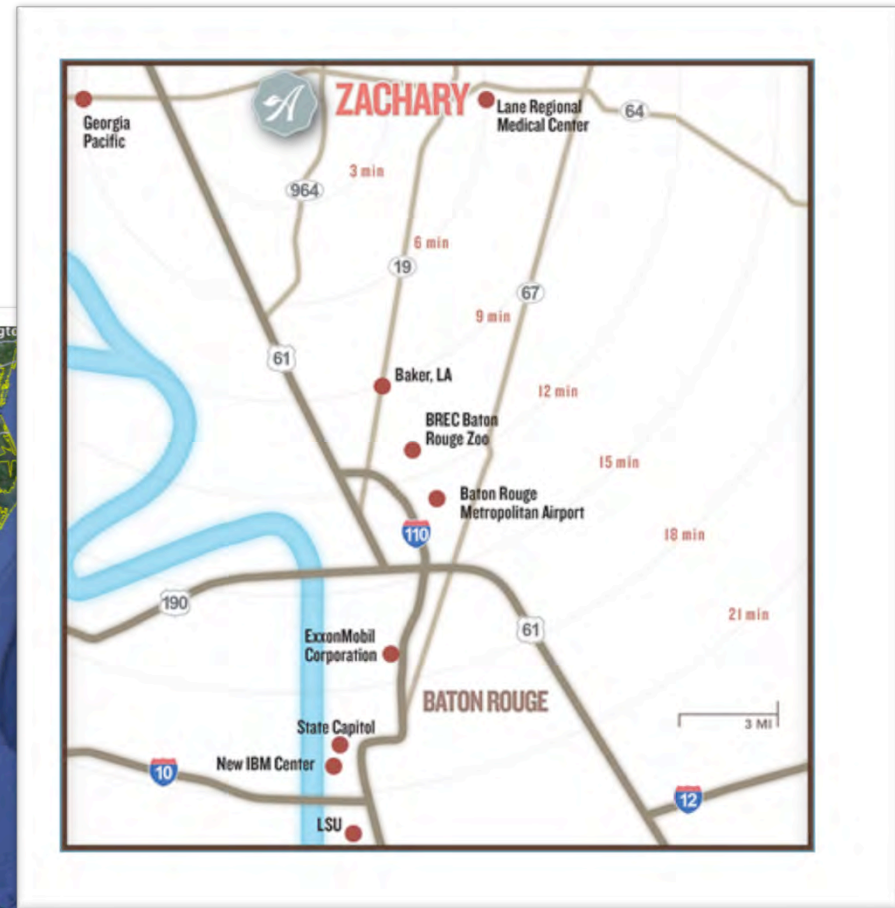
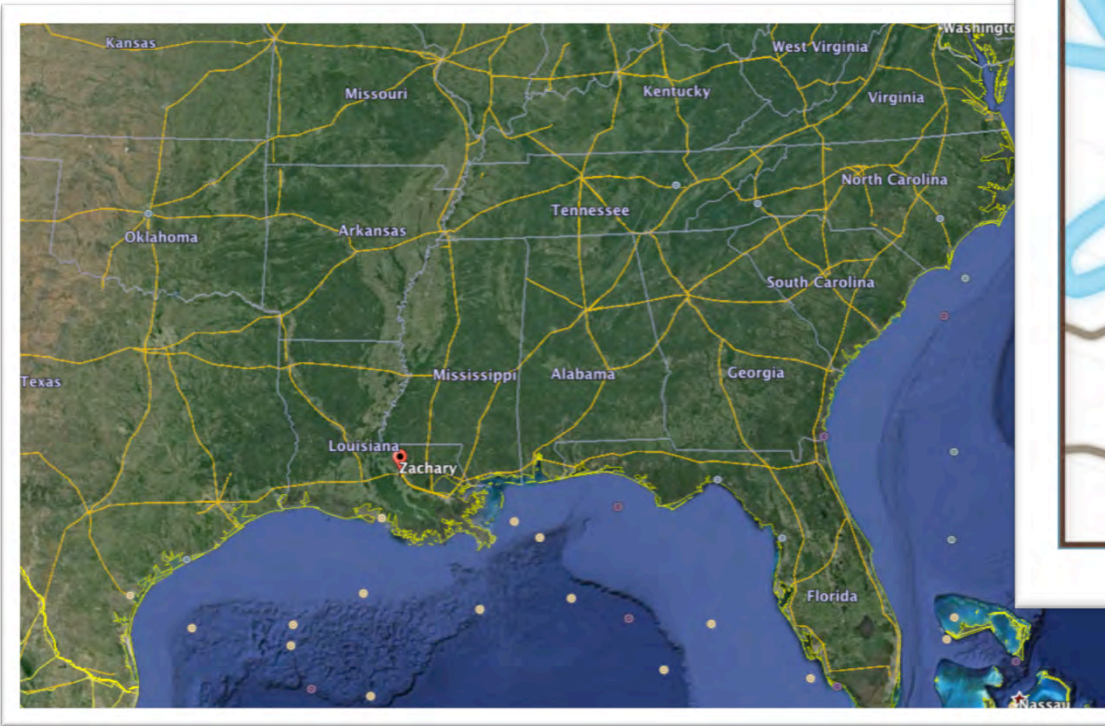
