



**JEFFERSON COUNTY, OH**  
**Villages of Yorkville,**  
**Tiltonsville & Rayland**

**Opportunity Zone**  
**INVESTMENT PROSPECTUS**



# Jefferson County, OH

## Opportunities in the Villages of Yorkville, Tiltonsville & Rayland

Located in the heart of Eastern Ohio Appalachia, Jefferson County and its Villages of Yorkville, Tiltonsville, and Rayland Opportunity Zone offer a highly accessible Appalachian location along State Route 7 with an intermodal freight terminal with railroad and barge access to the Ohio River.

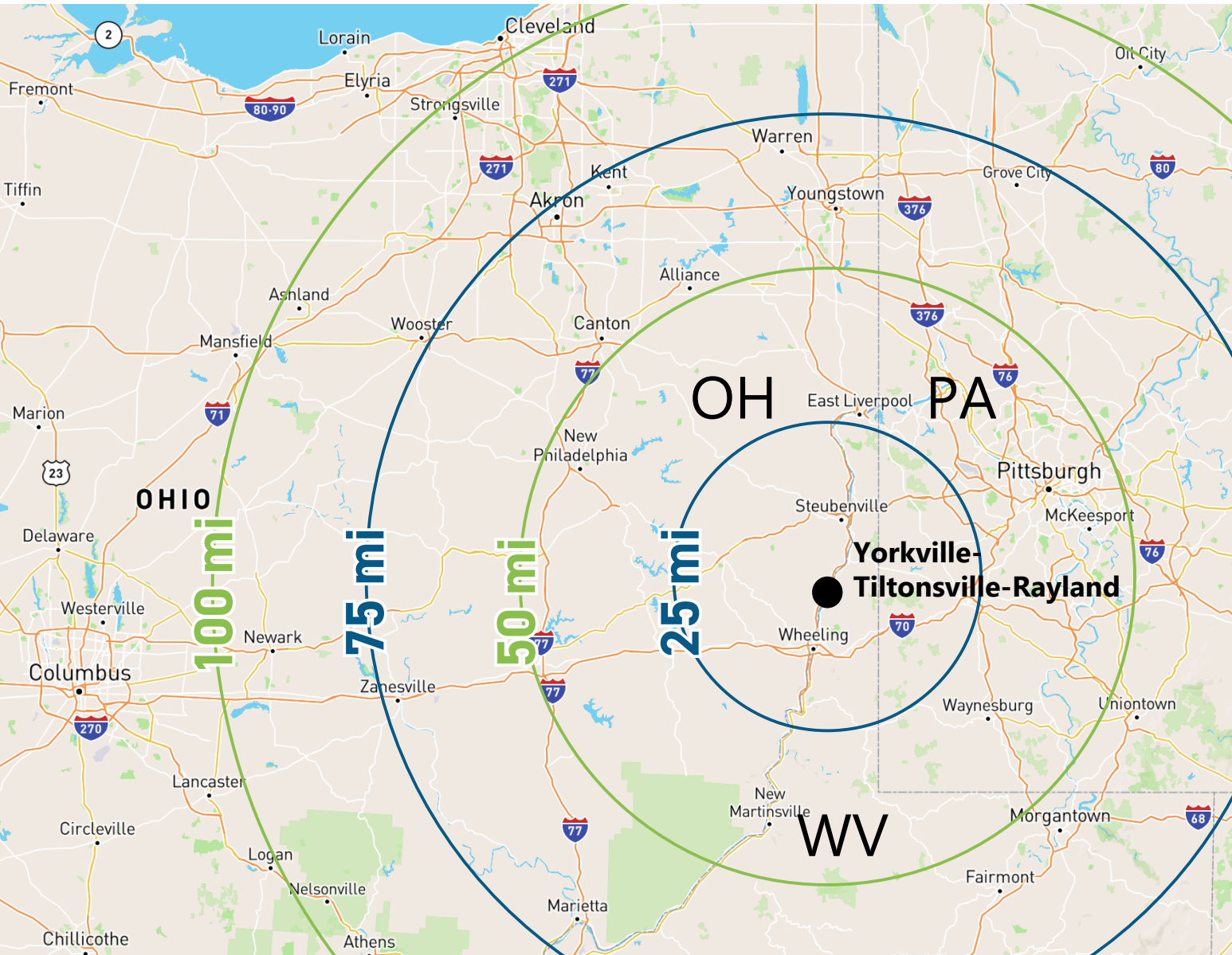


Premier local attractions include Fairway Links Golf Course and Rayland Marina, with nearby Steubenville providing cultural tourism and additional recreational amenities. Big city entertainment options are also available just 20 minutes to the south in Wheeling including Wheeling Island Casino.



