121012000



ZONE TYPOLOGY: Mixed Use

JOBS WITHIN THE ZONE:

2015	2010	% CHANGE
1,293	1,353	4.6%

RESIDENTS WITHIN THE ZONE:

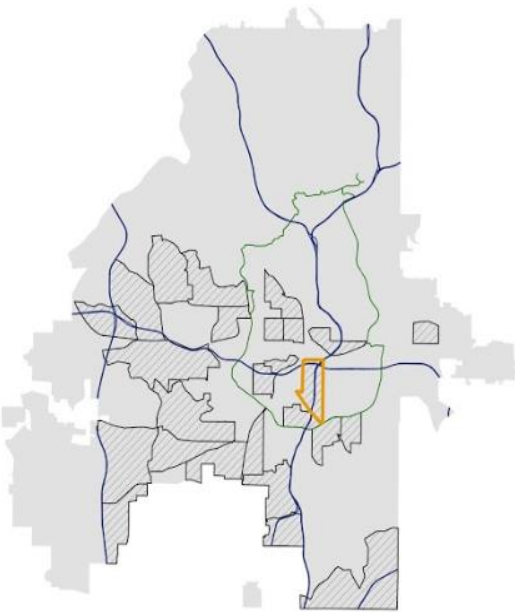
2017	2010	% CHANGE
2,850	2,918	-2.3%

VACANT RESIDENTIAL PROPERTIES:
2017 ACS – 315 (20.01%)

MEDIAN DISPOSABLE INCOME: \$19,036

TOP 3 INDUSTRIES (Zip: 30312):

1. General Medical and Surgical Hospitals
2. Full-Service Restaurants
3. Security Guards and Patrol Services



ZONE ASSETS

WITHIN OR DIRECTLY ADJACENT:

- Georgia State University
- Summerhill Redevelopment (Under Construction)
- Atlanta Beltline
- Downtown CBD
- I-75 / I-85/ I-20 Direct Access



Source and Use

Sponsor Existing Debt / Equity	\$49.8M
QOF Equity Requested	\$26.8M
Total	\$76.63M

THE OPPORTUNITY:

- The Sponsor is seeking a joint venture equity partner to enter into an opportunity zone venture (“Venture”).
- The Venture will invest in a \$76.625 million project featuring 308 multifamily units and 8,575 SF of supporting retail located on 3.85 acres (the “MF Project”).
- The Venture will also have the opportunity to invest in 6.45 acres of land planned for 1.1 million square feet of mixed-use development (the “Land”).
- The Venture’s investment is located on property that the Sponsor currently controls under a 99-year ground lease with the Georgia State University Foundation within the Summerhill development, an 83-acre mixed-use development project adjacent to downtown Atlanta, Georgia, and the former Turner Field stadium (“Summerhill”).

Project Size:
3.85 acres

Total Project Cost:
\$76.63M

Construction Start:
Q3 2019

Components:

- Multifamily
- Retail

Project Sponsors and Partners:

- Carter
- Healey Weatherholtz Properties
- Oakwood Development



THE OPPORTUNITY:

- 787 Windsor Street is in exclusive sale contract negotiations with Andrew Norman and Laurel Hoover.
- The property consists of 6 buildings and two parking lots.
- Live Oak Spirits is a distillery concept offering locally sourced mash bills consisting of ancient, local and heirloom grains. Live Oak will produce vodka, gin, whisky and bourbon. Two of our partners also own an international spirit brokerage house and have successfully grown two spirit brands to \$300MM exits in four years.
- The Sponsor will also be building a restaurant and bar on the property to showcase the distilled products. The property also has \$350,000 of annual event space revenue the team plans to grow in 2019.

Project Size:

100,000 SF

Total Project Cost:

\$10mm

Target Close:

March 2019.

Components:

- Distillery
- Restaurant
- Event Space

Project Sponsors and Partners:

- Andrew Norman
- Laurel Hoover

Source and Use

New Markets Tax Credits	\$1.00M
Debt	\$4.00M
QOF Equity Requested	\$5.00M
Total	\$10.00M

APPENDIX: TYPOLOGIES

1. Central Business District:

The major economic, cultural and transportation hub of the City. This area is the densest in terms of employment, residential, and cultural offerings throughout the region, with the most developed transit service in the region.

2. Mixed-Use:

Districts in which current zoning laws - as well as existing land use patterns - have yielded multiple types of urban development, including but not limited to residential, commercial, institutional, and/or industrial uses.

3. Residential with Commercial Node(s):

Districts that are majority residential (single-family and some multi-family) with either one or two designated commercial corridors, consisting mainly of neighborhood-serving retail businesses.

4. Residential:

Districts that are majority residential (single-family and limited multi-family) with limited commercial development.

5. Industrial:

Districts in which current zoning laws - as well as existing land use patterns - have yielded mainly industrial development or possess opportunities conducive to industrial-related uses including logistics, warehousing, manufacturing, and production.



THANK YOU

For more information,
please contact:

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ATLANTA
DOWNTOWN



INVEST ATLANTA
Atlanta's Development Authority

THE ARTHUR M. BLANK
FAMILY FOUNDATION