



OPPORTUNITY ZONE PROSPECTUS

Table of Contents

Executive Summary	3
Opportunity Zone Advantages	4
Hartsville By The Assets	5
Strong Employment Base	5
Dynamic & Innovative City Government	6
Thriving Downtown	7
Commitment To Education	8
Hartsville By The Numbers	9
Demographic Overview	9
Drive-Time Demographic Overview	11
Workplace-Based Overview	12
Employment Centers	12
Commuting	14
Hartsville Opportunity Zone Demographics & Benchmarking	16
Population & Migration	16
Diversity & Age	18
Income & Wages	19
Education	20
Cost Of Living	22
Hartsville Opportunity Zone	23
Canal Site	23
Canal Site Conceptual Designs	25
Hartsville Industrial Park	31
Hartsville Industrial Park Conceptual Designs	32
Available Properties	33
Maps	35
Contact & Resources	41
Appendix	42



Executive Summary

- ❁ [Hartsville, South Carolina](#) is a city that punches significantly above its weight. This dynamic city of 7,694 people and a trade area of 26,299 people is a two-time All-American City winner. Hartsville is located in Darlington County within the Florence Metro area.
- ❁ Hartsville has a strong diversified employment base drawing in nearly 6,000 commuters from the surrounding area. Most notably Hartsville is home to [SONOCO](#) Products, a 6-billion-dollar packaging & solutions company that was founded in Hartsville in 1899.
- ❁ Hartsville has a dynamic and innovative city government. Led by young, diverse and energetic citizens, the City constantly reinvests in the community to provide a higher quality of living for its residents. In 2018, the city opened [Neptune Island Waterpark](#), a family-oriented water adventure that drew over 90,000 visitors during the 2019 season.
- ❁ Hartsville's Opportunity Zone is 15 square miles and overlaps with Hartsville's downtown, two major transportation corridors, and a planned 225-acre Industrial park.
- ❁ Hartsville has a strong commitment to education. It is home to [Coker University](#), the [South Carolina Governor's School of Science and Mathematics](#) and [FDTC](#) – Technical College. Forty percent (40%) of Hartsville's Adult population have at least an Associate Degree. The K-12 school system is high performing with three of the five high schools in the county graduating at a rate of 99% or higher.
- ❁ Hartsville is business-friendly. The City of Hartsville has the [Business Navigator](#), a one-stop-shop for development services to quickly and efficiently support planning, zoning, licensing, permitting and building codes.



OPPORTUNITY ZONE ADVANTAGES

The Tax Cuts and Jobs Act of 2017 provides a new incentive centered around the deferral, reduction, and elimination of capital gains taxes. Opportunity Zones were designated by states to spur private investments in low-income areas.

The Opportunity Zones program offers three tax incentives for investing in low-income communities through a qualified Opportunity Fund:



A temporary deferral of inclusion in taxable income for capital gains reinvested into an Opportunity Fund. The deferred gain must be recognized on the earlier of the date on which the opportunity zone investment is disposed of before December 31, 2026.



A step-up in basis for capital gains reinvested in an Opportunity Fund. The basis is increased by 10% if the investment in the Opportunity Fund is held by the taxpayer for at least 5 years and by an additional 5% if held for at least 7 years. This would exclude up to 15% of the original gain from taxation.



A permanent exclusion from taxable income of capital gains from the sale or exchange of an investment in an Opportunity Fund if the investment is held for at least 10 years. The exclusion only applies to gains accrued after an investment in an Opportunity Fund.

Source: Economic Innovation Group



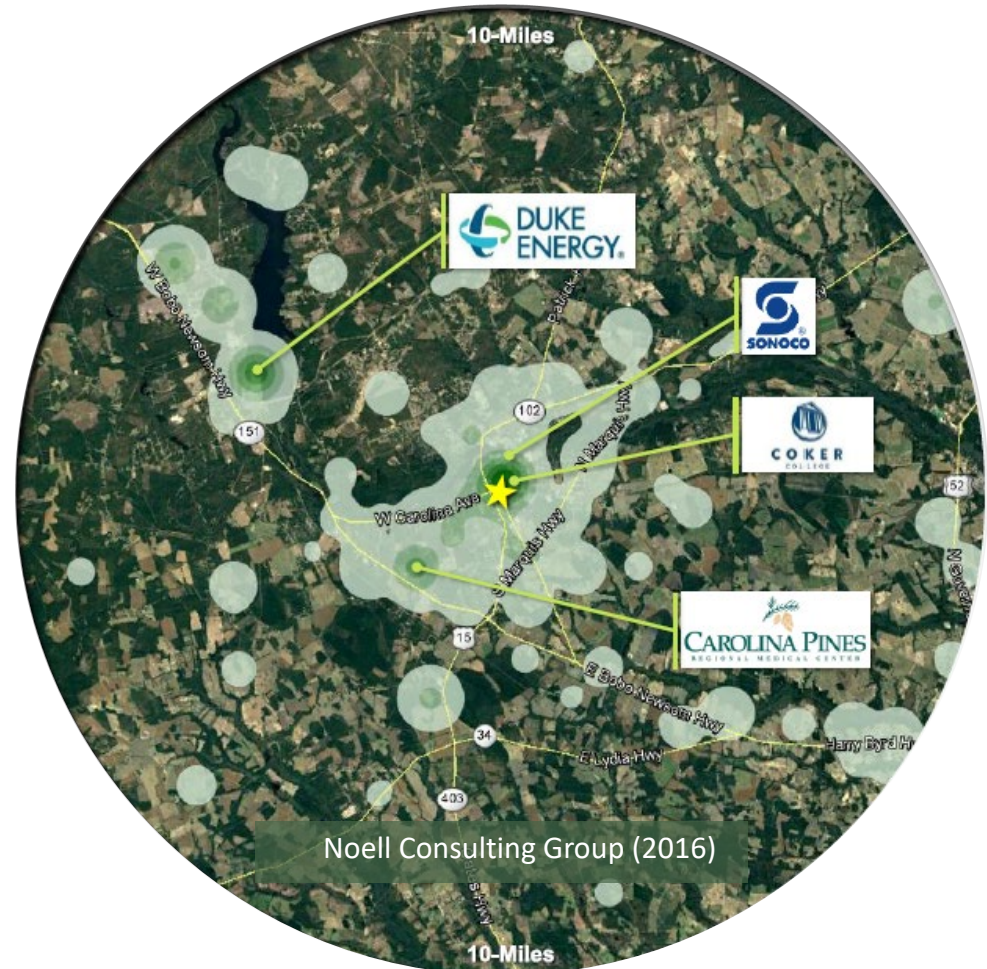
Hartsville by the Assets

STRONG EMPLOYMENT BASE

- ❁ Hartsville has a historically strong local economy that dates to founding of Southern Novelty Company (SONOCO) in 1899.
- ❁ Hartsville has a strong employment base that includes a diversified spectrum of industries and business.
- ❁ Hartsville and Darlington County are a certified [South Carolina Work Ready Community](#) and participates in [Apprenticeship Carolina](#) which promotes demand-driven registered apprenticeship programs.¹
- ❁ Nearly 6,000 people commute into Hartsville to work for companies like [SONOCO](#), [Duke Energy](#), [Stingray Boats](#), [Anderson Brass](#), and [Integrated Systems](#). These commuters add to the daytime population and present an opportunity to grow Hartsville's resident population.
- ❁ Institutions like [Carolina Pines Medical Center](#) (affiliated with the Medical University of South Carolina), [Coker University](#) and the [South Carolina Governor's School of Science and Mathematics](#) also provide a draw for residents and commuters.

Estimated employment figures are on page 12

For more information visit [Darlington County Economic Development Partnership](#)



Major Employers & Employment Concentration

¹ <https://dcedp.com/business-industry/workforce-training/>



DYNAMIC & INNOVATIVE CITY GOVERNMENT

- ❁ Hartsville has a dynamic and innovative city government that works proactively to ensure the highest possible standard of living for its citizens.
- ❁ The City is a two-time winner of the [All-America City](#) designation. The National Civic League awarded this honor to the City of Hartsville 1996, and most recently in 2016. The award recognizes cities that use inclusive civic engagement to solve critical community issues.
- ❁ In partnership with the [Byerly Foundation](#), the City of Hartsville created a branch of the Columbia South Carolina based [EdVenture Children's Museum](#) in downtown Hartsville in 2018.
- ❁ With an enthusiastic reception by the community, the City opened the [Neptune Island Waterpark](#) in 2018. The park provides outdoor water adventure and summer jobs. The family-oriented attraction drew over 90,000 visitors during the 2019 season.
- ❁ The City of Hartsville has the [Business Navigator](#), a one-stop-shop for development services to quickly and efficiently support planning, zoning, licensing, permitting and building codes.



Piratesville Splashpad



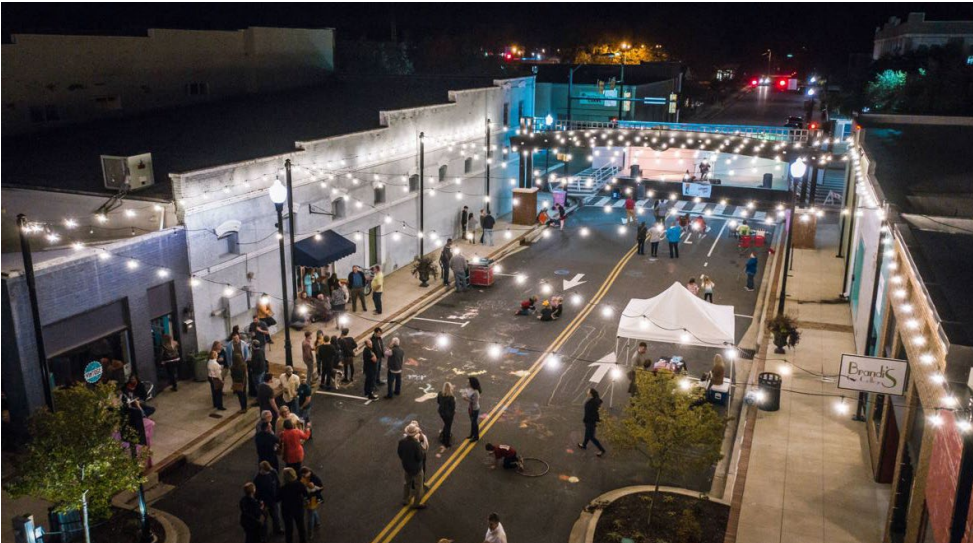
Neptune Island Waterpark



EdVenture Museum.



THRIVING DOWNTOWN



- ❁ Hartsville has a charming downtown that is quite unexpected for a city of its size.
- ❁ [Main Street Hartsville](#) was recognized by the South Carolina Municipal Association in 2019
- ❁ The downtown district is populated with hotels, restaurants, bars, quaint boutiques and a myriad of professional services.

4

Hotels & inns:

- Two full-service hotels
- Two globally recognized brand hotels
- One historic inn

8

Recreational facilities & theaters

- AMC movie theater
- The Center Theater

11

Restaurants

- From fine dining to national chain staples

23

Retail businesses

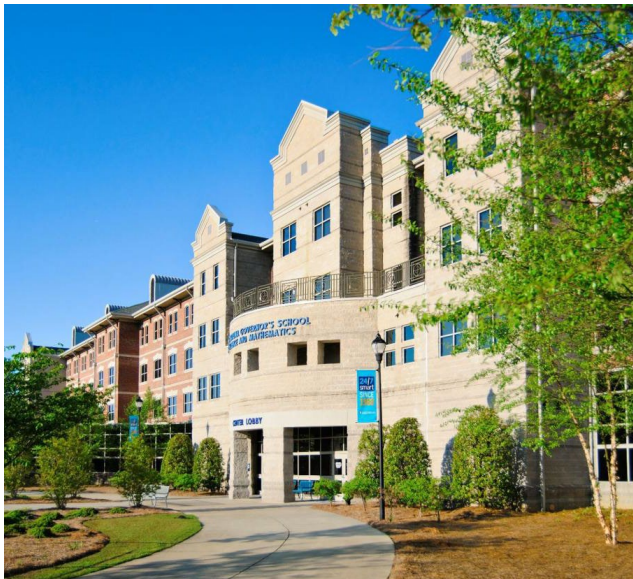
29

Professional service businesses



COMMITMENT TO EDUCATION

- ❁ Hartsville is home to high performing public schools offering varied programs including International Baccalaureate.
- ❁ Over 40% of Adults in Hartsville have an Associate, Bachelor's Degree or higher.
- ❁ Three of five Darlington School District High Schools have a graduation rate that exceeds 99%.
- ❁ Hartsville is home to [Coker University](#), a private four-year student-focused comprehensive university with a strong liberal arts core. Coker University, founded in 1908, is listed in the 2020 edition of the U. S. News and World Report as one of the top 50 Regional Universities in the South.
- ❁ The [South Carolina Governor's School of Science and Mathematics](#) campus is located adjacent to downtown Hartsville. One of the top STEM (science, technology, engineering, and math) high schools in the country, the Governor's School attracts academically motivated juniors and seniors.
- ❁ Hartsville is home to one of several campuses of the [Florence-Darlington Technical College](#). FDTC provides high-quality post-secondary comprehensive and technical education.



