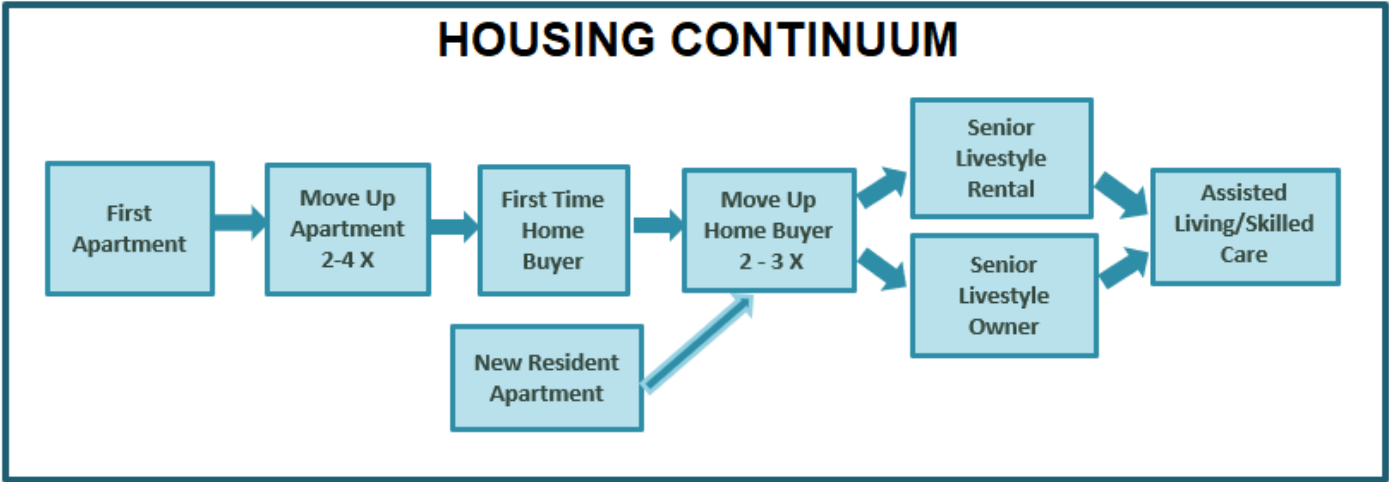




**HOUSING NEEDS
ASSESSMENT AND
STRATEGY
ZANESVILLE, OHIO**

August 28, 2023

HOUSING CONTINUUM



EVALUATING THE EXISTING MARKET

1. Peer county analysis
2. Target county analysis
3. Review of demographic and economic trends
4. Field survey of existing housing product

PEER/TARGET COUNTY COMPARISONS BASED ON...

- POPULATION
- INCOME
- INCOMES OVER \$50,000 and \$75,000
- HOME OWNERSHIP
- MORTGAGE RATIOS
- JOB TO POPULATION RATIO
- DISTANCE FROM A MAJOR MARKET
- DISTANCE FROM INTERSTATE HIGHWAY
- SINGLE AND MULTIFAMILY BUILDING PERMITS
- TENURE CHARACTERISTICS

PEER COUNTIES

- 219 counties with 70,000 to 110,000 population
 - 13 with conventional economics
 - Outside major metro areas in Midwest
 - Interstate access
 - Selected 4 “Peer Cities” similar to Zanesville based on demographics and the overall economy

Lima (Allen Co.)

Findlay (Hancock Co.)

Parkersburg (Wood Co, WV)

Piqua/Troy (Miami Co.)

TARGET COUNTIES

- 79 counties with 110,000 to 135,000 population
 - 7 with conventional economics
 - Outside major metro areas in Midwest
 - Interstate access
 - Selected 4 “Target Cities” similar to Zanesville based on demographics and the overall economy

Battle Creek, MI (Calhoun Co.)

Muncie, IN (Delaware Co.)

Elizabethtown, KY (Hardin Co.)

Mansfield, OH (Richland Co.)

MUSKINGUM COUNTY, PEER CITY AND TARGET CITY POPULATION AND DEMOGRAPHIC SUMMARY			
CRITERIA	AVERAGE		MUSKINGUM COUNTY
	TARGET CITY	PEER CITY	
POPULATION			
2010	120,959	92,644	86,074
2020	120,463	92,549	86,410
Percent Change	-0.4%	-0.1%	0.4%
2022	120,119	94,439	86,194
2027	119,910	94,430	86,094
HOUSEHOLDS			
2010	47,327	37,076	34,271
2020	48,274	38,080	35,091
Percent Change	2.0%	2.7%	2.4%
2022	48,271	38,136	35,077
2027	48,410	38,192	35,153
Average Household Size	2.39	2.38	2.41
Median Age 2022	39.7	39.9	41.9

WB21

MUSKINGUM COUNTY, PEER CITY AND TARGET CITY INCOME AND HOME OWNERSHIP COMPARISONS			
CRITERIA	AVERAGE		MUSKINGUM COUNTY
	TARGET CITY	PEER CITY	
INCOME AND WEALTH			
Median Income - 2022	\$54,154	\$60,358	\$56,023
Average Income - 2022	\$74,536	\$82,380	\$74,328
Median Net Worth	\$121,501	\$158,609	\$133,947
Average Net Worth	\$539,551	\$672,502	\$478,837
HOUSING			
Total Housing Units - 2022	53,128	41,532	38,397
Owner Occupied	60.0%	66.8%	66.2%
Renter Occupied	29.6%	25.1%	25.1%
Vacant	10.4%	8.2%	8.8%
Owner Occupied			
With No Mortgage	40.6%	39.70%	39.70%
Housing Value			
With Mortgage	\$162,937	\$176,661	\$169,374
Without a Mortgage	\$140,165	\$158,858	\$186,708

WB21

LABOR FORCE TRENDS TARGET, PEER, AND MUSKINGUM COUNTIES 2003 - 2015 - 2022			
YEAR	TARGET COUNTIES	PEER COUNTIES	MUSKINGUM COUNTY
Labor Force			
2003	52,557	44,485	38,279
2015	49,783	43,101	32,130
Percent Change	-5.3%	-3.1%	-16.1%
2022	47,768	42,447	34,346
Percent Change	-4.0%	-1.5%	6.9%

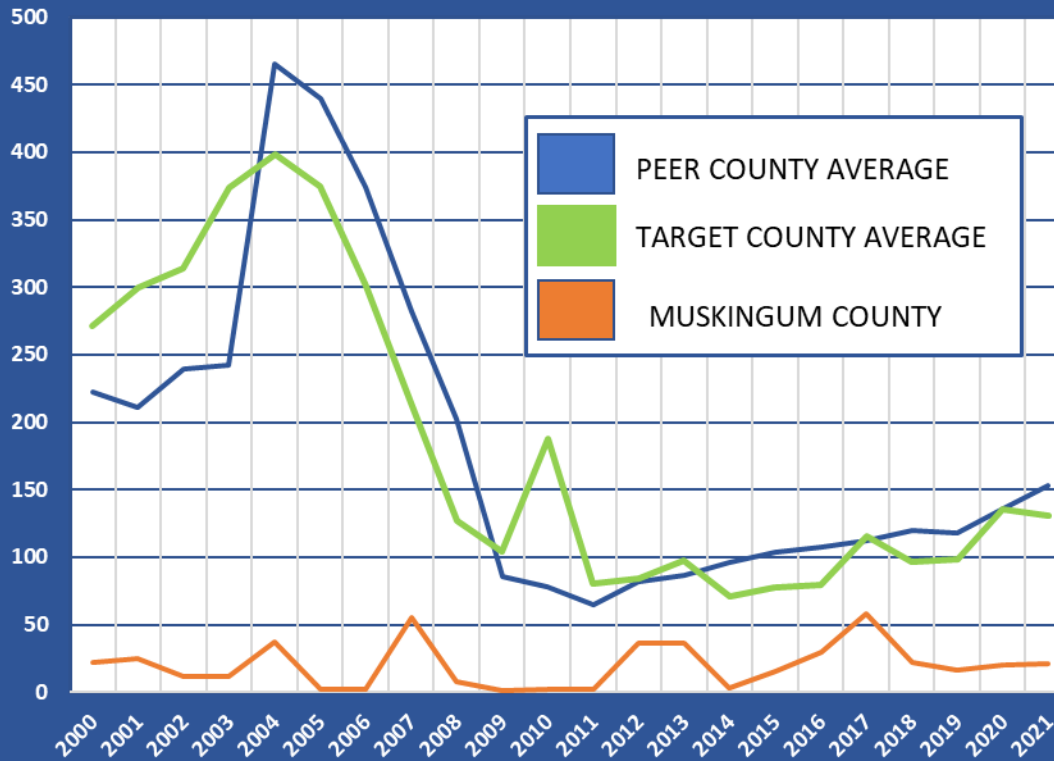
WB13

EMPLOYMENT TRENDS TARGET, PEER, AND MUSKINGUM COUNTIES 2003 - 2015 - 2022			
YEAR	TARGET COUNTIES	PEER COUNTIES	MUSKINGUM COUNTY
Labor Force			
2003	68,772	55,519	50,093
2015	65,033	55,279	45,234
Percent Change	-5.4%	-0.4%	-9.7%
2022	63,146	54,523	45,406
Percent Change	-2.9%	-1.4%	0.4%