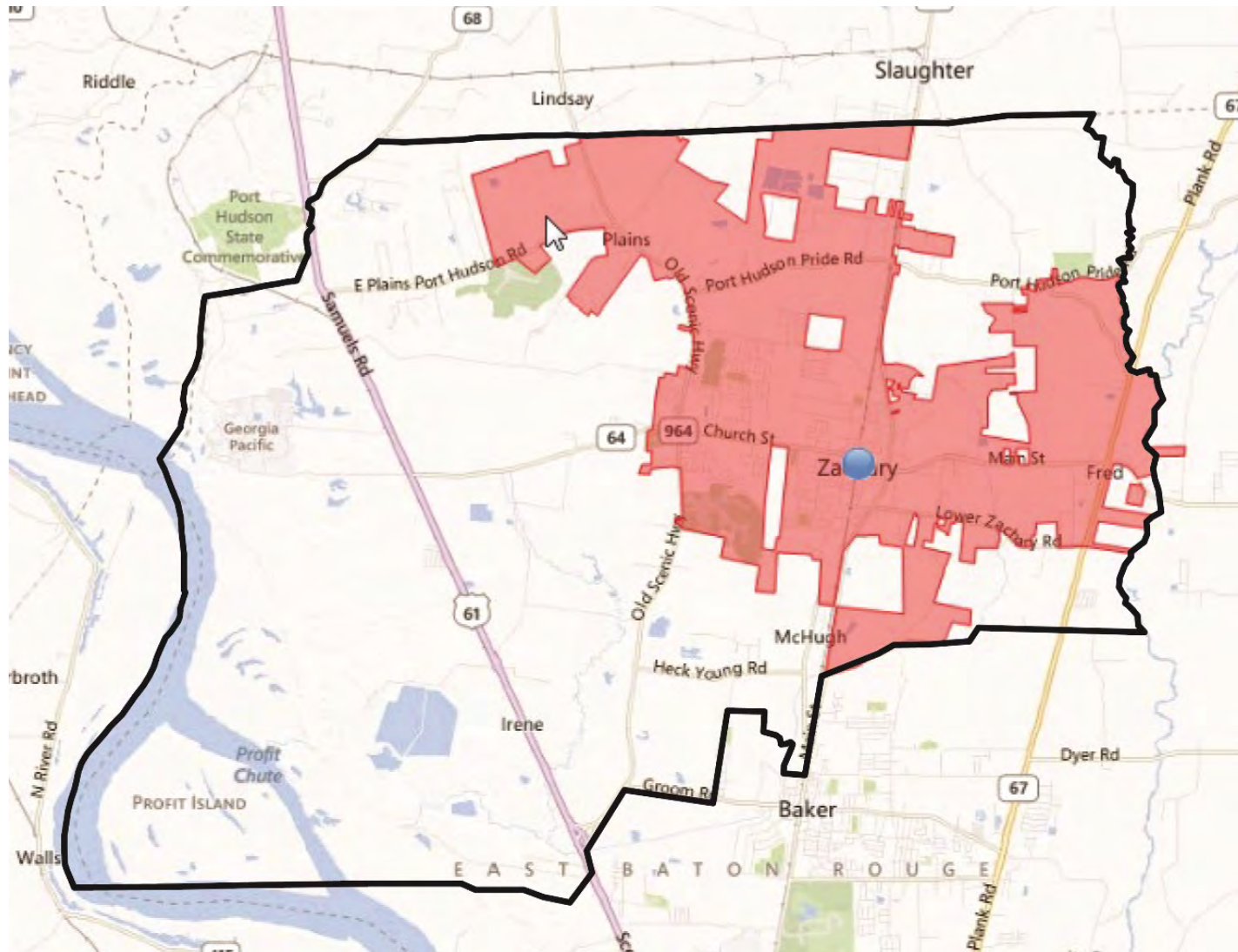


