



INVESTMENT PROSPECTUS SAVANNAH, GEORGIA

Opportunity Zone Overview



WHAT ARE OPPORTUNITY ZONES AND HOW DO THEY WORK?

Federal Opportunity Zones were created as part of the 2017 Tax Cuts and Jobs Act to promote private investment in economically distressed communities.

To stimulate private participation, the program allows investors to defer federal taxes by taking capital gains from other investments and investing in a Qualified Opportunity Fund. In turn, Qualified Opportunity Funds must invest at least 90% of their assets in businesses or property located within eligible areas. The program encourages long-term, community investments by increasing benefits for commitments of five, seven, and 10 years.

In early 2018, governors were asked to identify 25% of their state's eligible census tracts as Eligible Opportunity Zones. The program guidelines encouraged input from local economic development stakeholders to ensure the selected zones balance need with opportunity. To maximize impact, the City of Savannah worked with the Savannah Economic Development Authority – with support from the Savannah Area Chamber of Commerce and local financing institutions – to recommend eight eligible tracts (Census Tracts 1, 6.01, 11, 12, 21, 27, 33.01, 109.01) that best align with the City's existing incentive zones and target areas. Layering local, state, and federal programs improves our ability to direct investment to previously identified, key corridors. To that end, every tract recommended overlaps with an existing Enterprise Zone, Military Zone, or state Opportunity Zone.

Ultimately, the Georgia Governor's Office and the U.S. Department of the Treasury accepted all eight of Savannah's proposed tracts and added a ninth (101.01), which falls east of downtown along E. President Street.

The map on the following page displays the designated Federal Opportunity Zones and existing Savannah incentive zones. Opportunity Zone tracts fall into three key target areas:

Westside and Canal District: The tracts on the westside of the city will help attract private investment to the Canal District and the West Downtown area. The program will also support revitalization efforts along the already-existing MLK/Montgomery Street Enterprise Zone.

Eastside and Waters Avenue: The tracts along Waters Avenue will strengthen revitalization efforts along the City's Waters Avenue Enterprise Zone. These tracts also include portions of the Eastside Legacy Project being developed by the Congress for New Urbanism.

Southside: The Southside tract includes the Savannah Mall and a portion of the Hunter Army Air Field Military Zone. It also includes a portion of the Southside Legacy Project developed by the Congress for New Urbanism.

In all, the adopted zones support efforts along target corridors and key areas of future development throughout the city. They provide a valuable funding mechanism to drive private investment in areas of both opportunity and need, giving the City and its partners another tool to revitalize neighborhoods and commercial corridors.

Further information on the U.S Department of the Treasury and IRS regulations implementing the Opportunity Zones tax incentive is available at <https://www.irs.gov/newsroom/opportunity-zones-frequently-asked-questions>. For information about City of Savannah Opportunity Zones, contact Manny Dominguez, director, Economic Development Department, at 912.652.3582.

SAVANNAH INCENTIVE ZONES

Key Assets

- 1 Savannah/Hilton Head Intl. Airport
- 2 Georgia Ports Authority Ocean Terminal
- 3 SeaPoint Industrial Terminal Complex
- 4 Savannah Arena/Canal District
- 5 Savannah Landmark Historic District
- 6 CNU Eastside Legacy Project
- 7 Waters Avenue
- 8 Hunter Army Airfield
- 9 CNU Southside Legacy Project
- 10 St. Joseph's Hospital
- 11 Georgia Southern University

Federal Opportunity Zone

-  Eastside Opportunity Zone
-  Southside Opportunity Zone
-  Westside Opportunity Zone

