



City of Wilmington Opportunity Zones

... in the Midst of it All

The City of Wilmington has seven Qualified Opportunity Zones providing investment opportunities for downtown office, residential development, riverfront development, and scattered light-manufacturing sites throughout the City.

The City of Wilmington Delaware is in the midst of it all. Located in the Mid-Atlantic region, Wilmington is at the center of a \$400 billion economy with 6 million people, verging on a 3-million strong workforce. Its strategic location provides multi-modal global reach via the I-95 corridor, extensive freight and passenger rail service, an active seaport, and multiple nearby international airports. Wilmington's proximity to major metropolitan cities coupled with its low cost of living and high quality of life make it an attractive live/work option.

Wilmington lives up to its business-friendly reputation. Building upon over 150 years of groundbreaking chemical engineering and research, plus 40 years of banking industry operations, the City has deep workforce expertise. Wilmington also has a unique legal services workforce fostered by the 200-year old Delaware Court of Chancery, widely recognized as the preeminent forum for U.S. business law.

Wilmington is prepared for the future. Our workforce has developed expertise in the emerging fields of predictive analytics, financial technology, and user experience design. With Delaware being the highest ranked for fiber optic infrastructure in the U.S., its most populous city, Wilmington is ready to support businesses needing 21st century connectivity.

Current & Emerging Industry Clusters



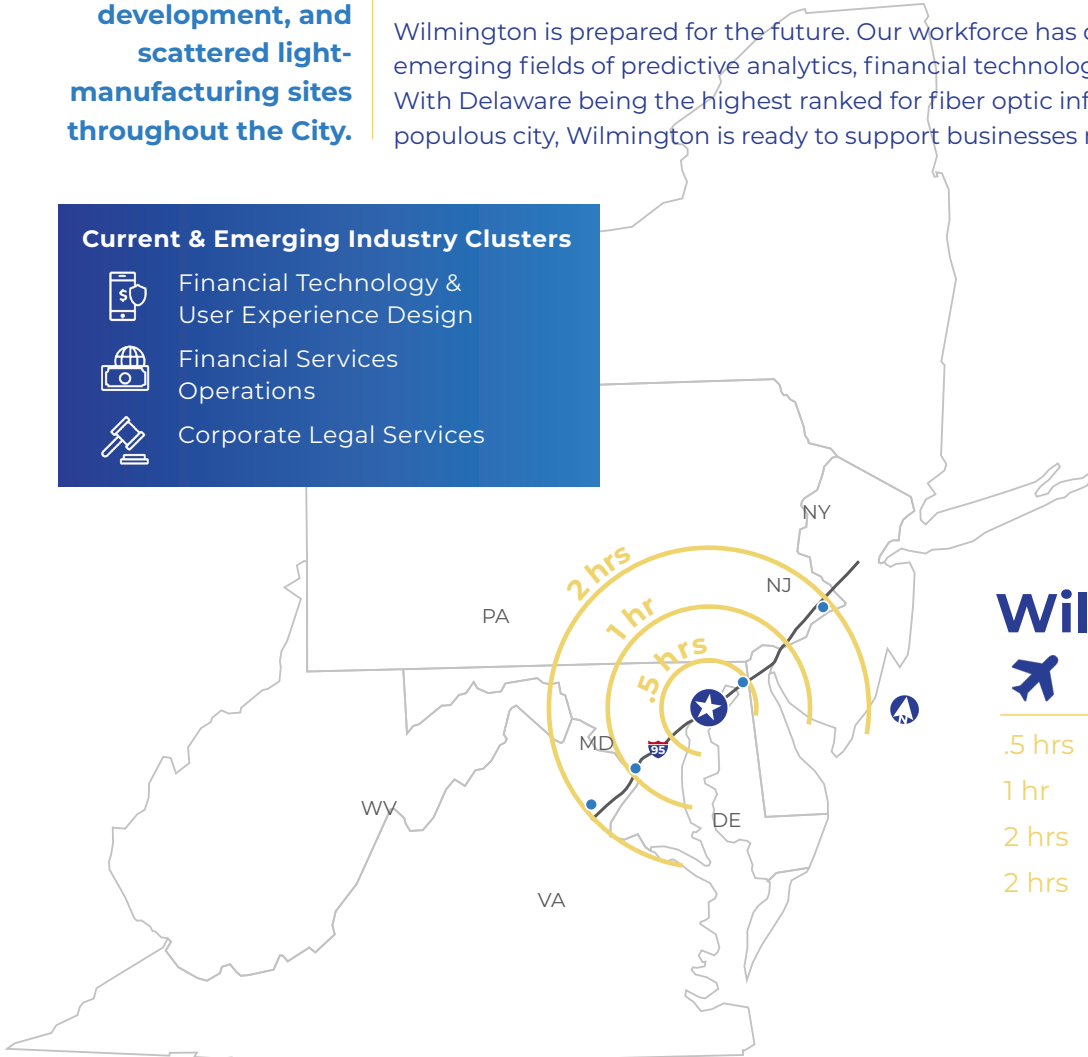
Financial Technology & User Experience Design



Financial Services Operations



Corporate Legal Services



Wilmington



.5 hrs Philadelphia (PHL)

1 hr Baltimore (BWI)

2 hrs New York City (EWR)

2 hrs Washington, DC (DCA)

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City of Wilmington Opportunity Zone Strategy

The City of Wilmington seeks to partner with Opportunity Zone investors to drive transformative and equitable economic growth in the city's business district and surrounding neighborhoods. Our development opportunities are numerous and diverse, ensuring that we have a right-size opportunity for investors seeking to make a difference through shovel-ready real estate projects and investment in Opportunity Zone businesses.

Specifically, the city wants to identify and support projects that meet strategic outcomes such as:

- Creating jobs or expanding employment opportunities for current and future residents;
- Providing market-rate multifamily housing opportunities;
- Eliminating blight through infill development of workforce housing and high quality affordable townhomes.

Downtown Office Development

With 7 million-plus square feet of office space and several co-working spaces, Wilmington stands ready for small and large businesses in need of 21st century connectivity. Wilmington's Downtown District has an inventory of prime class office space ready for major renovation and fit-out. The Downtown Development District program provides a 20% rebate on qualified fit-out expenses providing an incentive for business investments unmatched in the region. Additional job creation incentives may be available, including a 10-year real estate tax abatement on improvements.

OZ Typology Central Business District Office Development.

Riverfront Development

Over 1000 new residential units, three new hotels, and numerous outdoor and entertainment amenities make Wilmington's Riverfront a premier neighborhood along the Christina River. A part of the South Market Street Master Plan, designed by renowned architect Robert A. Stern Associates, it is ready for large-scale, mixed-use development on prime waterfront real estate that is cleared and ready for construction. The Riverfront has received significant public investment, including a new \$45 million bridge that will increase connectivity and spur additional development on the eastside of the Christina River.

OZ Typology Mixed-use Residential and Commercial Development.

Downtown Residential

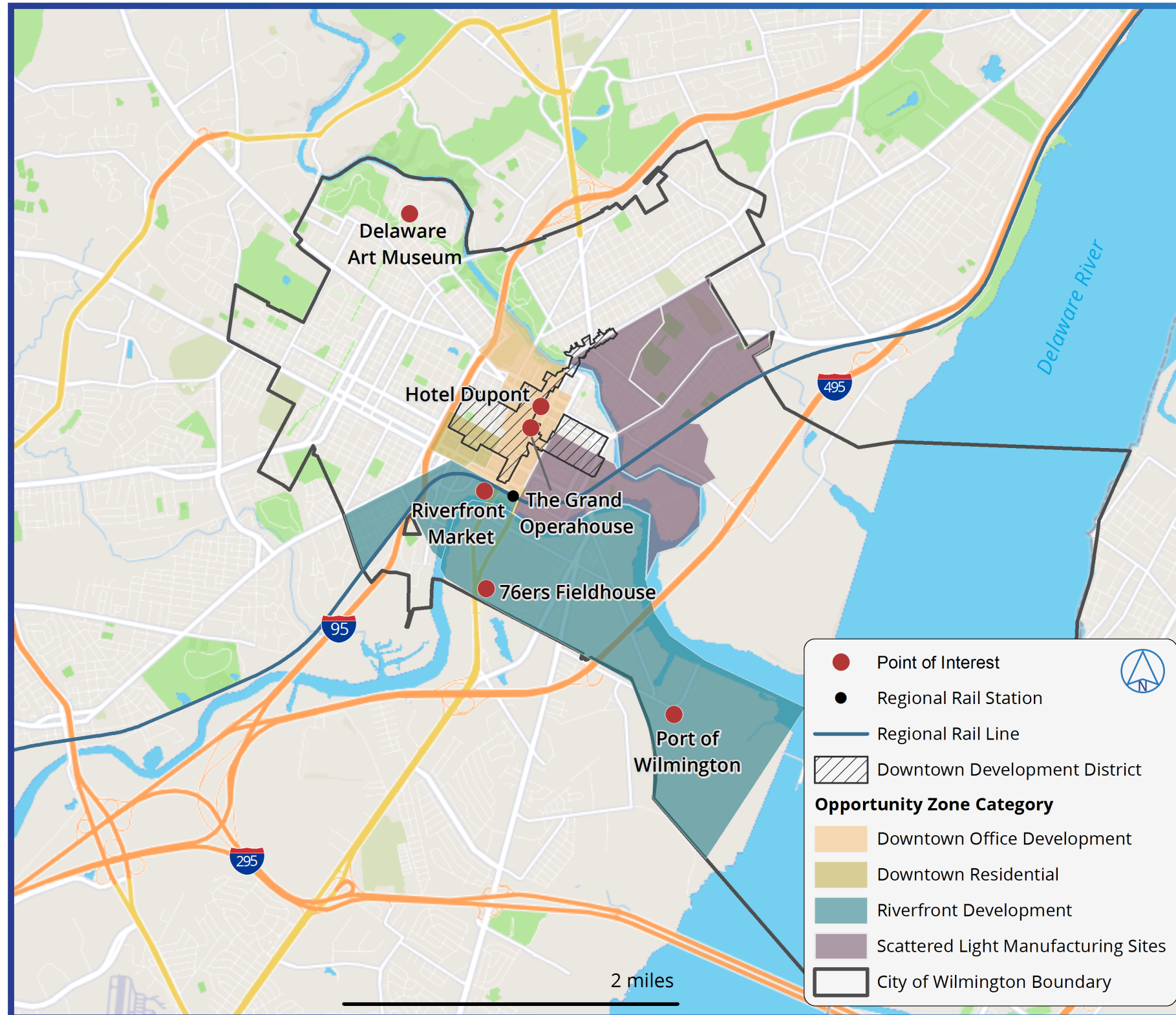
Adding nearly 2000 units in the past 10 years, and expecting another 550 in 2019, Wilmington's Downtown District residential market is gaining momentum. With occupancy rates greater than 92 percent and continued population growth expected, the city is primed for new workforce and market rate housing. Additional Downtown Development District grants may be available.