# CENTRAL LOCATION

## State Route 7 Freeway & Ohio River



**TRI-STATE  
REGION  
(OH-WV-PA)**

Easy Access  
to Pittsburgh,  
Wheeling,  
Youngstown,  
Cleveland,  
& Columbus  
markets



# OVERVIEW MAP

**Yorkville-  
Tiltonsville-  
Rayland  
Opportunity  
Zone**

# YORKVILLE-TILTONSVILLE-RAYLAND OPPORTUNITY ZONE TECHNICAL ASSISTANCE

## Shared Community Vision for Reinvestment

Ohio Mid-Eastern Governments Association (OMEGA) secured funding through the Economic Development Administration, Jobs Ohio, and Ohio University to provide technical assistance to Jefferson County Port Authority and their local partners to leverage investment in the Yorkville-Tiltonsville-Rayland Opportunity Zone.

Multiple rounds of stakeholder engagement were conducted in 2023 to solicit local partner input.

### TECHNICAL ASSISTANCE KEY FINDINGS

- **Market demand for intermodal industrial end users include logistics/warehousing, energy/utilities, ethane supply chain & construction sectors**
- **Infill and/or adaptive reuse opportunities for workforce housing based on aging housing stock & future industrial development**

**PRIMARY  
DEVELOPMENT  
TARGET**



**Industrial  
Intermodal  
End Users**

# **STAKEHOLDER ENGAGEMENT**

## **COMMUNITY DEVELOPMENT NEEDS**

HEALTHY LIFESTYLES

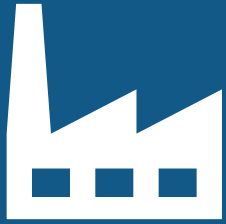


Grocery

NEIGHBORHOOD



Workforce  
Housing



## TARGET INDUSTRY SECTORS

### Location Quotients

#### JEFFERSON COUNTY SUB SECTORS

##### Employment LQ > 2.0

- NAICS 221 Utilities
- NAICS 562 Waste management and remediation services
- NAICS 444 Building material and garden equipment and supplies dealers
- NAICS 457 Gasoline stations and fuel dealers
- NAICS 236 Construction of buildings

- **Location Quotient (LQ) greater than 1.0 indicates local competitive advantage in an industry sector**
- **A greater LQ in a specific industry indicates a greater local competitive advance in that sector**

# TARGET INDUSTRY SECTORS

## Jefferson County

### 4-Digit Industry

#### Employment LQ>2.0

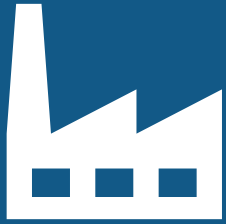
- NAICS 6231 Nursing care facilities (skilled nursing facilities)
- NAICS 8122 Death care services
- NAICS 4239 Miscellaneous durable goods merchant wholesalers
- NAICS 4842 Specialized freight trucking
- NAICS 2362 Nonresidential building construction
- NAICS 6114 Business schools and computer and management training
- NAICS 5322 Consumer goods rental
- NAICS 4442 Lawn and garden equipment and supplies retailers
- NAICS 5629 Remediation and other waste management services
- NAICS 4441 Building material and supplies dealers

### 5-Digit Industry

#### Employment LQ>2.0

- NAICS 62311 Nursing care facilities (skilled nursing facilities)
- NAICS 61143 Professional and management development training
- NAICS 48422 Specialized freight (except used goods) trucking, local
- NAICS 81221 Funeral homes and funeral services
- NAICS 71399 All other amusement and recreation industries
- NAICS 23622 Commercial and institutional building construction
- NAICS 48423 Specialized freight (except used goods) trucking, long-distance
- NAICS 44414 Hardware retailers
- NAICS 81222 Cemeteries and crematories
- NAICS 53228 Other consumer goods rental
- NAICS 45711 Gasoline stations with convenience stores