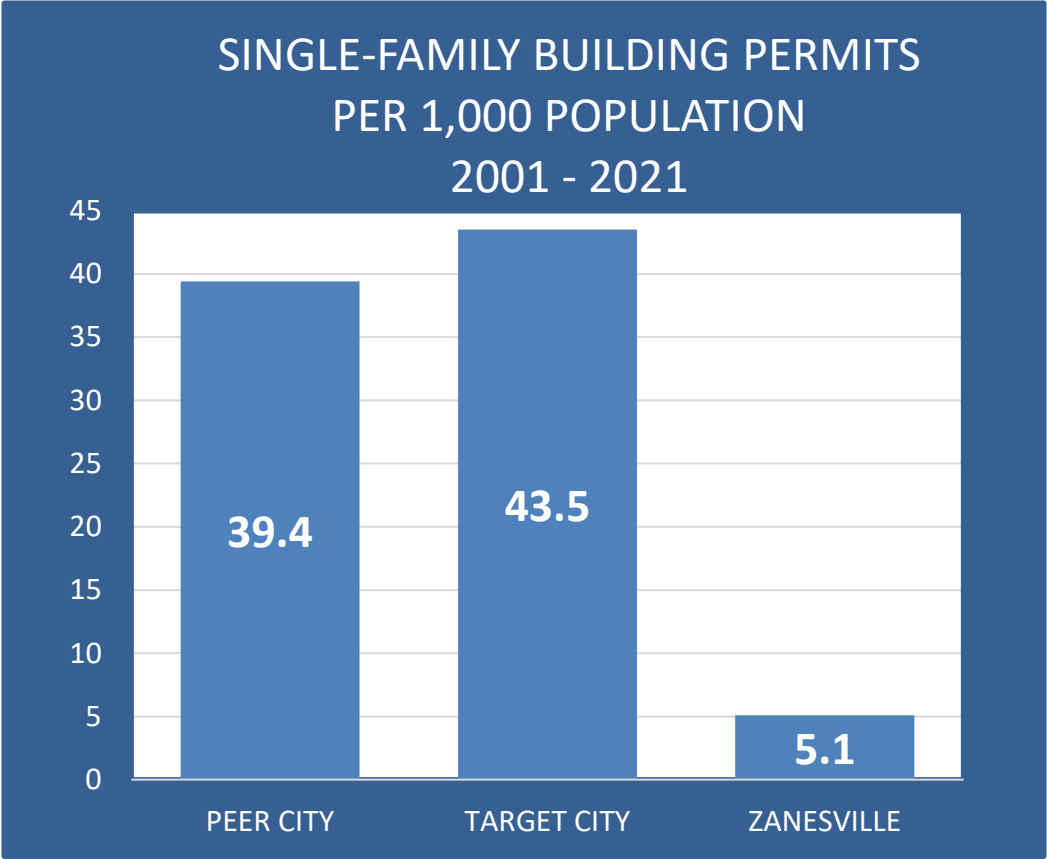
WB14

CURRENTLY EXISTING SINGLE-FAMILY HOUSING MARKET

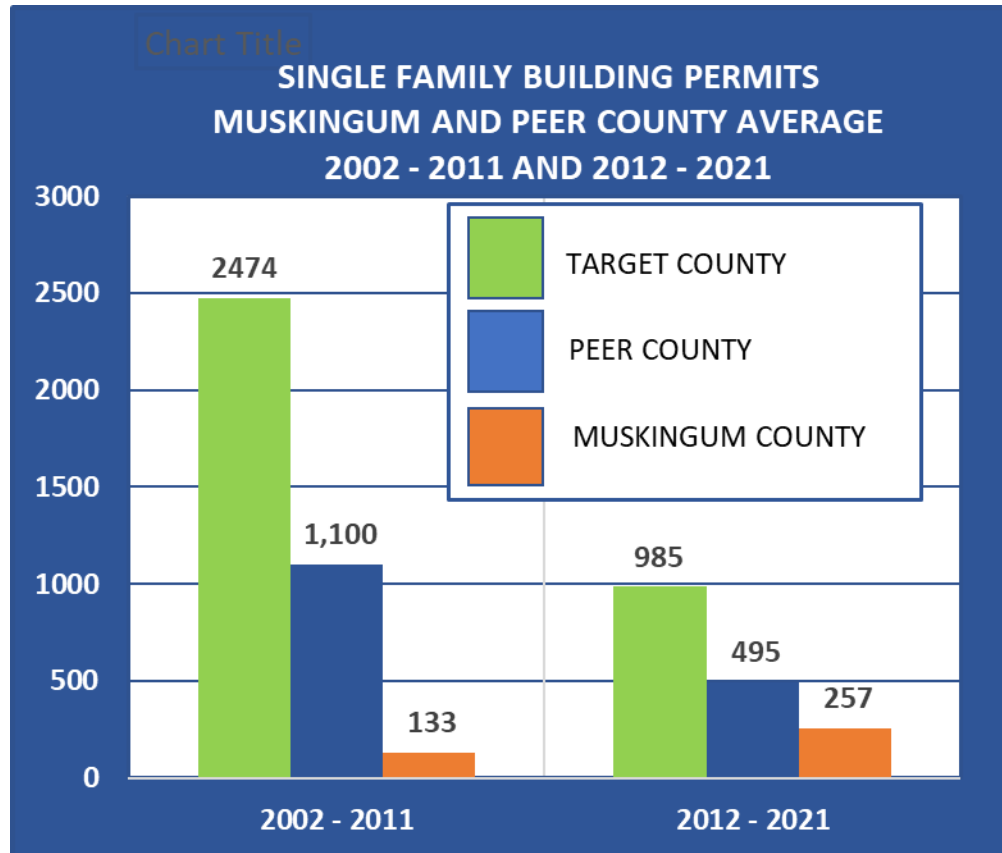
**SINGLE FAMILY BUILDING PERMITS
2000 - 2021
MUSKINGUM COUNTY AND PEER COUNTY AVERAGE**



WB11



WB2



WB11

**TWENTY YEAR DEFICIT OF 3,199
 SINGLE-FAMILY HOMES**

- CANNOT CARRY DEFICIT FOR MORE THAN A THREE-YEARS.
 - BUYERS TYPICALLY FIND OTHER ALTERNATIVES.
 - BUY EXISTING HOME OR REMODEL
 - MOVE TO ANOTHER CITY

THREE YEAR DEFICIT OF 351 SINGLE-FAMILY HOMES

**ONGOING DEMAND FOR SINGLE-FAMILY HOMES
95 TO 105 HOMES ANNUALLY**

SINGLE-FAMILY DEVELOPMENT POTENTIAL

DANTER/Economic Development Strategies, LLC

SINGLE-FAMILY DEVELOPMENT RECOMMENDATIONS

- New development should be large enough to support contemporary expectations.
- Developments should encompass the broadest range of prices in order to maximize absorption.
- 60' X 130' to 140' lots.
- Model homes

PROTOTYPE ENTRY-LEVEL DEVELOPMENT

- Home prices would range from \$250,000 to \$400,000.
- The \$250,000 to \$299,999 price range cannot be delivered without special incentives for the buyer and developer.
- A minimum of 90 lots.
- Stabilized absorption would expect to be 36 to 40 lots annually.

