

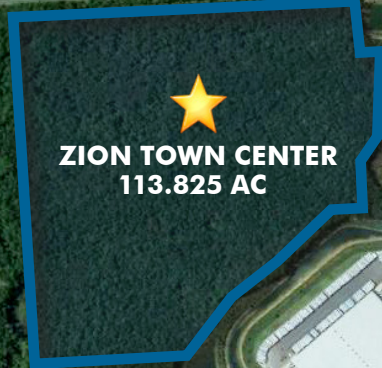
ROUTE 250 / THREE NOTCH RD

JAMES MADISON HIGHWAY / RTE 15



18 MILES TO CHARLOTTESVILLE →

← 57 MILES TO RICHMOND



SPRING CREEK COMMUNITY

WALMART DISTRIBUTION

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ZION TOWN CENTER MIXED-USE DEVELOPMENT SITE

113.825 ACRES

Camp Creek Parkway, Zion Crossroads, VA



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EXECUTIVE SUMMARY

01

ZION TOWN CENTER

The subject property is located along the northern boundary of Interstate 64 and is adjacent to The Shoppes of Zion Crossroads along the eastern boundary of the shopping center land. The subject is a 113.825 acre parcel roughly rectangular in shape. The site slopes away from the entrance and has a sloping grade that rises and falls through forested landscape. The majority of the slope is gentle terrain with no signs of steep areas.

The subject site is located in a portion of Louisa County that has excellent long-term growth potential given its proximity to I-64. As development proceeds outward from Charlottesville, the Zion Crossroads portion of Louisa County is well positioned to capitalize upon Charlottesville's regional growth.

Zion Crossroads lies at the interchange between Interstate 64 and U.S. 15. I-64 connects with Interstate 95 and Interstate 81 to the east and west respectively. (U.S. 250 parallels I-64 and it provides another important east-west route for shorter trips.) U.S. 15 traverses mostly rural country to the south, but north of Zion Crossroads it passes through Gordonsville and Orange, connecting with U.S. 29.

The site's location next to The Shoppes at Spring Creek golf community will be well recognized by households from the Charlottesville area. Additionally the site will be convenient for households commuting west along I-64 to Charlottesville and even those households working in Richmond.

There are shopping opportunities currently in the subject's immediate neighborhood. This center includes a 156,000 square foot Super Wal-Mart, Lowe's Home Improvement store and a small strip retail centers.

The highest and best use of the 113.825 acres is mixed-use development in conformance with the C2 zoning district. Neighboring land uses are a mixture of industrial and commercial property uses. This is consistent with the Comprehensive Land Use Plan showing "Mixed-Use" throughout the surrounding land.



