

OPPORTUNITY ZONE

PROSPECTUS



Community Solutions Group

A GAI Consultants, Inc. Service Group

Making the right investment decision is always better with the right information. The Economics team at GAI’s Community Solutions Group (CSG) can provide your community with the appropriate mix of easy-to-understand and informative facts that the investment and business communities have come to expect when making impactful investment decisions. The GAI CSG Economics team is highly knowledgeable about the Opportunity Zone program, and has the resources and experience to develop the right prospectus that can help maximize a community’s individual opportunities.

Opportunity Zones

An Opportunity Zone is a federally designated, economically distressed area of a community where new investments, under certain conditions, may be eligible for preferential tax treatment. Opportunity Zones are economic development tools—that is, they are designed to spur economic development and job creation in distressed communities by providing tax benefits to investors. The basic mechanism to realize these opportunities is represented by Qualified Opportunity Funds (QOF). To maximize the economic potential available, it’s critical to offer investors the necessary information through a prospectus about each Opportunity Zone in your community.

Opportunity Zone Prospectus Publication Pricing Structure

Opportunity Zones:

Front + back fact sheet for each individual zone

- \$2,500 per zone
- 20% discount if 10-19 zones
- 40% discount if 20 or more zones

Investment + Redevelopment Opportunities:

CSG has developed a weighted index to identify potential redevelopment opportunities for properties located within an Opportunity Zone

- \$2,500 add-on if less than 10 zones
- \$5,000 add-on if 10 or more zones

Executive Summary:

Introduction, area map, overall market summary, references + acknowledgments

- \$2,500 add-on
- Included at no cost if 10 or more zones



Opportunity Zone Prospectus Publication

What’s Included?

Opportunity Zones

Individual Branded Districts:

Front Page

- Key Facts – Population, median age, avg. household size, avg. home value, total housing units, household unemployment rate, education degree breakdown, age distribution
- Business & Employment – Total businesses and total employees
- Market Characteristics – Avg. disposable income, per capita income, avg. household income, median household income, land area, population density, percent residential and market value
- Additional – Map of the Opportunity Zone with Opportunity Index score

Back Page (choose qualitative or quantitative focus)

Qualitative Focus

- Summary of the Opportunity Zone vision
- Overview of the current activity within the zone
- Highlights of the Opportunity Zone’s anchor development

Quantitative Focus

- Breakdown of the labor force by industry employment
- Average annual daily trips along major thoroughfares within the zone
- Total inventory, vacancy rate, avg. rental rate, and net absorption for industrial, office, retail, and apartment developments

Optional Add-On Content

Investment + Redevelopment Opportunities:

Zone Specific

- Investment Opportunities – For sale commercial properties with a building size greater than 5,000 sf or land area greater than 1 acre
- Redevelopment Opportunities – Select properties with an Opportunity Index score of 50 or more
- Breakdown of the building size, land area, zoning, current use, future land use, and density/intensity for the specified investment and redevelopment properties

Opportunity Index

- General Index Factors include property utilization in terms of a floor area ratio, age of the improvements, relationship between land and improvement value, total market value including land and improvements per square foot of property
- Each factor for non-residential properties is weighted to provide a measure between 0 and 100; values closer to 100 reflect factors in favor of redevelopment

Executive Summary

- Introduction, area map, overall market summary, references + acknowledgments, back page with contact information



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Planning | Urban Design
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