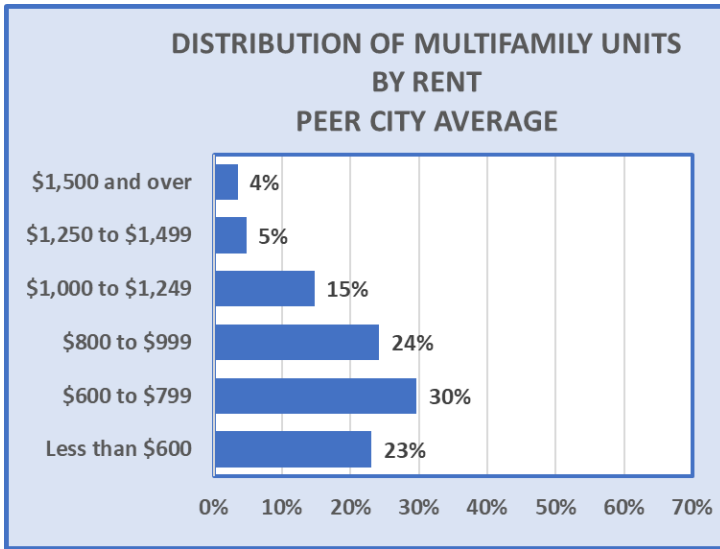
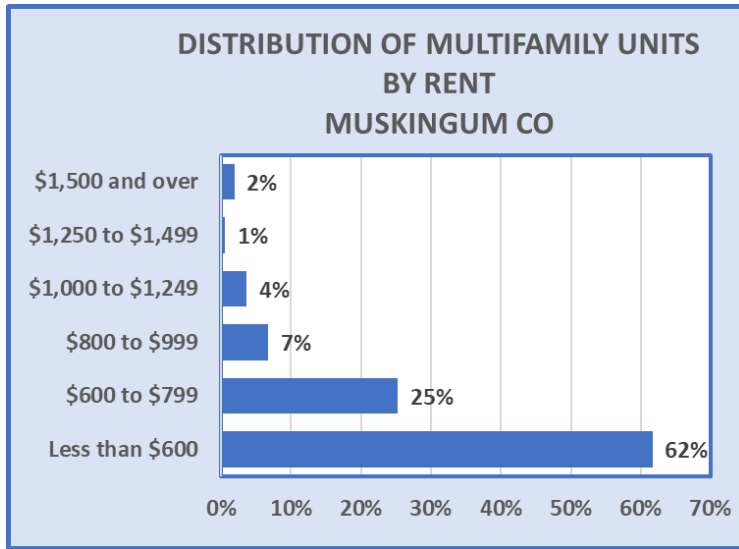
PROTOTYPE MOVE-UP DEVELOPMENT

- \$400,000 and over price range.
- A minimum of 40 lots
- 80' lots are recommended. (the minimum size for a home with a side-loaded garage.
- The development should have special features such as rolling and/or wooded home sites.
- An absorption rate of 8 to 10 units annually can be expected.

SINGLE-FAMILY RENTAL COMMUNITY

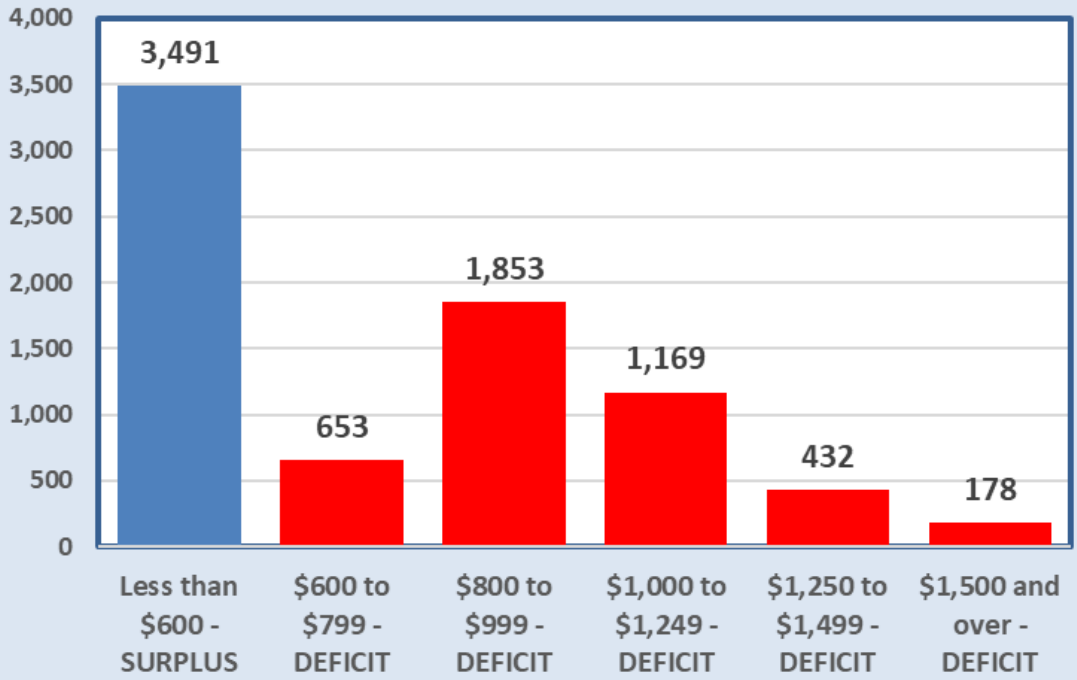
- Recommend a single-family rental community of up to 16 homes.
- Two- and three-bedroom units ranging from 1,150 to 1,300 square feet and contain a two-car garage..
- Rents would range from \$2,400 to \$2,900 per month.
- Lot sizes of 50'.
- The property would be part of a mixed-use development with the benefits of overall community marketing, project amenities, and project entry.
- A single-family rental component would enable a builder to “jump start” a development with rental units.
- Project would be best utilized as part of a larger, mixed-use, development.

EXISTING MULTIFAMILY HOUSING MARKET



WB:ACS

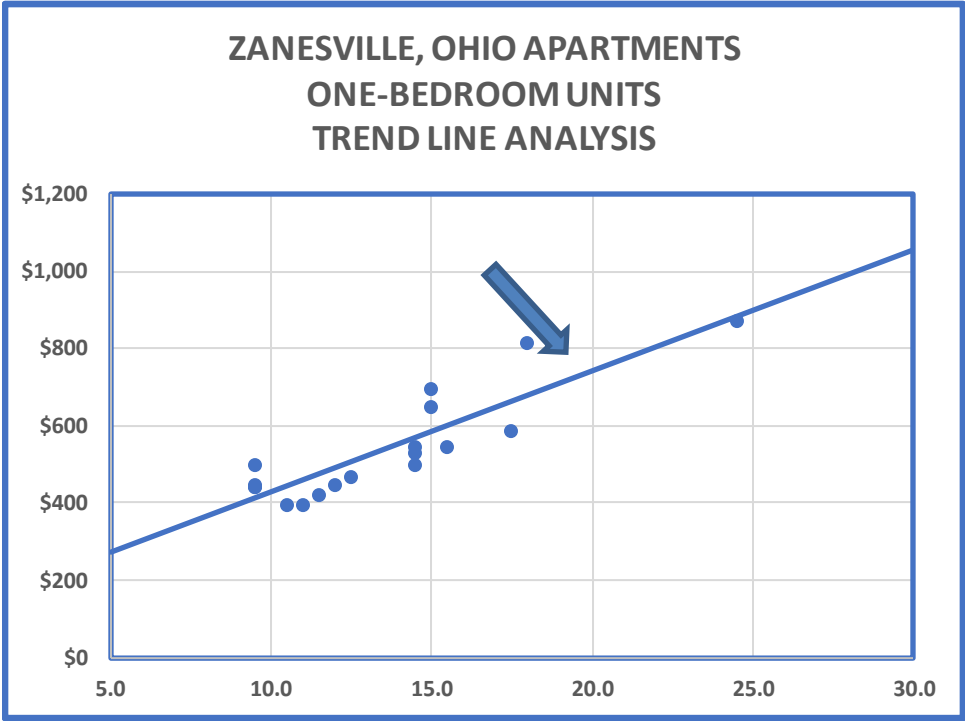
MULTIFAMILY DEFICITS BY RENT RANGE MUSKINGUM COUNTY



AVERAGE ANNUAL RENT INCREASE ZANESVILLE, OHIO APARTMENTS 2012 - 2023	
UNIT TYPE	PERCENT INCREASE
Studio	3.0%
One-Bedroom	2.3%
Two-Bedroom	2.5%
Three-Bedroom	2.0%
Overall	2.4%

