Opportunity Appalachia

*Bringing investment to Central Appalachian coal-impacted communities, creating new jobs and businesses that support sustainable growth.*

**Program Sponsors:**

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**WV State Outreach Virtual Meeting**

*February 10 | 10 am – 12 pm*

<table>
<thead>
<tr>
<th>TIME</th>
<th>AGENDA ITEM</th>
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</table>
| 10:00 AM – 10:15 AM | Opening, Welcome, & Introductions  
  - *Show video of Tygart Hotel project*  
  - Carrie Staton open, then intro to:  
    - Congressman David McKinley (confirmed)  
    - Stephanie Tyree, WV Community Development Hub (confirmed)  
    - Donna Gambrell, Appalachian Community Capital (confirmed) |
  - Types of projects sought  
  - TA to be provided  
  - Timeline, deadlines  
  - This portion via Thomas pre-recorded segment  
  - Ray Daffner/Kathryn Coulter/NBAC available for clarifications…etc. |
| 10:35 AM – 11:05 AM | Examples of Past Projects  
  - Moderator: Ray Moeller  
  - *Show video of Staats project*  
  - Panel:  
    - Tighe Bullock, Staats Building (confirmed)  
    - Heather Hudson, Cohen Building (confirmed)  
    - Dave Clark, Tygart Hotel (confirmed) |
| 11:05 AM – 11:25 AM | Guest Investment Speaker(s)  
  - Moderator: Ray Daffner  
  - Panel:  
    - Aaron Sporck, Huntington Bank (invited)  
    - Daniel Wallace, Coastal Enterprises Inc (confirmed)  
    - Kevin O’Connor, PCAP (confirmed) |
| 11:25 AM – 11:45 AM | Guest Public Funding Speaker(s)  
  - Moderator: Carrie Staton  
  - Panel:  
    - Tracy Rowan, US EDA (invited)  
    - Joe Brouse, WV EDA (confirmed)  
    - Brad Roebke/ARC (confirmed)  
    - Mike Graney, WV Development Office (confirmed) |
| 11:45 AM – 12:00 PM | Question & Answer Discussion  
  - *Show video of Cohen Building project*  
  - Large group discussion, questions by Chat function.  
  - Optional stick around for more in-depth questions as needed. |
Opportunity Appalachia

BRINGING INVESTMENT TO CENTRAL APPALACHIAN COMMUNITIES, CREATING NEW JOBS AND BUSINESSES FOR SUSTAINABLE GROWTH
Presentation Preview

1. **Opportunity Appalachia Overview**
   - What, Who, Timeline

2. **Opportunity Appalachia Deep Dive**
   - Types of Projects
   - Who Should Apply
   - Types of Technical Assistance Provided
   - Matching & Pay it Forward Requirements
   - Investor Connections
   - Selection Criteria
   - Submission Deadline & Selection Announcements

3. **Submit Questions in the Q&A**
What is Opportunity Appalachia?

Purpose: Build strong and diverse local economies where local businesses thrive, quality jobs are created, and communities are supported to address the Covid downturn.

A $3M+ expanded program that will:

- Support 40 downtown & rural development real estate projects
  - 5-States: WV, OH, TN, NC, VA (Appalachian Counties)
- Provide $2.25M to fund direct technical assistance
  - $30,000 – $75,000 per project
  - Prepare projects for investment
- Raise over $400M of new investment for targeted communities
  - Investors Convening – Connecting with potential investors
Opportunity Appalachia Steering Committee
Opportunity Appalachia is supported by funding from:

- CDFI Fund
- Appalachian Regional Commission
- Goldman Sachs
- TRUIST
- DOGWOOD Health Trust
General Timeline

State-Level Launch Meetings
February & March

Apply
February 10th – April 15th

Projects Selection Announced
May 23rd

Receive TA
June 2023

Connect With Investors
2023

Information
Opportunity
Appalachia
Webpage
What Types of Projects Supported?