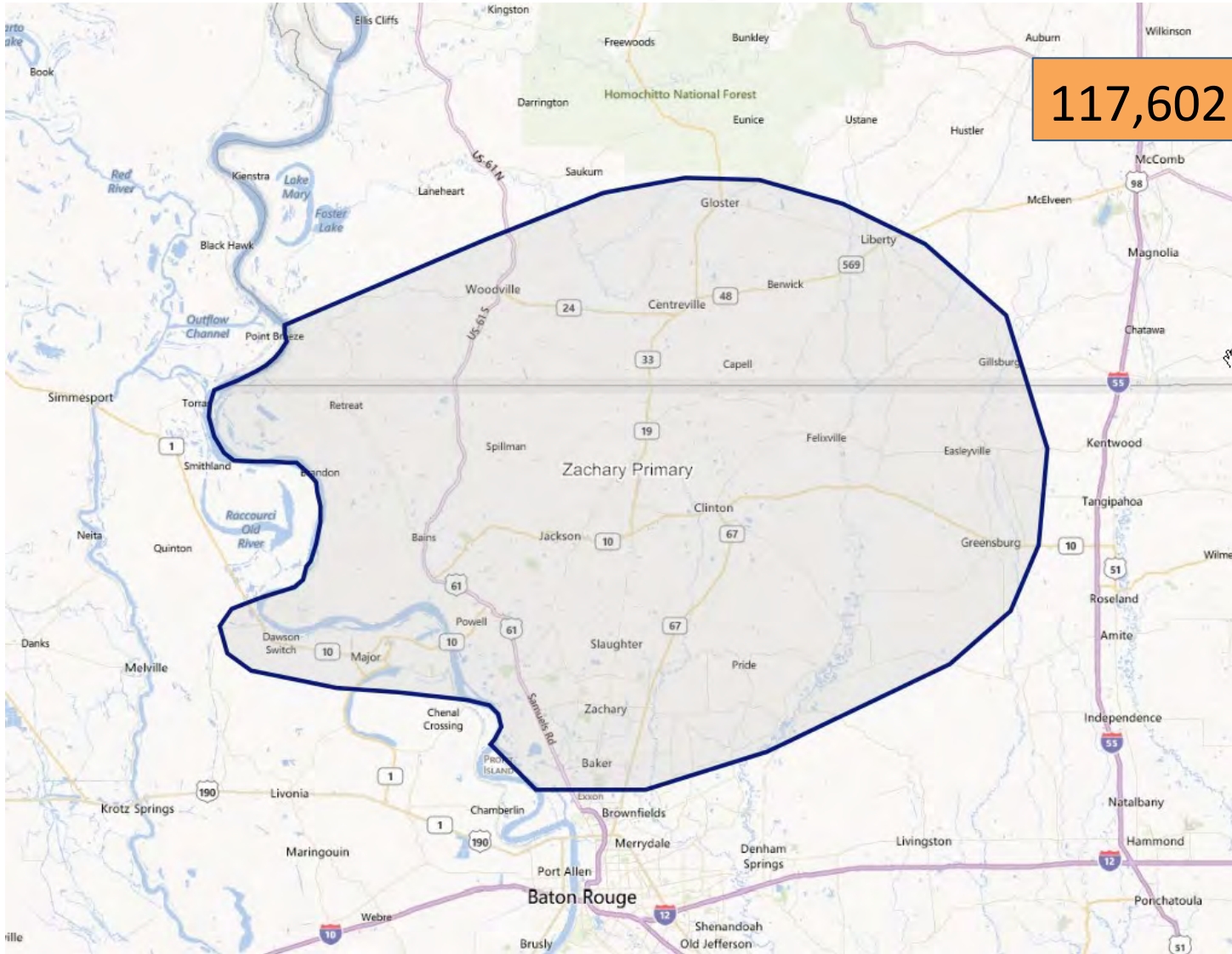
Zachary is a suburban community with a high quality of life located only 14 miles north of downtown Baton Rouge, LA with great employment and educational opportunities