FACING WEST



FACING SOUTHEAST



FACING NORTHEAST



FACING SOUTHWEST

OFFERING SUMMARY

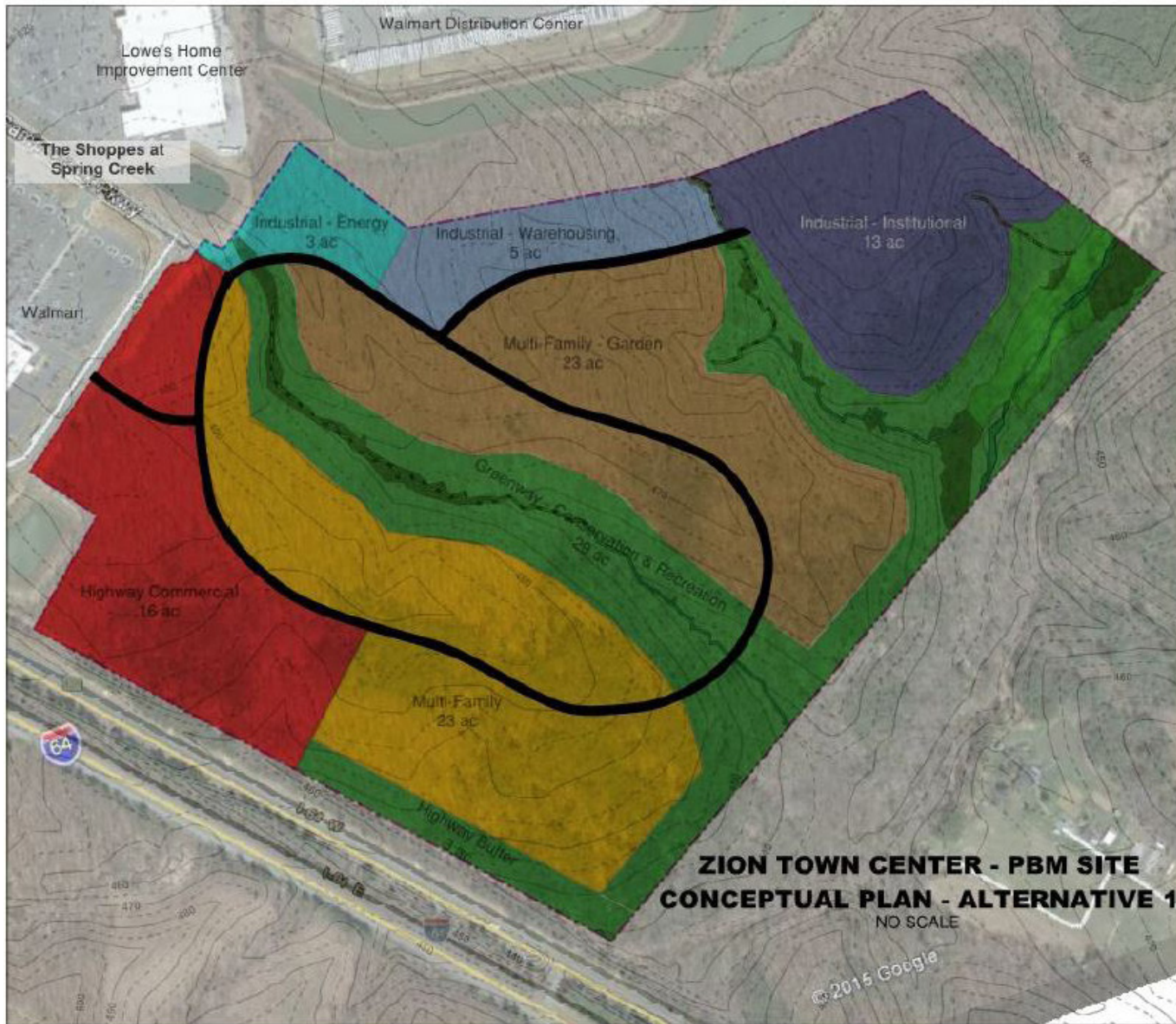
Address	Camp Creek Parkway, Zion Crossroads, Virginia
Price	\$6,601,850
Total Acreage	113.825
Parcel #	52-12-4
Zoning	C-2 General Commercial District
Easement	30' Easement parallel to I-64 at the south boundary
Best Use	Mixed-use; Retail, Industrial, Restaurant, services
City/County	Louisa County
Public Water/Sewer	Yes
Controlled Intersection	Camp Creek Parkway / Market Street
Metropolitan Statistical Area	Richmond, Virginia

PARKS & SCHOOLS

Elementary School District	Moss-Nuckols Elementary School
Middle School District	Louisa County Middle School
High School District	Louisa County High School

CONCEPTUAL PLANS

02



- HIGHWAY RETAIL**
Retail Center Anchor

- INDUSTRIAL**
Energy

- INDUSTRIAL**
Institutional

- INDUSTRIAL**
Warehousing

- MULTI-FAMILY**
Elevator Units

- MULTI-FAMILY**
Garden Units

- GREENWAY**
Conserv. & Rec.

