

GREETINGS  
from



Madison County  
Opportunity Zone Prospectus



# Disclaimer

The use of the word “prospectus” for the purpose of the work contained herein is not to advertise about, endorse or in any other way to promote or offer specific investment opportunities. The rural investment prospectus is a template designed to help unify local leaders around a plan, to show what might occur in a region and to use as a tool to promote the region and its plans. The prospectus has been prepared for discussion purposes only and not to induce anyone to enter into any agreement or transaction. For the avoidance of any doubt, the distribution of this prospectus does not constitute an offer to sell or a solicitation of an offer to buy any assets or equity securities or any investment of any kind.



# Narrative

- Situated between Memphis and Nashville
- Thriving business environment, vibrant community engagement, and fun cultural events
- Excellent public and private school system, local postsecondary institutions, & workforce training options



## Madison County Tennessee

- Birthplace of Carl Perkins and Casey Jones
- Home of the Miss Tennessee Volunteer pageant and the Jackson Generals AAA baseball team
- Home of the first Hard Rock Cafe in the United States
- Current employers include Kellogg's, Black and Decker, and Delta Faucet





# Narrative

Rock climbing wall at LIFT Gym



Jackson McKeller Sipes Regional Airport



Annual International Festival



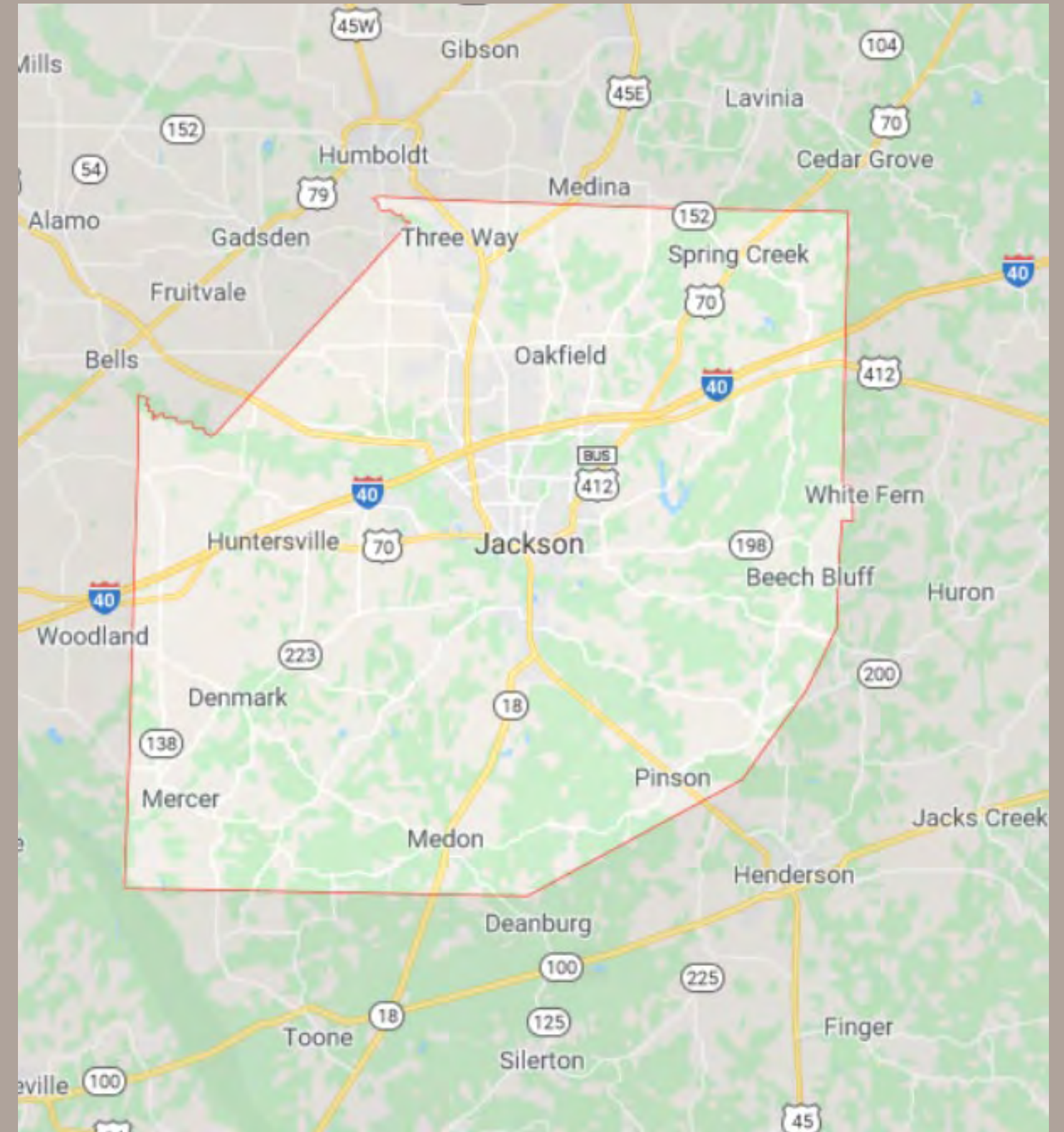
Hub City Brewing concert



# Madison County

	Madison County		City of Jackson	
	2018	2023	2018	2023
Population	100,469	101,649	69,197	70,251
Households	38,942	39,417	26,640	27,056
Families	25,767	25,902	16,734	16,874
Average Household Size	2.47	2.47	2.44	2.44
Owner Occupied Housing Units	24,201	24,697	14,185	14,577
Renter Occupied Housing Units	14,741	14,720	12,456	12,479
Median Age	38.3	39.4	35.9	36.9
Average Household Income	\$66,782	\$76,070	\$65,392	\$74,095
Median Household Income	\$46,987	\$52,361	\$43,054	\$48,451