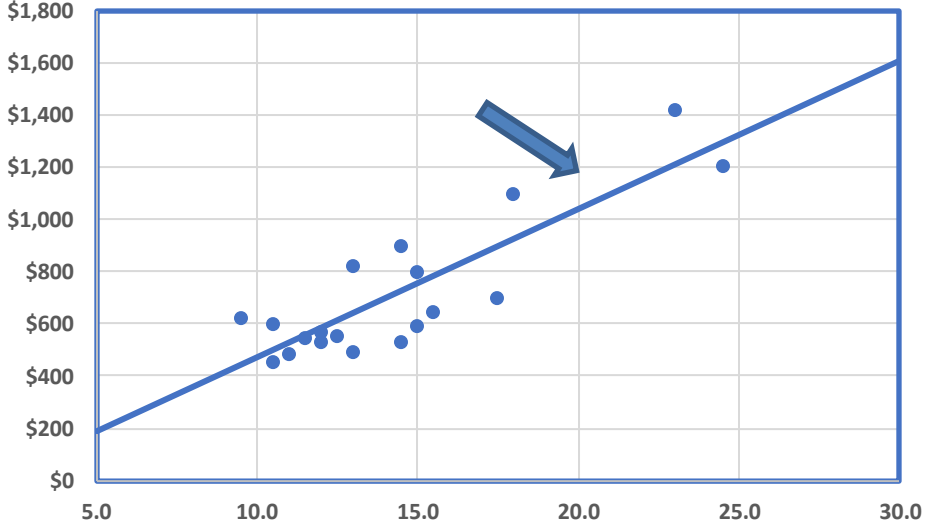


WB-25

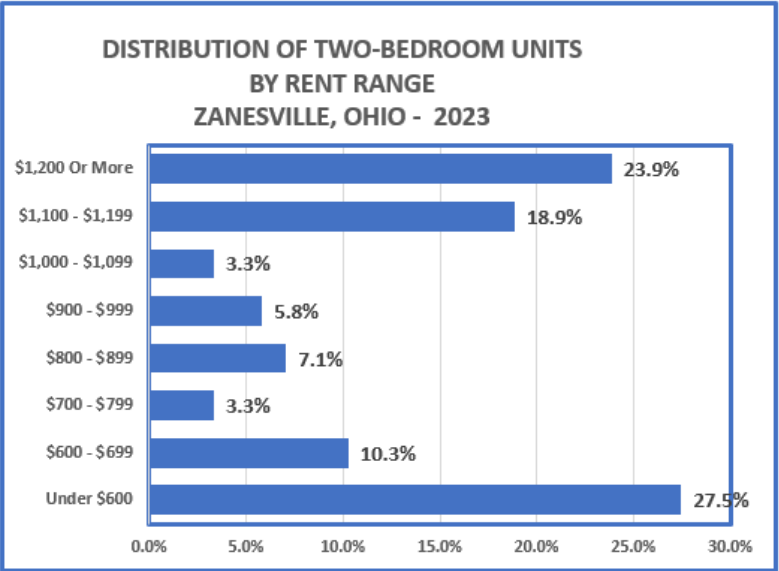
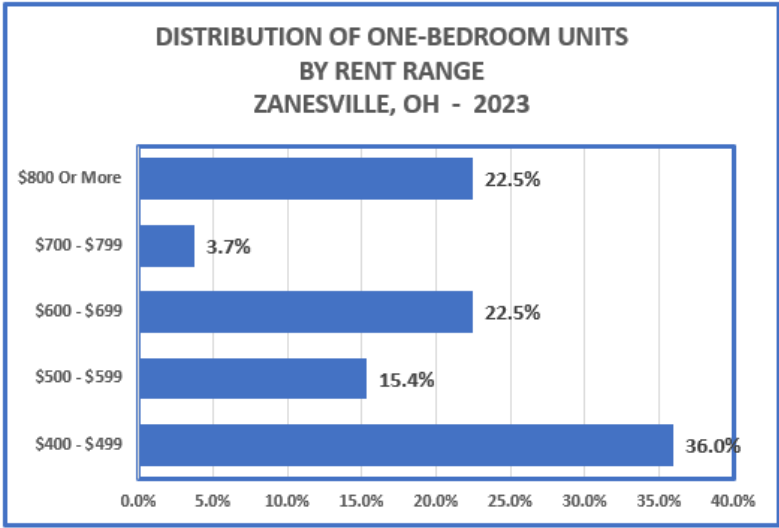


WB-25

**ZANESVILLE, OHIO APARTMENTS
TWO-BEDROOM UNITS
TREND LINE ANALYSIS**



WB-25



WB25

MUSKINGUM COUNTY, PEER CITY AND TARGET CITY INCOME QUALIFIED RENTER HOUSEHOLDS			
CRITERIA	AVERAGE		MUSKINGUM COUNTY
	TARGET COUNTIES	PEER COUNTIES	
ALL RENTERS	16,120	11,270	10,220
Renters with Income \$50,000+	4,913	3,269	2,315
	30.5%	29.0%	22.7%
Supports \$1,000+ rent or \$200,000 home purchase			
Renters with Income \$90,000+	1,719	1,262	613
	10.7%	11.2%	6.0%
Supports \$325,000 home purchase			
RENTERS AGE 62+			
Renters with Income \$50,000+	614	496	400
	3.8%	4.4%	3.9%
Supports \$1,000 rent			

**332
APARTMENTS
AT \$1,000+**

WB21

MULTIFAMILY DEVELOPMENT SCENARIOS

DANTER/Economic Development Strategies, LLC

PROTOTYPICAL DEVELOPMENT (2/3 STORY) ZANESVILLE, OHIO				
UNIT TYPE	NUMBER	SQUARE FEET	MONTHLY RENT*	RENT PER SQUARE FOOT*
Studio/1.0 Bath	4	425	\$650	\$1.53
One-Bedroom/1.0 Bath	36	725	\$875	\$1.21
One-Bedroom/1.0 Bath	16	800	\$950	\$1.19
Two-Bedroom/ 2.0 Bath	48	975	\$1,095	\$1.12
Two-Bedroom/2.0 Bath	24	1,100	\$1,225	\$1.11
Three-Bedroom/2.0 Bath	8	1,250	\$1,395	\$1.12
AFFORDABLE				
One-Bedroom/1.0 Bath	8	725	\$750	\$1.03
Two-Bedroom/2.0 Bath	12	975	\$950	\$0.97
Three-Bedroom2.0 Bath	4	1,150	\$1,100	\$0.96
Total	160			
*2025				

Rent includes water, sewer service, and trash removal. Tenants will pay all other utilities.

Threshold Income (one-bedroom unit) – market rate units \$42,000

Threshold income (one-bedroom unit) – affordable units \$36,000

DANTER/Economic Development Strategies, LLC

PROTOTYPICAL FAMILY TOWNHOUSE DEVELOPMENT ZANESVILLE, OHIO				
UNIT TYPE	NUMBER	SQUARE FEET	MONTHLY RENT*	RENT PER SQUARE FOOT*
Two-Bedroom/ 2.5 Bath Townhouse	24	1,200	\$1,450	\$1.21
Two-Bedroom/ 2.5 Bath Townhouse	16	1,300	\$1,600	\$1.23
Three-Bedroom/ 2.5 Bath Townhouse	12	1,400	\$1,750	\$1.25
AFFORDABLE				
Two-Bedroom/ 2.5 Bath Townhouse	10	1,050	\$1,050	\$1.00
Three-Bedroom/ 2.5 Bath Townhouse	6	1,200	\$1,350	\$1.13
Total	68			
*2025				

Rent includes water, sewer service, and trash removal. Tenants will pay all other utilities. All units will have an attached one-car garage.

Threshold Income – market rate units \$69,600
 Threshold income – affordable units \$50,400

DANTER/Economic Development Strategies, LLC

PROTOTYPE SENIOR RANCH DEVELOPMENT ZANESVILLE, OHIO				
UNIT DESCRIPTION	NUMBER	SQUARE FEET	RENTS AT OPENING*	RENT PER SQUARE FOOT
One-Bedroom/1.0 Bath/ 1-Car Attached Garage	42	675	\$975	\$1.44
Two-Bedroom/1.0 Bath/ 1-Car Attached Garage	42	880	\$1,150	\$1.31
Two-Bedroom/2.0 Bath/ 2-Car Attached Garage	42	925	\$1,300	\$1.41
Total	126			
* 2025				

Rent includes water, sewer service, and trash removal.

These are single-story ranch-style units with attached garages.

Threshold Income – market rate units \$46,800

PROTOTYPICAL LUXURY DEVELOPMENT ZANESVILLE, OHIO				
UNIT DESCRIPTION	NUMBER	SQUARE FEET	MONTHLY RENT*	RENT PER SQUARE FOOT*
One-Bedroom/ 1.0 Bath Garden One Car Garage	8	850	\$1,150	\$1.35
Two-Bedroom/ 2.5 Bath Garden One Car Garage	12	1,200	\$1,500	\$1.25
Two-Bedroom/ 2.5 Bath Townhouse Two Car Garage	12	1,300	\$1,700	\$1.31
Three-Bedroom/ 2.5 Bath Townhouse Two Car Garage	8	1,450	\$2,000	\$1.38
Total	40			
*2025				

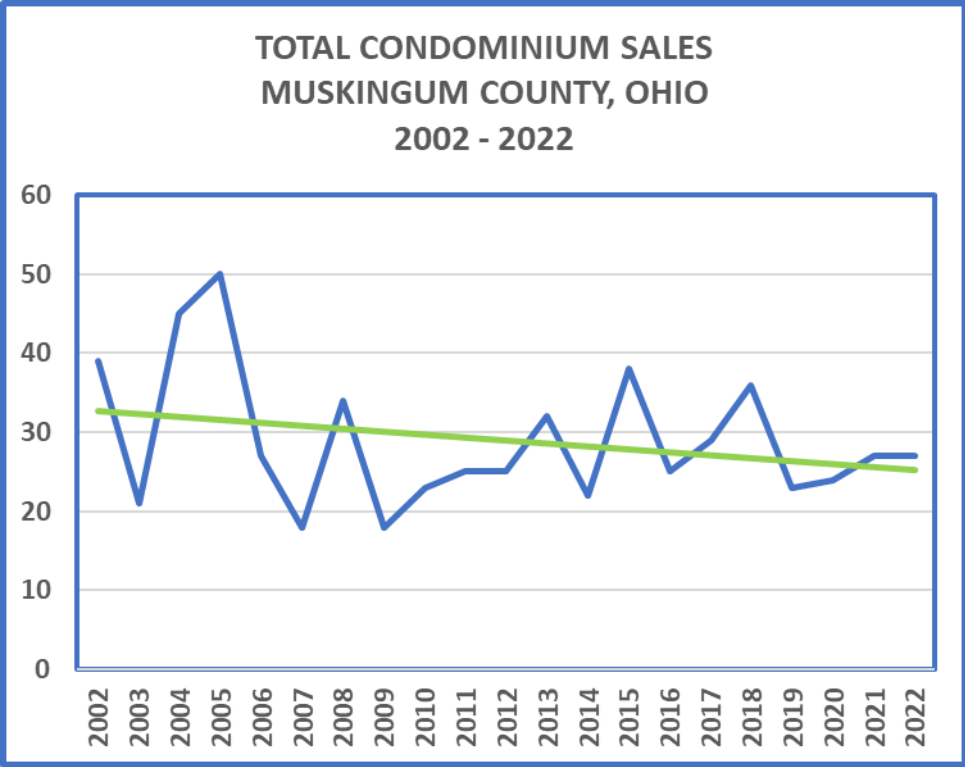
Rent includes water, sewer service, and trash removal. Tenants will pay all other utilities. All units will have an attached one or two-car garages.

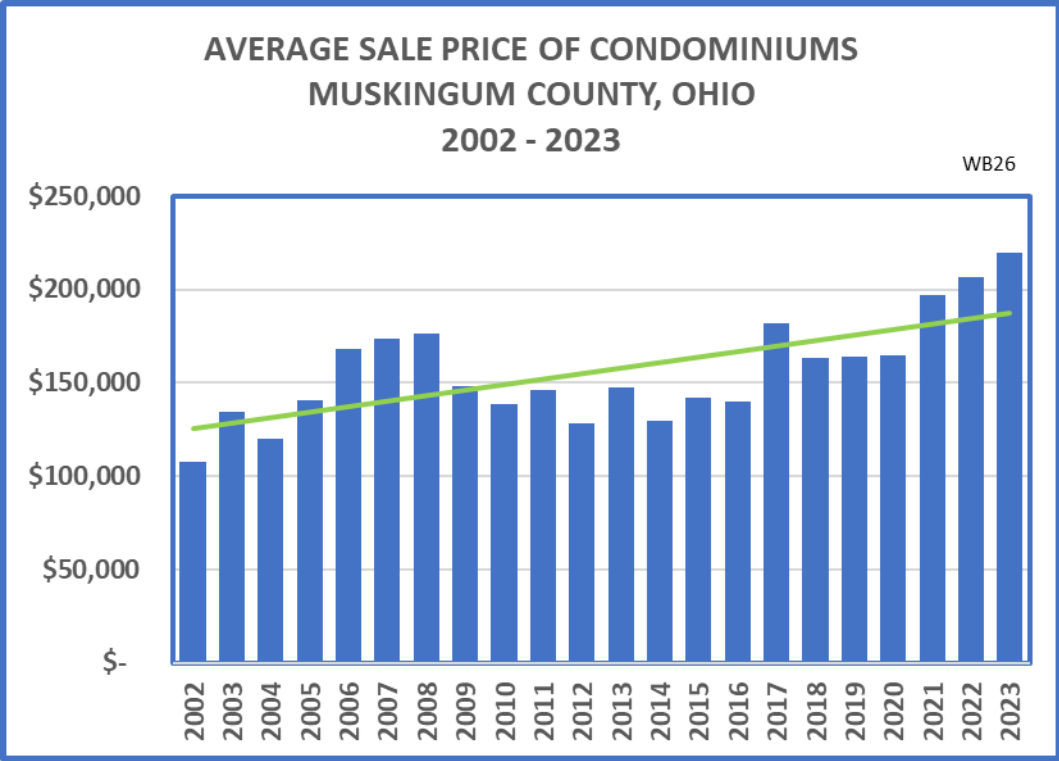
Threshold Income – market rate units \$52,200

DANTER/Economic Development Strategies, LLC

CONDOMINIUM MARKET

DANTER/Economic Development Strategies, LLC





AVERAGE ANNUAL RATE OF APPRECIATION MUSKINGUM COUNTY CONDOMINIUMS	
MOST RECENT SALE YEAR	AVERAGE ANNUAL RATE OF APPRECIATION
2020-2023	3.5%
2015-2019	1.4%
2010-2014	-1.0%
2005-2009	3.6%
Overall	2.1%

WB26

TOTAL CONDOMINIUMS MUSKINGUM COUNTY PEER AND TARGET COUNTIES		
MARKET	TOTAL	PER 1,000 POPULATION
Muskingum County	346	4
Peer County Average	318	3.1
Target County Average	382	3.2

WB26

CONDOMINIUM DEVELOPMENT STRATEGIES

- Unique urban sites
- Waterfront sites
- Special views
- As part of an integrated use development
- Affordable ranch development

FUTURE DEMAND

HOUSING DEMAND MODEL NEW EMPLOYMENT ADDED	
Insert total new jobs in green cell - All other cells will self populate	
EXAMPLE - NOT ACTIVE	
NEW EMPLOYER IMPACT (2023+)	YEAR 1
Total New Jobs	250
Total Households (1)	235
Hired from within Muskingum County	89
Hired from within commuting distance	33
New residents	115
NEW HOUSING IMPACT	
Rental Apartments	
Work Force	129
Upscale	75
Owned Homes	
Entry Level	9
Move-up	19
Up Scale	3
(1) Estimated 6% of employees will have 2 persons from the same household	

WB20

A WORD ABOUT.....

1. Suburban communities
 - New Concord
 - Dresden
 - Frazeyburg
2. Zanesville neighborhoods
3. Downtown

DEVELOPMENT STRATEGIES

If Zanesville cannot meet the housing demand generated by existing employers or from potential employers committing to the area, it will significantly impact the potential to attract new employers in the future.

1. Meet with the existing Zanesville base of builders/developers to present market research and development expectations for the region. This is a “first in” opportunity

2. Convene a “Housing Summit” inviting regional and national builders.

- Builders often reach out to surrounding markets to avoid lengthy and costly entitlement processes.
- Significant current interest in markets surrounding Central Ohio due to the Intel impact.
 - 150 to 180 suppliers to Intel are expected to locate facilities in surrounding markets.