- ROAD**



- HIGHWAY RETAIL**
Grocery Anchor

- INDUSTRIAL**
Energy

- INDUSTRIAL**
Flex Units

- INDUSTRIAL**
Special Use

- INDUSTRIAL**
Warehousing

- MULTI-FAMILY**
Elevator Units

- GREENWAY**
Conservation

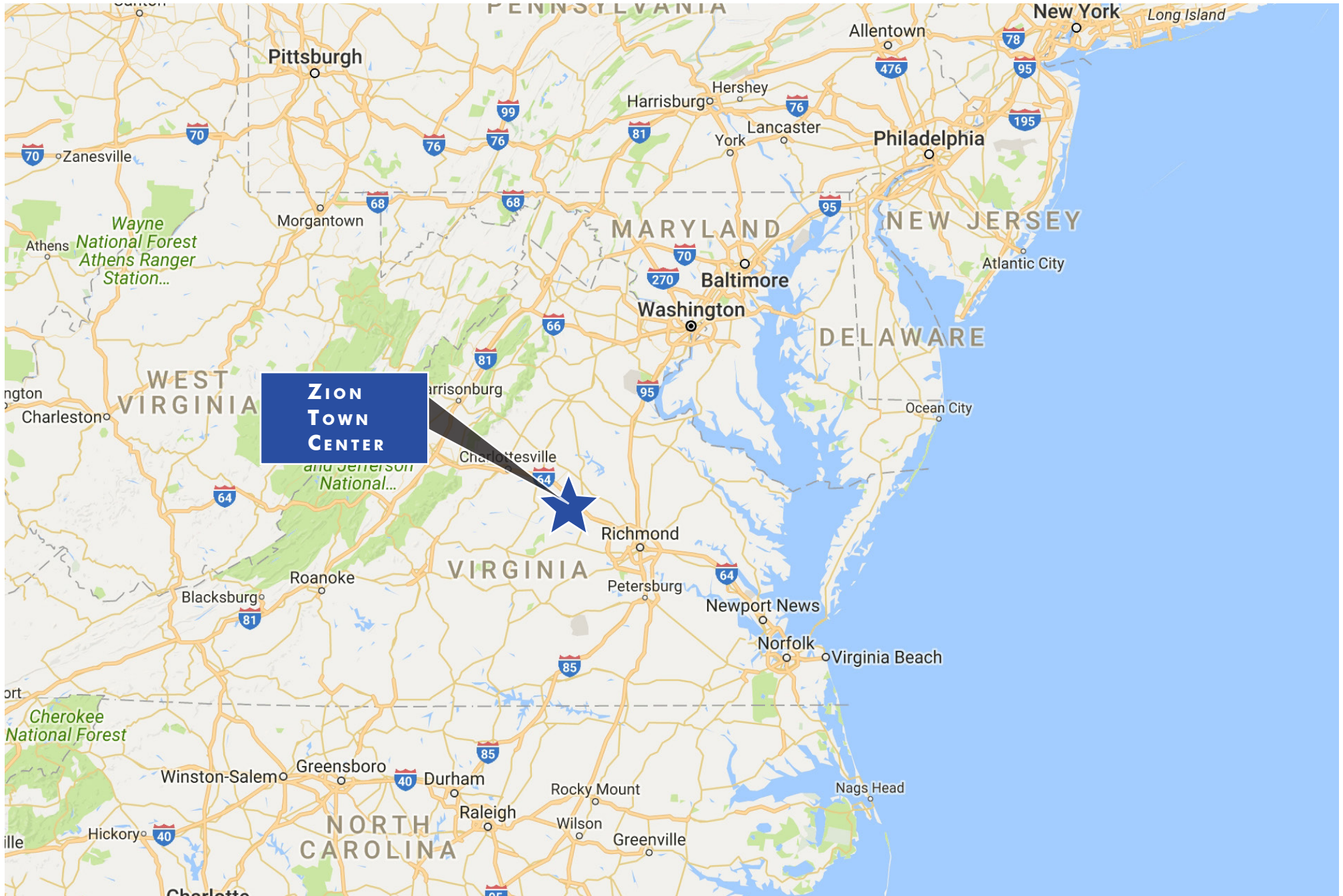
- ROAD**

MAPS & AERIAL **VIEW**

03

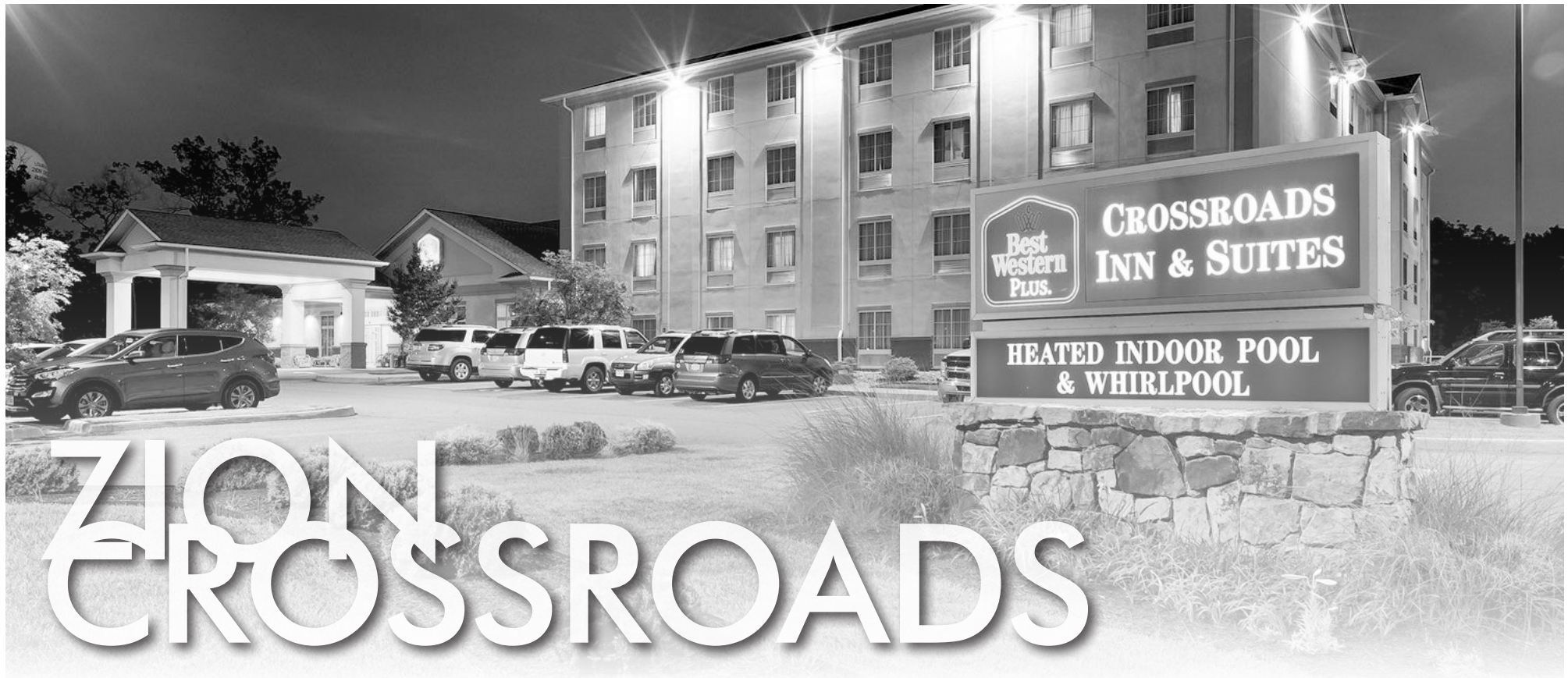


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AREA OVERVIEW

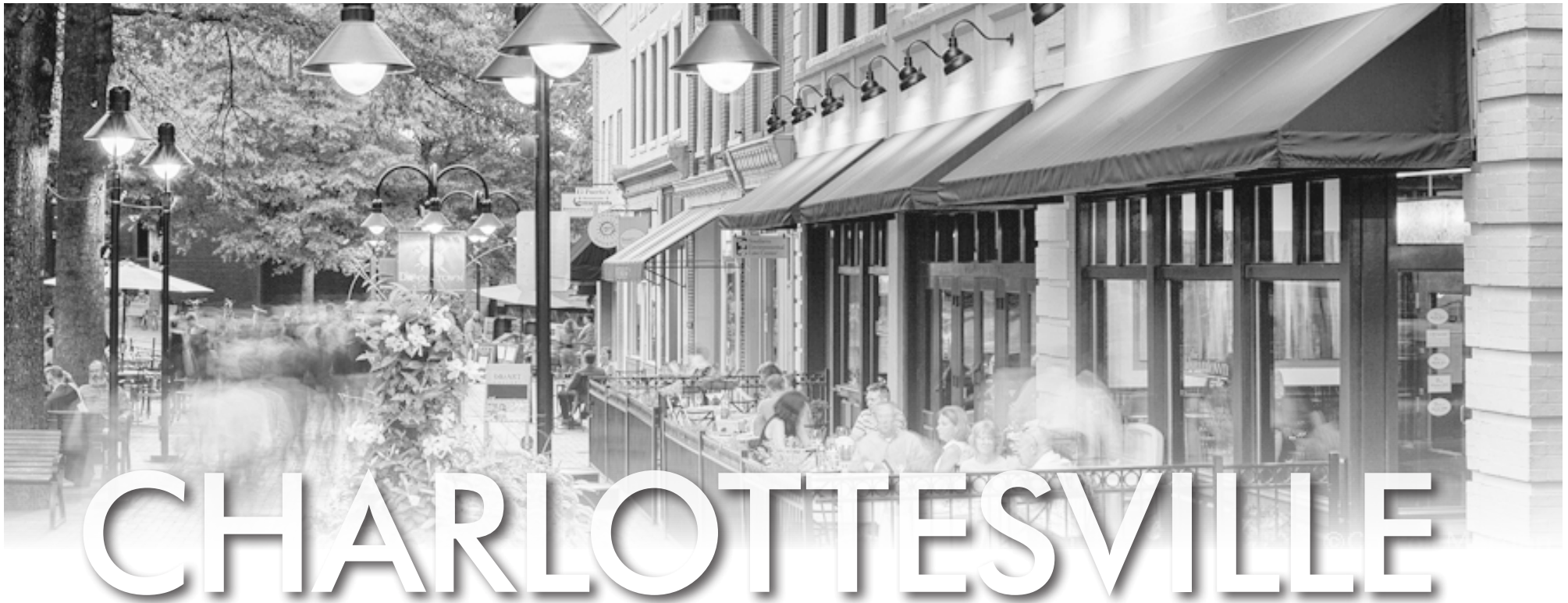
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Zion crossroads is an unincorporated community in Louisa and Fluvanna counties, at the intersection of James Madison Highway (U.S. Route 15) and Three Notch Road (U.S. Route 250). About 2½ miles north is Green Springs National Historic Landmark District, a U.S. National Historic Landmark. The community, located just south of Interstate 64, has seen significant development in recent years, both commercial (including a Walmart distribution center) and residential (Spring Creek golf community). Louisa County, formed in 1742 from Hanover County, was named for Princess Louisa, daughter of King George II

and Queen Caroline of England and wife of King Frederick V of Denmark. Its central Virginia location put it squarely in the path of Revolutionary and Civil War action and other historical events. Ideally located in the rolling Central Piedmont region near the heart of Virginia in the prosperous Richmond, Charlottesville, Fredericksburg Eastern U.S. triangle, Louisa County is within 500 miles of one-half of the nation's population. The 514 square miles are predominantly farm and forest lands, mixed with business, industrial, and residential properties.