Enterprise Zone



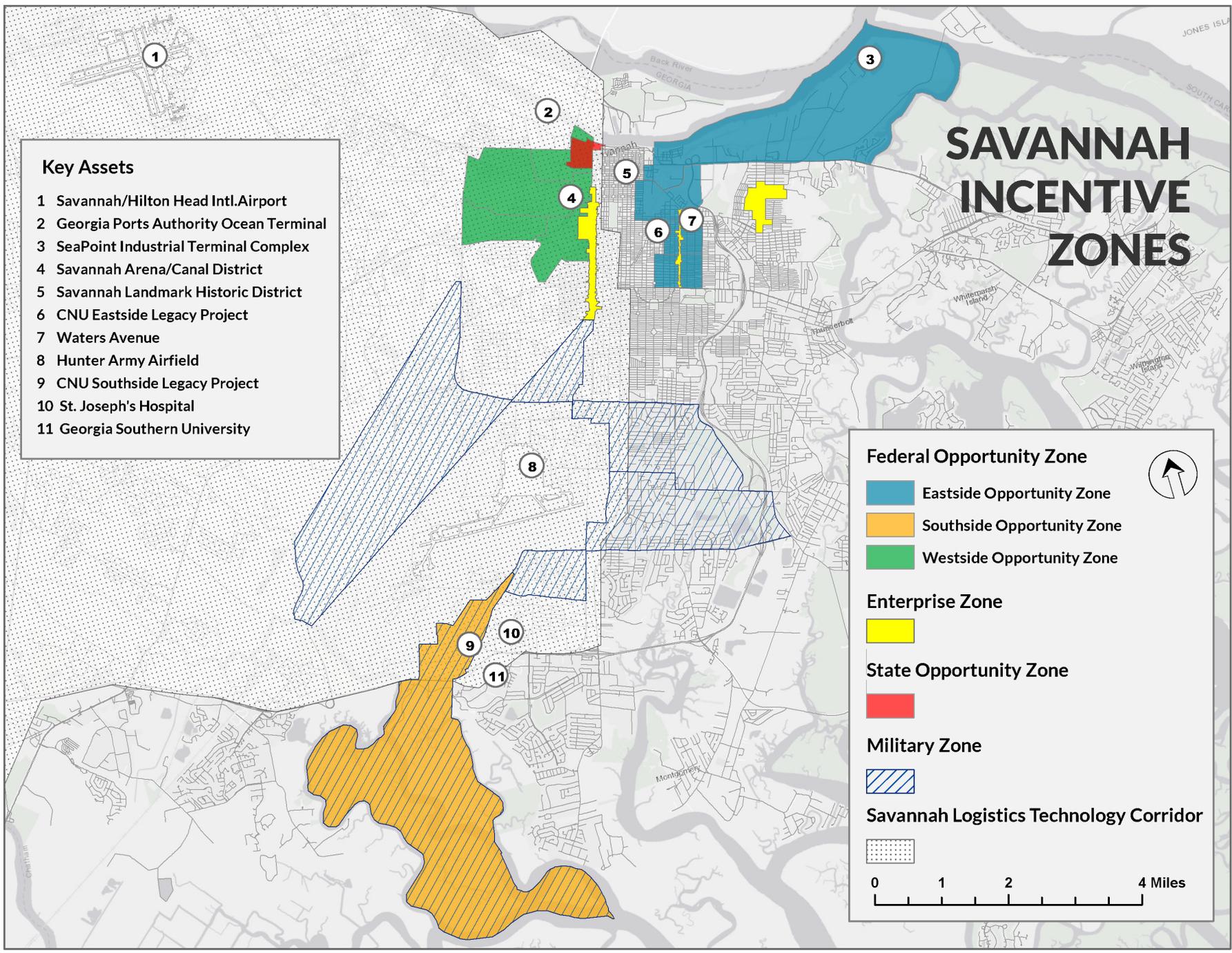
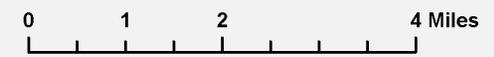
State Opportunity Zone



Military Zone



Savannah Logistics Technology Corridor



SAVANNAH'S KEY ECONOMIC ASSETS

9 OPPORTUNITY ZONE TRACTS

89 total tracts in Savannah MSA
10.1% of MSA tracts

23,456 OPPORTUNITY ZONE POPULATION

386,337 Savannah MSA Population
6% of MSA Population

1,117 OPPORTUNITY ZONE BUSINESSES

14,919 Savannah MSA businesses / 182,494 Savannah MSA employees
7.4% of MSA businesses / 6.7% of MSA employees

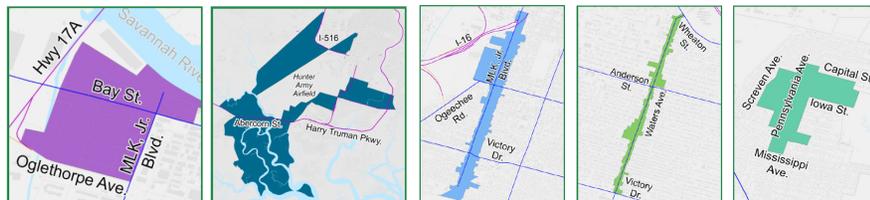
STATE & LOCAL BUSINESS INCENTIVES

Enterprise Zone - Promotes reinvestment along distressed business corridors through property tax abatement and certain fee waivers.