SC Governor's School for Science & Mathematics



Coker University









FDTC Hartsville Campus



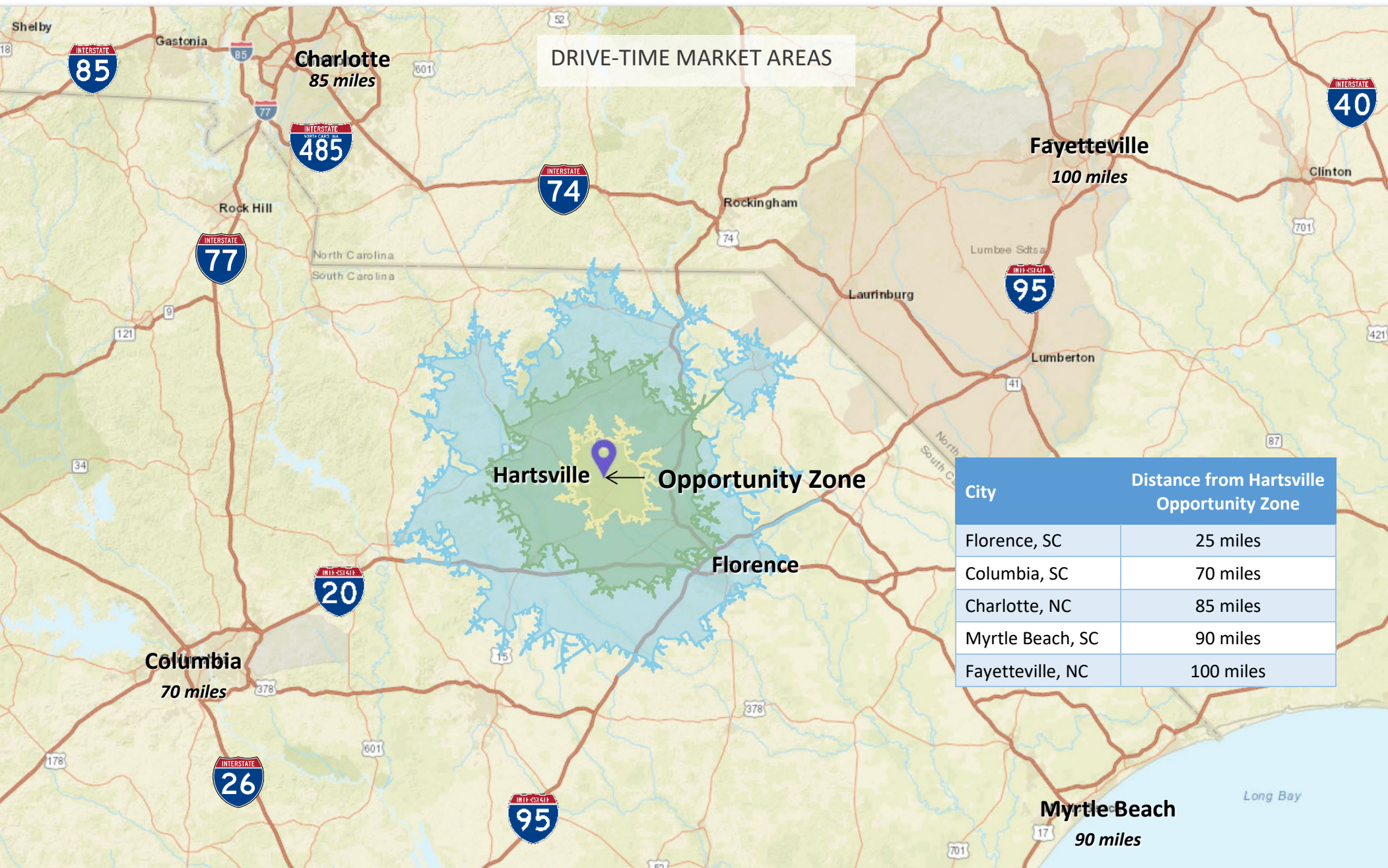
Hartsville by the Numbers

DEMOGRAPHIC OVERVIEW







2017 DATA	OPPORTUNITY ZONE	CITY OF HARTSVILLE	DARLINGTON COUNTY	FLORENCE METRO AREA
 POPULATION	5,094	7,694	67,572	206,109
 MEDIAN AGE	26.8	37.0	41.2	39.6
 HOUSEHOLDS	1,762	3,186	26,861	78,953
 MEDIAN HOUSEHOLD INCOME	\$27,500	\$28,070	\$36,217	\$40,888
 EDUCATIONAL ATTAINMENT Associate Degree +	25.9%	39.6%	26.2%	29.8%
 LABOR FORCE/ EMPLOYMENT Residents, 2018	1,842 1,697	3,006 2,473	30,803 26,757	97,326 86,122

Source: U.S. Census, 5-year averages





DRIVE-TIME DEMOGRAPHIC OVERVIEW

2017 DATA	15-MINUTE DRIVE TIME	30-MINUTE DRIVE TIME	45-MINUTE DRIVE TIME
 POPULATION	26,229	76,392	221,885
 MEDIAN AGE	41.0	41.0	40.6
 HOUSEHOLDS	10,200	29,006	86,510
 MEDIAN HOUSEHOLD INCOME	\$46,513	\$40,380	\$42,486
 EDUCATIONAL ATTAINMENT Associate Degree +	33.6%	26.0%	29.3%
 LABOR FORCE/ EMPLOYMENT Residents, 2018	11,350 10,463	33,428 30,566	101,508 93,946

Source: ESRI

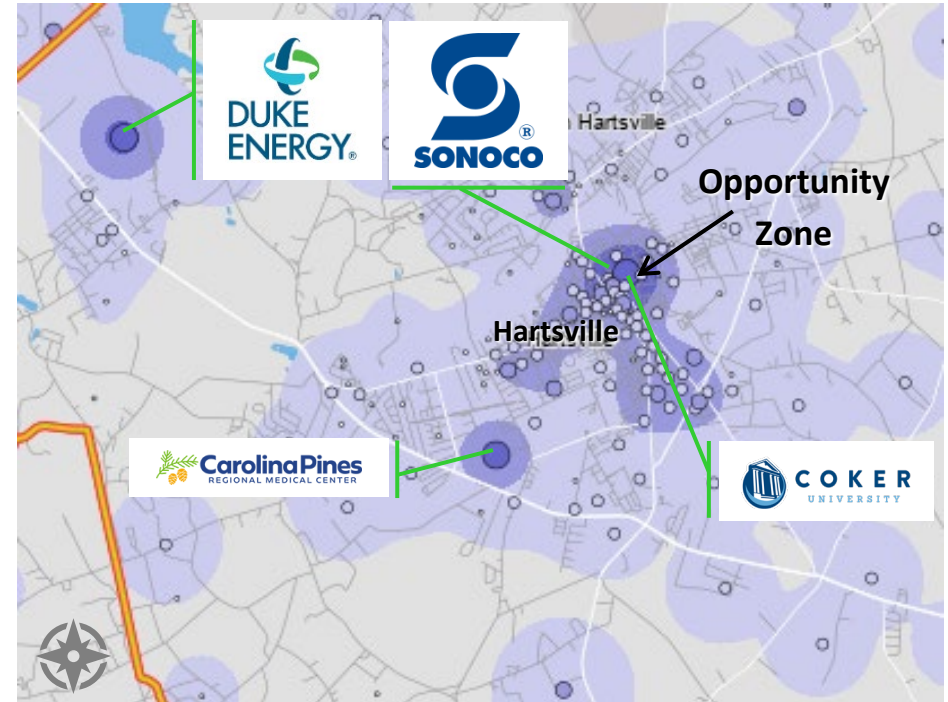


WORKPLACE-BASED OVERVIEW

Employment Centers

Hartsville and Darlington County Employers:

Company	Industry	Estimated Employment
SONOCO Products	HQ, packaging & solutions	2,000
Darlington School District	Public education	1,468
Duke Energy Robinson Plant	Nuclear power plant	830
Carolinas Pines Regional Medical Center	Health care	625
Nucor Steel	Steel mfg.	505
Stingray Boats	Hq, boatbuilder	475
Darlington County	Local government	351
Coker University	Higher education	170
RBC Bearings	Industrial & aerospace bearings	127
Novolex	HQ, packaging & solutions	100
Anderson Brass Company	Brass valve & manifold manufacturing	85
JBE Incorporated	Supply chain management	70
Integrated Systems	Manufacturing systems & robotics	20



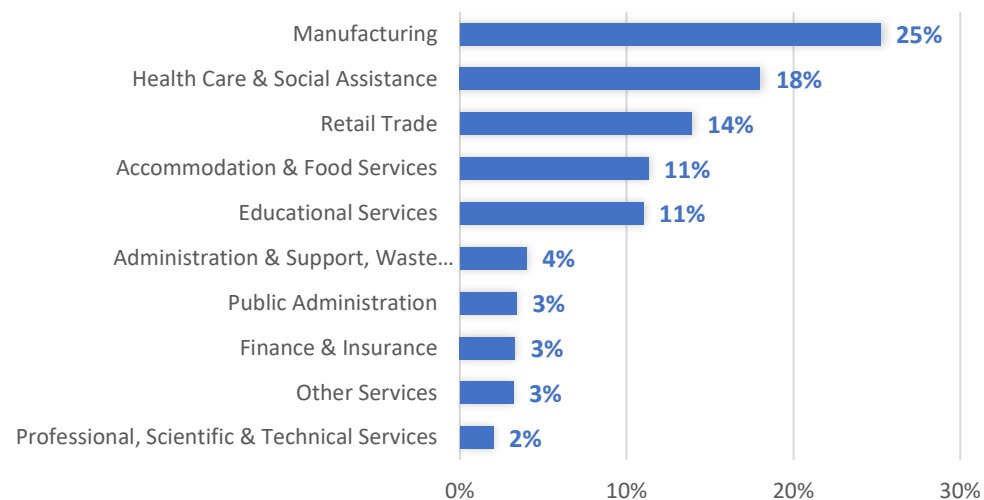
- 1 - 4 Jobs
- 5 - 57 Jobs
- 58 - 288 Jobs
- 289 - 911 Jobs
- 912 - 2,223 Jobs
- 5 - 254 Jobs/Sq.Mile
- 255 - 1,004 Jobs/Sq.Mile
- 1,005 - 2,254 Jobs/Sq.Mile
- 2,255 - 4,003 Jobs/Sq.Mile
- 4,004 - 6,253 Jobs/Sq.Mile

Major Employers & Employment Concentration

Source: US Census Bureau, Longitudinal Employer-Household Dynamics (LEHD), Journey to Work, 2015 data

Hartsville Employment by Sector Top 10 Employment Sectors

Industry Sector	% Total Employment
Manufacturing	25%
Health Care & Social Assistance	18%
Retail Trade	14%
Accommodation & Food Services	11%
Educational Services	11%
Administration & Support, Waste Management & Remediation	4%
Public Administration	3%
Finance & Insurance	3%
Other Services	3%
Professional, Scientific & Technical Services	2%



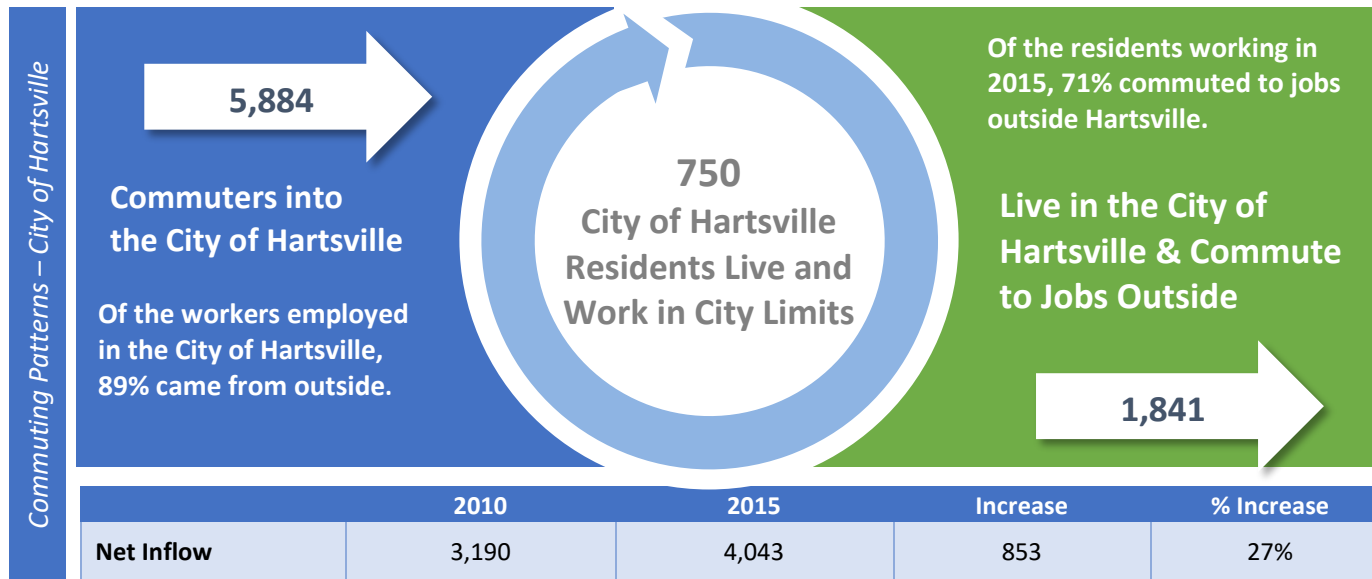
Source: US Census Bureau, Longitudinal Employer-Household Dynamics (LEHD), Journey to Work, 2015 data



SONOCO, manufacturer of packaging and a packaging solutions leader, opened its Innovative Packaging Solutions Studio at their headquarters in Hartsville, SC in 2016.

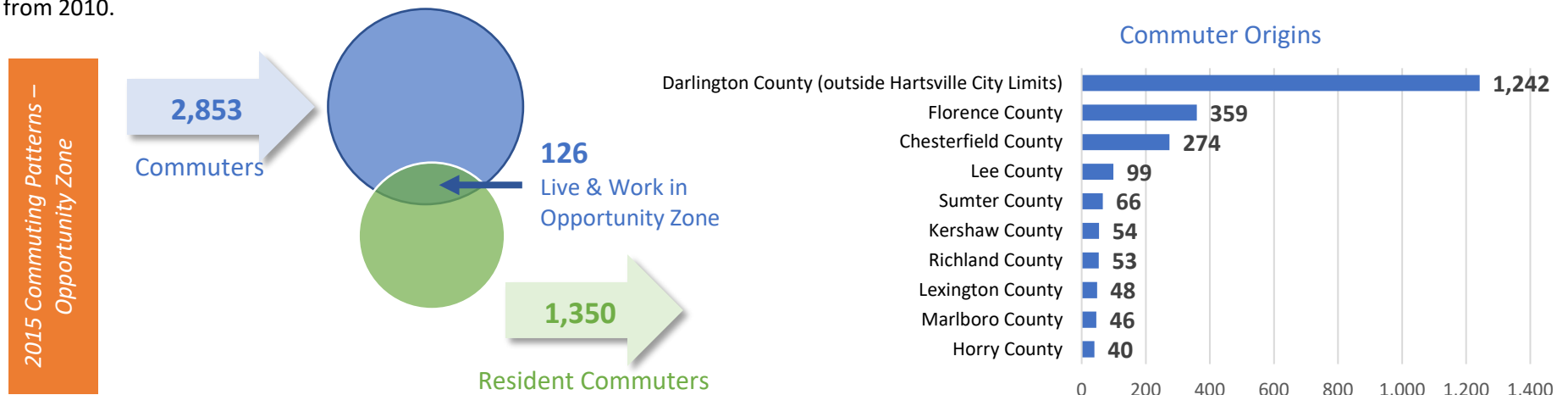


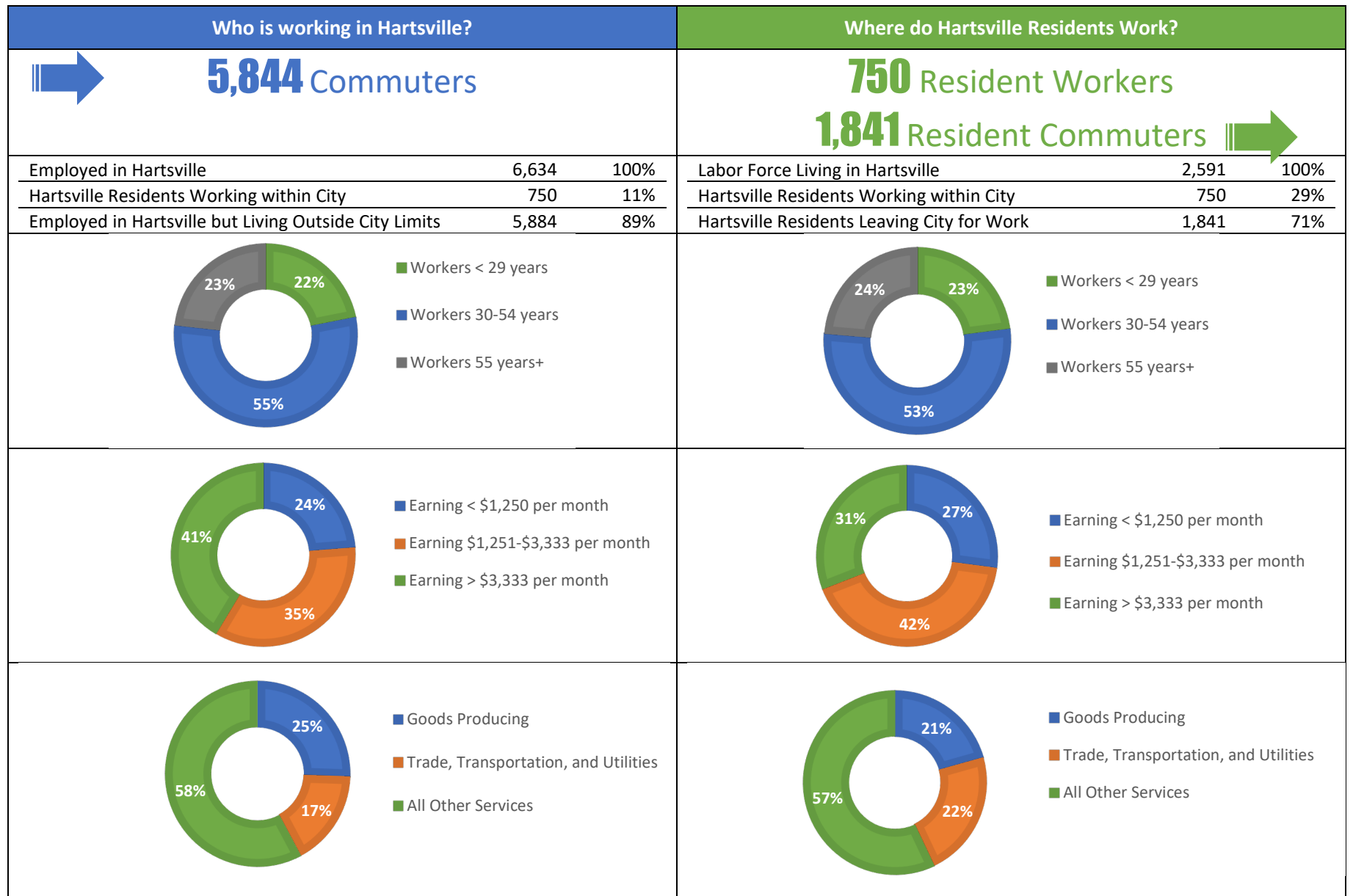
Commuting



Market studies tend to focus on residents of a city, however, for Hartsville, studying the people who drive to work here is impactful. Commuting patterns show that the City of Hartsville is an employment center pulling in 5,884 Commuters according to 2015 Census data. Only 750 residents lived and worked within the City limits and 1,841 residents leave the City for work. This pattern produces a net inflow of more than 4,000 people for 2015. This has increased 27 percent from 2010 adding a net of 850 workers to the inflow to work in the City of Hartsville.

For a more focused view, the Hartsville Opportunity Zone attracts 2,853 In-Commuters as of 2015. Only 126 residents lived and worked within the zone and 1,350 residents leave the zone for work. This pattern produces a net inflow of more than 1,500 people for 2015. This has increased 7.6 percent from 2010.





Source: US Census Bureau, Longitudinal Employer-Household Dynamics (LEHD), Journey to Work, 2015 data



HARTSVILLE OPPORTUNITY ZONE DEMOGRAPHICS & BENCHMARKING

Population & Migration

Population

Geography	2000	2012	2017	Change 2012-2017	% Change 2012-2017	Change 2000-2017	% Change 2000-2017
Opportunity Zone	4,867	4,223	5,094	871	20.6%	227	4.7%
Hartsville	7,556	7,829	7,694	-135	-1.7%	138	1.8%
Darlington County	67,394	68,500	67,572	-928	-1.4%	178	0.3%
South Carolina	4,012,023	4,630,351	4,893,444	263,093	5.7%	881,421	22.0%
Florence Metro Area	193,155	205,214	206,109	895	0.4%	12,954	6.7%
United States	281,424,600	309,138,711	321,004,407	11,865,696	3.8%	39,579,807	14.1%

Migration & Geographic Mobility

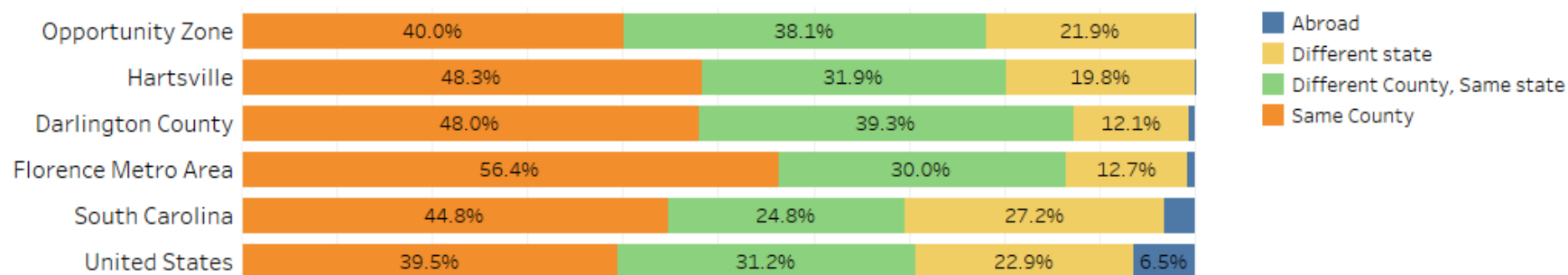
Geographic mobility measures those who moved within the past year and is an indicator of growth. This statistic shows in-migration within the past year **and does not reflect net migration, only incoming residents.**

Category	Opportunity Zone	Hartsville	Darlington County	Florence Metro Area	South Carolina	United States
Estimated New Residents*	767	1,235	3,799	7,392	166,999	2,074,097
New Residents as % of Total	15.3%	16.3%	10.9%	10.7%	12.7%	10.1%
Moved Outside Home City:						
Same County	40.0%	48.3%	48.0%	56.4%	44.8%	39.5%
Different County, Same state	38.1%	31.9%	39.3%	30.0%	24.8%	31.2%
Different state	21.9%	19.8%	12.1%	12.7%	27.2%	22.9%
Abroad	-	-	0.6%	0.8%	3.2%	6.5%

** Estimated new residents consist of those who have moved into new geography. New Opportunity Zone residents reflect only city-level households, which is the smallest geography recorded. All Estimated New Residents are new – within the past year – to Hartsville, Darlington County, Florence Metro Area, South Carolina and those that moved from Abroad into the United States.*

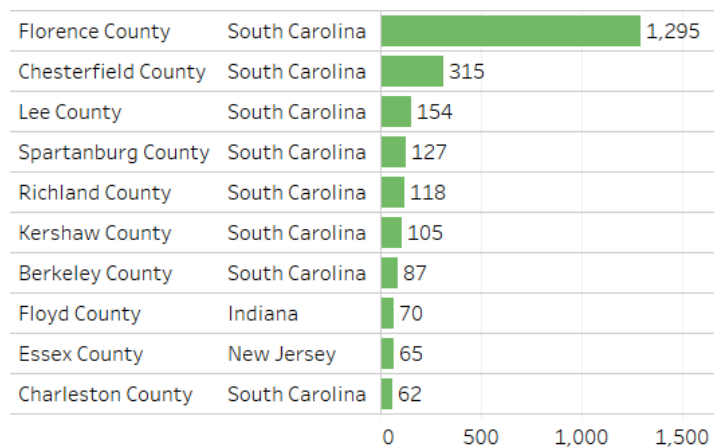


Residents Who Moved Outside Their Home City in The Past Year, 2017

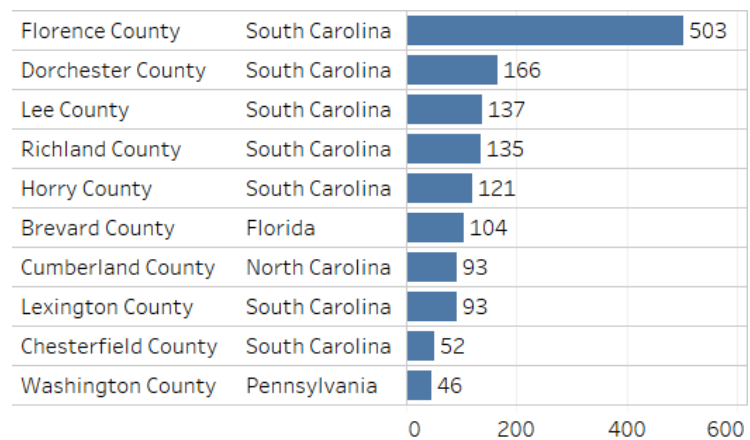


Source: U.S. Census Bureau

Where **Current** Darlington County Residents Moved from in The Past Year, 2017



Where **Past** Darlington County Residents Moved to in The Past Year, 2017



Source: U.S. Census Bureau



Diversity & Age

Racial or Ethnic Diversity, 2017

	Opportunity Zone	Hartsville	Darlington County	Florence Metro Area	South Carolina	United States
White	38.8%	48.1%	56.6%	55.1%	67.3%	73.0%
Black or African American	57.7%	49.2%	40.7%	41.8%	27.2%	12.7%
Other	1.5%	1.7%	0.9%	1.6%	3.4%	11.2%
Two or more races	2.1%	0.9%	1.7%	1.4%	2.1%	3.1%
Latino or Hispanic (of any race)	1.0%	1.0%	1.9%	2.3%	5.5%	17.6%

Note: Racial and ethnic classifications are self-identified. Latino or Hispanic origin can be of any race and counted separately from racial identification. Therefore, the percentages of both racial and ethnic origin will not sum to 100 percent.

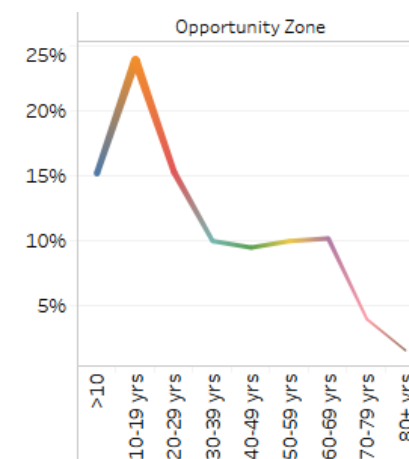
Median Age, 2017

26.8	37.0	41.2	39.6	39.0	37.8
Opportunity Zone	Hartsville	Darlington County	Florence Metro	South Carolina	United States

Age Distribution, 2017

Geography	<10 yrs	10-19 yrs	20-29 yrs	30-39 yrs	40-49 yrs	50-59 yrs	60-69 yrs	70-79 yrs	80+ yrs
Opportunity Zone	15.2%	23.9%	15.3%	10.0%	9.5%	10.0%	10.2%	4.0%	1.6%
Hartsville	13.6%	16.1%	13.2%	10.0%	10.8%	14.0%	10.5%	5.8%	6.0%
Darlington County	12.6%	12.6%	12.5%	10.7%	12.8%	14.7%	12.9%	7.4%	3.6%
Florence Metro Area	13.2%	12.8%	13.1%	11.4%	13.2%	13.7%	12.3%	6.8%	3.5%
South Carolina	12.2%	12.9%	13.8%	12.4%	12.6%	13.6%	12.2%	7.0%	3.5%
United States	12.6%	13.1%	14.0%	13.1%	12.8%	13.6%	11.0%	6.2%	3.7%

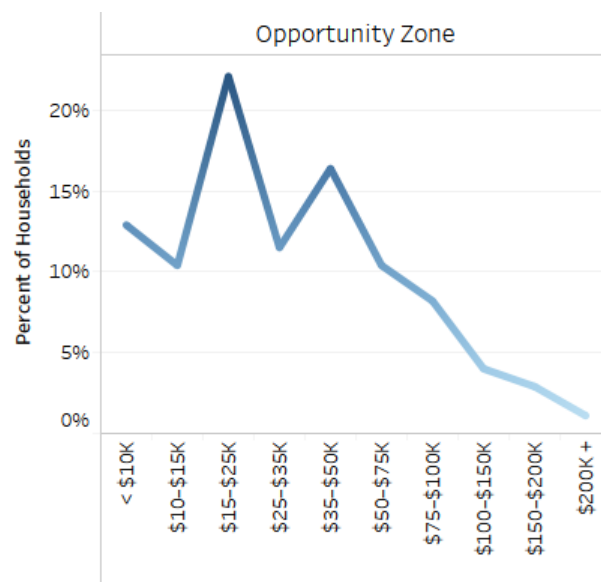
Highest percentage highlighted. Source: 2012 & 2017 American Community Survey 5-year averages



Income & Wages

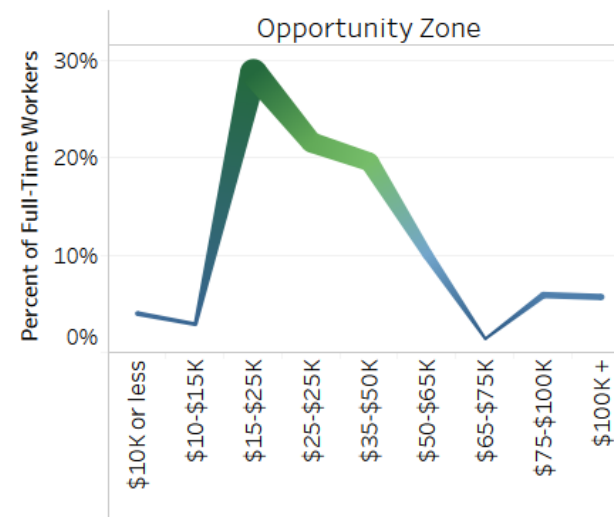
Median Household Income, 2017

\$27,500
Opportunity Zone
\$28,070
Hartsville
\$36,217
Darlington County
\$40,888
Florence Metro
\$48,781
South Carolina
\$57,652
United States



Average Personal Income, 2017

\$20,255
Opportunity Zone
\$21,524
Hartsville
\$25,284
Darlington County
\$27,075
Florence Metro
\$28,857
South Carolina
\$32,141
United States



Source: 2012 & 2017 American Community Survey 5-year averages

Average Employee Wages, 2018

Average Employee Wages reflect the average of earnings for workers in each geography regardless of where they live. Conversely, Household and Personal Income numbers reflect resident income.

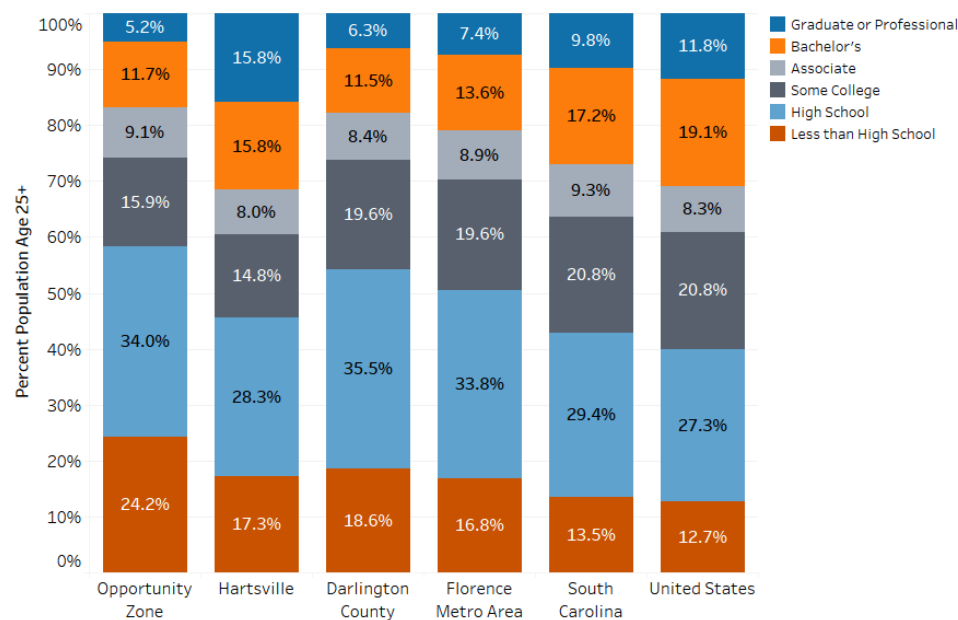
\$47,011	\$41,110	\$44,687	\$57,265
Darlington County	Florence Metro	South Carolina	United States

Source: Bureau of Labor Statistics



Education

Educational Attainment, 2017



40%

of Hartsville's Residents have gained degrees from Associate to Doctorate-level.

Coker University is located in the heart of Hartsville with 15 acres of historic, Georgian-style buildings. Coker has approximately 1,300 students enrolled and 67 full-time faculty. Coker granted nearly 300 degrees in 2017.

Florence-Darlington Technical College has a campus in Hartsville offering allied health and EMT labs as well as other training resources for the community.

Source: U.S. Census Bureau

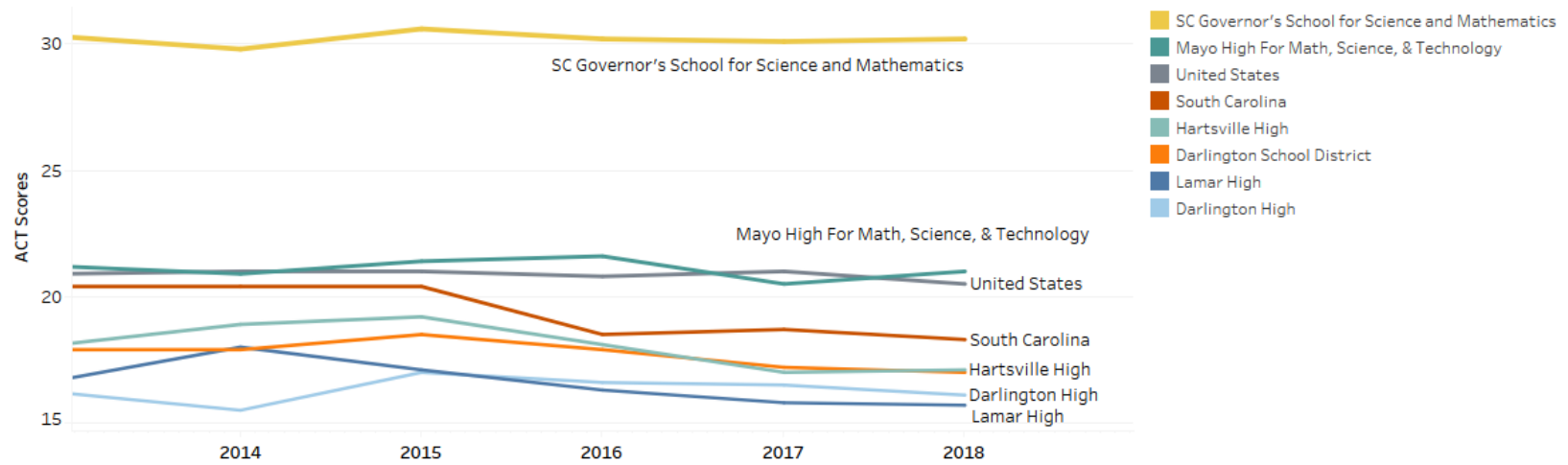
Secondary School Performance: 4-Year Graduation Rates

	2013	2014	2015	2016	2017	2018
United States	81.4%	82.3%	83.2%	84.1%	84.6%	
Darlington District	93.4%	92.4%	92.3%	94.5%	88.0%	87.5%
South Carolina	78.0%	80.0%	80.0%	82.6%	84.6%	81.0%
Individual High Schools:						
Darlington High	92.3%	91.3%	91.4%	95.1%	77.4%	80.0%
Hartsville High	91.8%	89.5%	88.6%	91.5%	93.4%	90.2%
Lamar High	93.8%	100%	98.1%	98.3%	100%	100%
Mayo High for Math, Science, & Technology	100%	100%	100%	100%	100%	98.7%
SC Governor's School for Science and Mathematics	100%	100%	100%	100%	100%	100%

Source: National Center for Education Statistics, South Carolina Department of Education

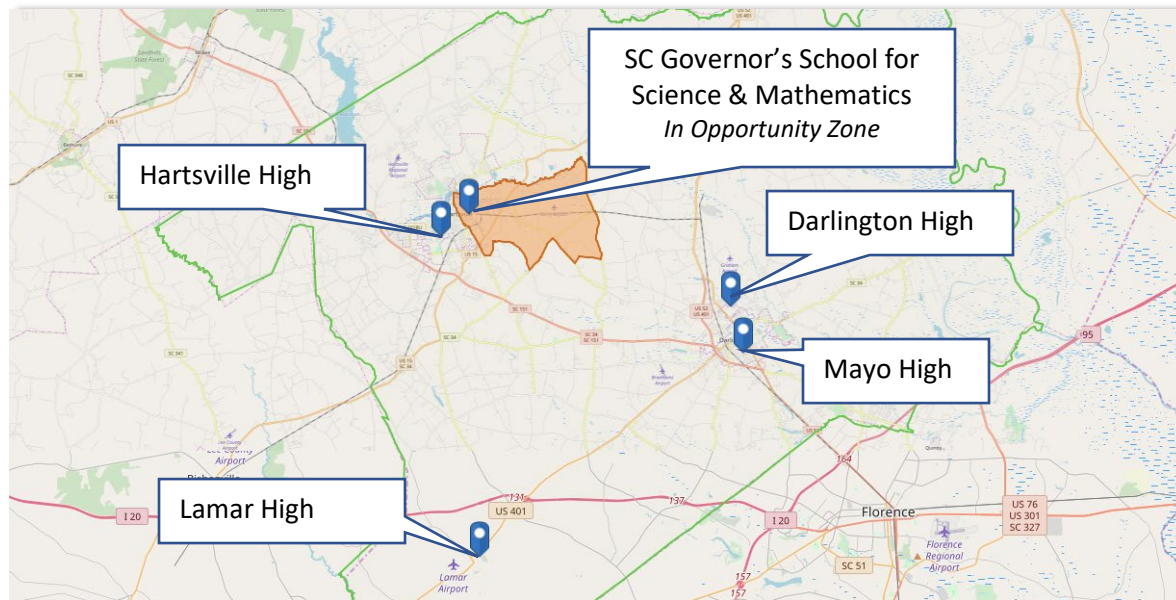


Secondary School Performance: ACT Scores



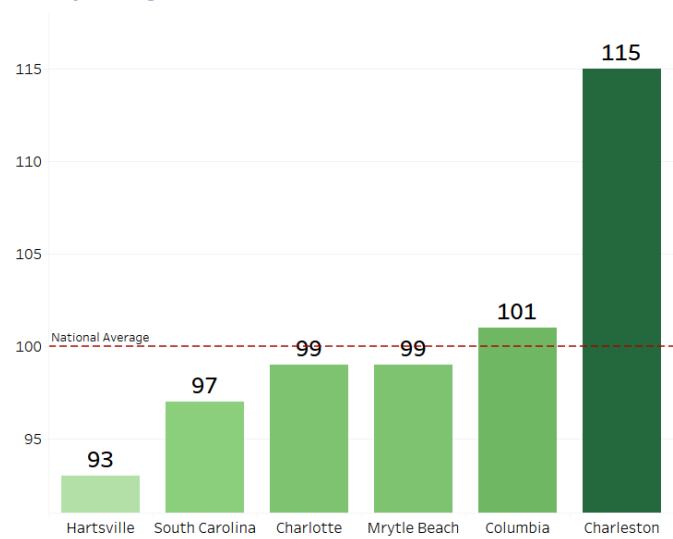
Source: National Center for Education Statistics, South Carolina Department of Education

Public High Schools



Cost of Living

Cost of Living Index, 2017



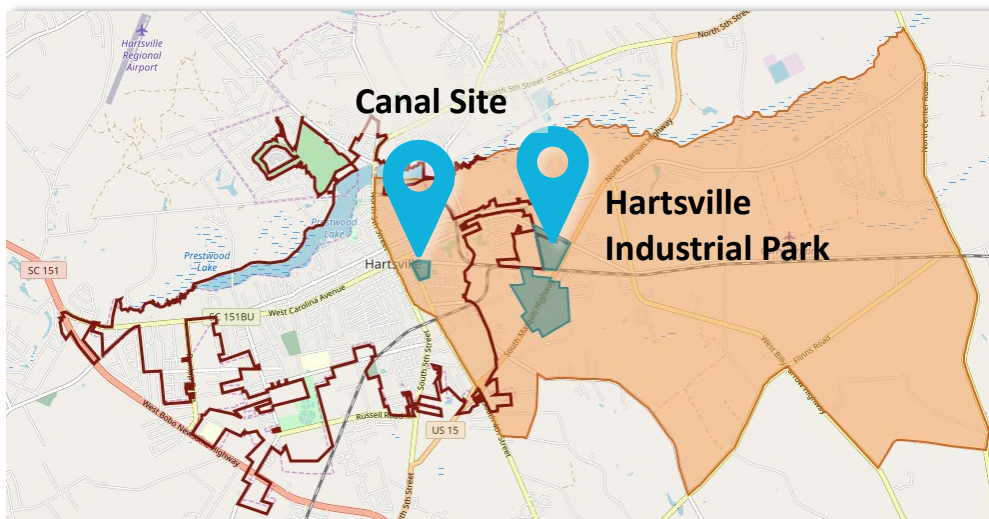
Hartsville Cost of Living Categories	
Cost of Living Index	93
Goods & Services Index	106
Groceries Index	106
Health Care Index	95
Housing Index	60
Transportation Index	92
Utilities Index	127

Source: AreaVibes

Hartsville Opportunity Zone

- ❁ Hartsville's Opportunity Zone is 15 square miles and encompasses the eastern quarter of the city.
- ❁ The Opportunity Zone captures approximately 50% of Hartsville's downtown from 5th Street east.
- ❁ Coker University and the South Carolina Governor's School of Science and Mathematics lie within the zone adding to the area's young population.
- ❁ Major employers including SONOCO's headquarters and their Innovative Packaging Solutions Studio are located in the Opportunity Zone.
- ❁ Major transportation corridors of US Highway 15 and Business 15 as well as SC Highway 24 are in the Opportunity Zone. Highway 151 runs to the west of the zone connecting to US Highway 401. Both I-20 and I-95 are within 20 miles.

- ❁ Hartsville has a modern utility infrastructure including:
 - Power served by Duke Energy & Pee Dee Electric Coop
 - Broadband provided by AT&T and Spectrum
 - Natural Gas is served by Dominion Energy (SCANA)
 - Water, Wastewater & Storm Water are managed by the City of Hartsville.
- ❁ The City of Hartsville has identified two important catalytic projects for development in the Opportunity Zone:
 - The Canal District is a proposed 11-acre Traditional Neighborhood Development with residential and mixed-use plans in development. The site is adjacent to Coker University and the Governor's School downtown.
 - Hartsville Industrial Park is a 225-acre industrial park immediately east of Hartsville's city limits. The site is served by all utilities and has completed the Duke Energy Site Readiness program.





Canal Site location within the Hartsville Opportunity Zone. The zone boundary and area are highlighted in orange.



Canal Site Conceptual Designs

The City of Hartsville's Public Development Corporation owns ±11 acres of property in the Opportunity Zone. The property is on the eastern edge of downtown and adjacent to Coker University and the South Carolina Governor's School for Science and Mathematics. The City's goal is to develop a traditional neighborhood development, or new urbanist, residential mixed-use neighborhood that would include a range of housing options as well as neighborhood-oriented commercial and retail space. The City's vision is to create a walkable neighborhood with a strong sense of place that flows from the existing downtown.

The Canal District is being championed by Mayor Mel Pennington with the support of the city staff, the downtown community, and the Byerly Foundation. Working with the mayor, city manager, and other stakeholders, the Civic By Design team conducted a series of site visits, work sessions and feedback loops to create the Canal District master plan.

Hartsville Mayor Mel Pennington states that "Although Hartsville has an incredible lake, very few people have the opportunity to live waterfront. The Canal District is an opportunity to create more waterfront and as a bonus urban living embedded in an inviting walkable highly amenitized downtown and multiple campuses."

The master plan draws inspiration from famous canal districts around the world including Venice, Amsterdam, and the United Kingdom. Local precedent includes the village of I'on, Mount Pleasant, South Carolina by town founder Vince Graham. I'on includes canal streets with walkways, bridges, and charming "Charleston Fancy" architecture. The master plan also draws inspiration from other historic precedent and newer, small and incremental development including infill locations in Charleston, and Greensboro, North Carolina.

The existing site is mostly vacant with a small number of historic structures remaining. Utilities including water, sewer, and storm drains are currently available but may need to be upgraded. The City has completed a Phase I environmental analysis of the site. There are several existing historic structures that are to be retained and repurposed. One of these is a historic hardware store on the north side that is being developed for a local brewery and will help anchor the development. Hartsville's bike and pedestrian plan allow for connections with this development.

