

AMBERLEY VILLAGE

Land Development Committee

SLIDE NOTES:

Melissa Johnson, Vice President of Industrial Development for The Port, presented this information to Amberley Village's Land Development Committee on August 6, 2018. Throughout the redevelopment of 2100 Section Road, we have worked closely with Amberley Village in a variety of ways to make certain that this site is developed to its full potential.

Whether it be receiving feedback on site design or sharing updates about the project, similar to this presentation, we value our relationship with Amberley Village and believe that because of the strong partnership, the redevelopment of 2100 Section Road will be successful.

2100 Section Road

SLIDE NOTES:

In 2015, the Port's Board of Directors approved our Industrial Revitalization Strategy. The purpose of this strategy is to re-purpose underperforming industrial assets and enhance job creation opportunities. At its peak, the former Gibson Greeting cards (located at 2100 Section Road) employed nearly 2,000 people. Over time, the significant loss of jobs and underutilization of this site created a deficit in tax generation and job opportunities in the community. The Port determined that this site was a prime candidate for redevelopment under our Industrial Revitalization Strategy. This presentation is an update of The Port's work at 2100 Section Road since we acquired the property in 2016. A lot of work has happened at the site to make it pad-ready and immediately available for an advanced manufacturing company and new job creation.

2100 SECTION ROAD

Amberley Village, OH

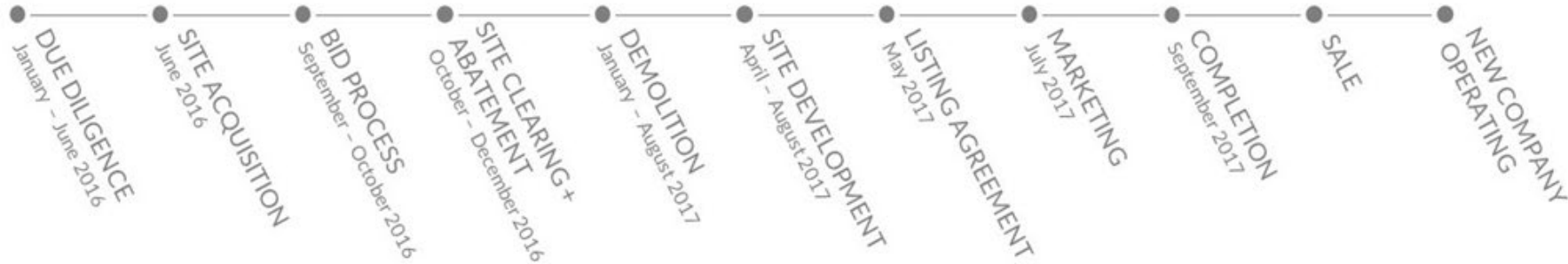
56 Acres



SLIDE NOTES:

Our due diligence started at the 56-acre site in January of 2016. We acquired the site in June of 2016 and the construction work began with site clearing and asbestos abatement in October 2016. The demolition and site development followed and was completed in September of 2017. While construction was underway at the site, we selected a broker for the site listing and began marketing the site in July of 2017. The process from the beginning of acquisition due diligence until the end of construction lasted 19 months.

19 MO.



FUNDING PLAN

2100 Section Road – Amberley Village, OH

FUNDING

PATIENT CAPITAL NOTES

\$6.92 MM

ACQUISITION

\$8.43 MM

STATE REDEVELOPMENT GRANT

\$2.26 MM

SITE PREP AND INFRASTRUCTURE

\$2.68 MM

REGIONAL BOND FUND

\$2 MM

DEMOLITION

\$1.76 MM

HAMILTON COUNTY

\$2 MM

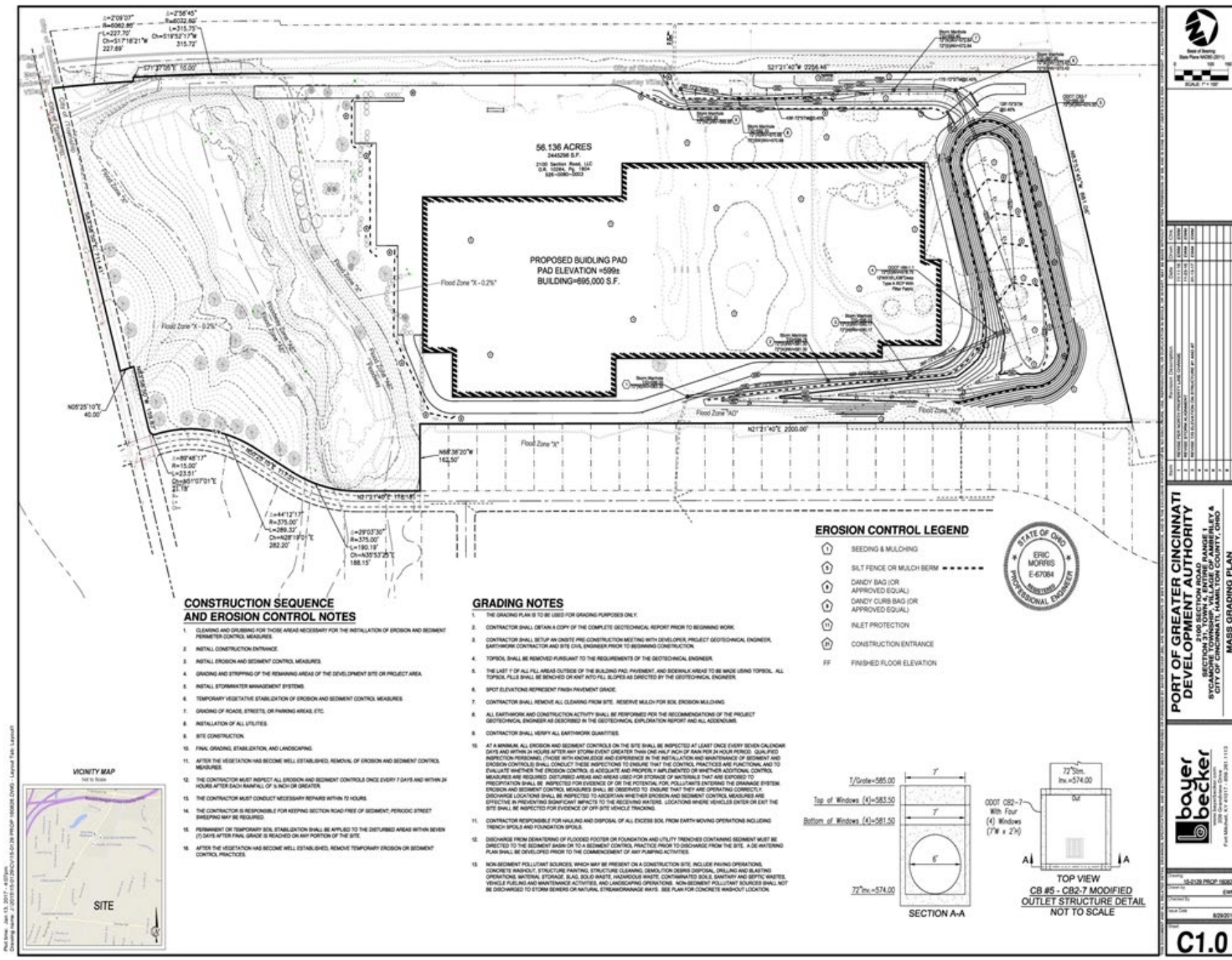
ASBESTOS AND ENVIRONMENTAL HAZARD ABATEMENT \$0.36 MM

AMBERLEY VILLAGE \$0.18 MM

SOIL REMEDIATION \$0.08 MM

SLIDE NOTES:

To achieve the pad-ready site that is now available, we had to get creative about how to fund this significant investment. The Port developed a social impact investment program, called Patient Capital Notes, in which local investors, whether it be corporations or individuals, invest funds for the economic/social return of attracting new advanced manufacturing jobs to the region. In addition to using Patient Capital Notes for the acquisition of the site, the Port issued a \$2 million bond that supplemented the purchase. To complete the redevelopment, the Port was awarded a \$2.26 million grant from JobsOhio, a \$2 million grant from Hamilton County, and \$180,000 from Amberley Village. Without these partnerships, this redevelopment would not have been possible.