State Opportunity Zone - Encourages business development and job creation in the West Downtown Opportunity Zone through \$3,500 in job tax credits per job created.

Military Zone - Encourages business development and job creation in the Hunter Army Airfield Military Zone through \$3,500 in job tax credits per job created.

Savannah Logistics Technology Corridor - Fosters growth of logistics technology innovation in the Savannah region.



LOCATION

Savannah's ideal location on the Atlantic Ocean in the southeastern U.S. puts 70 percent of the U.S. population within a two-day drive by ground, water, rail or air.

BUSINESS CLIMATE

Savannah has a pro-business atmosphere with competitive tax and utility rates and high growth in net new business formation, resulting in a high standard of living. And with a thriving entrepreneurial ecosystem that includes the Savannah Entrepreneurial Center, Savannah Economic Development Authority, Savannah College of Art & Design, Creative Coast, and many others, Savannah works together to help entrepreneurs succeed. See also <http://seda.org/Strategic-Advantages>.

LOGISTICS INFRASTRUCTURE

The Greater Savannah region has a strong logistics infrastructure—Georgia Ports Authority, Center of Innovation for Logistics, World Trade Center Savannah, Savannah/Hilton Head International Airport, two Class A rail lines, two major interstate highways (I-16 and I-95), and a host of distribution facilities.

TALENT PIPELINE

With more than 430,000 in the labor pool available within 60 miles, Savannah's talent pipeline is diverse, young and highly skilled. Among those contributing to Savannah's workforce are graduates of the area's 18 area colleges and universities, which enroll nearly 65,000 students, and the more than 4,000 servicemen and women who transition out of the local military each year.

QUALITY OF LIFE

Savannah's outstanding, laid-back coastal lifestyle, mild temperatures, and beautiful beaches offer abundant outdoor recreational activities and cultural amenities. The Savannah National Historic Landmark District is the hub of downtown Savannah, known for its manicured squares, architecture, boutiques, and world-class restaurants. Residents and businesses enjoy a favorable cost of living compared to the national average and other nearby metropolitan areas.

SAVANNAH'S KEY ECONOMIC ASSETS



MAJOR INDUSTRIES

Savannah has a remarkable balance of diversity in trades and industries. There are more than 30 companies employing 100 or more people. Among these are 30+ Fortune 500 companies and 18 international companies. Ten of Savannah's major employers have chosen to locate their corporate headquarters here.

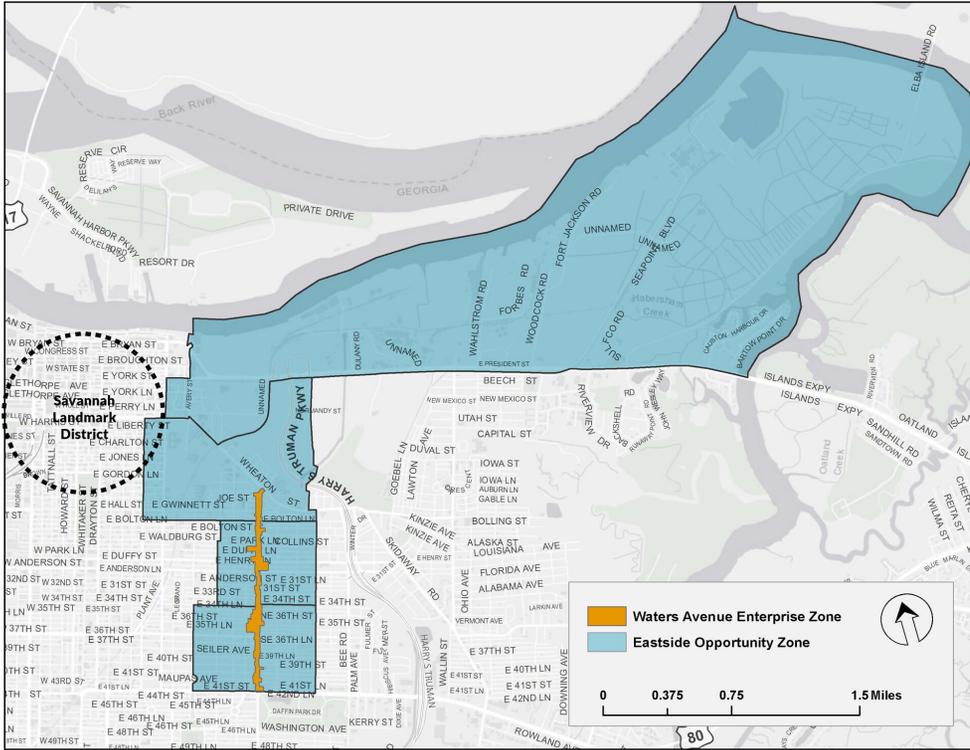
Port of Savannah - The Port of Savannah is home to the largest single-terminal container facility of its kind in North America. It is the fastest growing and fourth-busiest port in the nation, with 36 weekly vessel calls, more than any other container terminal on the U.S. East Coast.

Advanced Manufacturing - The Savannah region has a strong tradition in manufacturing, with companies like Gulfstream Aerospace, JCB Heavy Construction Equipment, Mitsubishi Hitachi Power Systems, International Paper, Briggs & Stratton, Georgia Transformer, Orafol Americas, Georgia Pacific and Imperial Sugar, among others.

Tourism, Culture, History - Savannah is a mecca for southern hospitality, hosting 14 million visitors who generate \$3 billion in visitor spending. The community is ranked 3rd on Travel + Leisure's Top 15 Cities in the United States.

Entertainment and Production - The film industry is an important facet of the Savannah region's economy, producing an estimated \$120.1 million in direct spending with \$254.6 million in total economic impact. Savannah was named number one "Best 10 Small Places and Towns to Live and Work as a Moviemaker" by MovieMaker Magazine.

EASTSIDE OPPORTUNITY ZONE BY THE NUMBERS



OPPORTUNITY ZONE TRACTS

Census Tracts 11, 21, 27, 101.01

OPPORTUNITY ZONE RESIDENTS

2017: 8,023
2010: 8,565
-7% change

OPPORTUNITY ZONE JOBS

Total businesses: 224
Total employees: 3,369

PREDOMINANT ZONING

Residential, single- and two-family
Mixed Use
Planned Development
Light and Heavy Industrial

CITY OF SAVANNAH

EASTSIDE COMMUNITY



\$44,194

HOUSEHOLD INCOME

Median income among Eastside OZ households is 24% lower than citywide level



\$34,864



43.7%

HOME OWNERSHIP

Percentage of owner-occupied units is 17% lower than citywide level.



36.8%



\$146,600

HOME VALUE

Median home value varies widely among Eastside tracts, from \$93,500 to \$355,100.



\$182,500



28.3%

EDUCATIONAL ATTAINMENT

Percentage of adults with bachelor's degree or higher is 12% lower than citywide level.



25%



33.7

MEDIAN AGE

Child dependency ratio is 7% higher among Eastside tracts while percentage of working age adults (59.5%) is 14% lower than citywide level.



35.3

EASTSIDE ASSETS & OPPORTUNITIES



Waters Avenue Streetscape Enhancements



Romana Riley Lofts



SeaPoint Industrial Terminal Complex



Eastern Wharf



CNU East Side Legacy Project



Live Oak Landing

THE ASSETS

Public Improvements

- Waters Avenue Streetscape: \$5M City investment to enhance corridor aesthetics, improve pedestrian accessibility, and encourage economic development.

Private Development Projects

- Eastern Wharf: \$600M phased, mixed use development on 58 acres adjacent to downtown with 2,000 linear feet of Savannah River frontage.
- SeaPoint Industrial Terminal Complex: New 365-acre rail-served, deepwater marine industrial terminal with full range of services and infrastructure to support various industrial uses.
- Romana Riley Lofts: New affordable, senior apartment community in renovated, historic Romana Riley school at 1108 Anderson Street.
- Live Oak Landing: New 70-unit mixed-income, senior apartments at 1210 Wheaton Street.

THE OPPORTUNITIES

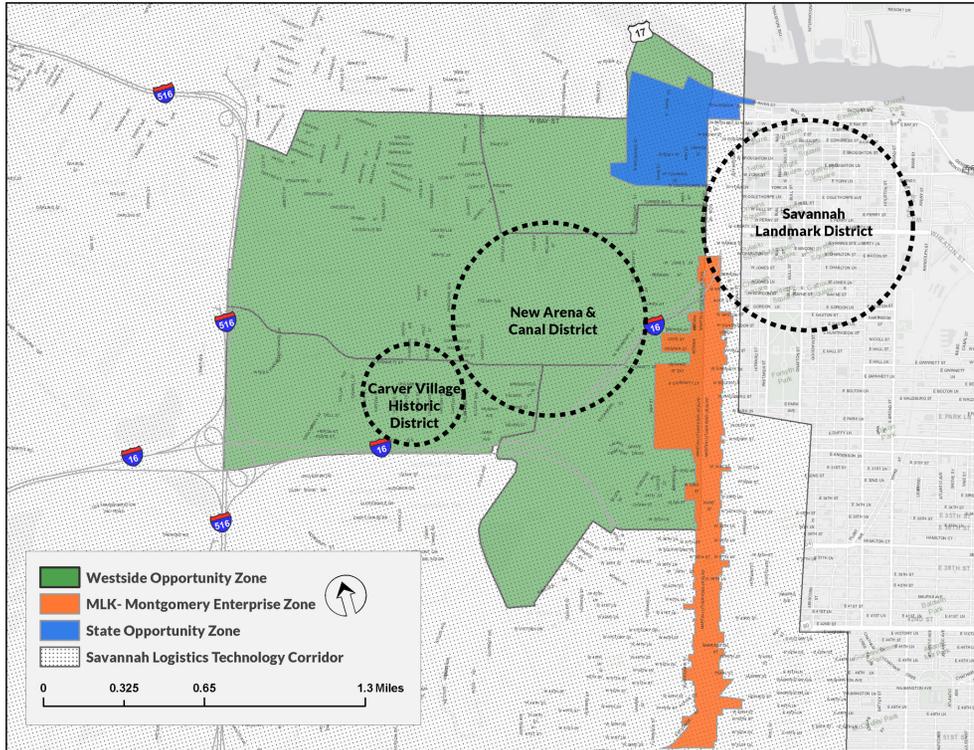
Congress for New Urbanism Legacy Project

- 2018 planning effort led by CNU architecture and urban design experts offering strategies and solutions to alleviate development pressures and address unsafe roadways, community resources, and access to housing in Waters Avenue corridor and Eastside neighborhood.

State and Local Incentives

- Waters Avenue Enterprise Zone

WESTSIDE OPPORTUNITY ZONE BY THE NUMBERS



OPPORTUNITY ZONE TRACTS

Census Tracts 1, 6.01, 12, 33.01

OPPORTUNITY ZONE RESIDENTS

2017: 11,225
2010: 10,420
+7% change

OPPORTUNITY ZONE JOBS

Total businesses: 303
Total employees: 7,049

PREDOMINANT ZONING

Light and Heavy Industrial
Residential, single- and two-family
Downtown Expansion (mixed use)

CITY OF SAVANNAH

WESTSIDE COMMUNITY



\$44,194

HOUSEHOLD INCOME

Median income among Westside OZ households is less than half citywide level.



\$20,788



43.7%

HOME OWNERSHIP

Percentage of owner-occupied units is almost 15 points lower than citywide.



29.1%



\$146,600

HOME VALUE

Median home value varies among Westside tracts from \$65,600 to \$95,700.



\$82,370



28.3%

EDUCATIONAL ATTAINMENT

Percentage of adults with a bachelor's degree or higher is less than 1/3 of citywide level.



8.4%



33.7

MEDIAN AGE

Child dependency ratio is higher among Westside tracts while percentage of working age adults equals citywide level (64%).