The City of Zachary is 24 square miles (red boundary) and has a Zone of Influence and Zachary Community School District (black boundary) that covers a much larger area



Zachary Primary Trade Area



The trade area indicates the people shopping, dining, and using healthcare services in Zachary

Source: Retail Attractions, 2013

Population trends & Continued growth projections

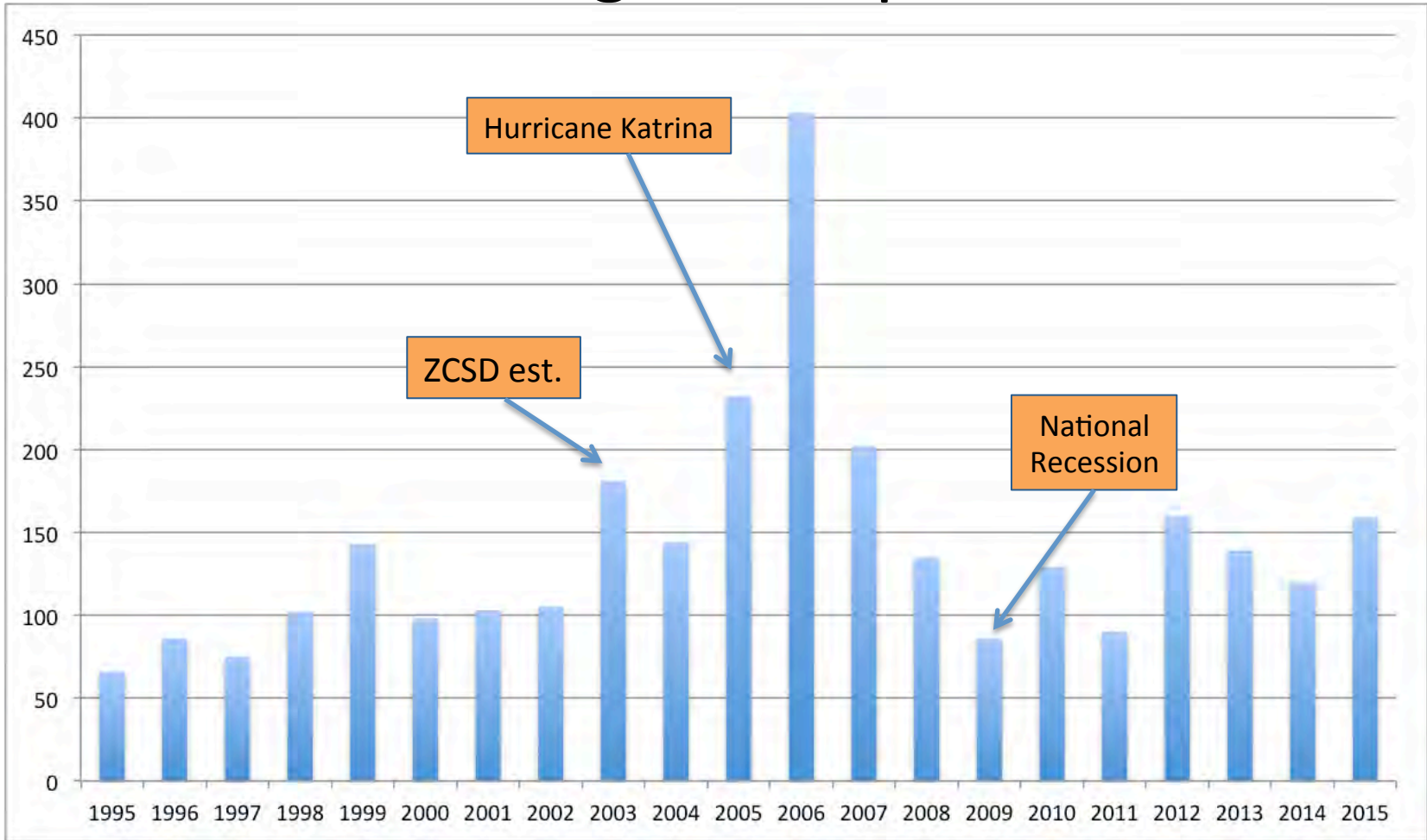
	Estimated 2016 Population	Change 2010-16	Projected Annual Change 2016-17
Zachary City Limits	16,174	8.1%	2.60%
Zachary Trade Area	117,602	0.60%	0.10%

Source: US Census, