

We — **March**
rally
celebrate
dance
collaborate

Exercise
hammock
design
picnic
laugh

Create
respect
connect
invest
thrive

Design Narrative

We_Work

As we rise from our seats at the conclusion of our meeting, our eyes dart out the window of our conference room on Second Street to the bustling *Cincy Commons*. Growth during the fifth year of your company is remarkable and in concert with the growth of downtown Cincinnati — *800,000 total square feet of additional office space*. We decide to take advantage of the food trucks in the *Commons* and get a bite to eat. As we cross Vine Street, we can't help but admire the decision to vacate Second and Third Street for one block to create the beautiful and vibrant *Cincy Commons*. The area is responsive to the needs of the neighborhood and surrounding areas. We pause to eat on the steps of the *Rights Center*. The leaves fall in the autumn breeze and catch our eye as they flutter towards the Freedom Center and point our gaze to the Roebling bridge. We moved into our new office 6 years ago and experienced the void in urban continuity that Fort Washington Way imposed while it was being decked and developed. Reclamation of The Banks sparks hope to residents, as well as integrating the urban fabric and the human network with a lively mix of uses and people. Alas, back to work we go.

We_Play

As we walk down Freedom Way, there is tranquility which embraces our pace and curiosity. The outdoor seating and sidewalk sales of the small boutiques line our path. Last week we rallied along Freedom Way to celebrate the Red's victory over the Cardinals before heading over to the *arcade sports bar* by Paul Brown Stadium. When we celebrate in The Banks, it feels like the whole city comes together. Freedom Way often becomes pedestrian-only and is home to the new *Jambalaya and Jazz Fest* where local artists perform in *Cincy Commons and Sing Queen City Park*. Both spaces include *paddlewheel pavilions* which emulate the historic wheels of a riverboat and provide shelter and play. The new music venue invites headliners in for the evening to sustain the infectious energy. For those who desire a more intimate location, the *Majestic Riverboat* is docked along the Smale Riverfront and pays homage to Cincinnati's beginnings.

We_Live

We rise with the sun as its light bounces off the Roebling bridge peaking over the Ohio River. We walk to the *Loyal Dog Park* and pause at the *11-Chair Memorial* which commemorates the 1979 "Who" concert victims trampled at the Riverfront Coliseum music venue. It is a reminder as we celebrate, engage in dialogue, and live among one another that we must value each other and appreciate the qualities that we share and unite us. The Banks functions as a unique enigma by seemingly expanding with the influx of people for celebrations, demonstrations, and life. We all live here, whether for a fast-paced celebration of our city's vibrant culture or for a relaxing Saturday morning visit to the *Down-by-the-River Market*. We work, we play, we live.

Financial Narrative

The Project begins on the north side of the developable site with the acquisition of 00 block of Third Street East to expand the project footprint outside of the land contributed by the Partnership in Lots A-G. The expanded site will feature over 250,000 square feet of civic space including a beautifully-landscaped plaza, known as Cincy Commons, which intentionally draws the central business district into The Banks.

We_Sustain

The plan encompasses a mixed-use and mixed-income development to provide a true "live, work, play" environment regardless of socioeconomic status and awareness that 23% of Downtown Cincinnati is housing insecure. As such, over 20% of the 1,650 rental units are dedicated to affordable housing. The Ohio Housing Finance Agency recognizes this commitment and awards low-income housing tax credits to offset 65% of the affordable housing construction costs. The tax credits are subsequently sold to investors seeking dollar-for-dollar reductions in their federal income tax, and the proceeds are contributed to the project as equity.

All project buildings are constructed for sustainability with LEED certified appliances, green roofs, and roof-top solar panels. The Greater Cincinnati Energy Alliance facilitates sustainable construction by offering 30-year financing for 10% of the total construction costs to be repaid via a special assessment on the property tax bill.

We_Invest

65% of the project costs are financed by senior debt syndicated between five commercial banks. The commitment is comprised of three separate construction loans (one for each of the three project phases) that convert to a mini-perms upon stabilization. The debt repayment will be interest-only during the 10-year holding period with a 5.25% average interest rate.

The remainder of the capital stack is comprised of traditional equity, of which 5% is Developer Equity. The other 95% of the equity is contributed by an extensive list of investors including REITS, pension and sovereign wealth funds, and high net worth individuals who are intrigued by the projected 22.9% leveraged IRR before taxes and the fact that the project sits in an Opportunity Zone, which will provide them relief by deferring income taxes and limiting future tax liability.

We_Implement

The 44-Story, mixed-use Rights Center will fit seamlessly with the most prominent buildings on the Cincinnati skyline. Views of Cincy Commons, Underground Railroad Museum, Ohio River, and Great American Ballpark are some of the many amenities of the Class A Tower that will command premium rents for office, multifamily, and hotel tenants. Construction of the Rights Center will last over three years and commence during Phase I with completion and stabilization in Phase II. Phase I also includes the conclusion of the decking above Fort Washington Way to support development upon during Phase II. The phasing allows the project to naturally make its way from north to south with a mixed-use of market rate/affordable apartments, office, retail, and hotel units. Phase III concludes the development with additional office, retail, and multifamily space on the Southeast side of the developable site, accomplishing the Partnership's vision to connect downtown Cincinnati with the riverfront.