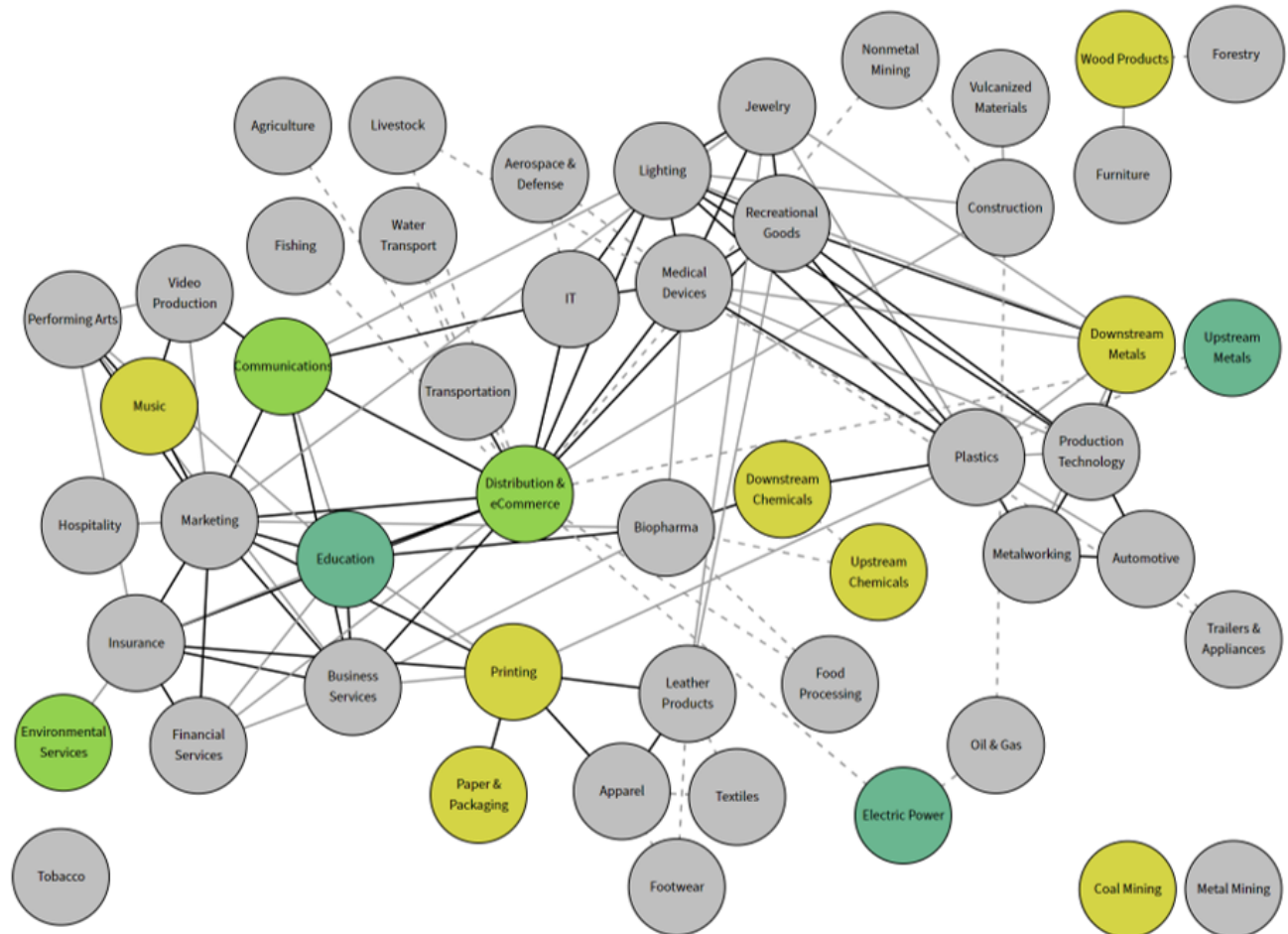
# TARGET INDUSTRY SECTORS

## Cluster Specialization

### Cluster Specialization

- Strong clusters above 90th percentile specialization
- Strong clusters above 75th percentile specialization
- Other specialized clusters (LQ > 1.0)

- BCR  $\geq$  95th pctile & RI  $\geq$  20%
- BCR 90th-94th pctile & RI  $\geq$  20%
- - -** Next closest clusters not meeting above criteria



# ETHYLENE SUPPLY CHAIN

Yorkville is 56 miles along Ohio River from Shell Ethane Cracker in Monaca PA



# PRIME DEVELOPMENT SITES



Yorkville Intermodal Terminal



Potential Adaptive Reuse

# YORKVILLE INTERMODAL TERMINAL

56 acres

62 acres

Jefferson Co.

Belmont Co.



# YORKVILLE INTERMODAL TERMINAL



**Spec Warehouse  
Building Construction  
underway in 2023**

## SITE OVERVIEW

- **Location of former Wheeling-Pittsburgh Steel mill**
- **Rail, river access, and utilities with industrial capacities already in place**
- **Building demolition and site clean up was supported by \$5M grant from JobsOhio**

# YORKVILLE INTERMODAL TERMINAL

## SITE OVERVIEW

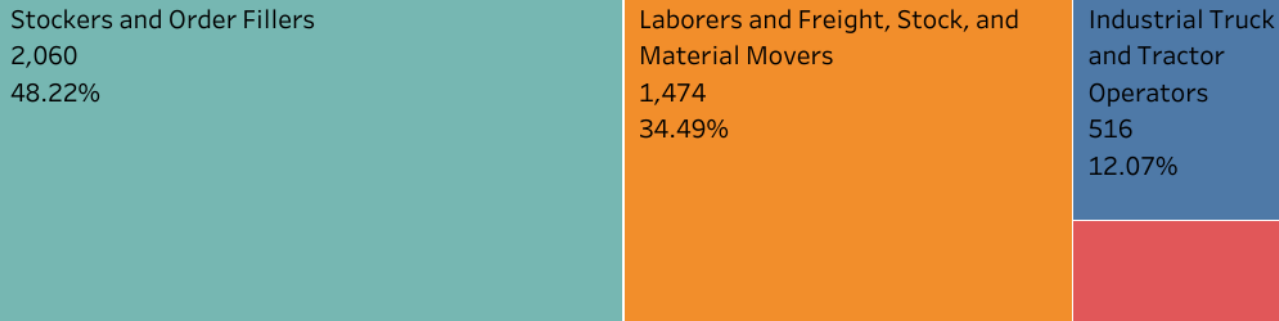


- **119 acre site**
  - **Opportunity Zone:**  
56 acres north of Public Road
  - Site of former steel mill
  - Zoned industrial
- **62 acre greenfield to south mostly outside of Opportunity Zone**

