HAWAII’S OPPORTUNITY ZONES

Hilo Area

An overview of the potential opportunities for industrial, commercial, and residential investment
INTRODUCTION TO HAWAII'S OPPORTUNITY ZONES
These overviews are designed to give investors a high-level overview of the potential opportunities in each of these zones in terms of industrial, commercial, and residential investment possibilities.

OPPORTUNITY ZONES
Hawaii designated 25 census tracts as opportunity zones as part of the new federal community development program established by Congress in the Tax Cuts and Jobs Act of 2017 to encourage long-term investments in low-income urban and rural communities nationwide. Its stated purpose is to encourage entrepreneurship and expansion capital for economically distressed areas of the country.

ADDITIONAL INCENTIVES
Almost all the opportunity zones in Hawaii overlay with other economic development initiatives such as New Market Tax Credits, Enterprise Zones and Transit Orient Development (TOD) Zones. There are also many other non-census tract-based programs that can be applied such as Low-Income Housing Tax Credits (LIHTC). Additionally, there may be synergies between investors and their missions and the major property holders and businesses in an opportunity zone.

OPPORTUNITY FUNDS
The opportunity zones program provides a federal tax incentive for investors to re-invest their realized capital gains into opportunity funds that are dedicated to investing in opportunity zones. Opportunity funds are the private sector investment vehicles that invest in opportunity zones. The fund model will enable a broad array of investors to pool their resources in opportunity zones, increasing the scale of investments going to underserved areas.

BENEFITS TO INVESTORS
A temporary tax deferral for capital gains reinvested in an opportunity fund. The deferred gain must be recognized on the earlier of the date on which the opportunity zone investment is sold or December 31, 2026.

A step-up in basis for capital gains reinvested in an opportunity fund. The basis of the original investment is increased by 10% if the investment in the qualified opportunity zone fund is held by the taxpayer for at least 5 years, and by an additional 5% if held for at least 7 years, excluding 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 a qualified opportunity zone fund, if the investment is held for at least 10 years. (Note: this exclusion applies to the gains accrued from an investment in an opportunity fund, not the original gains).

NEXT STEPS
More information can be found at: https://invest.hawaii.gov/hawaii-opportunity-zones/ including detailed GIS maps of Hawaii’s opportunity zones.

As a next step, potential investors should consult and work with their tax attorneys, real estate agents and business advisors to explore investment possibilities in opportunity zones in Hawaii.
**MARKET HIGHLIGHTS FOR 2018 for Island of Hawaii**

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
<th>Details</th>
</tr>
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<tbody>
<tr>
<td>Retail Vacancy Rate</td>
<td>13.38%</td>
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<tr>
<td>Retail Net Absorption</td>
<td>(66,200) SF</td>
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<tr>
<td>Retail Avg. Asking Base Rent</td>
<td>$3.06 PSF/Mo</td>
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<tr>
<td>Office Vacancy Rate</td>
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<tr>
<td>Office Net Absorption</td>
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<td>Office Avg. Asking Base Rent</td>
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<tr>
<td>Industrial Vacancy Rate</td>
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<td>Industrial Net Absorption</td>
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<td>Industrial Avg. Asking Base Rent</td>
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<td>Investment Sales Volume</td>
<td>$369,284,823</td>
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<td>Investment Sales Counts</td>
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Source: Colliers International Hawaii Research & Forecast Report, Hawaii Island Market Year-End 2018

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**Hilo Opportunity Zones: Investment Drivers**

**ECONOMIC**
- Banyan Drive Resorts
- Kanoelehua Industrial Area
- Foreign Trade Zone
- Prince Kūhiō Plaza
- Hilo Farmers Market

**HEALTHCARE**
- Hilo Medical Center
- Ka Waena Lapa’au Medical Offices
- Hilo Community Surgery Center

**GOVERNMENT**
- Government Center
- State Judiciary

**EDUCATION & RESEARCH**
- University of Hawai‘i - Hilo
- Hawai‘i Community College
- U.S. Pacific Basin Agricultural Research Center

**PORTS**
- Port of Hilo
- Hilo International Airport

**CULTURAL**
- Old Town Hilo
- Wailuku River, Boiling Pots, Rainbow Falls
- Bayfront Park System
- Wailoa River State Park
- ‘Imiloa Astronomy Center
- Merrie Monarch Festival
EAST HAWAII OPPORTUNITY ZONES

Pu‘u‘eo-Downtown

The Pu‘u‘eo-Downtown Opportunity Zone (Census Tract 203) encompasses downtown Hilo and is the historic business center of East Hawaii. This zone boasts many assets of potential interest to investors including: Old Town Hilo, Kalakaua Park, Hilo Farmers Market, Hilo Medical Center, Ka Waena Lapa’au Medical Offices, Hilo Community Surgery Center and the natural attractions of the Wailuku River, Boiling Pots and Rainbow Falls. The top occupations in this opportunity zone are Management/Business/Science (37%), Service (25%) and Sales & Office (22%).

Census Tract:
203 (Pu‘u‘eo-Downtown)

- Resident Population: 3,908
- Median Household Income: $37,813
- Median Family Income: $70,428
- Population with a High School Degree or Higher: 90.2%
- Median Value for Owner-Occupied Housing Unit: $265,800

Opportunity Zones
Census Tract 203

Hawaii County Zoning District

- (river)
- (road)
- Agricultural
- Commercial
- Open
- Residential
- Resort-Hotel
EAST HAWAII OPPORTUNITY ZONES

Villa Franca-Kaikoʻo

The Villa Franca-Kaikoʻo Opportunity Zone (Census Tract 204) is part of the Hilo urban area and encompasses the administrative center of East Hawaii. This zone boasts many assets of potential interest to investors including: Government Center, State Judiciary and the natural attractions of the Bayfront Park System and Wailoa River State Park. The top occupations in this opportunity zone are Management/Business/Science (32%), Service (26%) and Sales & Office (19%).

Census Tract: 204 (Villa Franca-Kaikoʻo)

- Resident Population: 3,959
- Median Household Income: $29,535
- Median Family Income: $27,250
- Population with a High School Degree or Higher: 90.8%
- Median Value for Owner-Occupied Housing Unit: $244,800
EAST HAWAII OPPORTUNITY ZONES

University-Houselots

The University-Houselots Opportunity Zone (Census Tract 205) is part of the Hilo urban area and encompasses one of Hawaii’s major research centers. This zone boasts many assets of potential interest to investors including: University of Hawaii at Hilo and Hawaii Community College, Imiloa Astronomy Center, the U.S. Pacific Basin Agricultural Research Center and natural attraction of Ho‘olulu Park and the Merrie Monarch Festival is held in this zone. The top occupations in this opportunity zone are Management/Business/Science (42%), Service (22%) and Sales & Office (21%).

Census Tract: 205 (University-Houselots)

- Resident Population: 5,117
- Median Household Income: $23,727
- Median Family Income: $27,581
- Population with a High School Degree or Higher: 85.2%
- Median Value for Owner-Occupied Housing Unit: $274,500
The Keaukaha- Pana’ewa (Census Tract 206) is part of the Hilo urban area and in many respects the gateway to East Hawaii. This zone boasts many assets of potential interest to investors including: the Port of Hilo, Hilo International Airport, Foreign Trade Zone, New Innovation & Manufacturing Center, Prince Kuhio Plaza, Kanoelehua Industrial Area, Keaukaha, Pana’ewa and Waiakea Hawaiian Home Lands and the Banyan Drive Resorts. The top occupations in this opportunity zone are Management/ Business/Science (29%), Service (23%) and Sales & Office (26%).