Downtown or Rural Development Real Estate Projects

- That support broader community-identified plans or priorities
- The Project is investable: it has the ability to repay an investor’s principal and a rate of return

Investment priorities include projects focusing on
- Downtown development
- Manufacturing
- IT
- Healthcare
- Education
- Food Systems
- Clean Energy
- Heritage Tourism & Recreation
Phase 1 (2020-2021): 17 Projects

**Hotel Swisher, Somerset, OH.** $3.2M historic boutique hotel, 15 rooms in downtown, locally owned, supporting tourism and outdoor recreation in drivable ‘gateway’ community adjacent to metros. Project Sponsor: Village of Somerset. TA Team: The Clay Christensen Group, LOCUS, Schooley Caldwell, HVS.

**Cohen Building, Grafton, WV.** $10M redevelopment of historic downtown building for use by identified for-profit and non-profit tenants. Project Sponsor: Unleash Tygart, Inc. TA Team: People Incorporated Financial Services, Thrasher Engineering, CohnReznick.

**Vaughan Furniture Building, Galax, VA.** $92M redevelopment of historic downtown anchor building, to include 220,000 SF of residential, and 220,000 SF of retail, commercial, business incubator, and event space. Project Sponsor: City of Galax. TA Team: Summit Design and Engineering, Opportunity Virginia / LOCUS, National Main Street Center.

Full Project List @ Opportunity Appalachia Webpage (see chat)
Who Should Apply? (Types of Entities)

Organizations eligible to apply to participate include:

- For-profit Project Sponsors including developers and businesses
- Multi-county regions
- Counties
- Municipalities
- Economic and community development organizations (e.g. Main Street organizations)
- Other non-profit organizations
- Educational institutions
Who Should Apply? (Geographic Location)

All counties in the Appalachian portions of North Carolina, Tennessee, Ohio, Virginia, and West Virginia are eligible, except for ARC-designated Competitive and Attainment counties*

Prioritized Communities include:
- ARC-designated Distressed areas and At-Risk areas
- Persistent Poverty Communities (defined as any community (county or census track) that has had 20% or more of its population living in poverty over the last 30-year period)
- Rural communities – meeting any of the federal definitions
- Federal Opportunity Zones and New Markets Tax Credit census tracts
- ARC-designated Coal Impacted Communities (dependence, impact, or risk)

* Some exceptions exist thanks to availability of local funding. Check with State Partners
## Types of Technical Support Provided

- Development of investment prospectus
- Market research, demand assessment
- Preparation of financial projections, structuring of project financing
- Architectural & engineering
- Business plan preparation, operations planning
- Identification of project developers
- Investor outreach
- Other types of assistance targeted at investment readiness
Who Provides the Technical Assistance?

1. Opportunity Appalachia (OA) Has 40+ Approved TA Providers
   - See Webpage of approved list of TA providers
2. Projects Can Identify Specific TA Providers
   - Part of the application
   - Provider needs to be vetted & approved

- $30,000 – $75,000 per project
- 6-12 month TA completion timeline

OA Continues To Seek TA Providers
TA Application Available on OA Webpage
1. **Matching Support: Required $5,000**  
   • Funding or In-kind

2. **Pay It Forward: Help Sustain Opportunity Appalachia**  
   • Projects that successfully **close on project financing within three years**  
   • Repay Opportunity Appalachia at **the lesser of either**:
     A. The total TA project grant amount provided by Opportunity Appalachia, or  
     B. 1% of the project’s closed financing amount

For Example:
A project received $50,000 in TA support. The project closes on $1MM in financing in year 2.  
This project will repay $10,000. Generally, rolled in as part of their financial closing.
- 1MM x 1% = $10,000 (is less than 50k)
Connecting with Investors

Dedicated Outreach by:
- Opportunity Appalachia
- TA teams

Investors Convening With:
- Project Representatives
- TA providers
- Investors
What is the Project Selection Criteria?

1. Identified community strategy(ies) and engagement
2. Clearly Identified project(s) & vision
3. Community Impact
4. Capacity and Track Record
5. Suitability for investment
6. Identify existing community resources and identify gaps
7. Clean Energy focus
Submission Deadline & Project Selection

- **February 10** – Application is open.
  - *Online submission on Opportunity Appalachia website:*

- **April 15, 5pm EDT** – Application submission deadline.
- **May 23** – Selected OA projects announced.