The master plan includes a series of diagrams showing the location of private lots, the canal network, pedestrian connectivity, parking and service drives, existing tree saves, new trees, tree canopy, and open space. The parking plan reveals both private parking spaces and public on-street parking and a phasing plan breaks down the development into seven different phases. The proposed build-out features block & lot detail plan which breaks down the development into block-size increments. The development template serves as a guide for how to design and build out each lot with surrounding infrastructure.

"Although Hartsville has an incredible lake, very few people have the opportunity to live waterfront. The Canal District is an opportunity to create more waterfront and as a bonus urban living embedded in an inviting walkable highly amenitized downtown and multiple campuses."

*-Mel Pennington
Hartsville Mayor*



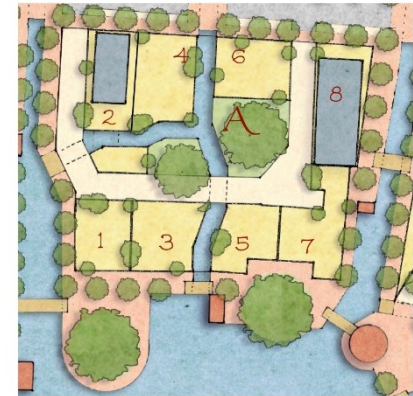
Building types are selected from new urbanism designers at an appropriate scale and based upon the architecture of the region. These include examples from the original I'on charrette and The Lamar (Oxford, Mississippi). The intention of these examples is to demonstrate that the block and lot structure accommodates and interchangeable range of building types. These include:

- *Mansion Flats* — small apartment and condominium buildings, commonly referred to as 4-Packs and 6-Packs, these may have tuck-under parking or rear-loaded parking of the service lanes.
- *Townhouses* with attached sidewalls in a variety of width, height, and number of stories Parking behind or tuck-under
- *Single-family Detached Mansions* which would include one accessory dwelling unit and one guest cottage for a total of three units
- *Carriage Houses or Mews Houses* accessed from rear service lanes and mews courts. These tend to be smaller footprints and more vertical units but may be built above parking for larger units and typically would not be assigned parking spaces due to their small size.
- *Liner Buildings* - Which may be variations of carriage houses but more elongated to accommodate more park-under spaces. Liner buildings can also have a ground-level commercial spaces.

All of the building types have the option of accommodating commercial space on the ground level. Especially the mansion flats and the townhouses.

To summarize:

- There are 7 blocks that range from 1/4 ac to 1 ¾ ac in size.
- There are 53 lots from 2,100 sf up to 7,400 sf with the average around 3,000 sf or about 50'x60'.
- More than 80% of the lots are waterfront along canals.
- The maximum number of units is based on one private parking space per unit with some exceptions.
- Each lot has 0'– 5' build-to setbacks and would typically require a small outdoor courtyard of proportional size.
- The recommended minimum number of units per lot is typically three – with a variety of combinations which can include multifamily, townhouses, and dwellings with a garage apartment.
- The private parking on each lot averages 5-6 potential spaces — this yields up to 287 private parking spaces.
- Within the current street r.o.w. along the block frontages, there is the potential for 100 diagonal parking spaces and 110 parallel for a total of 210 parking spaces available for residential and commercial parking.



BLOCK A MASTER PLAN



BLOCK A ILLUSTRATIVE PLAN



Based on these factors the plan yields:

- A minimum of about 154 units and a potential maximum of 333 units based on typically requiring one private parking space minimum per unit.
- Within the current street r.o.w. along the block frontages there a potential for 100 diagonal parking spaces and 110 parallel parking spaces for a total of 210 public parking spaces available for residential and commercial parking.
- The potential for about 44,400 sf of street-frontage commercial and 23,500 sf of destination canal-side commercial. A total potential of 67,900 sf commercial with public parking at about 3 spaces per 1000 sf. commercial.

DISCLAIMER

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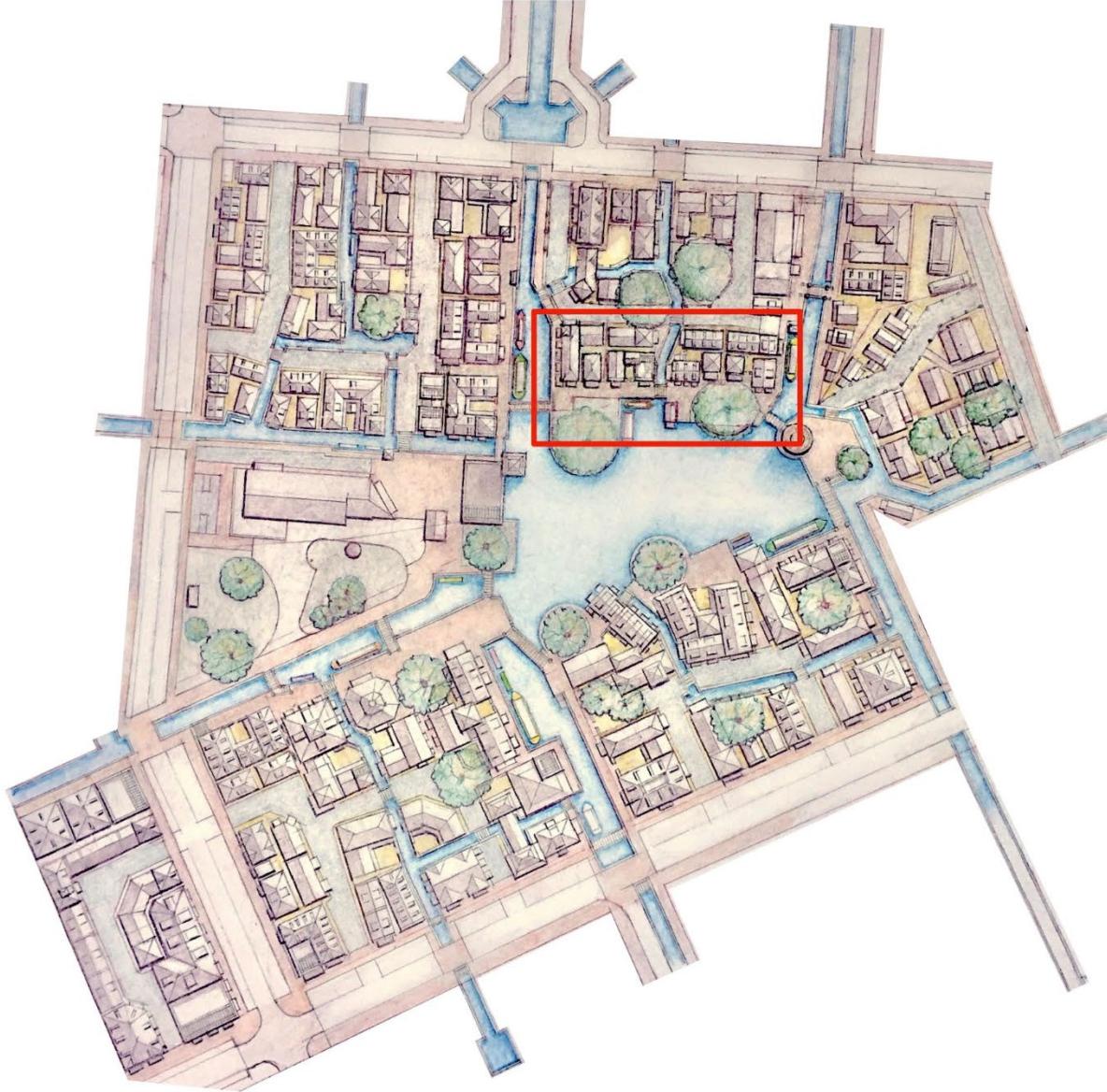


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RENDERING ~ VIEW LOOKING EAST

INTERNAL DRAFT
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THE CANAL DISTRICT
HARTSVILLE, SOUTH CAROLINA





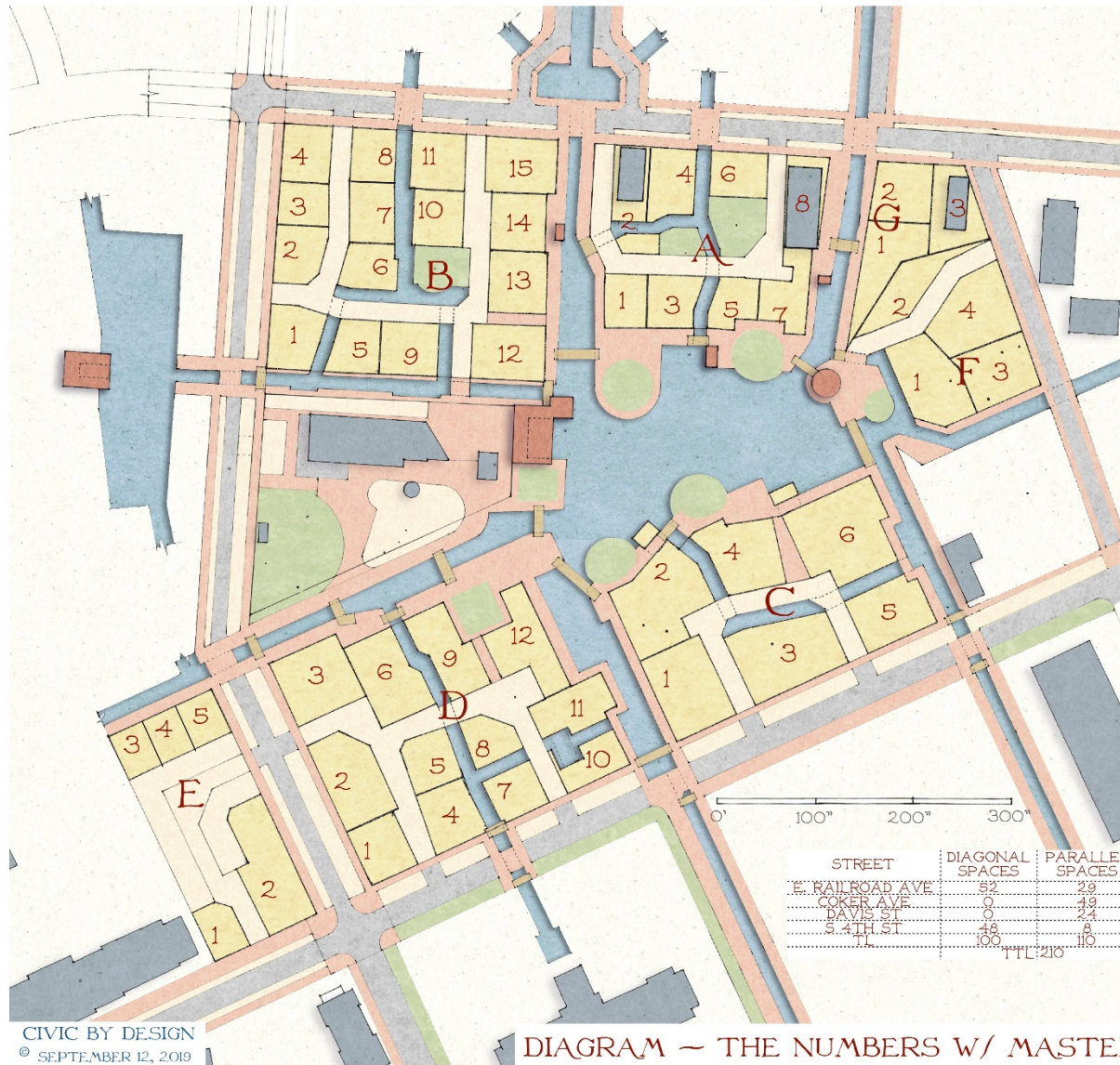
200'

This preliminary draft of the Canal District Phase A.1 design uses the original I'on apartment units and Vince Graham's technique of unit plan cut-and-paste from the Mixon development. When maxing out the design it yields between 32 and 42 apartment/condo flats including 3 potential destination commercial shops. This is on just the 4 waterfront lots totaling 1/4 acre. We are preparing a detailed pro forma.