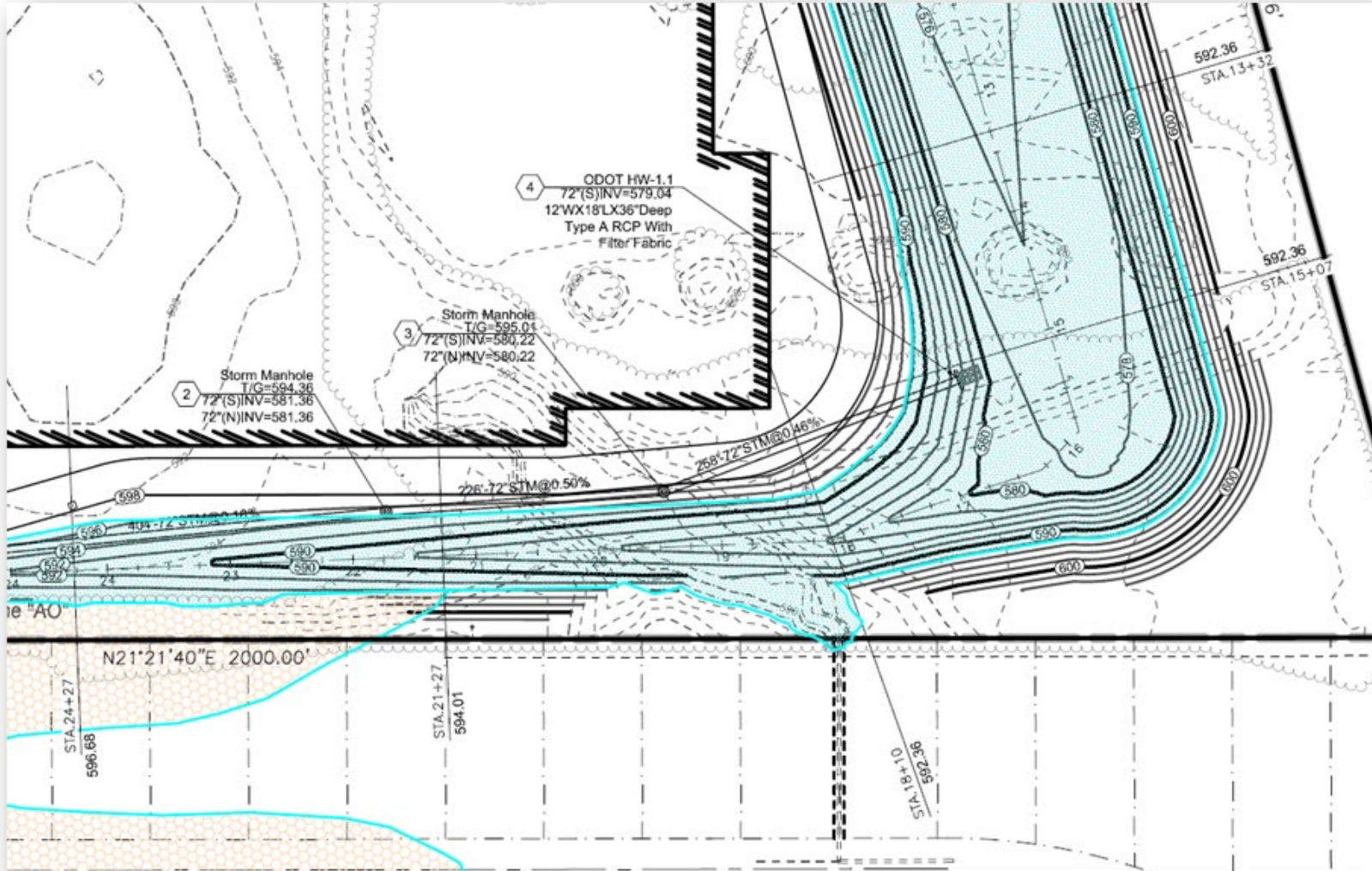


SLIDE NOTES:

Now, to see how the site was designed. We worked with a local engineering firm to determine the grading of the site that would maximize the size of the building footprint, while also maintaining the storm water that transverses the site. We shared information and solicited feedback from our partners and Amberley Village residents. Due to the feedback, we redesigned the storm water and determined that the best way to maintain the storm water was to create the detention pond that you see on the north side of the site. This detention pond is sized appropriately to handle rainfall from all reasonable storm events. In addition, by rerouting the storm water to the perimeter of the site, we were able to maintain a 20-foot vegetation buffer off the property line, providing the adjacent neighborhood with privacy.