3. Provide a smooth path through the entitlement process.

- Be certain everyone in the entitlement process “buys into” the commitment to residential development.

4. Provide zoned, shovel-ready sites. A long, and often contentious entitlement process is listed as the single most significant problem by developers.

5. Become site developer – Zanesville could provide builder-ready lots with the development profit being used to “buy down” the final price point.

6. Provide streets and infrastructure that would be repaid as lots are sold.

7. Street and infrastructure reimbursement.

8. Provide low-interest loans for model homes.

9. Cash incentive to the buyer. A 5% cash rebate could be used for a down payment or to defray moving expenses. (5% would be about equal to property taxes over a four year period.)

10. Direct financial assistance to the developer.

- Favorable land price.
- Reduced entitlement and impact fees.
- Land lease until permanent financing.

11. Work with existing and potential employers.

- Corporate “sign on” bonuses could include housing incentives.
- Corporate incentives could be repackaged as housing incentives.

12. Rental housing developments could include a portion of the units at a reduced “target” rent appropriate for workforce housing.

13. Create a position of “Housing Czar” for the City.

- Sole responsibility would be the development of market-rate housing.
- Performance measured by units sold or rented units.
- Recruit builders and developers
- Lead developer/builders through the entitlement process

IT IS CRITICAL THAT BUILDER/DEVELOPER INCENTIVES MANIFEST AS SAVINGS TO THE CONSUMER.

- **Reduces the cost of housing to workforce income levels**
- **Mitigates housing price gap created by 20 year construction deficits.**
- **Increased profits to builder/developers through increased absorption.**

ADDITIONAL DEVELOPMENT STRATEGIES

Transformational Mixed Use Development Tax Credit (TMUD) Ohio

The Transformational Mixed-Use Development Program provides a tax credit against Development costs incurred during the construction of a project that will be a catalyst for future development in its area.

A Development includes new construction and/or improvement of vacant buildings that will have a major economic impact on the site and the surrounding area. This Development must be a combination of retail, office, residential, recreation, structured parking, and other similar uses into one mixed-use Development.

Massachusetts Workforce Housing Initiative

MassHousing has invested more than \$100 million in its Workforce Housing fund, which supports the creation of rental housing that is affordable for households whose incomes are too high for subsidized housing but are priced out by market rents.

Workforce Housing Program Highlights

- Supports housing with rents affordable to individuals and families with incomes of generally between 60% and 120% of Area Median Income (AMI)
- Provides up to \$100,000 of subsidy per workforce housing unit
- Leverages strategic opportunities to use state-owned land
- Complements, does not replace traditional MassHousing development financing
- Ensures workforce housing units are deed restricted as affordable

Workforce Housing Eligible Projects

- Preference for new units; existing projects where unrestricted units become restricted or preservation of affordability is at risk will be considered
- 20% of units must be affordable for households earning at or below 80% of AMI

Land Banking

Land banking for workforce housing development refers to the process of reserving or setting aside land in a growing area for the future development of workforce and affordable housing as the community develops.

Community Land Trust (CLT)

A community land trust (CLT) is a private nonprofit community organization that safeguards land in order to provide affordable housing opportunities. CLTs buy and hold land permanently, preventing market factors from causing prices to rise. CLTs build and sell affordably priced homes to families with limited incomes—the CLT keeps the price of homes affordable by separating the price of the house from the cost of the land. When a family decides to sell a CLT home, the home is resold at an affordable price to another homebuyer with a limited income

(Source: www.cltnetwork.org).

Shared Equity

Shared equity represents a unique approach to affordable homeownership. Under this approach, a state or local government provides funding to help a family purchase a home. In return for this investment, the government entity shares in the benefits of any home price appreciation that may occur. The public's share of the home's appreciation may be used in two ways: it can either be returned to the government in the form of a cash payment that can be used to help another family, or it can stay with the home, reducing the cost of that home for the next family

(Source: www.nhc.org/index/sharedequity).

Illinois Affordable Housing Tax Credits (Donations Tax Credits)

The Illinois Affordable Housing Tax Credit (IAHTC), also known as the Donations Tax Credit, provides a \$0.50 state income tax credit for each \$1 contributed to a qualified affordable housing project. Donations, which may be cash, securities, or real or personal property, must total at least \$10,000 and may be aggregated. Project sponsors must be non-profit organizations with a mission to construct or rehabilitate affordable housing.

Funds must be used for projects that meet the definition of affordable housing. Qualified projects must include units that benefit families who earn up to 60 percent of area median income.

Eligible projects include:

- Affordable rental and homeownership developments
- **Employer-assisted housing projects**
- Homeownership counseling programs in Chicago

Neighborhood Stabilization Program (NSP)

The Neighborhood Stabilization Program (NSP), has been developed as part of the federal and state government responses to the current foreclosure crisis that provide funds to government agencies and nonprofits to enable these organizations to purchase, rehabilitate, and resell abandoned and foreclosed properties. Through 2010, the federal government allocated \$7 billion to states and cities for neighborhood stabilization. Further funding for the NSP programs is uncertain at this time.

Good Neighbor Next Door

Law enforcement officers, teachers (pre-Kindergarten through 12th grade) firefighters and emergency medical technicians can contribute to community revitalization while becoming homeowners through HUD's Good Neighbor Next Door Sales Program. HUD offers a substantial incentive in the form of a discount of 50% from the list price of the home. In return, an eligible buyer must commit to live in the property for 36 months as his/her principal residence.

How the Program Works

Eligible Single-family homes located in revitalization areas are listed exclusively for sale through the Good Neighbor Next Door Sales program. Properties are available for purchase through the program for seven days.

Workforce Housing Program Palm Beach County, Florida

The Workforce Housing Program (WHP), established in the County's Comprehensive Plan, is intended to increase housing opportunities for persons employed in Palm Beach County jobs that help keep the community viable. The WHP applies to all developments with a residential component of 10 or more units in defined areas where required by a project's conditions of approval.

The WHP has a mandatory component, requiring a percentage of units to be provided as workforce units, and an optional component that allows for a density bonus in exchange for a portion of the additional units being restricted as workforce units. Restricted units must be rented or sold only to income-qualified households, at designated prices, and remain restricted for an affordability period of 30 years for rentals, and 15 years for for-sale units, recurring if resold during the 15-year period.

The program offers several options and incentives. Depending on the options selected, the units generally target households having 60% to 140% of the area median income.

Workforce Housing Program New Castle County, Delaware

The Workforce Housing Program is an initiative designed to provide an opportunity for middle-income households to purchase or rent affordable new construction housing units in New Castle County. This initiative does not use federal, state, or county funding to accomplish the goal of affordable housing for county residents. The program targets households at 75% to 120% of median income.

Certain developments participate in the Workforce Housing Program. There are specific lots within those developments that are specifically for income-qualified buyers. Only income-qualified buyers can purchase a Workforce Housing home.

There are deed restrictions and a buyer's agreement that impose restrictions on the home in order to ensure continued affordability during the affordability term. Those restrictions and agreements include but are not limited to:

- Restrict the use of the home to owner occupancy during the affordability period
- Authorizing annual monitoring for compliance
- Limit future sale prices of the home during the affordability period to income-eligible, qualified buyers

Because you agree to these restrictions, the builder offers additional incentives for participating in the program. These incentives are only for income-qualified households. They vary from builder to builder and from person to person. Examples could be settlement assistance, a discounted sales price, or upgrades. Contact builder directly for Workforce Housing incentives available.

Housing Counseling is a requirement and must be completed prior to settlement.

Teachers Home Purchase Program California

California Housing Finance Agency's Extra Credit Teacher Home Purchase program helps K-12 teachers who are first-time homebuyers with a down payment assistance loan of between \$7,500 and \$12,000.

Housing Preservation Program Placer County, California

The Workforce Housing Preservation Program is a homebuyer assistance program designed to secure our existing housing inventory for the local workforce. The program pays homebuyers up

to 16% of purchase price towards a down payment (based on available funding) in exchange for deed restricting their home so that it can only be occupied by local workers. The funding can help homebuyers with down payments or complete renovations. The financial assistance does not need to be paid back.