DETAIL ILLUSTRATIVE MASTER PLAN

INTERNAL DRAFT
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THE CANAL DISTRICT
HARTSVILLE, SOUTH CAROLINA





BLOCK NAME	BLOCK AREA	LOT #	LOT AREA	PK. MAX.	UNIT MIN.	UNIT MAX.	COMM. ST. FRT.	COMM. DIST. N.
A	40,000	1	2,400	1	1	1	1,600	800
		2	2,400	1	1	1	1,600	800
		3	2,400	1	1	1	1,600	800
		4	2,400	1	1	1	1,600	800
		5	2,400	1	1	1	1,600	800
		6	2,400	1	1	1	1,600	800
		7	2,400	1	1	1	1,600	800
		8	2,400	1	1	1	1,600	800
		9	2,400	1	1	1	1,600	800
		10	2,400	1	1	1	1,600	800
		11	2,400	1	1	1	1,600	800
		12	2,400	1	1	1	1,600	800
		13	2,400	1	1	1	1,600	800
		14	2,400	1	1	1	1,600	800
		15	2,400	1	1	1	1,600	800
		TTL	23,200	1	1	1	5,600	3,200
B	70,000	1	2,400	1	1	1	2,000	1,200
		2	2,400	1	1	1	2,000	1,200
		3	2,400	1	1	1	2,000	1,200
		4	2,400	1	1	1	2,000	1,200
		5	2,400	1	1	1	2,000	1,200
		6	2,400	1	1	1	2,000	1,200
		7	2,400	1	1	1	2,000	1,200
		8	2,400	1	1	1	2,000	1,200
		9	2,400	1	1	1	2,000	1,200
		10	2,400	1	1	1	2,000	1,200
		11	2,400	1	1	1	2,000	1,200
		12	2,400	1	1	1	2,000	1,200
		13	2,400	1	1	1	2,000	1,200
		14	2,400	1	1	1	2,000	1,200
		15	2,400	1	1	1	2,000	1,200
		TTL	35,500	1	1	1	10,600	4,000
C	50,000	1	2,400	1	1	1	1,600	1,600
		2	2,400	1	1	1	1,600	1,600
		3	2,400	1	1	1	1,600	1,600
		4	2,400	1	1	1	1,600	1,600
		5	2,400	1	1	1	1,600	1,600
		6	2,400	1	1	1	1,600	1,600
		7	2,400	1	1	1	1,600	1,600
		8	2,400	1	1	1	1,600	1,600
		9	2,400	1	1	1	1,600	1,600
		10	2,400	1	1	1	1,600	1,600
		11	2,400	1	1	1	1,600	1,600
		12	2,400	1	1	1	1,600	1,600
		13	2,400	1	1	1	1,600	1,600
		14	2,400	1	1	1	1,600	1,600
		15	2,400	1	1	1	1,600	1,600
		TTL	36,900	1	1	1	4,400	4,000
D	62,000	1	2,400	1	1	1	1,000	1,600
		2	2,400	1	1	1	1,000	1,600
		3	2,400	1	1	1	1,000	1,600
		4	2,400	1	1	1	1,000	1,600
		5	2,400	1	1	1	1,000	1,600
		6	2,400	1	1	1	1,000	1,600
		7	2,400	1	1	1	1,000	1,600
		8	2,400	1	1	1	1,000	1,600
		9	2,400	1	1	1	1,000	1,600
		10	2,400	1	1	1	1,000	1,600
		11	2,400	1	1	1	1,000	1,600
		12	2,400	1	1	1	1,000	1,600
		13	2,400	1	1	1	1,000	1,600
		14	2,400	1	1	1	1,000	1,600
		15	2,400	1	1	1	1,000	1,600
		TTL	34,100	1	1	1	9,600	4,800
E	30,000	1	2,000	1	1	1	2,000	2,000
		2	2,000	1	1	1	2,000	2,000
		3	2,000	1	1	1	2,000	2,000
		4	2,000	1	1	1	2,000	2,000
		5	2,000	1	1	1	2,000	2,000
		6	2,000	1	1	1	2,000	2,000
		7	2,000	1	1	1	2,000	2,000
		8	2,000	1	1	1	2,000	2,000
		9	2,000	1	1	1	2,000	2,000
		10	2,000	1	1	1	2,000	2,000
		11	2,000	1	1	1	2,000	2,000
		12	2,000	1	1	1	2,000	2,000
		13	2,000	1	1	1	2,000	2,000
		14	2,000	1	1	1	2,000	2,000
		15	2,000	1	1	1	2,000	2,000
		TTL	14,400	1	1	1	10,400	4,000
F	23,000	1	2,000	1	1	1	2,000	2,000
		2	2,000	1	1	1	2,000	2,000
		3	2,000	1	1	1	2,000	2,000
		4	2,000	1	1	1	2,000	2,000
		5	2,000	1	1	1	2,000	2,000
		6	2,000	1	1	1	2,000	2,000
		7	2,000	1	1	1	2,000	2,000
		8	2,000	1	1	1	2,000	2,000
		9	2,000	1	1	1	2,000	2,000
		10	2,000	1	1	1	2,000	2,000
		11	2,000	1	1	1	2,000	2,000
		12	2,000	1	1	1	2,000	2,000
		13	2,000	1	1	1	2,000	2,000
		14	2,000	1	1	1	2,000	2,000
		15	2,000	1	1	1	2,000	2,000
		TTL	17,800	1	1	1	0	0
G	12,000	1	2,400	1	1	1	1,600	3,500
		2	2,400	1	1	1	1,600	3,500
		3	2,400	1	1	1	1,600	3,500
		4	2,400	1	1	1	1,600	3,500
		5	2,400	1	1	1	1,600	3,500
		6	2,400	1	1	1	1,600	3,500
		7	2,400	1	1	1	1,600	3,500
		8	2,400	1	1	1	1,600	3,500
		9	2,400	1	1	1	1,600	3,500
		10	2,400	1	1	1	1,600	3,500
		11	2,400	1	1	1	1,600	3,500
		12	2,400	1	1	1	1,600	3,500
		13	2,400	1	1	1	1,600	3,500
		14	2,400	1	1	1	1,600	3,500
		15	2,400	1	1	1	1,600	3,500
		TTL	12,000	1	1	1	2,600	3,500
TTL	287,000	TTL	192,600	287	184	333	44,400	235,000

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THE CANAL DISTRICT
HARTSVILLE, SOUTH CAROLINA

HARTSVILLE INDUSTRIAL PARK



Contact Darlington County Economic Development at (843) 413-3210 or visit <https://dcedp.com/project/1234/>



Hartsville Industrial Park Conceptual Designs



225
Acres



Rail Access
South Carolina
Central Railroad



Water/Sewer
City of Hartsville



Electric
Duke Energy



Road Access
US Hwy 15
I-20 is 12 miles



Price per Acre
\$10,000-22,500



Due Diligence
Evaluated via Duke
Energy Site Readiness
Program



Drone Video

<https://youtu.be/ve612qtnc9k>



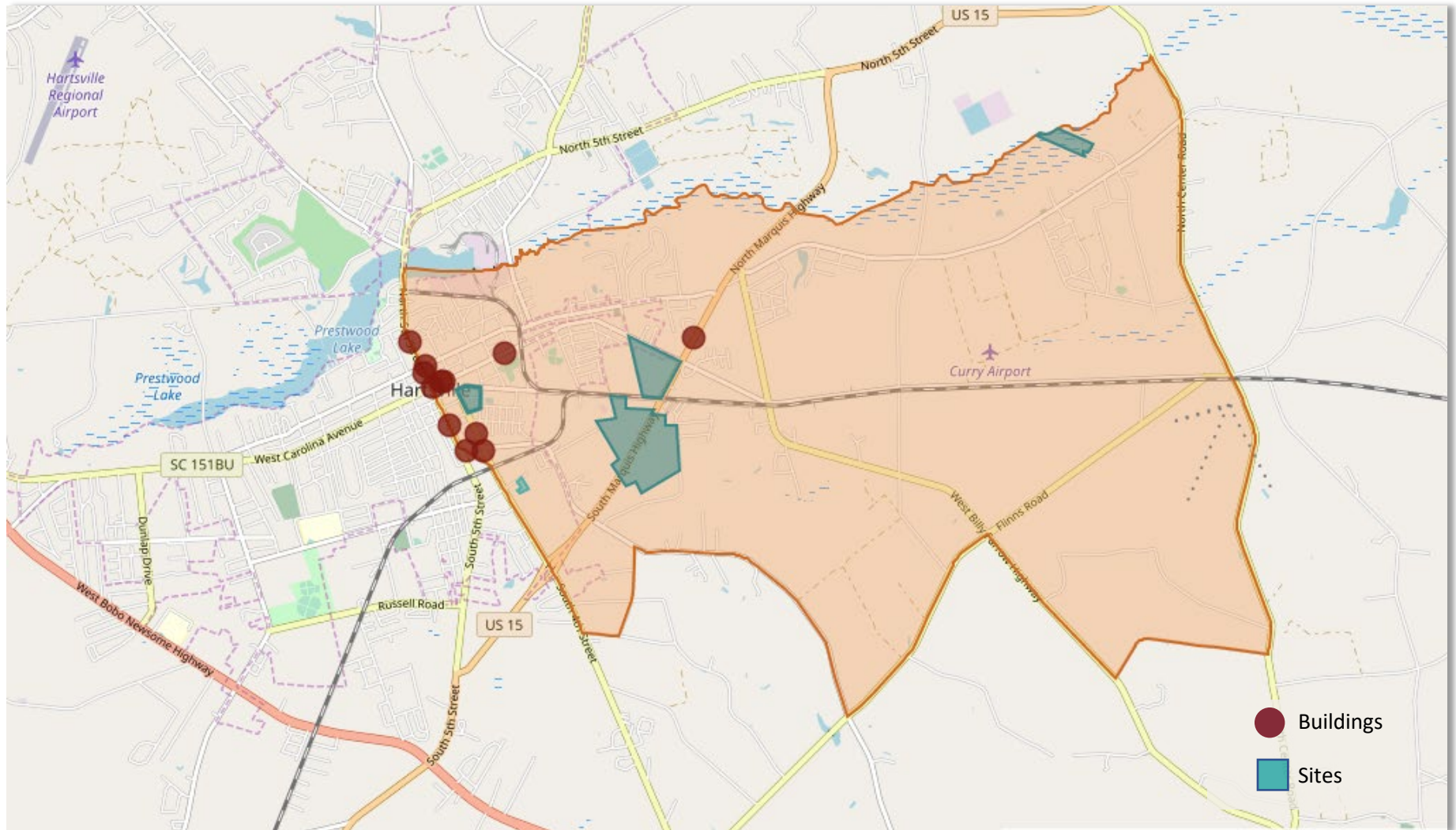
LEGEND

Water Main (City of Hartsville)	— W — W —
Wastewater Gravity Line (City of Hartsville)	— WW — WW —
Overhead Electric Line (Duke Energy)	— OHE — OHE —
Telecommunication Line (Time Warner Cable)	— FOC — FOC —
Natural Gas Line (South Carolina Electric & Gas)	— GAS — GAS —
Elevated Water Storage Tank	
Electrical Substation	
Right of Way / Easement / Buffer	
NWI Wetlands	
Proposed Road	
Proposed Parking	
Proposed Building	



AVAILABLE PROPERTIES

Sample of properties for sale as of 10-1-2019



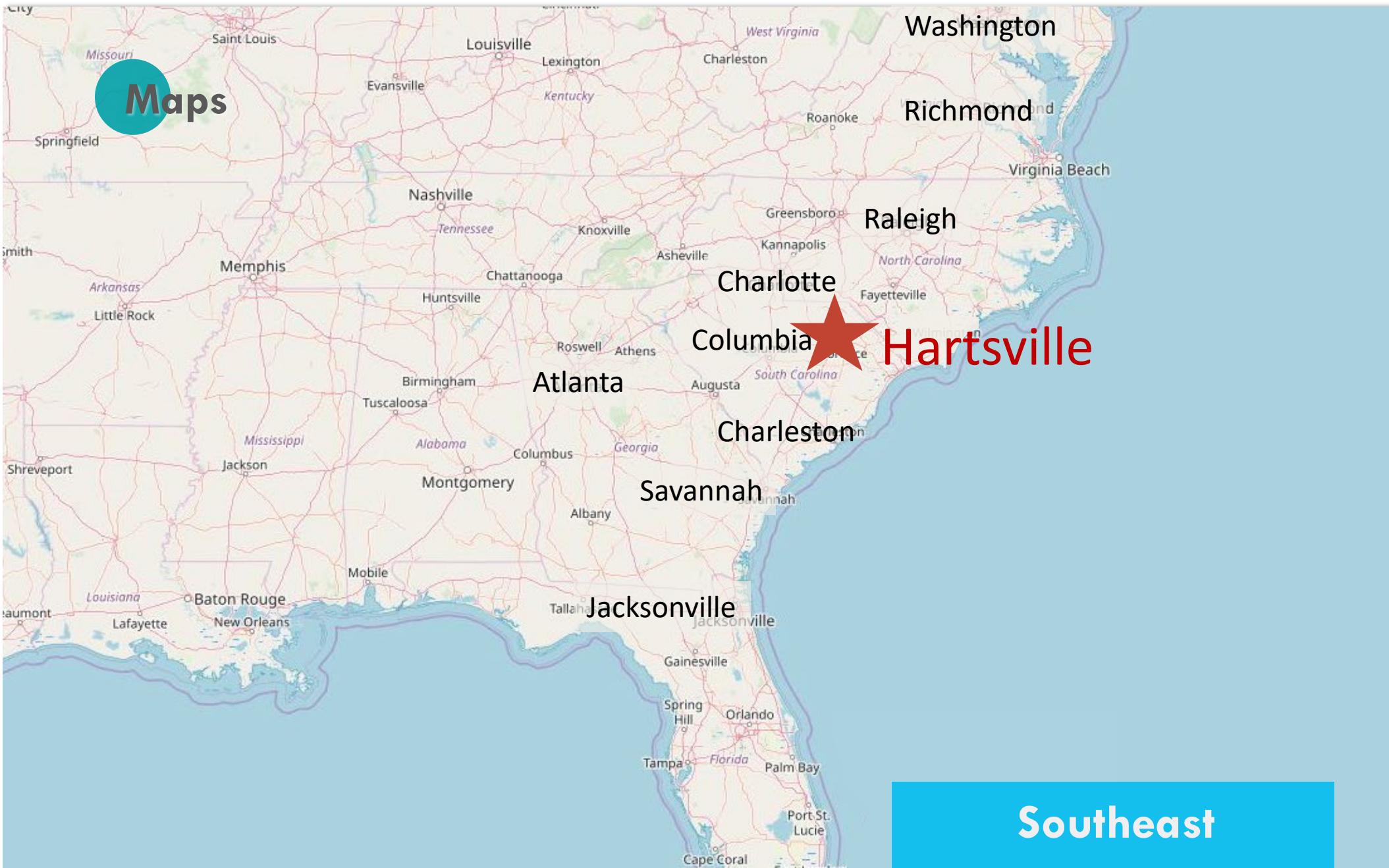
AVAILABLE PROPERTIES LIST & LINKS

Property Name/Address	Site or Building	Acres	Square Feet	Owner/Listing Agent	Comment
City Site/Canal Site S. 4th St @ Railroad Ave	Site	13		Hartsville Public Development	City development
Hartsville Industrial Park US Hwy 15 @ Railroad Ave	Site	225		Marketed by City of Hartsville	For sale/development
Hartsville GW Outparcel S. 4th St @ Washington St Ext	Site	2.97		Piedmont Realty Associates	For sale - Retail outparcel
Commanche St	Site	25.6		Brown & Coker Realty	For sale - Borders Black Creet
519 E Carolina Ave	Multifamily			Coldwell Banker Deborah Gandy & Associates	For sale - 5 Apartments
148 E Carolina Ave	Building		1,700	Coldwell Banker Deborah Gandy & Associates	For sale - Buildings only (Existing leases, businesses not for sale)
103 Home Ave	Building		2,400	Coldwell Banker Deborah Gandy & Associates	For sale - Convenience Store
644 S 4th St	Building		2,547	Joe Lavender Enterprises	For sale - Office (existing tenant in 600 sf)
152 E Carolina Ave	Building		2,642	Coldwell Banker Deborah Gandy & Associates	For sale - Buildings only (Existing leases, businesses not for sale)
401 5th St	Building		3,266	Better Homes and Gardens Real Estate-Segars Realty	For sale - Office
508 S 4th St	Building		5,000	Coldwell Banker Deborah Gandy & Associates	For sale - Office
423 S 5th St	Building		5,300	Price Realty	For sale - Retail (current leases in 2 spaces)
136 E Carolina Ave	Building		6,036	Coldwell Banker Deborah Gandy & Associates	For sale - Buildings only (Existing leases, businesses not for sale)
117 Darlington Ave	Building		6,500	Better Homes and Gardens Real Estate-Segars Realty	For sale
Ligher Side Restaurant 217 N 5th St	Building		6,800	CBRE	For sale - Restaurant
213 N Marquis Hwy	Building		20,175	Berkshire Hathaway	For sale - Industrial

For more information on developing in the Hartsville Opportunity Zone, please contact Natalie Zeigler, Hartsville City Manager at 843.339.2867 or natalie.zeigler@hartsvillesc.gov