*Source: https://en.wikipedia.org/wiki/Zion_Crossroads,_Virginia



Charlottesville, Virginia is nestled in the shadows of the Blue Ridge Mountains in western Central Virginia. Named in honor of Princess Charlotte, the wife of George III, Charlottesville was settled in the 18th century on a hill overlooking the Rivanna River. Today the city has a population of more than 42,000 with a metropolitan population nearing 200,000.

The City is still infused with the revolutionary ideals of the founding fathers who once called it home. It hails Thomas Jefferson's memory, as it houses his stunning home and 5,000-acre plantation, Monticello, as well as his beloved University of Virginia. As the city's number one employer, the historic University is an enormous financial asset to the community, providing it with a stable workforce. Charlottesville offers a

colorful variety of social, cultural and recreational activities and events. It contains 26 parks and an extensive series of walking trails that run through residential areas and the beautiful Rivanna River. An evening walk down city streets will reveal a creative community bursting with art, music and theatre. The downtown pedestrian mall is one of the most successful of its kind, boasting over 150 charming shops and award-winning restaurants. Charlottesville's central location allows for countless day trips and weekend getaways. A half-hour west is Skyline Drive, the Blue Ridge Parkway, and Shenandoah National Park, and a three-hour drive to the east brings you to sandy beaches. Richmond, the state capital, is just one hour away by car, and Washington, D.C., is just two hours north.

BUSINESS ADVANTAGES IN LOUISA CO.

05

STRATEGIC LOCATION

To be successful, businesses need quick and convenient access to major markets. Strategically located halfway between New York and Atlanta, Louisa County affords businesses the opportunity to effectively operate and serve their customers on a local, regional, national and even global scale. Key location attributes include:

- Close proximity to Washington DC and Richmond provides easy access to Federal and State Government agencies, related businesses, as well as to Washington Dulles International Airport for those who value being able to fly non-stop to most anywhere in the world.
- East-west I-64 intersects the region, providing direct highway access to the heart of the mid-west and the many concentrations of different types of businesses that populate that part of the country. North-south I-81 and I-95 are within an hour or less from many places in the region where businesses might locate.
- CSX, one of the nation's largest railroads, has extensive track in the region, enabling companies that need to move raw materials or finished products in bulk to take advantage of Louisa County's strategic geographic location. Buckingham Branch Railroad leases the short track from CSX. Louisa County has one of the longest BBR track sections on the short line, providing ample industrial development opportunities on adjacent land.
- The Charlottesville-Albemarle Airport (CHO) is a commercial service airport offering 50 daily non-stop flights to and from Charlotte, Philadelphia, New York/LaGuardia, Washington/Dulles, Detroit, Atlanta and Chicago. CHO is served by Delta Connection, United Express, and US Airways Express.
- Target completion Q1 2019, with opportunity to commence upfit of commercial spaces 4-6 months prior

BUSINESS ADVANTAGES

- Louisa County has one of the lowest tax structures for manufacturing companies in the State of Virginia.
- Interstate 64 forms the backbone of the County providing 20 miles of interstate with four interchanges along the way. I-64 converges with I-95, I-295 and I-85 to the east and I-81 to the west. Louisa County is located halfway between interstates 95 and 81, both major north/south transportation corridors.
- Washington, D.C., the nation's capital, is only 90 miles away.
- Louisa County is strategically located at the mid-point of the East Coast, equal distance between Philadelphia and Charlotte and Boston and Atlanta.
- 50 percent of the nation's consumers are within one day delivery by truck.
- Buckingham Branch Railroad provides short track service that spans the entire length of the county from east to west. BBR provides connection to Norfolk Southern railroad and CSX in Charlottesville and Richmond.
- Louisa County is only a 30 minute drive from the Charlottesville/Albemarle Regional Airport and a 1 hour drive from Richmond International Airport.
- The Port of Virginia at Hampton Roads is within 120 miles of Louisa County. It is the third largest container port on the East Coast, with service from more than 75 international shipping lines and more than 3,000 sailings per year to 100 countries.
- Fifteen four-year and numerous two-year specialty colleges and universities offer undergraduate, graduate, and professional degree programs in all major fields, including business, law, engineering and medicine. These institutions are all located within two hours of Louisa County.
- Virginia is a right to work state. Louisa County and the region have very low levels of union representation.
- The Central Virginia Region offers an abundance of cultural and recreational opportunities, all of which can be reached from Louisa within a one hour drive time.
- The region's quality of life makes it easy to relocate, attract and retain quality employees.

