

CALIFORNIA

CITY OF NEEDLES

COUNTY OF SAN BERNARDINO

**OPPORTUNITY ZONE
INVESTMENT PROSPECTUS**

PRODUCED IN PARTNERSHIP WITH



PRODUCED IN COLLABORATION WITH

San Bernardino County is committed to supporting sustainable growth driven by collaboration. This investment prospectus will showcase the crossroads of opportunity that capitalize on the diversity of our residents, our geography and our economy. It is our vision to see a vibrant economy within our region which continues to attract investors who are looking to be catalysts of change.

With 57 qualified Opportunity Zones throughout the region, the reinvestment of capital gains is one method for investors to spur economic development and job creation in our communities. Our sprawling County stretches 20,160 square miles with access to more than 23 million people.

At the heart of Southern California, San Bernardino County is one of the world's most dynamic and diverse economies, and continues to be recognized as the fastest growing region in the nation. With regional population expected to nearly double in the next 30 years, access to 6.5 million workers and a population younger than the national average, it's no wonder why Fortune 500 firms and innovative startups call San Bernardino County home.

TRANSFORM. INNOVATE. GROW.

KEY ELEMENTS & TAX BENEFITS

INVESTMENT TIMELINE:

SIX MONTHS TO INVEST AND 31 MONTHS TO REACH SUBSTANTIAL IMPROVEMENT.

INVESTMENT INTO A QUALIFIED OPPORTUNITY FUND (QOF)

A temporary deferral of inclusion in taxable income for capital gains reinvested into an Opportunity Fund.

PERMANENT TAX EXCLUSION OF 10% TAXABLE GAIN FOR INVESTMENTS HELD FIVE YEARS

A step up in basis for capital gains reinvested into an Opportunity Fund and held for a minimum of five years before 2026.



PERMANENT TAX EXCLUSION OF 100% OF TAXABLE GAIN

A permanent exclusion from taxable income of capital gains from the sale or exchange of an investment in a qualified opportunity zone fund, if the investment is held for at least 10 years. This exclusion applies to the gains accrued from an investment in an opportunity fund, and not the original gains invested into an opportunity fund.

NEEDLES CROSSROADS OF OPPORTUNITY

MAJOR EMPLOYERS

Fort Mojave Tribal Council
BNSF
Colorado River Medical Center
Needles Unified

MAJOR INDUSTRIES

Food Services
Retail Trade
Transportation
Health Care

Needles, founded in 1883, is one of the oldest living communities on the Colorado River, rich in history and promise for the future. The fabric of it's past is intricately woven of influences of the river, the railroad, Old Trails Highway (later Route 66), the Mojave Indian Tribe, and pre-history – evidence of which abounds on the land.



GENERAL CITY DEMOGRAPHICS

5.2K
POPULATION

2.5
AVERAGE HOUSEHOLD SIZE

20.6%
POVERTY RATE

\$99,841
MEDIAN PROPERTY VALUE

\$39,856
MEDIAN HOUSEHOLD INCOME

Source: Environics Analytics

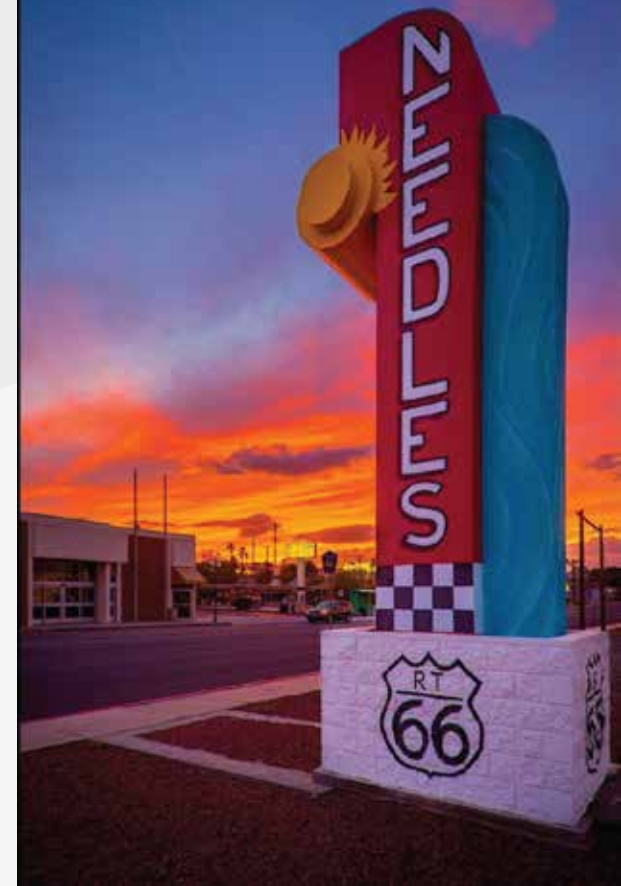
MORE ABOUT NEEDLES

DID YOU KNOW....

IN THE COMIC STRIP PEANUTS, WHOSE CREATOR CHARLES SCHULZ LIVED IN NEEDLES AS A BOY, SNOOPY'S BROTHER SPIKE LIVED IN THE DESERT OUTSIDE NEEDLES.