Source: WTIA



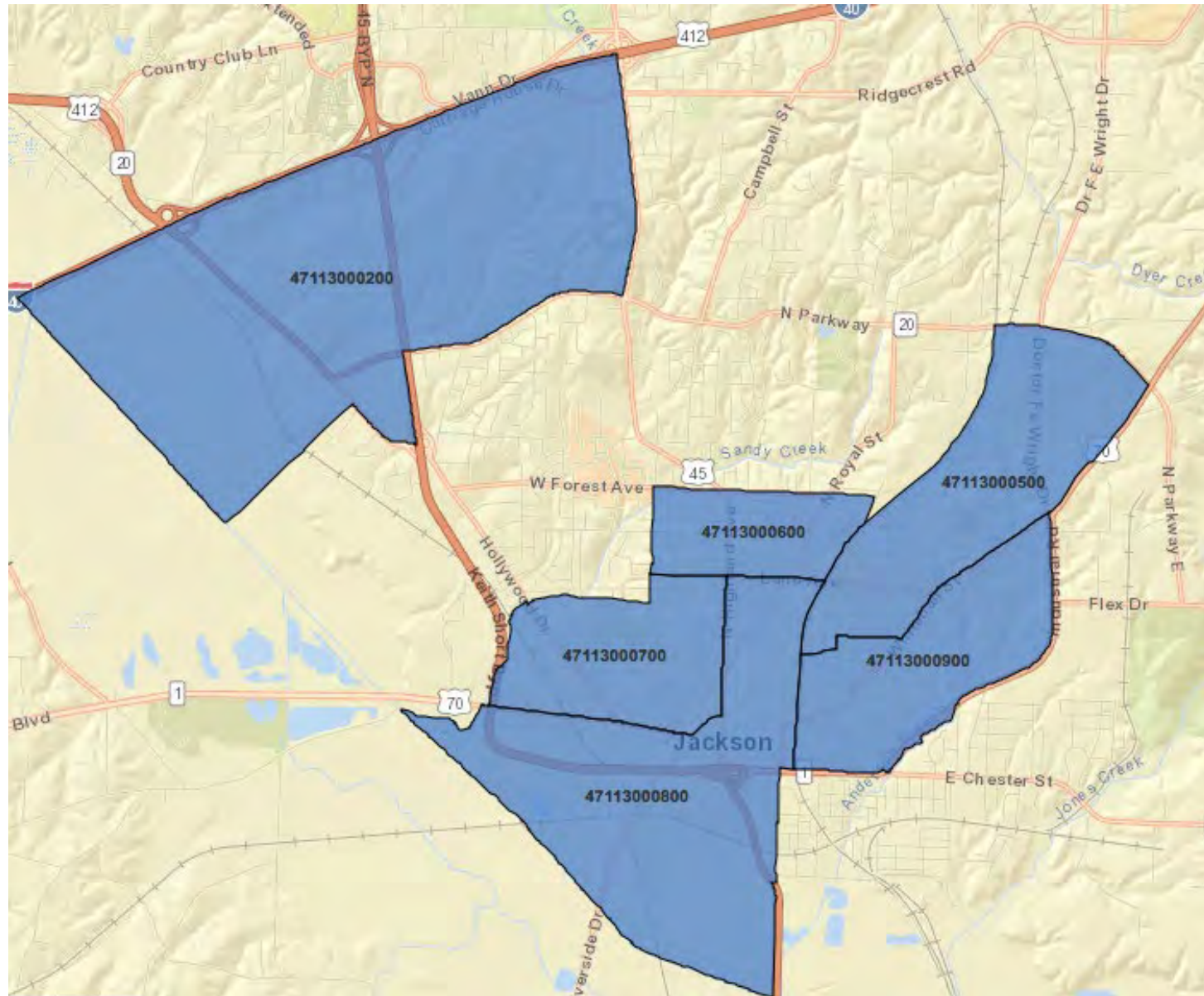
# Market Context





# Madison County Zones

Madison County has six opportunity zones.



Census Tract Number	Population	Median Household Income
47113000200	6,000	\$31,000
47113000500	4,000	\$18,000
47113000600	2,000	\$32,000
47113000700	2,000	\$29,000
47113000800	2,000	\$15,000
47113000900	2,000	\$25,000

# P o p u l a t i o n

Population Decrease -.3%

2010 98,294

2019 97,894

## Age Breakdown

15 and over 80.5%

25 and over 64.6%

35 and over 51.1%

## Ethnicity Breakdown

White 59%

Black/African American 37.8%

Hispanic/Latino 4%

Native .4%



# Education and Workforce

Area	Median Age	Age 15 and Over	Age 25 and Over	Age 35 and Over	Age 65 and Older
City of Jackson	35.9	80.5%	64.6%	51.1%	15.3%
Madison County	38.3	81.4%	67.2%	54.2%	16.4%
Labor Region	40.5	81.9%	69.2%	56.6%	18%

*Source: Esri*

Area	High School Degree or Higher	Some College- No Degree or Higher	Associate's Degree or Higher	Bachelor's Degree or Higher	Master's Degree or Higher
City of Jackson	85.0%	58.2%	36%	29.1%	9.6%
Madison County	85.0%	56.9%	34.2%	26.5%	8.7%
Labor Region	78.0%	46.4%	25.1%	18.4%	6.4%

*Source: Esri*

County	Census 2010 Population	2018 Population Estimate	2023 Population Estimate
Jackson	67,072	69,197	70,251
Madison County	98,294	100,469	101,649
Labor Region	308,100	311,595	311,452

The Jackson Labor Market  
has a POPULATION of

**311,595**

*Source: Esri*



# Lane College



LANE  
COLLEGE

- Lane College is an HCBU associated with the Christian Methodist Episcopal Church located within the opportunity zone
- Accredited by the Commission on Colleges of the Southern Association of Colleges and Schools
- Offerings include associate degrees, bachelor's degrees, and a variety of career pathway certifications.
- Three divisions: Business, Social and Behavioral Sciences; Liberal Studies and Education; Natural and Physical Sciences and Mathematics
- Athletic teams compete in Division II of the NCAA





# Residential Profile

## Average Household Income

\$66,782

## Education

85% have a High School Degree or higher

34.2% have an Associate's Degree or higher

26.5% have a Bachelor's Degree or higher

The Jackson-Madison County school system has 12 public schools, and many private schools including Jackson Christian Academy, University School of Jackson, and Sacred Heart, Trinity Christian Academy. Jackson also has a total of 12 public parks within city limits.

# Employment Data



From 2016 to 2017, employment in Madison County, TN grew at a rate of 0.252%, from 42.9k employees to 43k employees.

The most common employment sectors for those who live in Madison County, TN, are Health Care & Social Assistance (8,265 people), Retail Trade (5,937 people), and Manufacturing (5,469 people).



# Employment Data

- Since 2010, unemployment trend in Madison County has been down.
- At the end of 2019, unemployment reached 3.2%.
- In 2020, there has been a spike in unemployment rates.

## Major Employers

West Tennessee  
Healthcare with  
7,000 employees

Jackson-Madison  
County  
Schools with 1,806  
employees

Delta Faucet  
Company with  
1,149 employees

The Kellogg  
Company with 900  
employees

Madison County  
with 898  
employees

# Prime for Industry

Manufacturing, Distribution, and Call or Data Centers

May qualify for the Jackson-Madison County's aggressive Payment in Lieu of Tax (PILOT) program if certain, rigorous criteria are met. Companies are eligible to take advantage of the PILOT by entering a lease-back arrangement with the Jackson Industrial Development Bond Board. A PILOT is offered as an incentive to both new and expanding companies. It can apply to industrial real property, such as the land and building, as well as personal property, such as equipment.



# Market Strengths

- PILOT program
- Strong local leadership
- Ample industrial zoning
- Local Options and Opportunities Program
- Local support for industry development
- Neighboring counties that feed into employee market
- Tennessee Main Street designation for Jackson



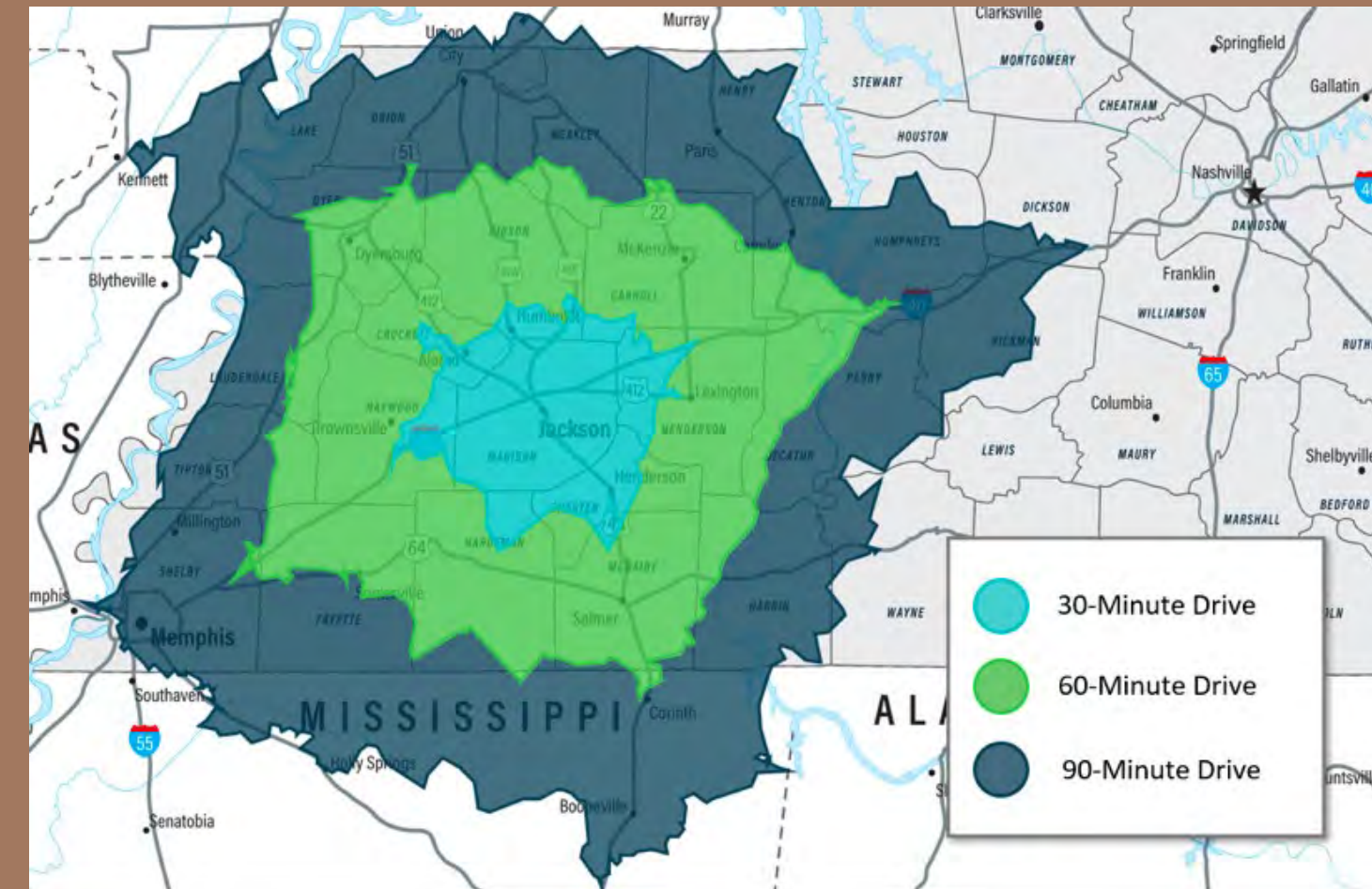


# Market Strengths



**302,710**  
Residents in Labor  
Region

**More than 50%**  
Workforce Commutes  
from Outside Madison  
County



# Team Madison County

- New and expanding industries over the past ten years
- Over \$1.46 billion in investment
- Creation of 6,464 new jobs





# Partnerships

The Jackson Chamber has a proven record of collaborative projects and is dedicated to developing partnerships with new and existing industry. Their extensive network of resources and partners are available to assist with market entry and expansion.

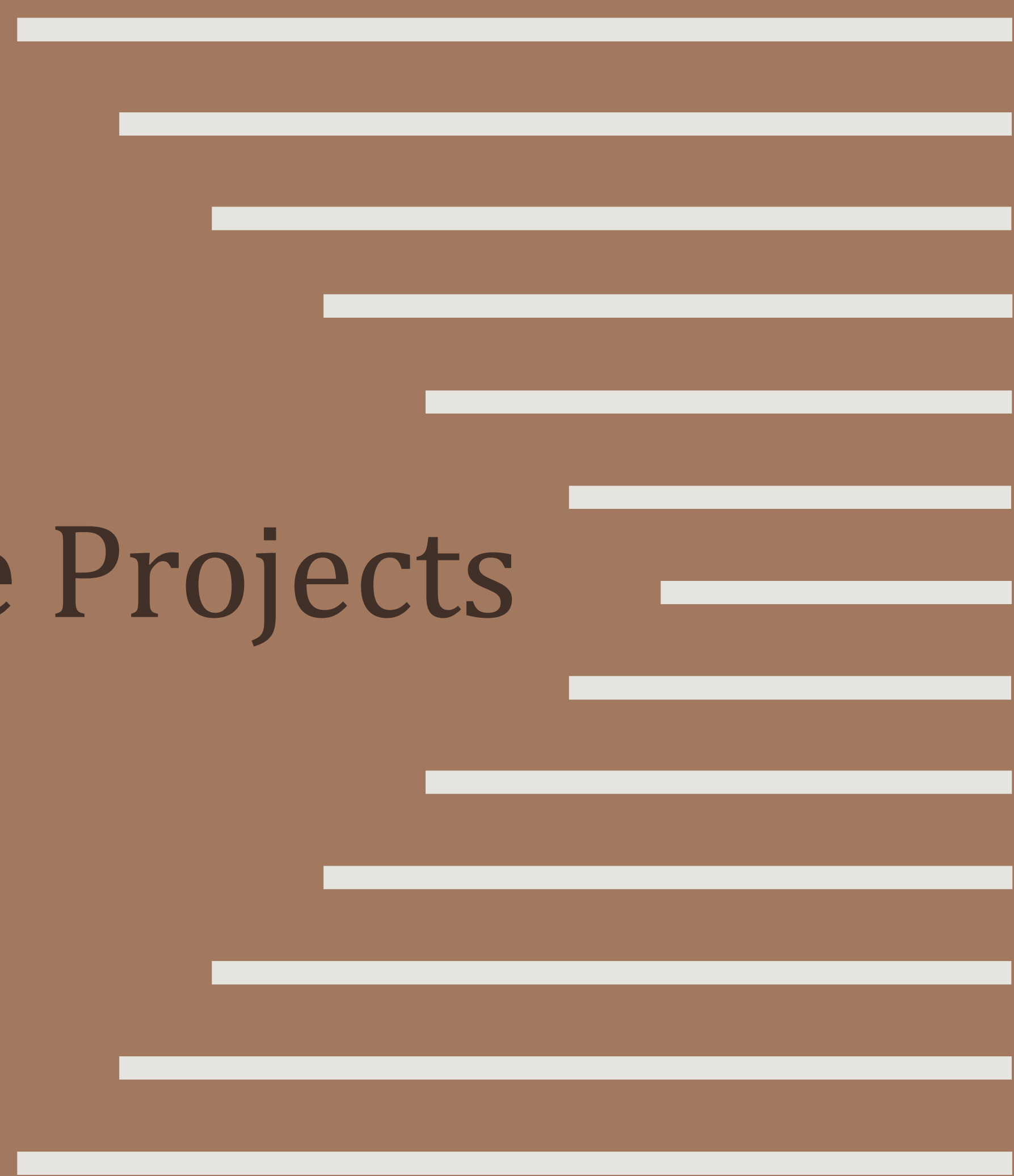


Personnel Placements LLC provides employer and employee services to ensure qualified candidates for business needs, including training and assessment services, recruiting, and screenings.



TheCo is a resource, collaborative community, and support system for everyone from the serial entrepreneurs to those taking their first plunge into business ownership, problem solving and innovating.

# Opportunity Zone Projects





# 130 Beasley St. Jackson, TN



- Price \$2,400,000
- Built in 1973
- Sale Type- Investment or Owner User
- Clear Ceiling Height 20 FT
- Industrial zoning
- No. Dock-High Doors/Loading- 23
- Property Subtype- Warehouse
- Drive In / Grade-Level Door
- Building Class C
- Lot Size 4.40 AC
- Rentable Building Area 80,000 SF
- Realtor Bennett David, Sara David Realty, (954) 925-7100



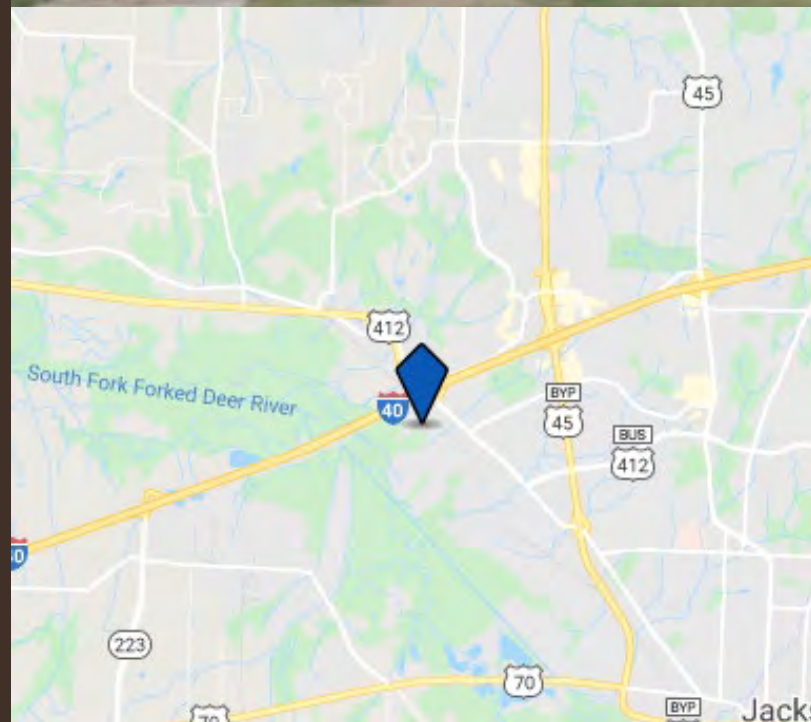
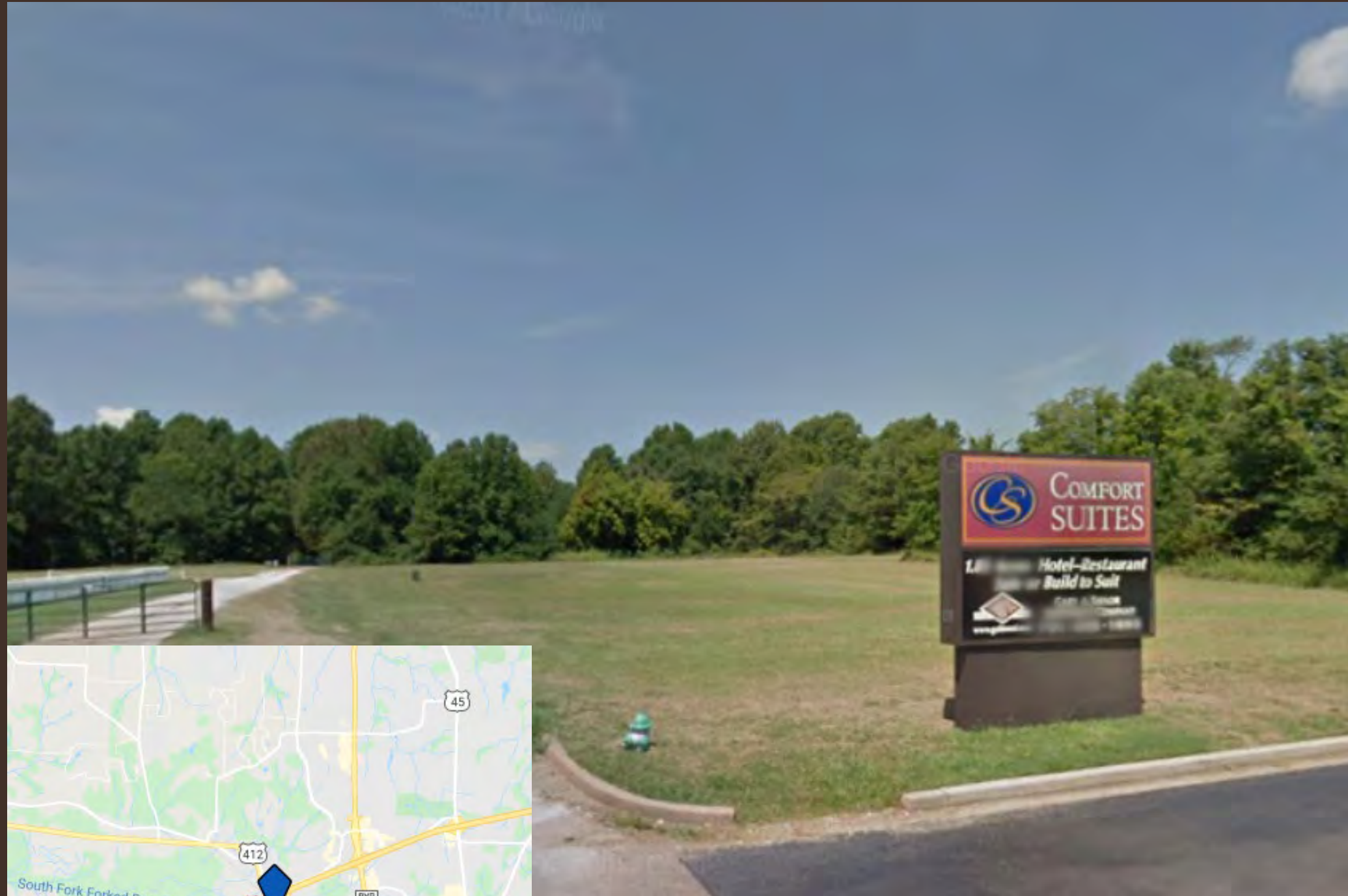
# 559 Wiley Parker Road S