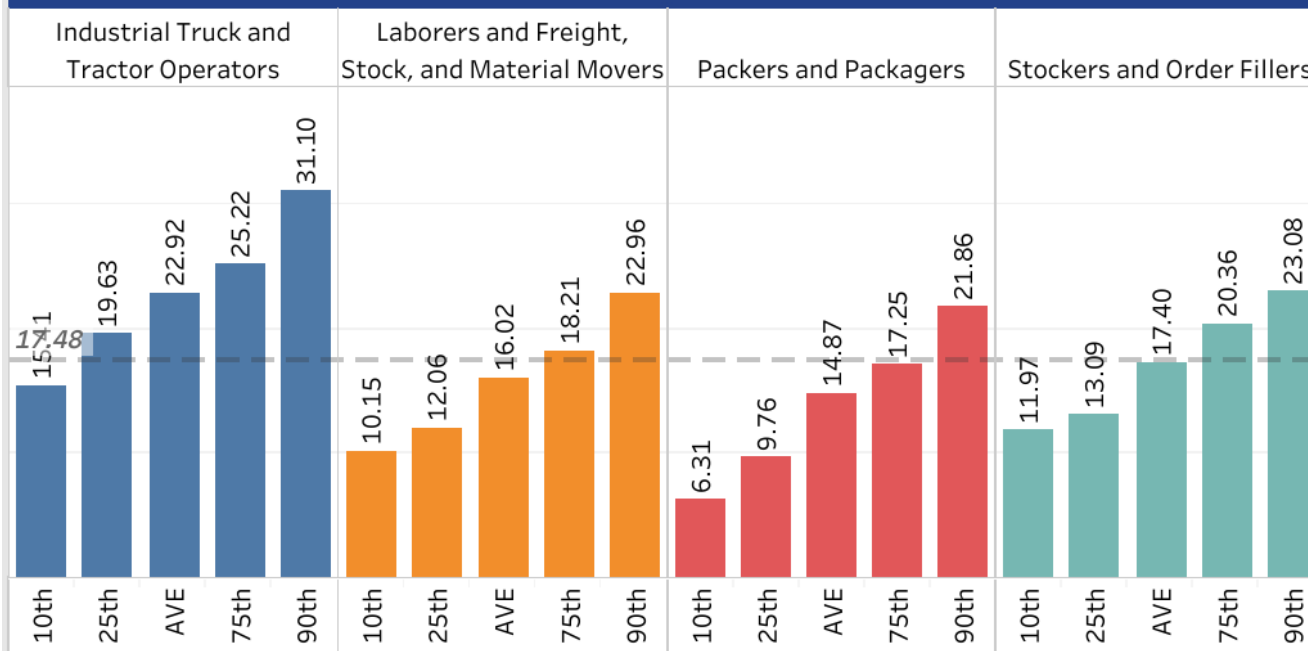
# YORKVILLE INTERMODAL TERMINAL

## LABOR SUPPLY

Labor Supply by Occupation



Percentile Hourly Earnings



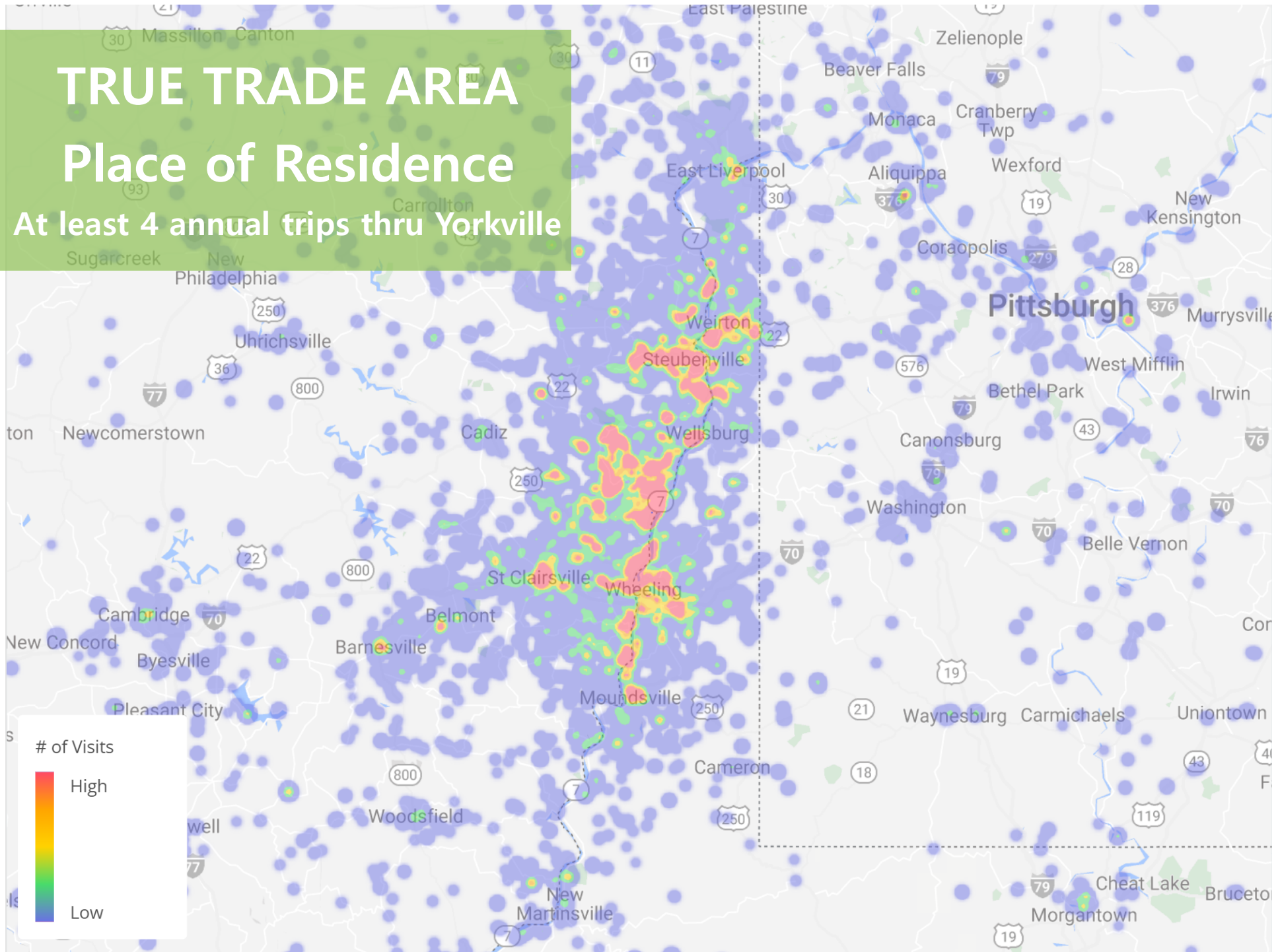
30 MINUTE  
DRIVE TIME

Logistics &  
Distribution

# TRUE TRADE AREA

## Place of Residence

At least 4 annual trips thru Yorkville

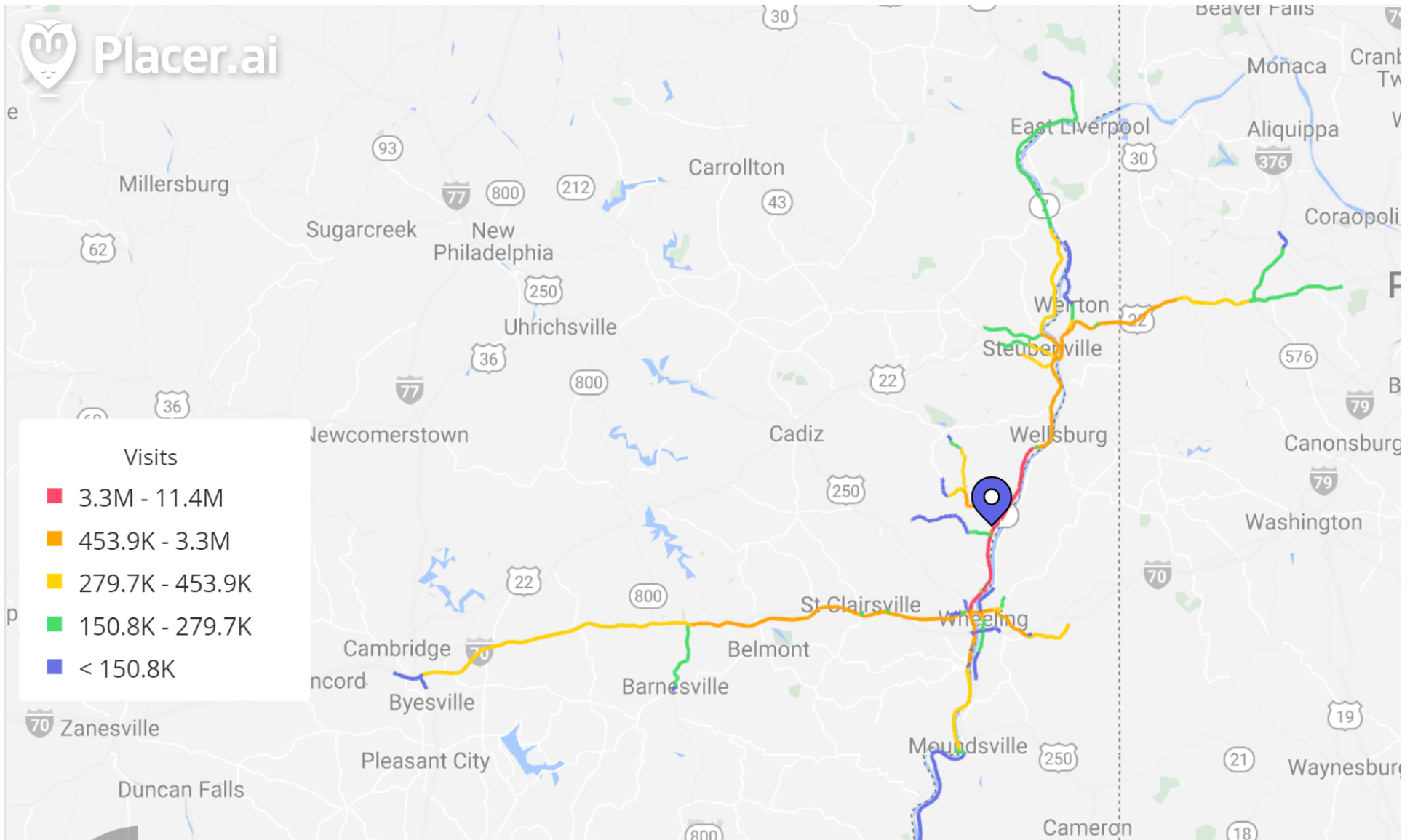




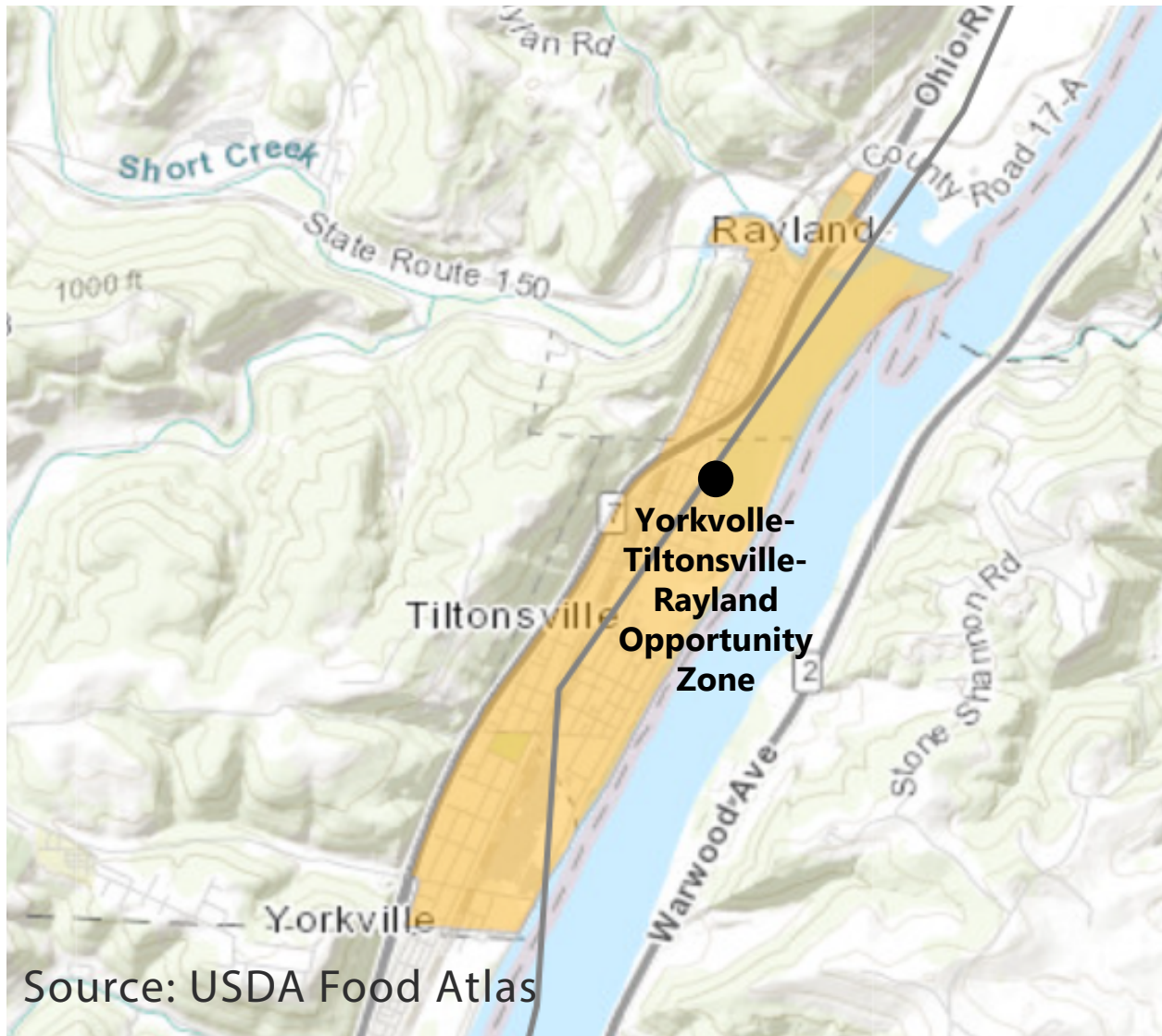
# TRUE TRADE AREA: Audience Profile

|                                       | ● 30 % of Visits |     | ● 50 % of Visits |     | ● 70 % of Visits |     |
|---------------------------------------|------------------|-----|------------------|-----|------------------|-----|
| <b>Overview</b>                       |                  |     |                  |     |                  |     |
| Population                            | 37,492           |     | 82,549           |     | 156,605          |     |
| Households                            | 16,243           |     | 36,372           |     | 67,933           |     |