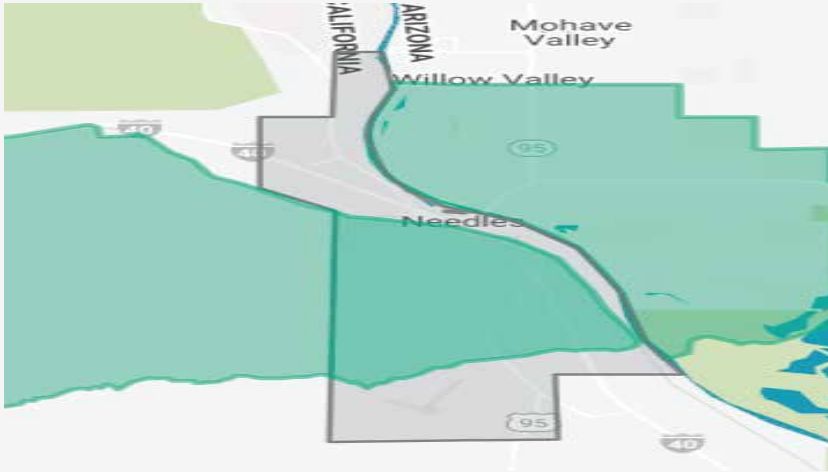


Needles was named after "The Needles", a group of pinnacles, mountain peaks in the Mohave Mountains on the Arizona side of the river to the south of the city. The large Mohave Native American community shares the nearby Fort Mojave Indian Reservation and the town. Needles is a gateway to the Mojave National Preserve.



OZ MAP & DEMOGRAPHICS

- OPPORTUNITY ZONE
- NEEDLES CITY
- SAN BERNARDINO COUNTY



OPPORTUNITY ZONE CENSUS TRACT 2019 DATA

4.2K

POPULATION

\$20,215

PER CAPITA INCOME

38YR

MEDIAN AGE

\$37,428

MEDIAN HOUSEHOLD INCOME

Source: Esri forecast data for 2019 based on U.S. Census Bureau, Census 2010 Summary File 1.



CURRENTLY AVAILABLE DEALS

PLEASE CONTACT YOUR REAL ESTATE BROKER OR FINANCIAL ADVISOR FOR AVAILABLE DEALS. IN ADDITION, PLEASE JOIN THE CONVERSATION AT NO COST ON OUR SPONSORED DIGITAL PLATFORM.

CURRENT DEALS, AVAILABLE RFPS, AND FURTHER BUSINESS INVESTMENT OPPORTUNITIES MAY BE FOUND ON OUR DEDICATED PLATFORM AT:

[HTTPS://OPPSITES.COM/CITIES/NEEDLES-CA](https://oppsites.com/cities/needles-ca)

OFFICE BUILDING

1300 BAILEY AVE

Type: Office

Sale Type: Owner User

Size: 7,695 SF Avail.

Price: \$620,000

Price/SF: \$80.57

Built in: 1992



COMMERCIAL LAND

1401 J ST

Type: Land

Sale Type: Investment

Size: 42,688 SF

Price: \$85,000

Price/SF: \$1.99

Walk Score: Car-Dependent



CURRENTLY AVAILABLE DEALS

MULTI-FAMILY RESIDENTIAL

304 W BROADWAY ST - PALMS APARTMENTS

Type: Apartments
CAP: 10.5%
Size: 16 Units | 5,114 SF GBA

Price: \$799,000
Built in: 1930
Sale Type: Investment



COMMERCIAL LAND

BAILEY AVE

Type: Commercial
Sale Type: Investment
Size: 271,379 SF

Price: \$329,940
Price/SF: \$1.22
Walk Score: Car-Dependent



COMMERCIAL LAND

LILLY HILL DR

Type: Land
Sale Type: Investment
Size: 1,742,400

Price: \$450,000
Price/SF: \$0.26
Walk Score: Car-Dependent



NEEDLES CITY OFFICIALS

JEFF WILLIAMS
MAYOR

EDWARD T. PAGET, M.D.
VICE MAYOR

RICK DANIELS
CITY MANAGER

TONA BELT
CITY COUNCIL MEMBER

TIM TERRAL
CITY COUNCIL MEMBER

ZACHERY LONGACRE
CITY COUNCIL MEMBER

KIRSTEN MERRITT
CITY COUNCIL MEMBER

ELLEN CAMPBELL
CITY COUNCIL MEMBER

PATRICK MARTINEZ
DEVELOPMENT SERVICES DIRECTOR
PMARTINEZ@CITYOFNEEDLES.COM

BOARD OF SUPERVISORS

COL. PAUL COOK (RET.)
FIRST DISTRICT SUPERVISOR

JANICE RUTHERFORD
SECOND DISTRICT SUPERVISOR

DAWN ROWE
VICE CHAIR
THIRD DISTRICT SUPERVISOR

CURT HAGMAN
CHAIRMAN
FOURTH DISTRICT SUPERVISOR

JOE BACA, JR.
FIFTH DISTRICT SUPERVISOR

LEONARD X. HERNANDEZ
CHIEF EXECUTIVE OFFICER



Economic Development

SEIZE YOUR OPPORTUNITY!