FEMA LOMR UPDATE

2100 Section Road – Amberley Village, OH



SLIDE NOTES:

In addition to rerouting the storm water, to make the site attractive to potential end-users, the site was raised 12' out of the floodplain. To achieve this, an application with the new proposed storm water design was submitted to FEMA for review. This design and application was approved by FEMA in October 2018. The elimination of the floodplain is a significant success in readying the site for an end-user.

Prospect Data

SLIDE NOTES:

Since May 2017, 2100 Section Road has been listed with nationally recognized broker, Cushman & Wakefield. In addition, we have been working closely with REDI Cincinnati on prospect leads that come through JobsOhio. Included in our Board driven strategy for Industrial Revitalization are per acre goals for jobs, revenue, and investment for advanced manufacturing. These goals align with the economic development strategy of Amberley Village.

2018 REDI CINCINNATI PROSPECT LEADS

PROJECT	ACRES	JOB	SUBMITTED	REASON
Doughlicious Neptune	40	280 over 7 years	No	
Forte	60-80	~300	Yes	Entire Cincinnati MSA was eliminated
Lego	8-16	100 over 5 years	No	Acreage too small
Nature	14-20	40	No	Too small
Plasma	100-200	Unknown	No	Too big
Scaffold	25	Unknown	No	Too small
Triple Play	50-100	280-400	No	Site required to be half-mile at minimum from residential
Coldest	8-10	Unknown	No	Too small
Ocean2	30	140	Yes	
Trigger	10-15	8-10	No	Too small
View	100	Unknown	No	Too big
Film	10-50 acres	150	Yes	
Austin	25-50	Unknown	No	Too close to residential
Helen	30 acres	Unknown	No	Prefer existing building
Netty	10-15	Unknown	No	Too small
Propel	10	Unknown	No	Too small
Rare	50	Unknown	No	
Round-Up	20-25	Unknown	No	
Sunshine	200	Unknown	No	Too big

SLIDE NOTES:

These are some notable prospect leads that have come through REDI Cincinnati through 2018. The prospects vary based on acres and number of jobs. In cooperation with Amberley Village, we have submitted the site for prospects that fit in our criteria for both acreage and number of jobs and revenue that they would generate for Amberley Village.

2017-2018 PROSPECT ACTIVITY

2100 Section Road – Amberley Village, OH

Project Eagle

- Aerospace and defense industry
- One of six sites nationally
- Only site considered in Ohio
- Request for free land
- Average annual wage \$97,500

CATEGORY	TOTAL PROJECT
Jobs	345
Average Annual Wages / Payroll	\$33,633,100
Total Private Real Property Investment (est.)	\$195,000,000

Project Viper

- Carbon fiber composites manufacturer for automotive industry
- Job growth dependent upon future contract awards
- Average wage \$18-\$25 / hour
- Job creation estimated at 250-1250

CATEGORY	TOTAL PROJECT
Jobs	250-1,100
Average Annual Wages / Payroll	\$9,880,000 - \$43,472,000
Total Private Real Property Investment (est.)	\$77,600,000 - \$195,940,000

SLIDE NOTES:

As part of our strategy, we focus on revitalization of underutilized industrial sites for the attraction of new advanced manufacturing jobs to the region. What is advanced manufacturing? Advanced manufacturing is clean, efficient manufacturing that involves the use of technology to improve products and processes. Shown on this slide, are examples of two prospects in the aerospace & defense and automotive industries that considered the site in 2017.

These leads are encouraging and provide the proof that these large advanced manufacturing companies are interested in large sites such as 2100 Section Road.

Site Marketing

SLIDE NOTES:

We continue to promote the site using a variety of marketing and economic development tools. As part of this effort, we have established a document library that includes all of the studies and reports that have been completed to-date, including geotechnical investigations, environmental reports, and archaeological studies. These studies are essential, as decision timeframes for end-users are getting shorter and shorter. 2100 Section Road is the largest available advanced manufacturing site within the I-275 beltway. This is significant as more investors are looking for urban sites close to transportation networks.