- **Second Call for Applications This Fall – Date TBD**
For more information, please contact the lead partner in your state:

<table>
<thead>
<tr>
<th>State</th>
<th>Name</th>
<th>Company/Role</th>
<th>Email</th>
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</thead>
<tbody>
<tr>
<td>Tennessee</td>
<td>Stacey Swiger-Patterson</td>
<td>University of Tennessee Vice President for Research, Outreach and Economic Development</td>
<td><a href="mailto:vpresearch@Tennessee.edu">vpresearch@Tennessee.edu</a></td>
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<tr>
<td>Ohio</td>
<td>Katy Farber</td>
<td>Vice President OhioSE</td>
<td><a href="mailto:katy@ohiose.com">katy@ohiose.com</a></td>
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<tr>
<td>Virginia</td>
<td>Courtney Conner-Stringer</td>
<td>Director of Community &amp; Business Development</td>
<td><a href="mailto:cstringer@uvawise.edu">cstringer@uvawise.edu</a></td>
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<tr>
<td>North Carolina</td>
<td>Steve Lockett</td>
<td>Program Manager Mountain BizWorks</td>
<td><a href="mailto:steve@mountainbizworks.org">steve@mountainbizworks.org</a></td>
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<tr>
<td>West Virginia</td>
<td>Ray Moeller</td>
<td>Northern WV Brownfields Assistance Center</td>
<td><a href="mailto:raymond.moeller@mail.wvu.edu">raymond.moeller@mail.wvu.edu</a></td>
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For Application & More Information

Crawford Holdings is led by Tighe Bullock and John Bullock

- Tighe Bullock has established a reputation as a successful redeveloper of vacant and abandoned properties across West Virginia. He is both an accountant and licensed lawyer with extensive experience placing federal and state historic tax credits; and a licensed commercial contractor.

- John C. Bullock, P.E. & C.P.G., is President and Chief Executive Officer of Gaddy Engineering Company. As President, Mr. Bullock manages the geological engineering and financial analysis services of the firm.

- Over the past five years, Crawford Holdings has invested $15,000,000 in the Elk City Historic District resulting in 14 new businesses and the creation of 80+ jobs. They have the demonstrated commitment and track record to bring this project to fruition.

- Representative prior development projects available upon request
Project Description

Centrally located in Elk City on the west side of downtown Charleston, WV, the Staats building offers all of the benefits of downtown living with shops, restaurants, entertainment, and employment opportunities right at the front door. Despite its location, the Staats will be an almost completely unique addition to the housing stock currently available to residents of downtown Charleston. These residential units will be a superior product in this community and, with a diverse unit mix, should appeal to a large variety of renters seeking a downtown location, and updated amenities in a place with historic character.

Following behind other recently completed or in-progress market-rate apartment projects such as the Atlas Building at 1031 Quarrier Street, the Staats building will add critically needed inventory to the submarket in which it is located. The project will contain approximately 29,900 SF of commercial space across two floors, for which commercial lease interest has been strong.

Overall renovation plans include:

- New Exterior Windows
- New Interior Bathrooms
- In-unit HVAC units and washer/dryer
- Fully equipped kitchen w/ stainless steel appliances
- New Electrical Service and Lighting
- New Elevator
- New Fire Suppression System
- Potential Resident Storage

Actual Residential Floor Plans
2nd/3rd Residential Floor Plan (Renovated)
2nd/3rd Floors Residential Visuals
1st Floor Commercial Floor Plan Visual
4th Floor Commercial Floor Plan Visual
Current Building Condition Photos
Downtown Revival

- The City of Charleston is in the process of completing its 20-year 2013 Comprehensive Plan for downtown revival, which has been focusing City efforts and funds towards reimagining the downtown environment, both aesthetically and functionally, to support higher pedestrian and vehicle traffic, small business support, and more.

- The City continuously commits to allocating funds towards downtown revival and safety, and included $3 million for street paving, includes $300,000 for demolitions of dilapidated structures, 21 police and fire department vehicles and equipment, and a new City Planner position which will help with the ongoing and expanding work of the Charleston Land Reuse Agency.