Maps

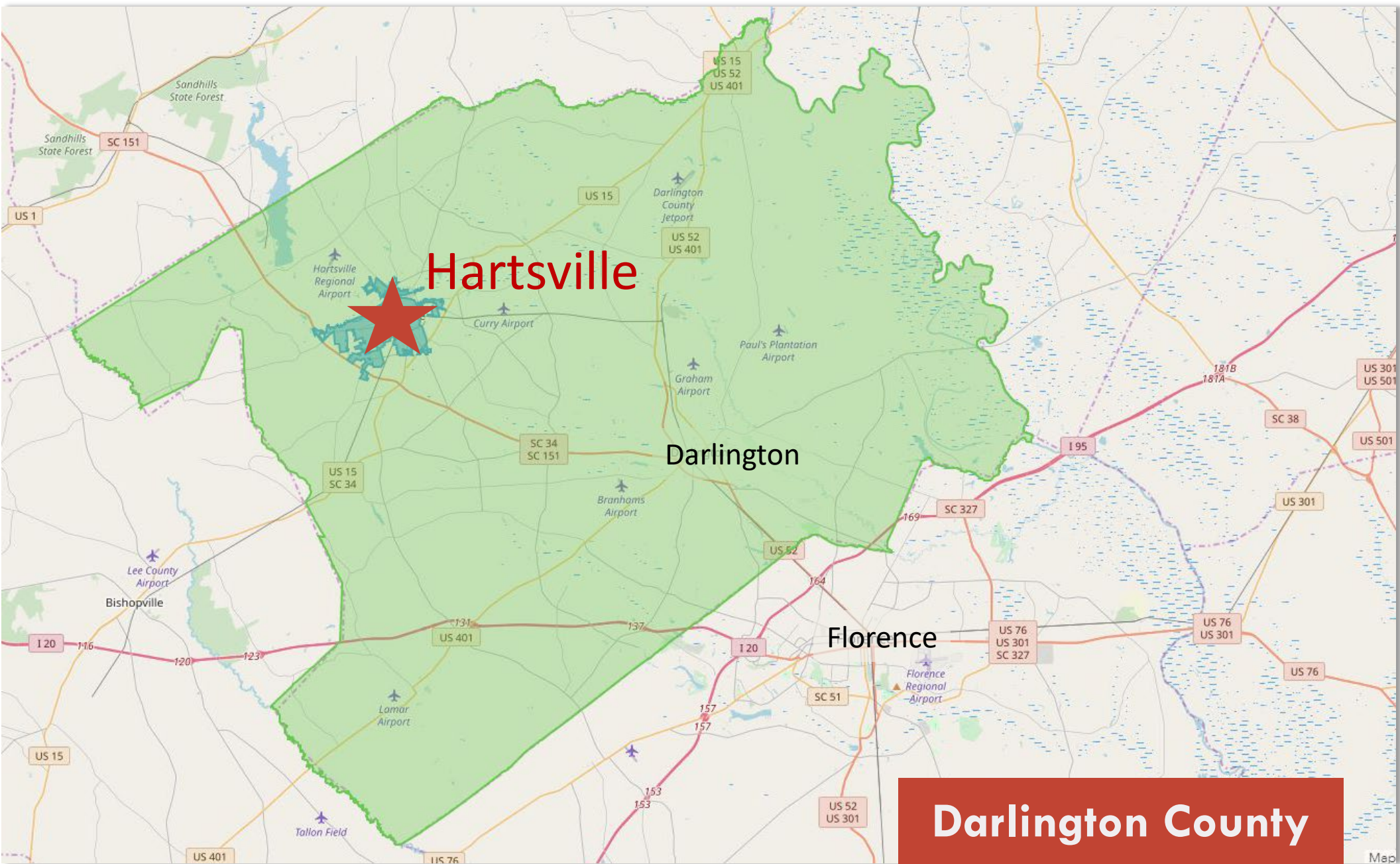


Southeast













Contact & Resources

For more information on developing in the Hartsville Opportunity Zone, please contact:

Natalie Zeigler

City Manager

natalie.zeigler@hartsvillesc.gov

843.339.2867

Hartsville City Hall

100 E Carolina Ave

Hartsville SC 29550

P.O. Drawer 2497

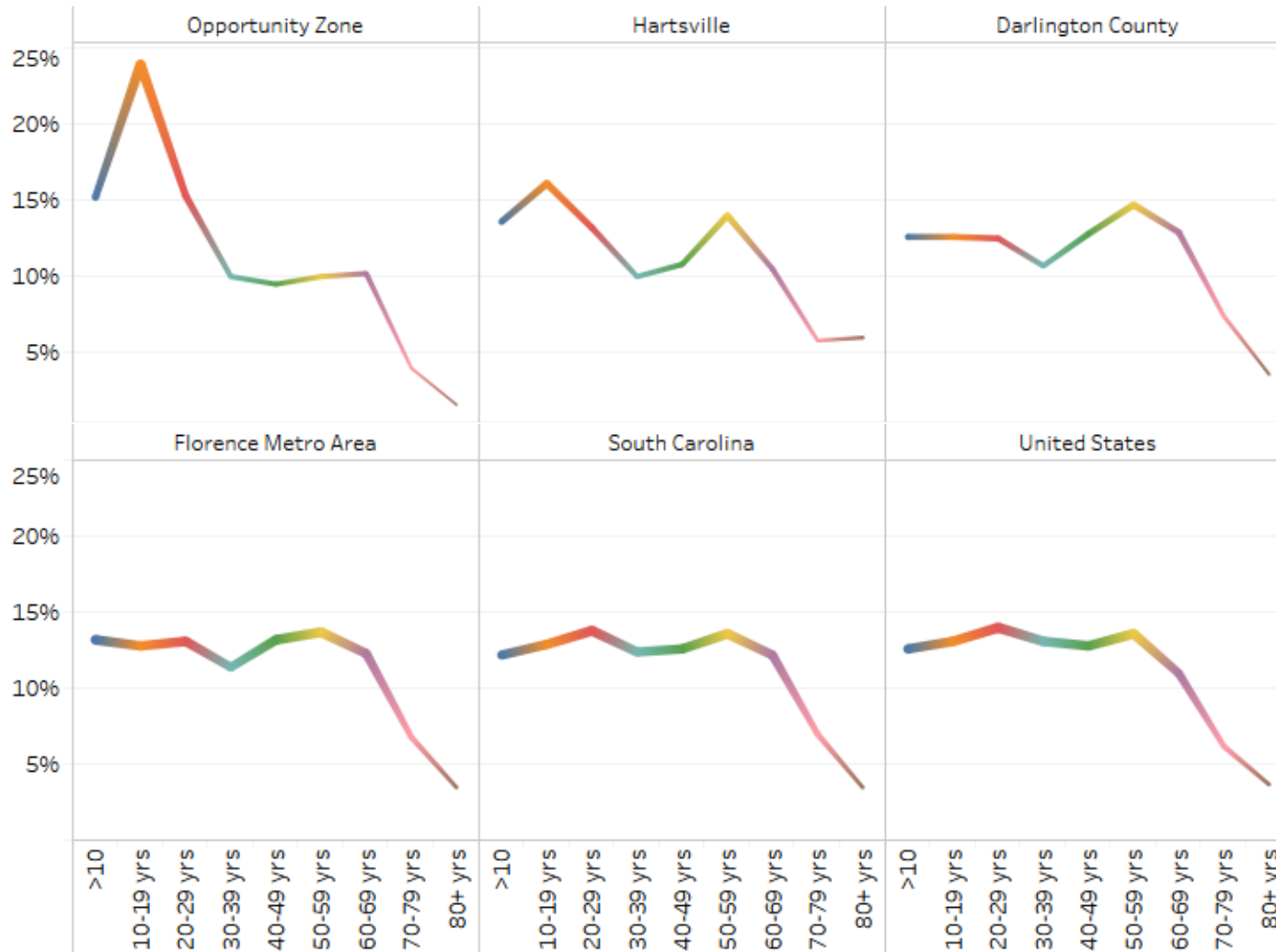
Hartsville SC 29551



Appendix

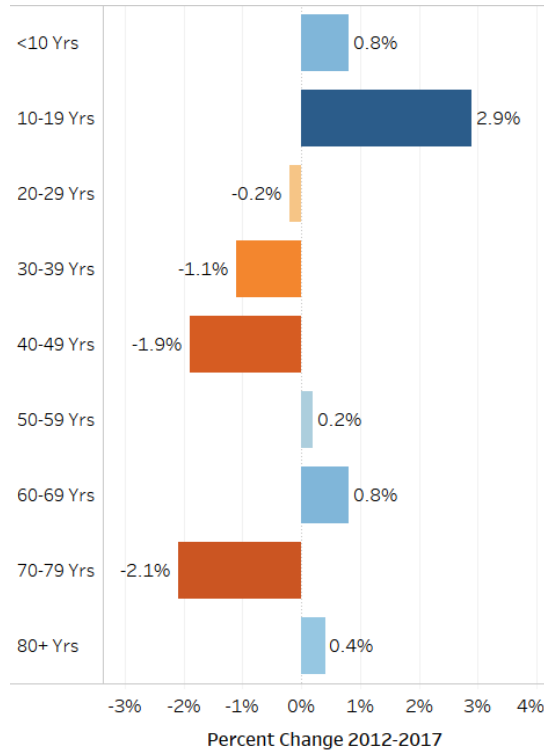
Additional Statistics

Age Distribution Visualization, 2017



Source: U.S. Census Bureau

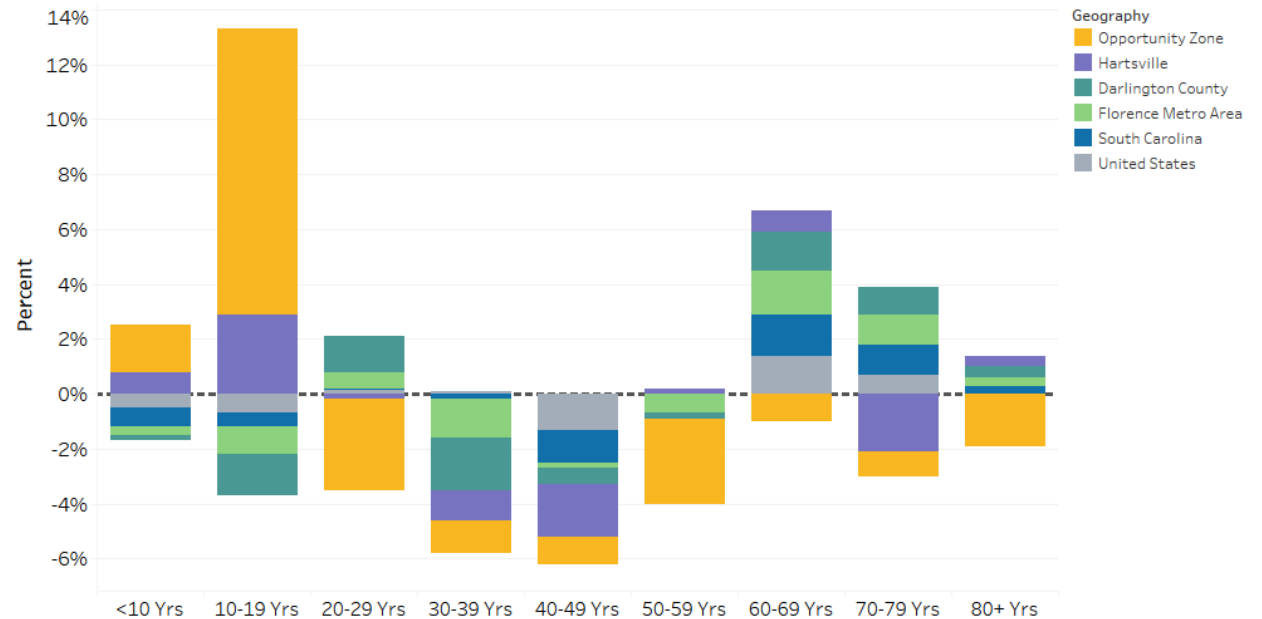
Age Change 2012-2017Hartsville Age Change 2012-2017



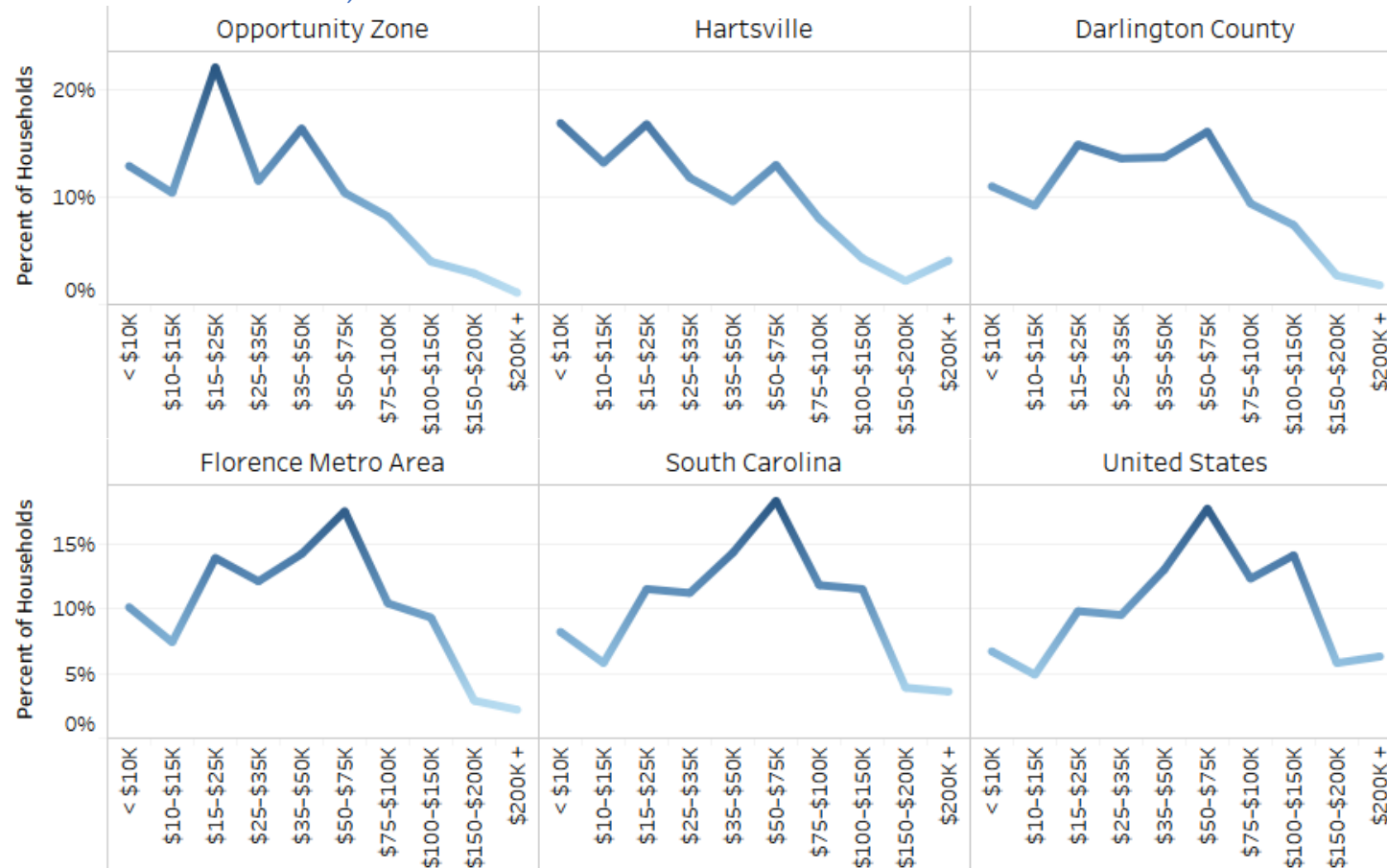
Source: U.S. Census Bureau

Age Group	Opportunity Zone	Hartsville	Darlington County	Florence Metro Area	South Carolina	United States
<10	1.7%	0.8%	-0.2%	-0.3%	-0.7%	-0.5%
10-19	10.4%	2.9%	-1.5%	-1.0%	-0.5%	-0.7%
20-29	-3.3%	-0.2%	1.3%	0.6%	0.0%	0.2%
30-39	-1.2%	-1.1%	-1.9%	-1.4%	-0.2%	0.1%
40-49	-1.0%	-1.9%	-0.6%	-0.2%	-1.2%	-1.3%
50-59	-3.1%	0.2%	-0.2%	-0.7%	-	-
60-69	-1.0%	0.8%	1.4%	1.6%	1.5%	1.4%
70-79	-0.9%	-2.1%	1.0%	1.1%	1.1%	0.7%
80+	-1.9%	0.4%	0.4%	0.3%	0.3%	-