Homebuyer and occupant eligibility:

- Gross annual household income doesn't exceed the Tahoe Basin Regional Planning Agency Achievable Income limit of 245% of the area median income for Placer County for single-family (one unit/parcel) dwellings or 220% for multifamily (more than one unit/parcel) dwellings at the time of purchase or rental
- Must have at least one household member who is currently employed 30 or more hours per week at an employment site within the Tahoe Truckee Unified School District geographical boundary that is less than or equal to 20 driving miles from the property (a 20% variance may be granted by the Program Administrator)
- Must not have owned a home in the last 12 months and must not have participated in this program for the last three year
- Homebuyers must have a minimum of 4% of the sale price available as a down payment.
- The program will contribute 16% of the purchase price, or up to \$150,000, to the homebuyer to use as a down payment in exchange for the deed restriction.

Home eligibility:

- The house must be in eastern Placer County.
- Property may be rented on a short-term basis for no more than 30 days each calendar year
- Property may be rented to a qualified occupant who meets local employment and income criteria

Future Home Sales:

- If the house is sold in the future, it must be sold to a household that has at least one household member who meets the local worker and income criteria, which may impact future sales price
- Homeowner may rent house to a household that has at least one household member who meets the local worker and income criteria

Down Payment Assistance Program Cleveland, Ohio

The Cuyahoga County Down Payment Assistance Program run through Neighborhood Housing Services of Greater Cleveland provides down payment assistance up to 17 percent of the total transaction cost, which is calculated as the purchase price plus 5 percent of the purchase price for closing costs.

The maximum amount of assistance is approximately \$23,000. The assistance is in the form of a deferred loan, partially forgiven after 10 years. Borrowers must be first-time homebuyers with low or moderate incomes and purchase a home in particular cities and counties, among other program requirements.

Employer Assisted Housing Initiative Rochester, New York

The Employer Assisted Housing Initiative Program provides an incentive for private employers to encourage their employees to purchase homes in the City of Rochester.

Employers provide a minimum \$1,000 benefit to employees who are purchasing a home in the City of Rochester. The City of Rochester will match the employer benefit dollar-for-dollar up to \$3,000.

The grant can be applied toward a down payment and closing costs. The grant is also compatible with other grant programs.

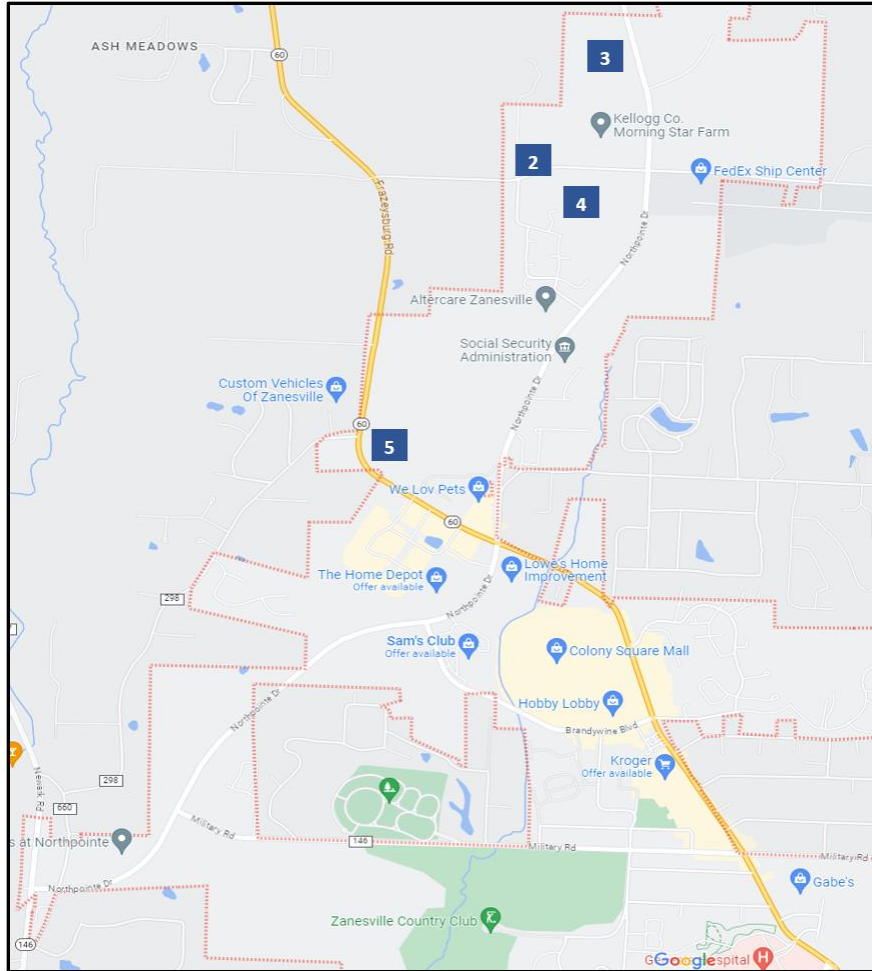
Eligible employees must meet the employer's qualifications, not currently own a home in the City of Rochester, live in the property for at least five years, contribute \$1,500 of their own funds, qualify for a conventional mortgage, and attend pre-purchase home-buyer training, if a first-time home buyer.

Danville, VA Downtown Revitalization

The City of Danville and the Industrial Development Authority were instrumental in assembling and facilitating the redevelopment of the Tobacco District along the Dan River. They led the redevelopment effort with commercial, restaurant, and residential projects. These projects established the credibility of contemporary rents and generated a significant amount of private development in the area.

EXISTING SITES

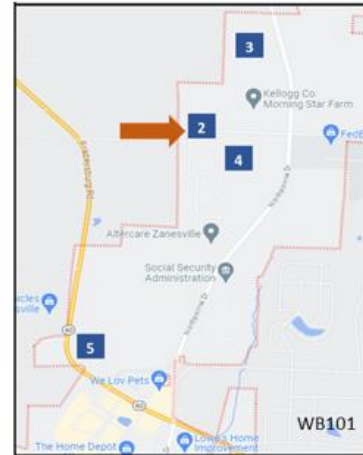
AVAILABLE SITES FOR RESIDENTIAL DEVELOPMENT



WB101

DANTER/Economic Development Strategies, LLC

PARCEL 2

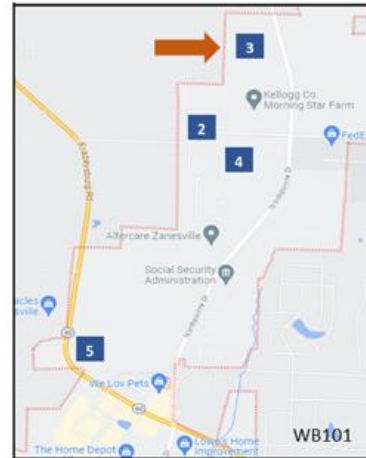


OWNER: Port Authority
PARCEL NUMBER: 86-34-01-01-001
SIZE: 12.7 Acres
UTILITIES:
 Water To Site
 Sewer To Site
VISIBILITY: Good
ACCESSIBILITY: Good
SCHOOL DISTRICT: West Muskingum LSD
POTENTIAL USE: Single-family
 Multifamily
 Multifamily Ranch

ISSUES: Adjacent to manufacturing. Will require open space or multifamily buffering. WB27A

DANTER/Economic Development Strategies, LLC

PARCEL 3

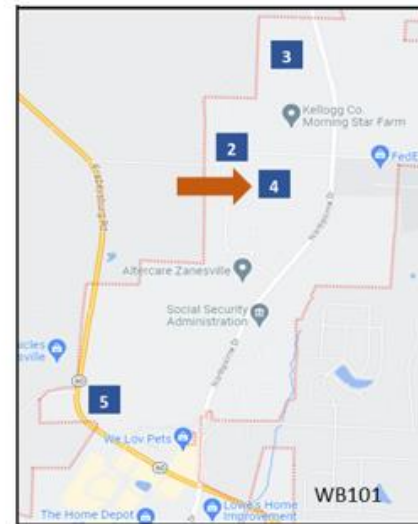


OWNER: Port Authority
PARCEL NUMBER: 86-34-01-01-001
SIZE: 34 Acres
UTILITIES:
 Water To Site
 Sewer To Site
VISIBILITY: Very Good
ACCESSIBILITY: Very Good
SCHOOL DISTRICT: West Muskingum LSD
POTENTIAL USE:
 Single-family
 Multifamily
 Multifamily Ranch
 Mixed Use

ISSUES: Adjacent to manufacturing. Will require open space or multifamily buffering.
Too small for mixed-use development. Would require additional assemblage.