| Persons per Household                 | 2.25             | 92  | 2.23             | 91  | 2.23             | 91  |
| Household Median Income               | \$48,370.44      | 77  | \$48,308.42      | 77  | \$49,698.83      | 77  |
| Household Median Disposable Income    | \$42,196.45      | 74  | \$42,283.86      | 74  | \$43,467.34      | 81  |
| Household Median Discretionary Income | \$30,229.61      | 74  | \$30,217.09      | 74  | \$31,490.62      | 81  |
| Average Income Per Person             | \$28,279.83      | 83  | \$28,897.03      | 84  | \$29,741.34      | 87  |
| Median Rent                           | \$695            | 75  | \$748.64         | 80  | \$738.5          | 77  |
| Median House Value                    | \$124,427.22     | 50  | \$125,383.6      | 50  | \$134,819.88     | 54  |
| Households in Poverty                 | 2,802 (17.3%)    | 133 | 5,991 (16.5%)    | 127 | 10,995 (16.2%)   | 124 |
| Household Median Wealth               | \$69,723.97      | 91  | \$70,720.66      | 92  | \$71,506.27      | 93  |
| Average Age                           | 42.03            | 103 | 42.89            | 105 | 42.96            | 105 |
| Median Age                            | 41.41            | 103 | 42.66            | 106 | 42.67            | 106 |
| Households with Children              | 3,843 (23.7%)    | 89  | 8,119 (22.3%)    | 84  | 14,973 (22%)     | 83  |
| High School Graduate or Higher        | 24,592 (93.8%)   | 103 | 54,865 (93.1%)   | 102 | 103,142 (92.4%)  | 101 |

# YORKVILLE VISITOR: Most Frequent Travel Routes



State Route 7, Yorkville / Ecuador | Based on visitor To Property | Apr 1st 2022 to Mar 31st 2023



# FOOD DESERT

Local Need  
& Market  
Demand for  
Access to  
Healthy Foods



Low-income census tracts where a significant number or share of residents are more than ½ mile from grocer.



# WORKFORCE & EDUCATION Institutional Anchors

## JOBS SKILLS, INNOVATION & HIGHER ED JEFFERSON COUNTY



Humanities and Social Sciences  
Natural and Applied Sciences  
Online Programming  
Professional Programs  
Theology and Philosophy



Associates degrees in business  
technologies, information  
technologies, engineering  
technologies, health and public  
services



16 programs including  
building trades, computer  
technologies, health  
technologies, criminal  
justice, and culinary arts



# MARKET DEMAND

## Tourism & Experience Retail

### VISITOR ATTRACTIONS



**FAIRWAY LINKS  
GOLF COURSE**



**RAYLAND MARINA**

# FINANCIAL INCENTIVE PACKAGE

The Yorkville-Tiltonsville-Rayland Opportunity Zone is eligible for financial incentives to attract real estate development including:

- Qualified Opportunity Zone
- New Markets Tax Credits
- Enterprise Zone
- Community Reinvestment Area
- Port Authority Financing
- Tax Increment Financing

OMEGA and Jefferson County Port Authority are here to assist potential investors and developers to explore creative ways to complete their capital stacks.