- Price \$110,000
- Property Subtype: Commercial
- Sale Type: Investment
- Proposed Use: Commercial
- No. Lots: 1
- Total Lot Size: 0.80AC
- Property Type: Land
- Realtor: Eden Smith, Coldwell Banker, (731) 668-1777



# 0 Interstate 40 - Jackson, TN



- Price \$2,500,000
- Property Type: Land
- Sale Type: Investment
- Property Subtype: Commercial
- Sale Conditions: Build to Suit
- Total Lot Size: 11.00 AC
- No. Lots: 1
- Realtor Susan Bradberry, Premier Realty Group, (731) 352-5030



# 501 S Highland Ave Jackson, TN



- Price \$800,000
- Property Subtype: Commercial
- Sale Type: Investment
- Proposed Use: Retail
- No. Lots: 1
- Total Lot Size: 3.00 AC
- Property Type: Land
- Undeveloped with utilities located on site
- 35k cars per day traffic count
- Realtor: Carolyn Cherry, HCB Development, (731) 554-2079



# 428 Wiley Parker Rd



- Perfect for Service Business, Accountant, Attorney, Insurance or Construction.
- Professional entry with large reception area, document workstation, five executive offices, large professional conference room, and employee break room.
- Public bathrooms with private bathroom in some offices.
- Central Location, close to all Jackson
- Professional Presentation with Class A Construction
- Realtor Chris Carothers, Hickman Realty Group, (800) 748-9254



# 428 Wiley Parker Rd

- Sale Type: Owner User
- Property Type: Office
- Property Subtype: Office Live/ Work Unit
- Building Size: 3,240 SF
- Building Class B
- Year Built: 2000
- Price: \$350,000
- Price Per SF: \$108





# 441 E Chester St



This property is a unique historical funeral home with lots of history. Currently fully renovated into residential apartments and fully occupied. The garage has recently been renovated and can also be rented as an office space. Garage also has a full HVAC unit separate from the main building.



# 441 E Chester St



 Fred  
Odiatu

**Fian Ventures,  
LLC**

 610-580-5166

305 9th St  
Brookhaven, PA 19015

Sale Type: Investment

Property Type: Office

Property Subtype: Office/Residential

Building Size: 16,734 SF

Building Class C

Year Built: 1930

Price: \$1,200,000

Price Per SF: \$72

Realtor Fred Odiatu, Fian Ventures,  
LLC (610) 580-5166



# 1269 N Highland Ave



- Located in the fast-growing Walk Development Corridor, this iconic Class A office building is currently vacant
- Tremendous visibility with opportunity for large office user, engineering, attorney group, Large Service Business or corporate office.
- Great owner occupant opportunity potential to separate space for potential co-tenant each side 3 floors.



# 1269 N Highland Ave

- Sale Type: Investment
- Property Type: Office
- Property Subtype: Office Live/Work Unit
- Building Size: 14,688
- Building Class B
- Year Built: 1981
- Price: \$495,000
- Price per SF: \$34
- Realtor Chris Carothers, Hickman Realty Group, (800) 748-9254





# 94 Ragland Rd



- Price: \$525,000
- Lot Size: 3.10 AC
- Price Per SF: \$131
- Rentable Building Area: 4,000 SF
- Sale Type: Investment
- Property Type: Flex
- Year Built: 1996
- Building Class C



- 400 SF office with restroom
- 375 SF Utility Building
- 3.1 Acres total fenced
- Building has new metal skin, new LED lighting, new insulation, new roof
- Rail could be available to site