SITE MARKETING

2100 Section Road – Amberley Village, OH

Cushman + Wakefield

- 150 Brokers and 1,800 Industrial Users via Marketvolt
- Loopnet Profile / Industrial Cut-sheet
- Inbound Inquiries

REDI Cincinnati

- REDI Circle Mailer
- Market Days
- JobsOhio ZoomProspector

[Redevelopment Authority Website](#)



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COMMERCIAL BROKERAGE MARKETING

2100 Section Road – Amberley Village, OH

ADVANCED MANUFACTURING DEVELOPMENT SITE

2100 SECTION ROAD
CINCINNATI, OH

FOR SALE 56 ACRES

56 ACRES 2100 SECTION ROAD

PROPERTY FEATURES

Location:	Cincinnati, OH
Project Size:	56 Acres
Build-to-suit:	Up to 700,000 SF
Jurisdiction:	Hamilton County, Amberley Village
Zoning:	Industrial A
Amenities:	Commercial and retail amenities nearby
Airport:	Cincinnati/Northern Kentucky International Airport is located 20 miles southwest via I-75/I-275
Highway:	I-75 mile from I-75, Exit 9
Rail:	Gateway & Wyoming (Adjacent)

2100 SECTION ROAD

56-Acre, Development-Ready Site in the Heart of Hamilton County

QUICKLINKS

- Brochure
- Live/Upcoming
- Video
- Coming Soon
- Industrial Strategy

SPECIFICATIONS

OVERSIGHT	2100	2100	2100
ACRES	56	56	56
TO	TO	TO	TO
ZONING	ZONING	ZONING	ZONING
INDUSTRIAL A	INDUSTRIAL A	INDUSTRIAL A	INDUSTRIAL A
JURISDICTION	JURISDICTION	JURISDICTION	JURISDICTION
Amberley Village, Hamilton County, OH	Amberley Village, Hamilton County, OH	Amberley Village, Hamilton County, OH	Amberley Village, Hamilton County, OH
BUILD-TO-SUIT	BUILD-TO-SUIT	BUILD-TO-SUIT	BUILD-TO-SUIT
Up to 700,000 SF	Up to 700,000 SF	Up to 700,000 SF	Up to 700,000 SF

ACCESS

the greater CINCINNATI region

MINUTES FROM DOWNTOWN

A 56-ACRE MANUFACTURING SITE IN GREATER CINCINNATI'S URBAN CORE

The Cincinnati region's business and community leaders have heard the call for large, shovel-ready manufacturing sites. The 2100 Section Road site sits in the heart of a legacy aerospace and automotive manufacturing corridor that stretches from Canada to Florida. Explore the opportunities your client can have in Greater Cincinnati.

PROPERTY FEATURES:

- Up to 700,000 square feet build-to-suit
- Zoned for Industrial
- 25 miles from I-75
- Railway adjacent

Visit REDICincinnati.com or call us at (513) 562-8474. REDICincinnati.com

REDI **JobeCable**

SLIDE NOTES:

These are examples of the marketing that has been done through the avenues that were described on the previous slide. The top right is the cut-sheet developed by Cushman & Wakefield. To the bottom left is the Port's website. REDI Cincinnati's Circle Mailer of the site is included on the bottom right of the screen.

REDI CININNATI MARKET DAY – ATLANTA, GA

2100 Section Road – Amberley Village, OH

SLIDE NOTES:

This is an example of the marketing material REDI Cincinnati used at their Market Day in Atlanta, Georgia. A focused site selection mission, REDI Cincinnati met with targeted site selectors from the Atlanta region that consider Ohio for their clients' investments and expansions.



**WHERE MOVERS
COME TO STAY**

the greater
CINCINNATI
region

**LOCATED AT THE HEART
OF SOUTHWEST OHIO,
NORTHERN KENTUCKY AND
SOUTHEASTERN INDIANA.**



**INDIANA OHIO
KENTUCKY**

**REDI
CINCINNATI**

For more information contact REDI Cincinnati: www.redicincinnati.com

JobsOhio
Network Partner

**The Greater Cincinnati region's leaders
work together to create a competitive
business climate that welcomes
growing companies.**






The Regional Economic Development Initiative (REDI) Cincinnati is a leading economic development organization and the first point-of-contact for businesses looking to locate or grow in Greater Cincinnati's 15-county, three-state region.