- The nearby Charleston Coliseum and Convention Center recently completed a $90 million renovation and expansion project, remaking itself into a more efficient, sustainable, dynamic and iconic best-in-class destination for concerts, conferences, business meetings and more. The recently completed Shawnee Sports Complex has six collegiate sized artificial turf soccer fields lined for multiple sports, four collegiate size turf baseball and softball fields with movable mounds and fencing, and 27 acres of grass fields along the bank of the Kanawha River.

- The Charleston Area Alliance and City of Charleston sponsor multiple grant programs designed to encourage small business investment and growth downtown, including the Grow 2.0 Entrepreneurship Program and Small Business Investment Grant Program.
Construction is expected to begin in Q2 2022, with completion by Q4 2023.

The project schedule will be broken down into phases with the following tentative deadlines:

<table>
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<th>Milestone</th>
<th>Completion date</th>
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<tr>
<td>Loan/Tax Credit Closing</td>
<td>June 2022</td>
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<tr>
<td>Construction Documents Completed</td>
<td>May 2022</td>
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<tr>
<td>Construction Phase Begins</td>
<td>July 2022</td>
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<tr>
<td>Placed in Service Date</td>
<td>October 2023</td>
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<tr>
<td>Stabilization</td>
<td>March 2024</td>
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</table>
Crawford Holdings, LLC, as developer of the Staats Building, is seeking to create a relationship for one or more of the following areas of the project’s financing picture:

- Construction/Permanent Loan
- Tax Credit Bridge Loan
- Historic Tax Credit Investment – Federal
- West Virginia State Historic Tax Credit Investment
## Operating Pro-Forma

### REVENUES

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<th>Year</th>
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<th>7</th>
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<td>$196,788</td>
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<td>(9,839)</td>
<td>(10,085)</td>
<td>(10,338)</td>
<td>(10,596)</td>
<td>(10,861)</td>
<td>(11,132)</td>
<td>(11,411)</td>
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### EXPENSES

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<td>17,389</td>
<td>17,911</td>
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### NET OPERATING INCOME

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<td>Debt Service Coverage Ratio</td>
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<td>1.46</td>
<td>1.50</td>
<td>1.53</td>
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<tr>
<td>Subordinated Loan Debt Service</td>
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<td>$112,404</td>
<td>$121,289</td>
<td>$130,380</td>
<td>$139,681</td>
<td>$149,198</td>
<td>$158,935</td>
<td>$168,898</td>
<td>$179,091</td>
</tr>
</tbody>
</table>
Contact

Crawford Holdings LLC
Tighe.bullock@gmail.com
(304) 553-6343

Confidentiality statement: By its acceptance thereof, each recipient agrees that it will not copy, reproduce or distribute this confidential package in whole or in part any time without prior written consent and will keep permanently confidential all information herein that is not already public and use this information only for the purpose of evaluating potential investment in the project.
Project Journey

2016
Building Vacant

2019
Use Conceived

2019
Researching Options

Jan 2020
NMTC/HTC Pathways defined

2020
Opp App & Downtown App Redeve

2021
Design, Leasing, Leverage

2022
Finalize & Close

2020
People, Inc LOI Received
### Pre-Work Completed

<table>
<thead>
<tr>
<th>Year</th>
<th>Pre-Work Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>Duns &amp; Sam Registration</td>
</tr>
<tr>
<td></td>
<td>Architectural Feasibility Study</td>
</tr>
<tr>
<td></td>
<td>Sect. 106 Historic Review</td>
</tr>
<tr>
<td></td>
<td>Environmental Study</td>
</tr>
<tr>
<td></td>
<td>Financial Feasibility Study</td>
</tr>
<tr>
<td>2020</td>
<td>Site Survey</td>
</tr>
<tr>
<td></td>
<td>Preliminary Structural Study</td>
</tr>
<tr>
<td></td>
<td>Architectural Review</td>
</tr>
<tr>
<td></td>
<td>Part II HTC Application</td>
</tr>
<tr>
<td>2021</td>
<td>Schematic Design</td>
</tr>
<tr>
<td></td>
<td>Asbestos Inspection</td>
</tr>
<tr>
<td></td>
<td>Structural Design</td>
</tr>
<tr>
<td></td>
<td>Phase I ESA Update</td>
</tr>
<tr>
<td>2022</td>
<td>Phase I Refresh</td>
</tr>
<tr>
<td></td>
<td>GMP</td>
</tr>
<tr>
<td></td>
<td>Marketing Agency onboarding</td>
</tr>
<tr>
<td></td>
<td>Appraisal</td>
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## Pre-Close Expenditures:

<table>
<thead>
<tr>
<th>Date</th>
<th>Recipient</th>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>4/15/2020</td>
<td>CohnReznick</td>
<td>Pro-forma Development, Financial Structuring</td>
<td>$7,500.00</td>
</tr>
<tr>
<td>4/15/2020</td>
<td>People, Inc</td>
<td>Tech Assistance/NMTC Consultant</td>
<td>$5,500.00</td>
</tr>
<tr>
<td>4/15/2020</td>
<td>Thrasher</td>
<td>Site Survey, Prelim Arch Report, Phase 1, 3D scan, Sect. 106 Review, Part 2 NPS Application, Retain to start drawings</td>
<td>$47,000.00</td>
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<tr>
<td>6/9/2020</td>
<td>National Park Service</td>
<td>Part 2 HTC Application</td>
<td>$6,500.00</td>
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<tr>
<td>2/15/2021</td>
<td>Bowen Research</td>
<td>Feasibility Study</td>
<td>$3,500.00</td>
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<tr>
<td>5/4/2021</td>
<td>Thrasher</td>
<td>Asbestos Inspection, Structural Consultant, Phase 1 ESA Refresh</td>
<td>$23,680.00</td>
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<tr>
<td>11/15/2021</td>
<td>National Development Council</td>
<td>HTC Consultant</td>
<td>$25,000.00</td>
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<tr>
<td>12/16/2021</td>
<td>DownStream Strategies</td>
<td>Phase 1 Refresh</td>
<td>$3,000.00</td>
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<tr>
<td>1/3/2022</td>
<td>Ivory Legal</td>
<td>Legal Advisory Services</td>
<td>$1,000.00</td>
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<tr>
<td>1/3/2022</td>
<td>Pinnacle Consultants</td>
<td>4 Hour PLM Analysis</td>
<td>$60.00</td>
</tr>
</tbody>
</table>

**Total:** $122,740.00
Funding Mix:

1. New Market Tax Credits
   - People, Inc issued LOI for $8mil allocation
   - PNC: NMTC Investor & 2 mil NMTC allocation

2. Historic Tax Credits
   - PNC: Federal HTC Investor
   - Fallbrook Financial: WVHTC Investor

3. Leverage
   - USDA Community Facilities Relending Program
   - 2 mil CEI & 2 mil FAHE Conditional Commitments

4. Bridge Funding
   - NDC: 4% origination; 4% Interest for 18 months
How Opp App Helped (Beyond the funding)

Knowledge Base
Having the Opp App team at the ready to answer questions, make introductions, and offer advice is a critical advantage.

Leveraging Participation
Opp App participation adds legitimacy to your project. It opens avenues to partners, CRA certification, and other funding avenues.

Ongoing Support
Opp App is not a "flash-in-the-pan" grant. It is a cohort of like-minded people and projects supporting each other—sharing experiences, contacts, processes, and ideas.
Opening Early 2023

Bringing Innovative Solutions to Taylor County's Largest Deficits
Tygart Hotel Redevelopment
Woodlands works primarily in Randolph, Barbour and Tucker Counties

- Housing Development
- Downtown Redevelopment
- Community Facilities
- Small Business & Commercial Real Estate Finance
- Community Planning & Organizing
Impact and Regional Trends

- $5M under construction;
- 32 downtown buildings renovated;
- $10.4M loaned or leveraged to small business owners;
- 183 businesses supported in the Mon Forest alone;
- Covid-fueled acceleration of growth.
Tygart Hotel Redevelopment

- Turn of the century grand hotel of Elkins;
- Housing conversion in the 1960s & 70s;
- Slow deterioration, eventually becoming “housing of last resort”;
- Woodlands purchased in 2017;
- Opportunity Zone designation 2018.
Project Partners