TAX STRUCTURE

Real Estate

Nominal tax rate per \$100 of assessed valuation	\$0.68
Assessment ratio (percent of fair market value taxable)	100.00%

District levies may be imposed in addition to basic county or city levy.

Automobiles and Trucks (less than 2 tons)

Nominal tax rate per \$100 of assessed valuation	\$0.68
Value used for tax purposes	Average Trade-in
Assessment ratio	100%

District levies may be imposed in addition to basic county or city levy. For large trucks, the nominal tax rate is the same; however, the method of assessment and/or the assessment ratio may be different.

Machinery and Tools

Nominal tax rate per \$100 of assessed valuation	\$1.90
Assessment ratio (percent of fair market value taxable)	
1+	10%

District levies may be imposed in addition to basic county or city levy.

Utility Purchases

Electric	\$1.72 + \$0.014558/kWh (\$2.25 max)
Gas	\$100.00 + \$0.082/CCF on first 10,000 CCF, \$0.075/CCF on next 40,000 CCF, \$0.07/CCF next 150,000 CCF, \$0.069/CCF on excess (\$180 max)

Note: Tax rate is for monthly bills. Portions of electric bills are exempt in some localities.

TAX STRUCTURE

Tangible Personal Property (Business Furniture and Fixtures)

Nominal tax rate per \$100 of assessed valuation	\$1.90
Assessment ratio by year (value used for tax purposes original cost)	
1	90%
2	80%
3	70%
4	60%
5	50%
6	40%
7	30%
8+	25%
(minimum is 10%)	

District levies may be imposed in addition to basic county or city levy.

Merchants's Capital

Nominal tax rate per \$100 of assessed valuation	\$0.62
Value used for tax purposes	Original Cost
Assessment ratio (in years)	100.00%

INCENTIVES

The appropriate process and use of incentives is to broaden and diversify the tax base, create new job opportunities for the citizens of Louisa County, and promote the economic growth and welfare of Louisa County. Economic Development incentives are necessary because of the inherent competition between localities for new businesses and jobs. The Louisa County Board of Supervisors has adopted this policy with the recognition that the provisions are applicable to only taxes levied on businesses by the County of Louisa and the provisions do not apply to taxes levied by the Town of Louisa or Town of Mineral. The intent of these guidelines is to complement the existing and all future versions of any incentive program that is offered by other municipalities in Louisa County and by the State of Virginia.

ELIGIBILITY

To be eligible for public incentives of any kind, a business must meet the minimum wage, job creation and capital investment requirements set forth in this policy and must be engaged in one or more of the following activities:

- Manufacturing: Determined by appropriate NAICS code.

- Service Sector: Activities where people offer their knowledge and time to improve productivity, performance, potential, and sustainability. (Education, finance, communications, health care, utilities, wholesale and retail trade, and transportation.)