Realtor Steve Reeves,  
Charles Hawkins Co., (615)  
649-1101



# 609 S Royal St



Price- \$45,000

Property Subtype- Commercial

Sale Type- Investment

Total Lot Size- 1.01 AC

No. Lots-1

Type- Land

Realtor Carolyn Cherry, HCB Development,  
(731) 554-2079



# 615 S Royal St



Sale Type: Investment/ User Owner

Property Type: Retail

Property Subtype: Storefront

Building Size: 2,400 SF

Building Class: C

Year Built: 1989

Price: \$225,000

Price Per SF: \$94

Realtor Chris Carothers,

Hickman Realty Group, (800) 748-9254



Additional Properties

Outside

Opportunity Zones



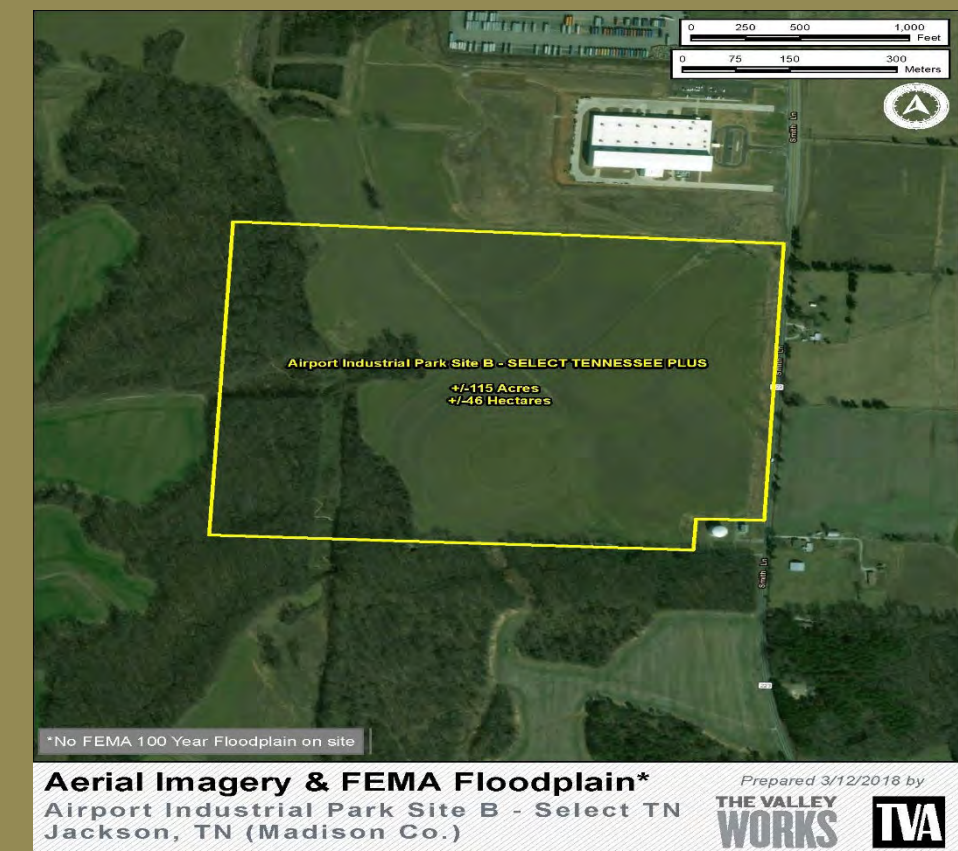


# Airport Industrial Park, Site B



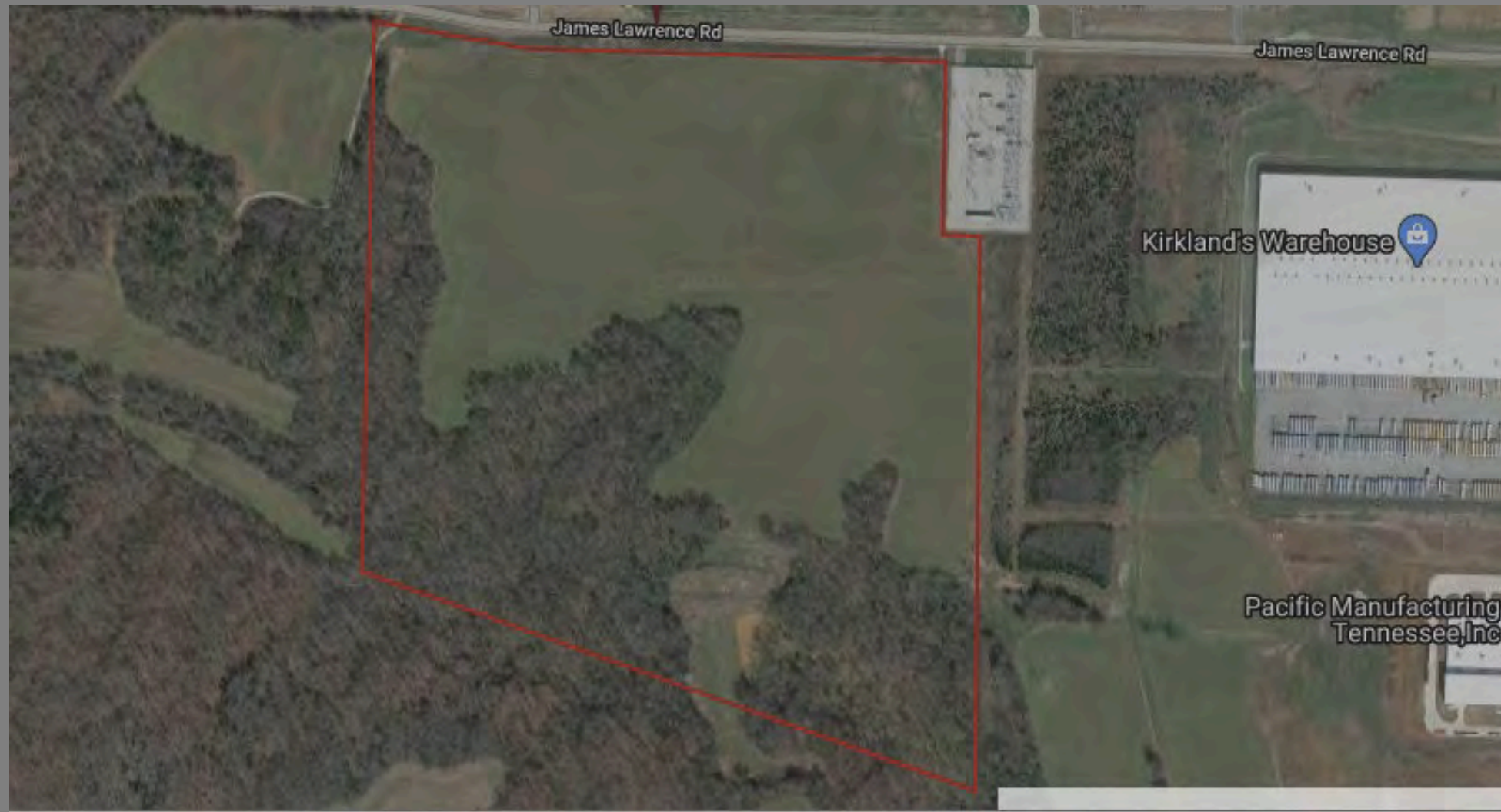
Smith Lane / James Lawrence Road  
Jackson, TN 38301

- Property Zoning - Industrial
- Sale Type - Public Ownership
- Total Lot Size - 115 AC
- No. Lots - 1
- Type - Land
- Previous Use - Agricultural





# Airport Industrial Park, Site A



Smith Lane / James Lawrence Road  
Jackson, TN 38301

The site is receiving the Certified Site designation based on the presence of all utilities at the site, an estimate for site grading, and no known environmental issues that cannot be reasonably avoided.