# OPPORTUNITY ZONE BASICS



**Capital  
Gains and/or  
Qualified 1231  
Gains**

*Within 180 days  
of realizing the  
gain*



**Qualified  
Opportunity  
Fund**



**Qualified  
Opportunity  
Zone**



**QOZ  
Property**

*OR*

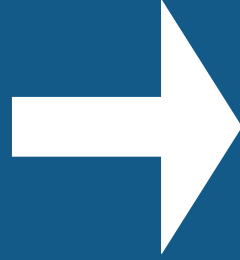


**QOZ  
Business**

# OPPORTUNITY ZONE

Qualified Opportunity Fund (QOF)

# TAX INCENTIVES



**TEMPORARY  
DEFERRAL**

**CAPITAL GAINS  
invested in QOF  
until 12/31/2026**

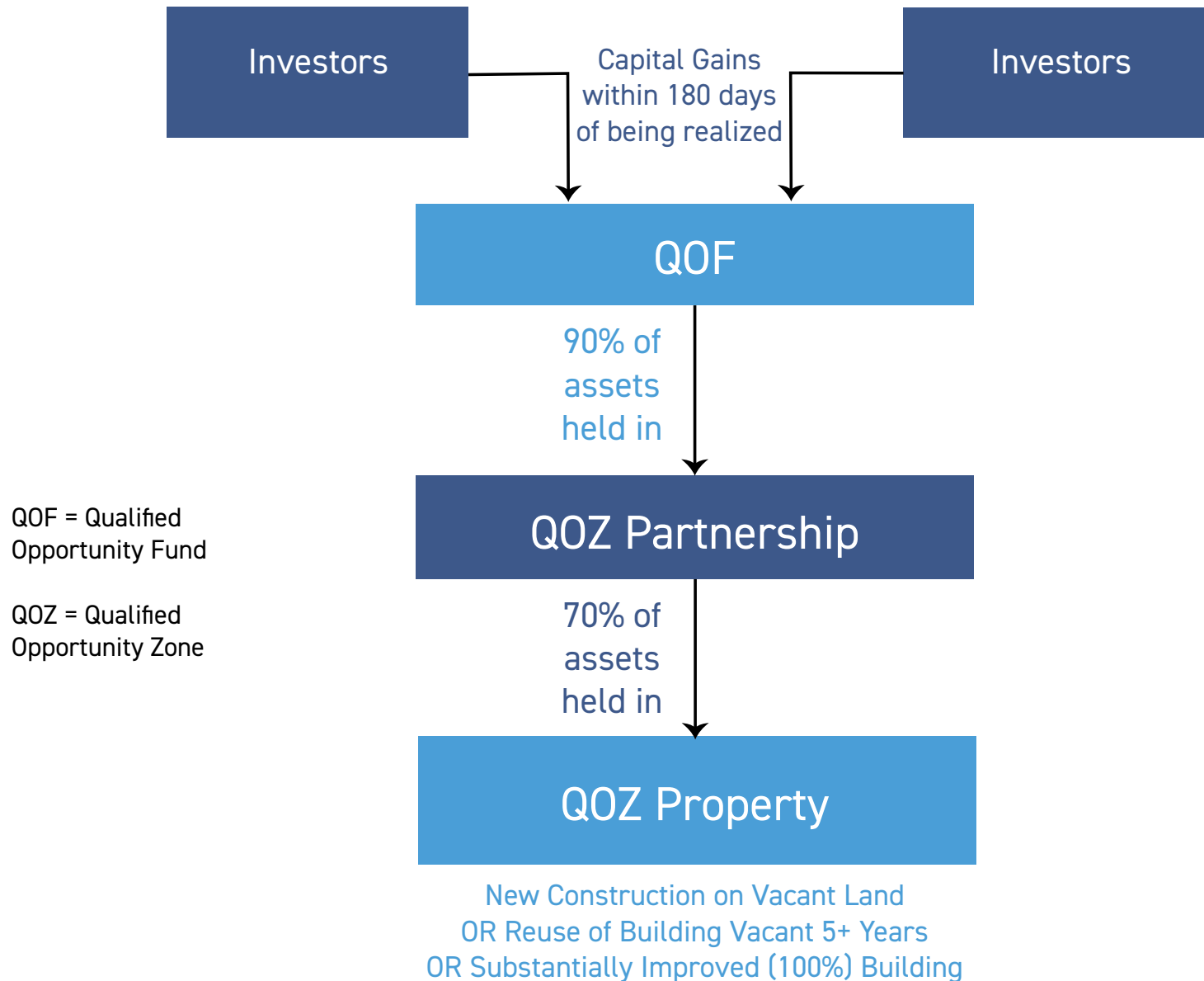


**PERMANENT  
EXCLUSION**

**CAPITAL GAINS  
from QOF  
at 10 YEARS**



# BASIC OPPORTUNITY ZONE INVESTMENT FLOWCHART: RENTAL REAL ESTATE PROJECT





**THANK YOU**



**FOR MORE INFO PLEASE CONTACT**

**Robert Naylor**

Executive Director

Jefferson County Port Authority

**(740) 283-2476**

**[rnaylor@jcport.com](mailto:rnaylor@jcport.com)**