A REGION ON THE RISE

For the fourth consecutive year, Greater Cincinnati has been recognized among *Site Selection Magazine's* Governor's Cup Award recipients and **Top 10 U.S. Metros** for number of projects completed. The honor tops a whirlwind list of regional accolades that includes:

- **#8 of the S2 Places to Go in 2018** (New York Times, 2018)
- **Best in the U.S.** (Lonely Planet, 2018)
- **Best North American Regional Airport** (World Airport Awards, 2017)
- **Midwest's Fastest Growing Economy** (U.S. Bureau of Economic Analysis, 2017)

GREATER CINCINNATI'S GROWING INDUSTRIES

 Advanced Manufacturing Festo Corporation, Dedienne Aerospace, UGN, Inc.	 Biohealth Industries Astrazeneca Pharmaceuticals LP; Madject, Inc.; Q Laboratories LLC	 Food & Flavoring JTM Provisions Company, Inc.; Pretzel Baron LLC	 Information Technology Insight Catastrophe Group, USNR, Inc.; NSC Global Managed Services LLC	 Shared Services Paycor, Inc.; Ensemble HR, LLC; New Avon LLC
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ACQUIRING TALENT

REDI Cincinnati, in partnership with JobsOhio, offers a fully customizable talent solutions, including:

- Data-driven job marketing
- Identification and implementation of candidate pre-screen tools
- Ongoing faculty and staff training from machinery and equipment manufacturers
- Development of an apprenticeship program that combines classroom, lab and on-the-job training


AIR SERVICE ACCESS

Utilizing CVG is easier and more affordable than ever. A few reasons the airport was ranked #2 in North America among Skytrax World's Best Airports:

- Lowest fares in the region (average 13% fare decrease in 2017, national average 2%)
- 13 new routes launching in 2018, including international service via WOW Air
- New DHL Super Hub and Amazon Prime Air Cargo Hub
- 350 developable airport acres

PREPARING SITES

Greater Cincinnati has invested in large redeveloped sites that can be tapped for next-generation manufacturers. Programs like SiteOhio go beyond the usual site-certification process, putting properties through comprehensive review and analysis.



**FEATURED SITE:
2100
Section
Road**

LOCATION: ¼ mile off of I-75, 20 minutes to Cincinnati/Northern Kentucky International Airport
SIZE: 56 acres
SITE ZONING: Industrial
ALL UTILITIES AT PROPERTY • DUE DILIGENCE COMPLETED
RAIL LINE: Adjacent to Genesee & Wyoming line with rail spur option available
FOR MORE INFORMATION VISIT: www.redicincinnati.com/sectionroad

SUCCESS STORY: Ensemble Health Partners

"The access to top talent, central U.S. location and affordable lifestyle and business environment that southwest Ohio offers are very attractive," said Ensemble CEO Judson Ivy. "We are excited to be a part of the entrepreneurial ecosystem in Greater Cincinnati."

1,100 New Jobs • \$47M New Payroll • \$34M Capital Investment

CONTACT US FOR MORE INFORMATION

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**REDI
CINCINNATI**

For more information contact REDI Cincinnati: www.redicincinnati.com

JobsOhio
Network Partner

Vertical Construction Concepts

SLIDE NOTES:

Feedback from prospects encouraged our development of vertical construction concepts. It was determined that vertical construction concepts could play a pivotal role in attracting an end-user if they could envision the scope, size, and capacity of an investment.

BHDP ARCHITECTS – FIT CHECK

2100 Section Road – Amberley Village, OH



SLIDE NOTES:

We collaborated with BHDP Architects to develop these vertical concepts. They used the final grading plan of the site, local zoning information, and knowledge of the advanced manufacturing field, to develop a layout that would maximize the footprint of the building, while providing adequate parking, and highlighting the amenities, such as the rail service, at the site.

BHDP ARCHITECTS – CONCEPT RENDERINGS

2100 Section Road – Amberley Village, OH



SLIDE NOTES:

After narrowing down and selecting a layout for the site, BHDP created a concept rendering of a building at 2100 Section Road. This will be used to supplement presentations and marketing material.

With continued interest in the site, we are confident that a corporate partner that focuses on advanced manufacturing will be found that will add to the vibrancy that is Amberley Village. Jobs will return and the site will be thriving again, while also providing revenue to the Village.