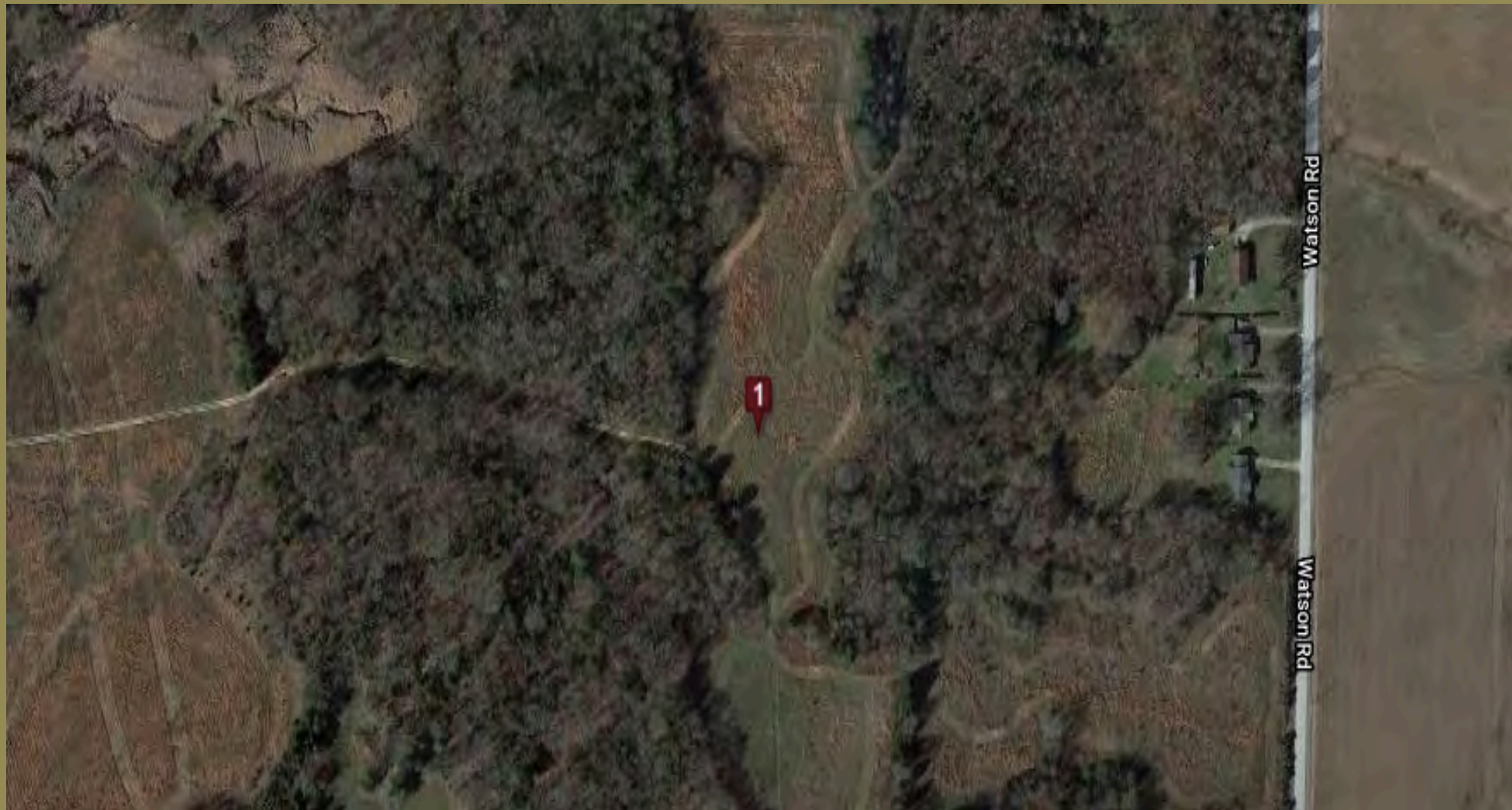
- Property Zoning - Industrial
- Sale Type - Public Ownership
- Total Lot Size - 103 AC
- Buildable Acres/Coverage - 70 AC
- No. Lots - 1
- Type - Land
- Previous Use - Agricultural





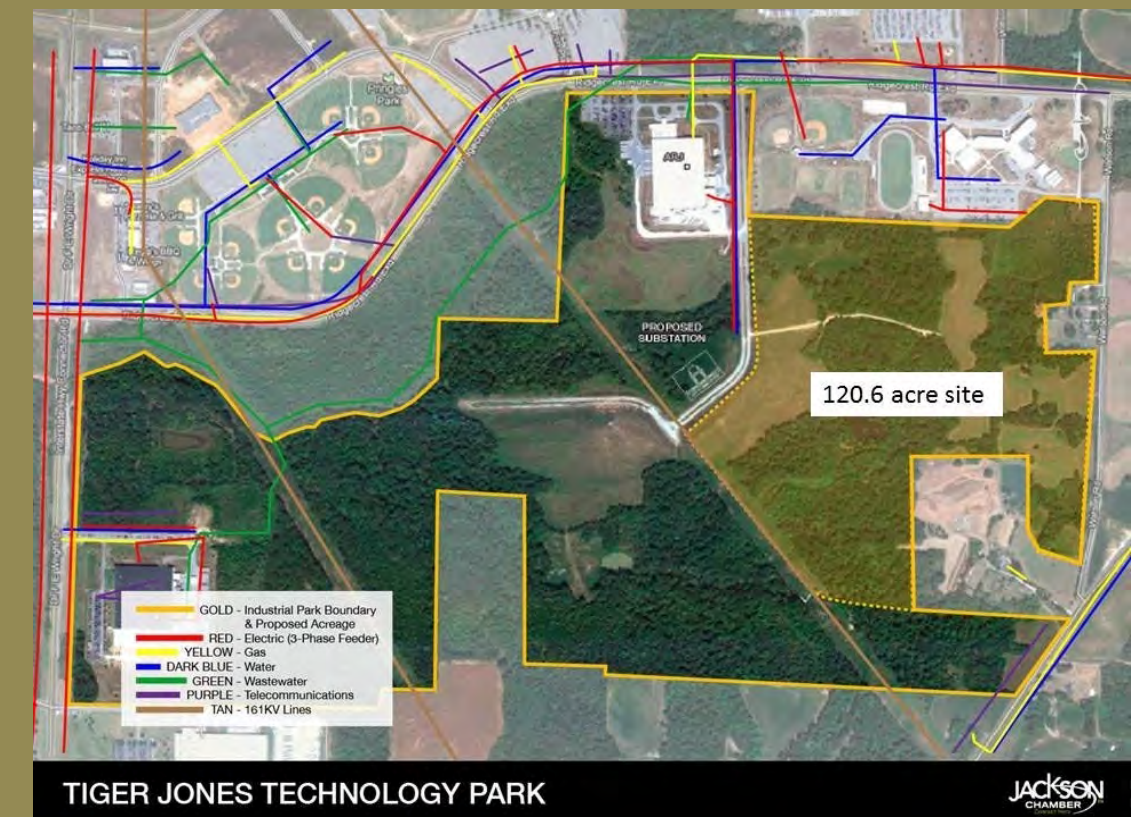
# Primary Data Center Site: Tiger Jones Technology