OZ Typology Multifamily Residential; Infill Townhome Development.

Scattered Light Manufacturing Sites

Within the City there are sites that are ideally suited for light manufacturing uses. This could include the development of flex space, which will help to expand small manufacturing and growing industries such as advanced manufacturing. In addition, the scattered sites could be used to complement related logistics and distribution operations serving regional, national, and global markets. Notably, the Port of Wilmington, a full service deep water port and the busiest terminal on the Delaware River, is a key asset to tie into manufacturing operations.

OZ Typology Light Manufacturing Development



Why Wilmington?

ADVANTAGES

- ✓ **Favorable Tax Climate and Business Support** The City offers a favorable tax climate with low net income and 0% sales tax rates. Wilmington businesses have access to world-class corporate legal and financial support. The City also offers a variety of resources to help its businesses connect, learn, and succeed in Wilmington with ease.
- ✓ **Strong Major Industries** Healthcare, finance, and professional services, are primary drivers in the Wilmington economy. Emerging sectors like financial technology, advanced chemical manufacturing, and user experience design are flourishing, and anticipate increased rates of employment.
- ✓ **Educated and Skilled Labor Force** Wilmington has access to a highly educated and skilled workforce of nearly 3 million in the metropolitan region. With a lower median age than the national average, and expected population growth through 2023, Wilmington provides a promising workforce for current and future employers in the city.
- ✓ **Vibrant Community** Wilmington's business assets are complemented by a vibrant downtown, active riverfront, and unique neighborhoods. Life in Wilmington is filled with exciting cultural, historical, and recreational experiences, including festivals, sports venues, and an award-winning state park system. These assets together produce a high-quality of life for residents.

Investors may also be eligible for a variety of local and state development incentive programs, such as:

- Downtown Development District
- Property Tax Abatement
- Head Tax Incentive
- Relocation and Workforce Development Assistance
- The Grow Wilmington Fund
- Design Phase Matching Grants
- Delaware State New Economy Jobs Program

The City of Wilmington Mayor's Office of Economic Development stands ready to work with developers, real estate investors, and business owners on specific opportunities. Please contact us at 302-576-2120.

Facts At-a-Glance



POPULATION

71,000

City of Wilmington

6.1 million

Phila-Camden-Wilmington MSA

Source: U.S. Census, ACS 2013-2017



EMPLOYEES

64,000

City of Wilmington

2.9 million

Phila-Camden-Wilmington MSA

Source: Esri 2018



The cost of running a business in Wilmington is

88%

of the National Average

Source: City of Wilmington



MEDIAN AGE

36 years

City of Wilmington

39 years

Phila-Camden-Wilmington MSA

Source: U.S. Census, ACS 2013-2017



BUSINESSES

8,000

City of Wilmington

482,000

Phila-Camden-Wilmington MSA

Source: City of Wilmington; U.S. Census, SBO 2012



The cost of housing in Wilmington is

68%

of the National Average

Source: Sperling's Best Places



Average COMMUTE TIME

21 min.

City of Wilmington

28 min.

Phila-Camden-Wilmington MSA

Source: U.S. Census, ACS 2013-2017



Delaware Ranks **7TH IN THE U.S.**

Concentration of Technology Workers

Source: U.S. BLS 2017; DE Prosperity Partnership



Delaware has the Highest Relative Concentration of Financial Services Jobs

Nearly **2xs** the U.S. Average

Source: U.S. BLS 2017; DE Prosperity Partnership