23.7

WESTSIDE ASSETS & OPPORTUNITIES



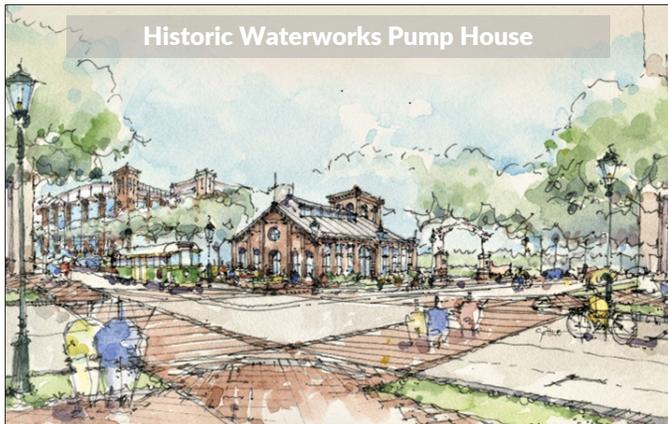
THE ASSETS

New Regional Event Destination

- \$165M state-of-the-art, multipurpose arena.
- Infrastructure investments including Springfield Canal widening and improvements to West Gwinnett Street and Stiles Avenue.
- Development plans for surrounding Canal District include a large community park, greenway trail, canal enhancements and drainage improvements.

Private Development Projects

- The Gateway Project at 703 Louisville: 250 new market-rate apartments at Louisville Road and Springfield Canal.
- The Lively-Canal District: 295-unit multifamily development at 1025 West Gwinnett Street.



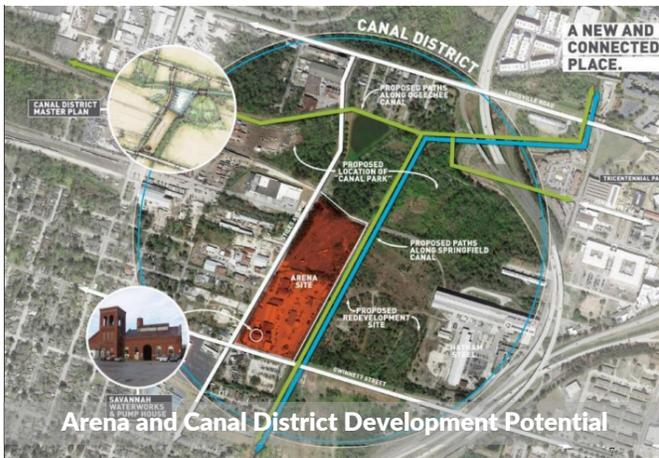
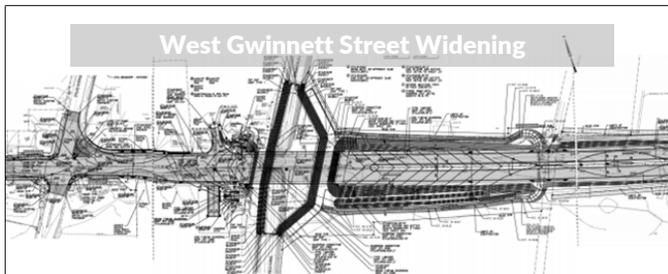
Historic Resources

- Carver Village Historic District
- Water Works Pump House
- Pearl Smith School
- Central of Georgia Railway viaduct