Taylor Hospitality

Mills Group
88 High Street
Morgantown, WV 26505
304.296.1010

VCDC

Ascend
Hotel Collection

MARKET STUDY

Proposed Downtown Elkins Boutique Hotel

206 Davis Avenue
Elkins, West Virginia

SUBMITTED TO:
Mr. Dave Clark
Wood-Silas Development Group
2295 North Randolph Avenue
Elkins, West Virginia 26240
304.636.2911

PREPARED BY:
HVS Consulting & Valuations
Branch of RE/MAX, LLC
12911 Street SW, Suite 300
Washington, District of Columbia 20037
301.921.6045
Project Partners

- Appalachian Community Capital & Opportunity Appalachia
- Virginia Community Development Fund
- Partner Community Capital
- Northern Brownfields Assistance Center & Downtown Appalachia
- Local County Commission & City of Elkins
- Local Community Bank Consortia
- US Bank
- Rural LISC
- WV Development Office
- WV EDA
- Benedum Foundation
- Elkins Main Street
<table>
<thead>
<tr>
<th>Sources</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Federal Rehab Credit Equity</td>
<td>$1,813,320</td>
</tr>
<tr>
<td>State Rehab Credit Equity</td>
<td>$1,936,957</td>
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<tr>
<td>USDA REAP</td>
<td>$250,000</td>
</tr>
<tr>
<td>Local Investor Group</td>
<td>$250,000</td>
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<tr>
<td>WV EDA</td>
<td>$5,005,872</td>
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<tr>
<td>CDFI Leveraged Loan</td>
<td>$2,674,886</td>
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<tr>
<td>NMTC Equity</td>
<td>$3,378,750</td>
</tr>
<tr>
<td>Total</td>
<td>$15,309,785</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Uses</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Construction Costs</td>
<td>$8,609,777</td>
</tr>
<tr>
<td>FF&amp;E, Systems and Miscellaneous</td>
<td>$1,990,000</td>
</tr>
<tr>
<td>Land/Buildings Acquisition</td>
<td>$750,000</td>
</tr>
<tr>
<td>Soft Costs</td>
<td>$3,960,008</td>
</tr>
<tr>
<td>Total</td>
<td>$15,309,785</td>
</tr>
</tbody>
</table>
Tygart Hotel

Jobs Created: 57 permanent FT
Anticipated Equity Closing & Construction Start: Q1 2022
Hotel Opening: Spring 2023
Investing in communities in the Northern Mountains of West Virginia

Dave Clark
316 Railroad Avenue
Elkins, West Virginia
(304)404-2912
dclark@wdgwt.org
EDA’s Mission

To lead the federal economic development agenda by promoting innovation and competitiveness, preparing American regions for growth and success in the worldwide economy.

➢ Increase America’s global ECONOMIC COMPETITIVENESS

➢ Support COMMUNITY-LED ECONOMIC DEVELOPMENT

➢ Help communities develop RESILIENT AND AGILE local economies
EDA’s Investment Priorities

- Equity
- Recovery & Resilience
- Workforce Development
- Manufacturing
- Technology-Based Economic Development
- Environmentally-Sustainable Development
- Exports & Foreign Direct Investment

To learn more about EDA’s Investment Priorities, visit: https://eda.gov/about/investment-priorities/
EDA FY22 Funding Approximations

- Public Works - $26,000,000
- Economic Adjustment Assistance - $6,000,000
- Technical Assistance (includes University Center) - $1,700,000
- Planning - $6,000,000
- Assistance to Coal Communities - $12,000,000
- Nuclear Closure - $11,000,000+
<table>
<thead>
<tr>
<th>NOFOs</th>
<th>Description</th>
<th>Total American Rescue Plan funding: $3B</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Statewide Planning, Research, &amp; Networks</td>
<td>Invest in economic plans, research to assess the effectiveness of EDA's programs, and support for stakeholder communities around key EDA initiatives</td>
</tr>
<tr>
<td>2</td>
<td>Build Back Better Regional Challenge</td>
<td>Transform 20-30 economically distressed regions through substantial investment through groups of 3-8 projects, totaling ~$25-75M per region; open to proposals up to $100M</td>
</tr>
<tr>
<td>3</td>
<td>Travel, Tourism, &amp; Outdoor Recreation</td>
<td>Accelerate communities impacted by COVID-related travel and tourism decline through state grants ($510M) and competitive grants ($240M)</td>
</tr>
<tr>
<td>4</td>
<td>Economic Adjustment Assistance</td>
<td>Invest in infrastructure, technical assistance, planning, and revolving loan programs through competitive grants available to every community</td>
</tr>
<tr>
<td>5</td>
<td>Indigenous Communities</td>
<td>Additional Economic Adjustment Assistance funds to specifically support Indigenous communities</td>
</tr>
<tr>
<td>6</td>
<td>Good Jobs Challenge</td>
<td>Establish or strengthen regional systems to train workers with in-demand skills through employer-driven training, supporting participants with wrap-around services and employer commitments to hire</td>
</tr>
</tbody>
</table>