Ridgecrest Road Extended  
Jackson, TN 38305



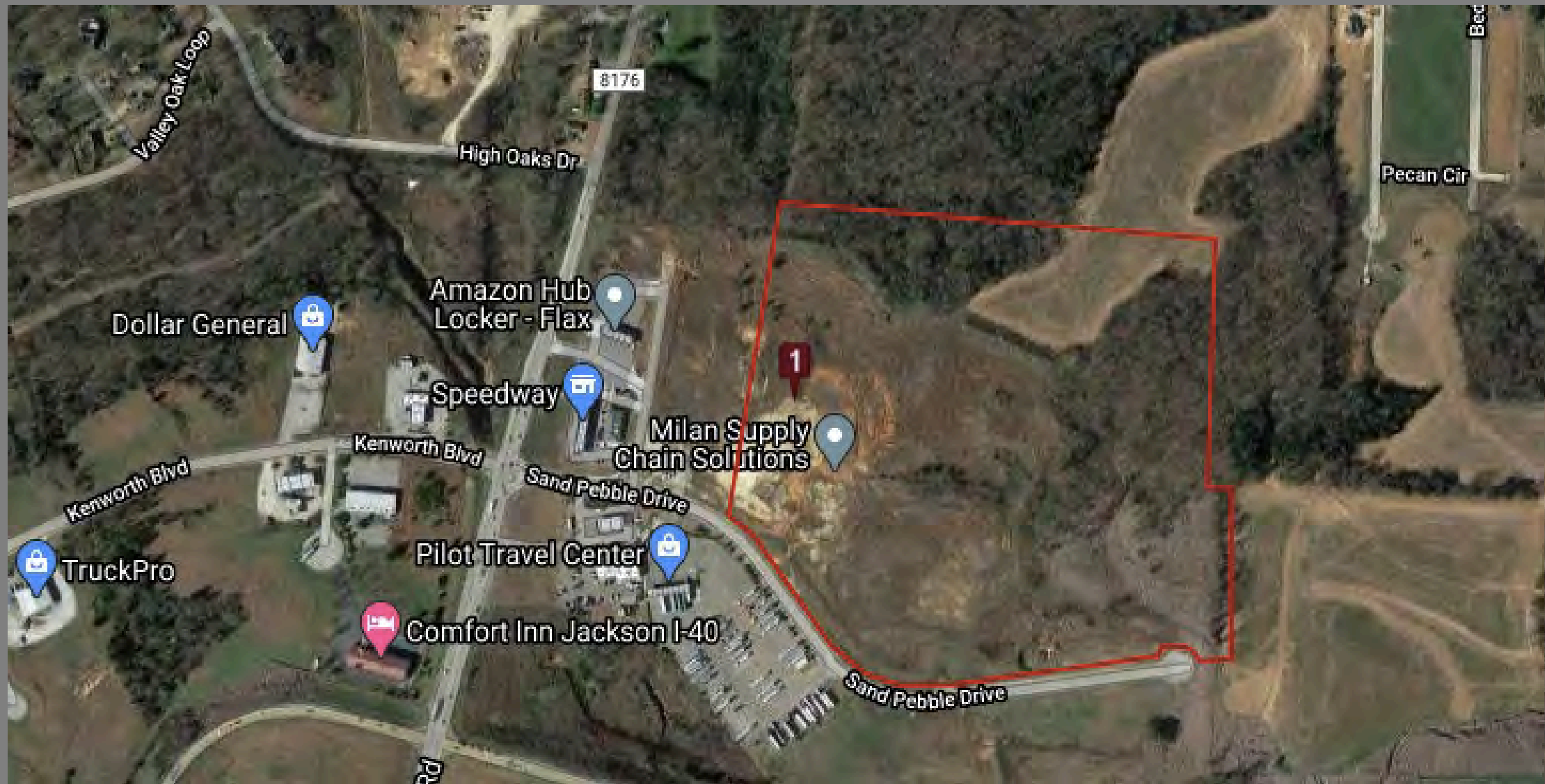
- Price - \$75,000
- Property Zoning – Light Industrial
- Sale Type - Public Ownership
- Total Lot Size – 120.6 AC
- Type - Land

- 2 substations from 2 different 161 KV lines provide service to the park (distribution into the park is underground)
- 6.4 miles from nearest PoP, offering service from multiple providers on three separate redundant fiber loops
- Site is within a developed technology park
- Utility infrastructure is currently in place in the park
- Updated environmental reports
- During certification period, the site exhibited some of the most extensive and redundant fiber infrastructure observed by Deloitte Consulting group



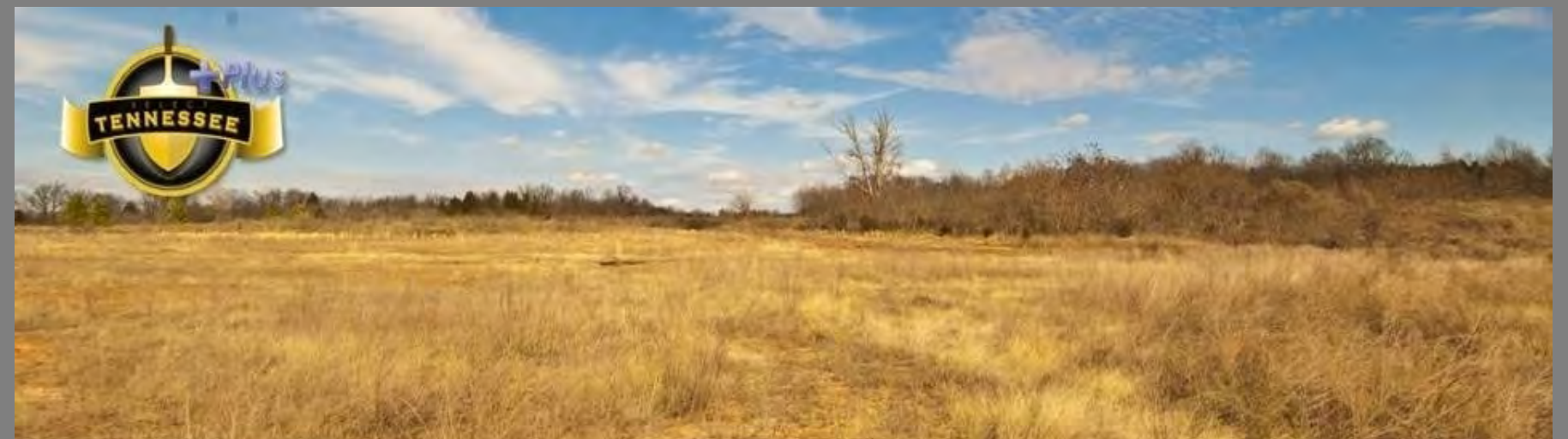


# Sandstone Village Site



- Price - \$100,000 (negotiable)
- Property Zoning – IO Wholesale & Warehouse
- Sale Type - Private Ownership
- Lot Size – 45.13 AC
- Type - Land

Christmasville Road / Sandpebble Drive  
Jackson, TN 38305





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# Contact

Mandy White

Senior Vice President

Economic Development

[mwhite@jacksontn.com](mailto:mwhite@jacksontn.com)

731-422-9152 direct

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# Sources

Jackson Chamber, [jacksontn.com](http://jacksontn.com)

Tennessee Economic and Community Development, [tnecd.com](http://tnecd.com)

TVA Properties, [properties.tvasites.com](http://properties.tvasites.com)

U.S. Census Bureau

West Tennessee Industrial Association, [wtia.org](http://wtia.org)

Opportunity Zones Database, [opportunitydb.com/location/tennessee](http://opportunitydb.com/location/tennessee)