THE OPPORTUNITIES

Canal District Development

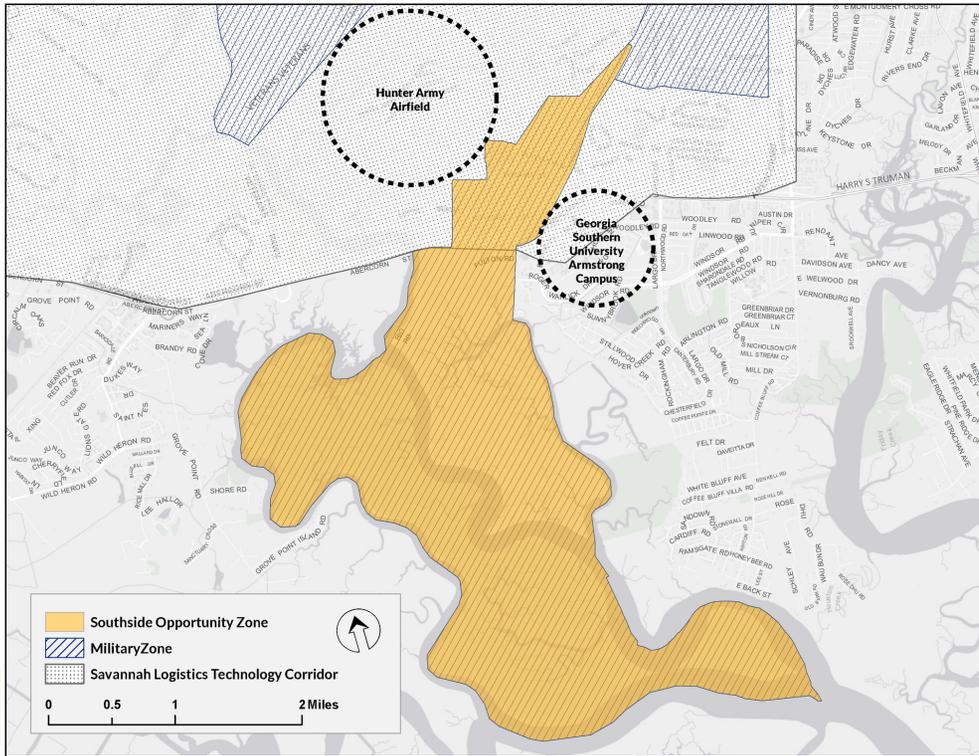
- Major focus of Savannah's urban expansion and connecting link between downtown and westside neighborhoods.
- Market analysis indicates development potential for significant retail and housing.
- Partnering opportunities for arena parking facilities and other support infrastructure.



State and Local Incentives

- West Downtown Opportunity Zone
- MLK-Montgomery Enterprise Zone
- Savannah Logistics Technology Corridor

SOUTHSIDE OPPORTUNITY ZONE BY THE NUMBERS



OPPORTUNITY ZONE TRACTS

Census Tract 109.01

OPPORTUNITY ZONE RESIDENTS

2017: 4,208
 2010: 4,407
 -5% change

OPPORTUNITY ZONE JOBS

Total businesses: 183
 Total employees: 1,951

PREDOMINANT ZONING

Conservation Marsh
 Business-Commercial
 Residential, single-family and multi-family
 Office-Institutional

CITY OF SAVANNAH

SOUTHSIDE COMMUNITY



HOUSEHOLD INCOME

Median income among Southside OZ households is 46% lower than citywide level.



HOME OWNERSHIP

Percentage of owner-occupied units is 51% lower than citywide level.



HOME VALUE

Median value of owner-occupied units is 52% lower than citywide level.



EDUCATIONAL ATTAINMENT

Percentage of adults with bachelor's degree or higher is 38% lower than citywide level.



MEDIAN AGE

Child dependency ratio is 14% higher among Southside tracts while percentage of working age adults (62%) is just below the citywide level.



SOUTHSIDE ASSETS & OPPORTUNITIES



THE ASSETS

Georgia Southern University Armstrong Campus

- 6,500 students; 50 majors in science, business, education, public health, fine arts, humanities and health professions.
- New \$22M, state-of-the-art academic building, home to Waters College of Health Professions, the largest producer of undergraduate health professionals in Georgia.
- Expansion of GSU's Logistics & Intermodal Transportation and Hospitality & Tourism programs to Armstrong Campus to respond to region's growing workforce needs.

Major Medical Facilities

- St. Joseph's Hospital: 330-bed acute care hospital offering specialized treatments and advanced medical procedures.
- Savannah VA Outpatient Clinic: Recently completed facility serves more than 13,000 patients in 10 Georgia and South Carolina counties.

Hunter Army Airfield

- Approximately 5,500 soldiers, airmen, coast guardsmen and Marines on station.
- Home of 3rd Infantry Division aviation units.

THE OPPORTUNITIES

Congress for New Urbanism Legacy Project

- 2018 vision plan for transforming suburban-style commercial development into connected neighborhoods; creating boulevards to better serve local traffic and encourage walking, biking and transit; connecting public recreational spaces to neighborhoods; and creating a connected bike network.

State and Local Incentives

- Savannah Logistics Technology Corridor
- Military Zone

CONTACT

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