WB27A

PARCEL 4



OWNER: Port Authority

SIZE: 7.2 Acres

UTILITIES:

Water To Site

Sewer To Site

VISIBILITY: Good

ACCESSIBILITY: Excellent

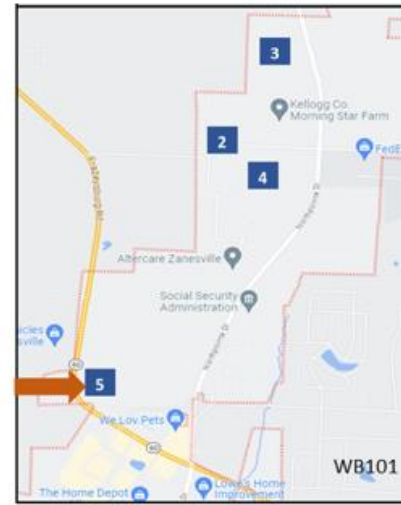
SCHOOL DISTRICT: West Muskingum LSD

POTENTIAL USE:
Multifamily
Multifamily ranch
Single-family

ISSUES: Adjacent land uses are mostly industrial. Single-family will require open space or multifamily buffering

WB27A

PARCEL 5



OWNER: Jeff R. Beam, Trustee
PARCEL NUMBER: 17-19-01-04-000
SIZE: 74.51 Acres
UTILITIES:
 Water: Nearby
 Sewer: Nearby
VISIBILITY: Good
ACCESSIBILITY: Good
SCHOOL DISTRICT: West Muskingum LSD
POTENTIAL USE: Single-family
 Multifamily
 Multifamily Ranch
 Mixed Use

ISSUES: Buildable acres pending environmental assessment.

WB27A

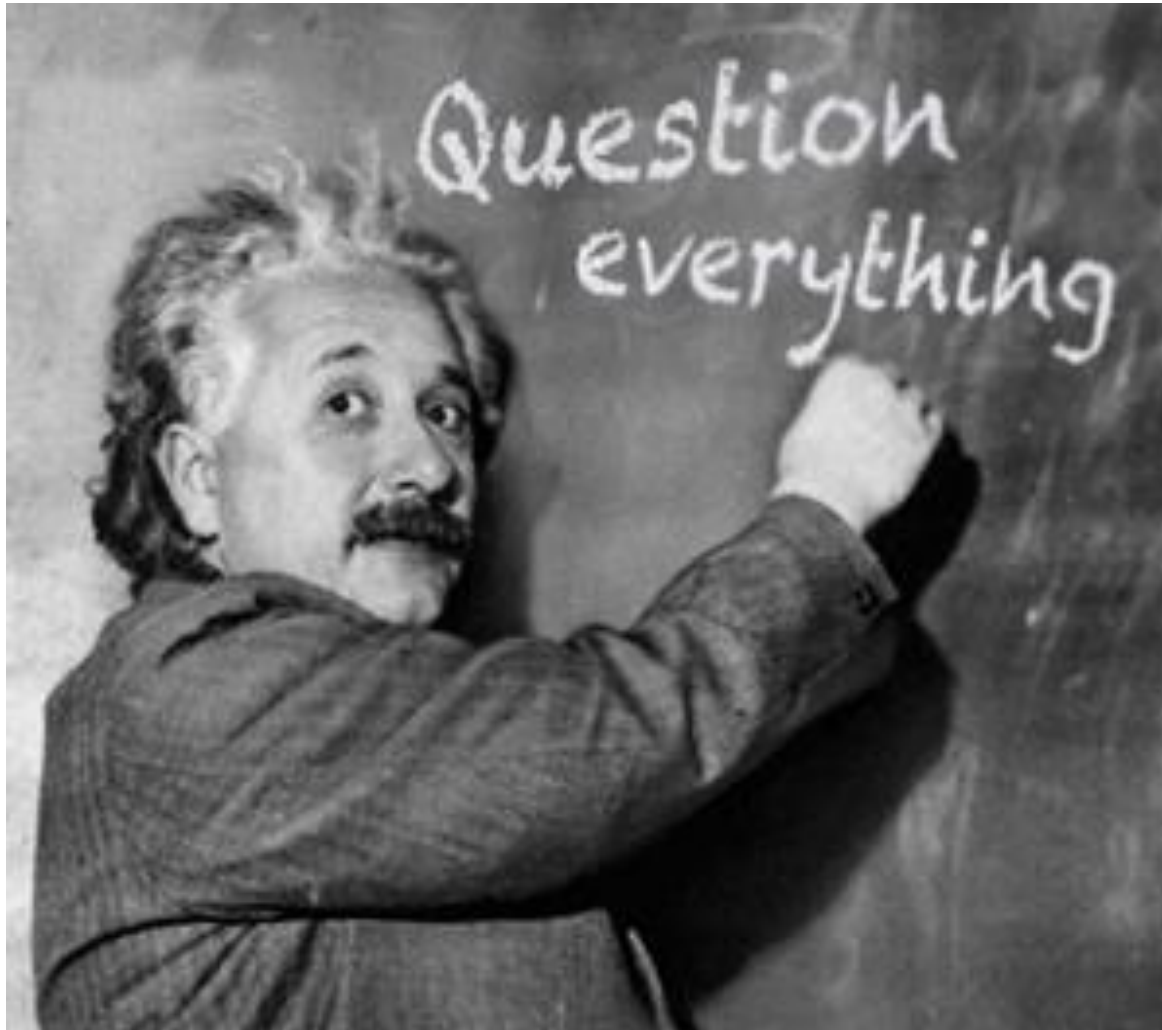
DANTER/Economic Development Strategies, LLC

SUMMARY RECOMMENDED LAND USES AVAILABLE SITES					
SITE	ACRES	PROPOSED USES			
		SINGLE-FAMILY	MULTIFAMILY	MULTIFAMILY RANCH	MIXED-USE
2	12.7	X	X	X	
3	34	X	X	X	X
4	7.2	X	X	X	
5	74.5	X	X	X	X

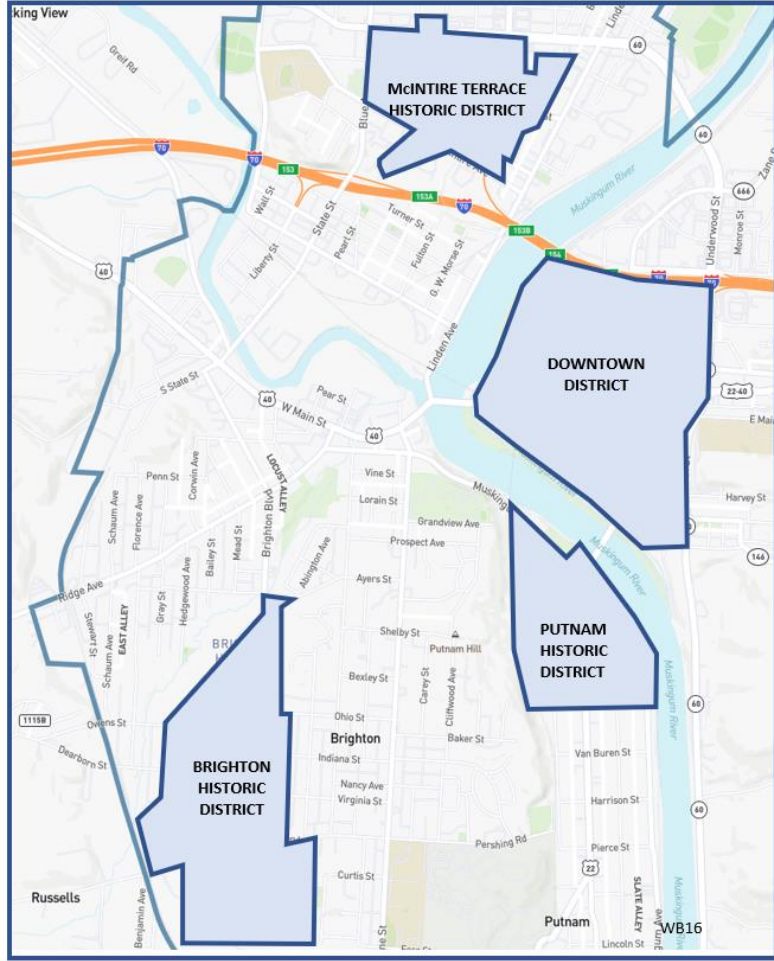
WB27

ANY
QUESTIONS
?

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