All Geographies – Exploring Age Change 2012-2017



Household Income Distribution, 2017



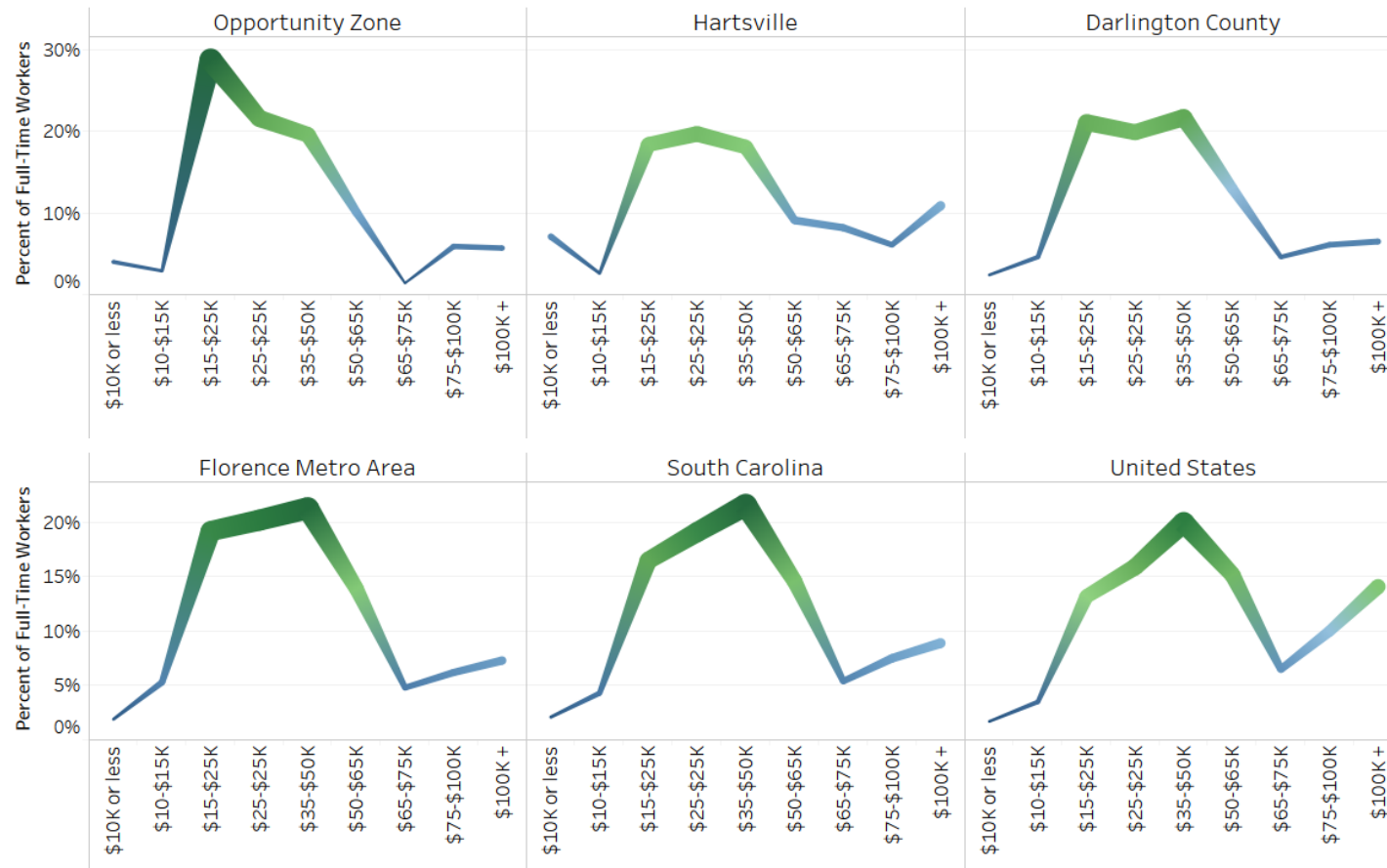
Median Household Income, 2017

\$27,500	\$28,070	\$36,217	\$40,888	\$48,781	\$57,652
Opportunity Zone	Hartsville	Darlington County	Florence Metro	South Carolina	United States

Source: U.S. Census Bureau



Average Personal Income, 2017



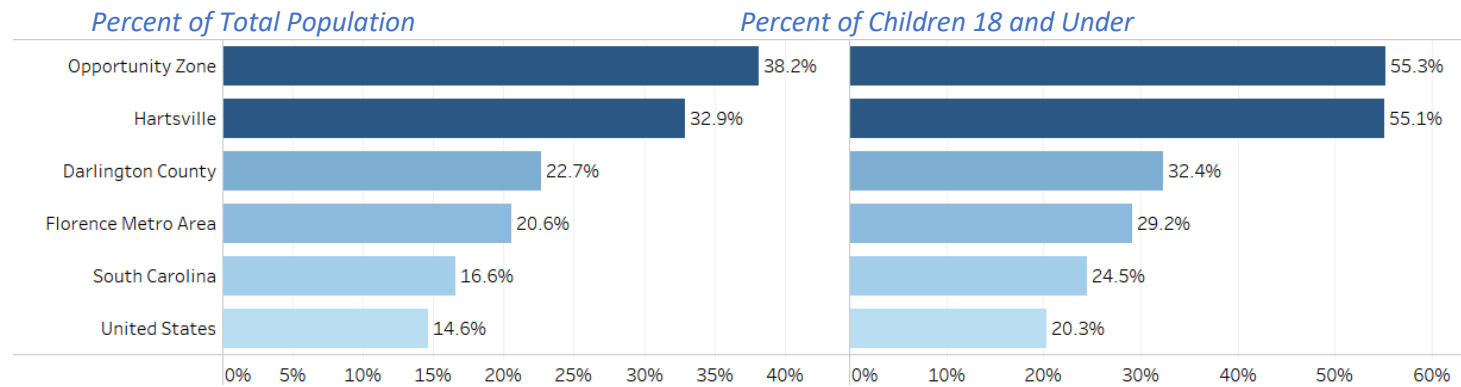
Average Personal Income, 2017



Source: U.S. Census Bureau

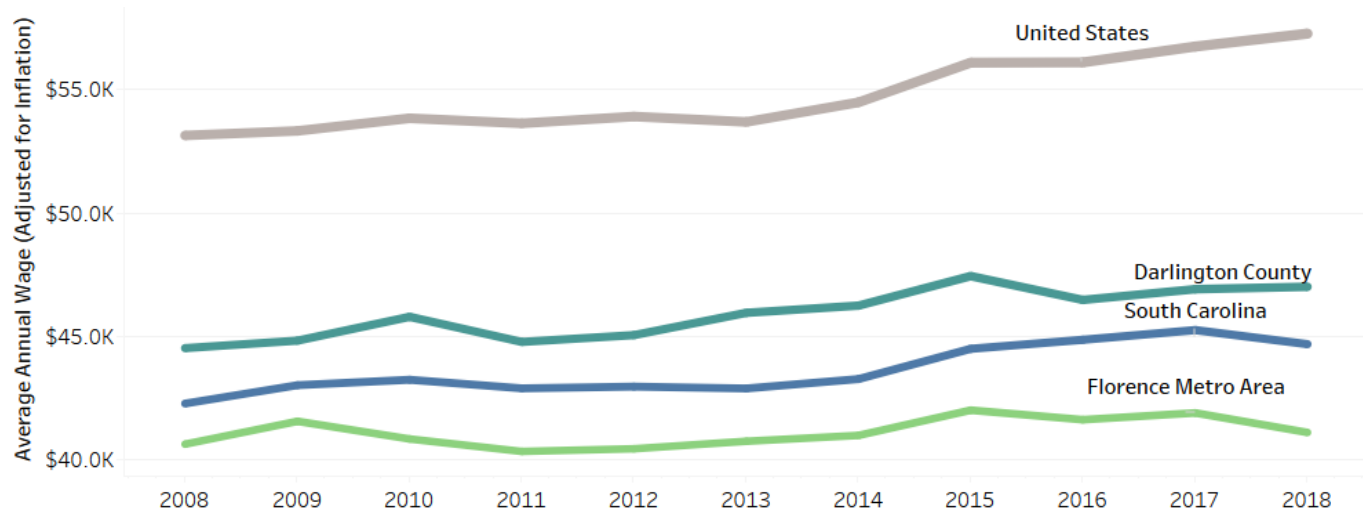


Poverty, 2017



Source: U.S. Census Bureau

Change in Employee Wages, 2008-2018 Adjusted for Inflation



Source: Bureau of Labor Statistics

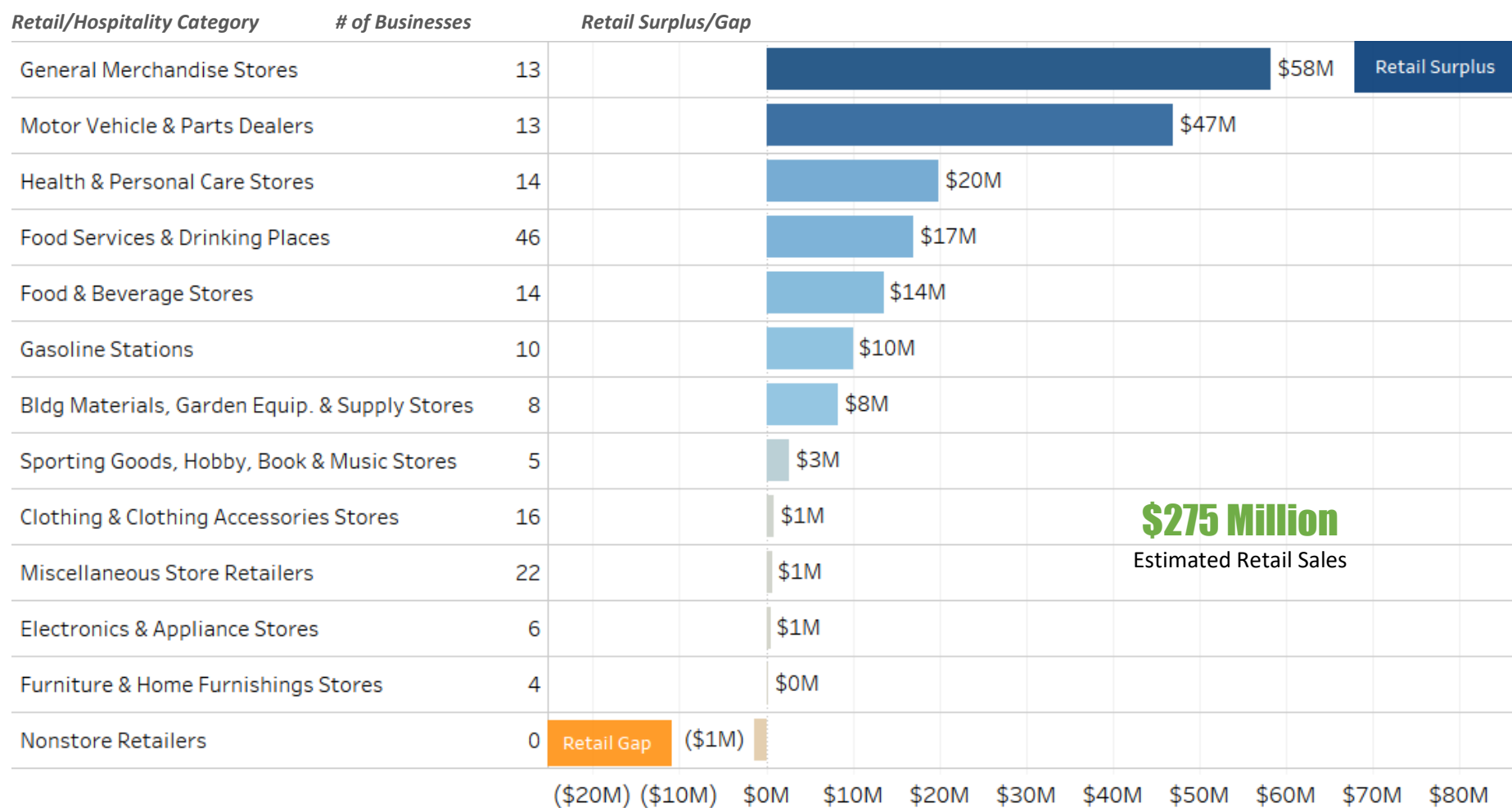


*Hartsville and Darlington County Labor Force
Residents in Labor Force & Employed*

Geography	Population 16 Years+	Age 25-29 Years	Age 30-34 Years	Age 35-44 Years	Age 45-54 Years	Age 55-59 Years	Age 60-64 Years
Opportunity Zone	57.8%	87.4%	98.1%	91.0%	73.4%	49.6%	26.4%
Hartsville	48.5%	89.5%	94.9%	71.2%	63%	59%	28.3%
Darlington County	57.0%	82.9%	83.1%	78.5%	71.1%	64.4%	42.1%
Florence Metro Area	59.3%	80.8%	82.5%	79.7%	75.5%	66.7%	47.5%
South Carolina	60.7%	82.4%	82.4%	81.5%	77.6%	67.2%	50.1%
United States	63.4%	82.3%	82.3%	82.4%	80.3%	72.2%	56.0%



Hartsville Estimated Retail Surplus/Gap Analysis, 2017



Source: ESRI Estimated data