- Research and Development: The conducting of research, development or testing for scientific, medical, food product or industrial purposes

- Warehousing and Distribution

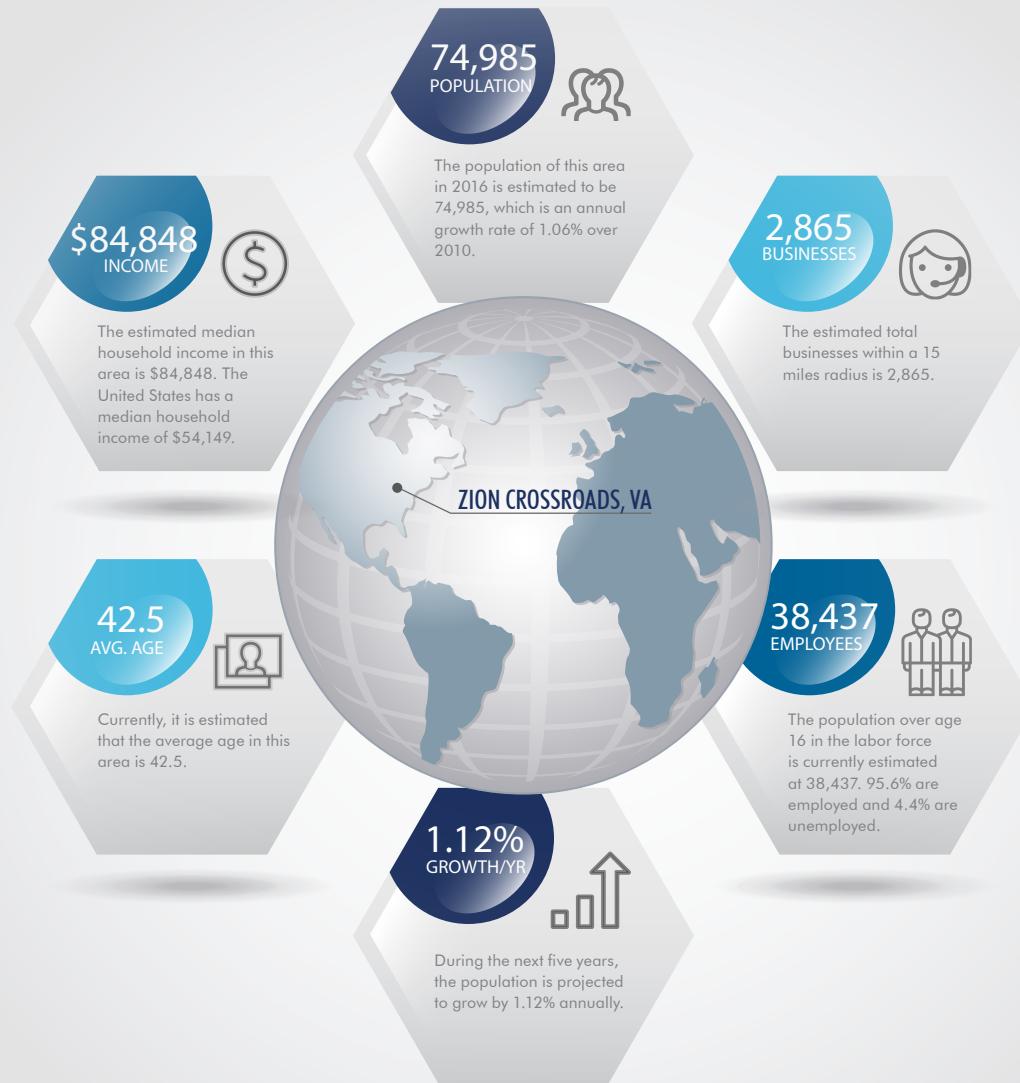
- Corporate Headquarters: May include back office operations and customer service activities.

- Transportation: Freight or passenger transportation services. Majority of revenue must be derived from interstate commerce/travel.

- Tourism: Attraction and events considered likely to attract at least 30% of attendees from outside of Louisa County.

ESTIMATED DEMOGRAPHICS

06





ZION TOWN CENTER MIXED-USE DEVELOPMENT | Camp Creek Parkway, Zion Crossroads, VA



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