**Visit our website** for more information

| Coal Communities Commitment | $300M |
Thank you!

TRACEY ROWAN
Economic Development Representative
304-544-4497
trowan@eda.gov

Questions?

Visit www.eda.gov/arpa to learn more about the American Rescue Plan programs and find contact information for each.
Appalachian Regional Commission

Federal-State Partnership
- 13 states
- 423 counties
- 74 local development districts (LDDs)

ARC MISSION STATEMENT
To innovate, partner and invest to build community capacity and strengthen economic growth in Appalachia.
ARC Investment Goals

1. Appalachian Businesses
   - Incubators, revolving loan funds, business investment capital, economic and enterprise development programs, technical assistance

2. Workforce Systems
   - Workforce training and investment, STEM education programs, healthcare, SUD recovery-to-work

3. Infrastructure
   - Business and industrial site development, water/sewer, broadband, access roads, intermodal transportation

4. Regional Culture and Tourism
   - Natural and cultural asset development, downtown revitalization, outdoor recreation and arts tourism

5. Community Leaders and Capacity
   - Leadership development, community technical assistance, local development districts, partnership convening

www.arc.gov
**ARC Investment Programs**

**Area Development**
- ARC's core funding stream
- Annual allocation to the states
- $160 million invested in FY '21

**POWER**
- Coal-impacted communities
- Competitive award program
- Economic diversification, job creation, capital investment, workforce development
- $46 million invested in FY '21

**INSPIRE**
- SUD recovery-to-work initiative
- Competitive award program
- $6 million invested in FY '21
Area Development Process

- Applicants develop project and application with assistance from LDD(s)
- Applicant submits application to the State for review

- State Program Manager reviews applications, identify projects that meet State and ARC priorities
- Program Manager submits vetted applications to ARC in DC

- Analyst reviews application – additional information and documentation often needed
- Analyst recommends grant to Executive Director and Federal Co-Chair for approval
POWER Process

- ARC releases POWER RFP – typically during Q1
- Deadline to submit application – typically late Spring

- Applications are scored by a panel representing Federal Office, one of the states, and an independent subject matter expert
- Top scoring projects are vetted by the states and submitted to ARC in DC for final review

- Analyst reviews application – additional information and documentation often needed
- Analyst recommends grant to Executive Director and Federal Co-Chair for approval
ARC Project Fundamentals

Grant Eligibility

• Non-profit or government entity
• Project located solely within ARC counties
• Closely aligned with at least 1 of ARC’s investment goals

Match Funding

• All ARC awards require match
• Amount of match depends upon economic designation of county(ies)
• Match can come from Federal, State, Local, Private sources
Example

Downtown Appalachia Redevelopment Initiative

- $1.37 million 2018 POWER award
- Grantee: Partner Capital, in partnership with Brownfields Assistance Center at WVU
- Provides TA to owners of vacant, dilapidated, or under-utilized buildings in coal-impacted WV towns
- **Downtown Appalachia Redevelopment Loan Fund** – financial resource for eligible property owners for predevelopment services
Contact Info

James Bush
ARC Program Manager
West Virginia Department of Economic Development
James.e.bush@wv.gov | 304-558-2234

Bradley Roebke
Program Analyst
Division of Critical Infrastructure, ARC
broebke@arc.gov | 202-884-7777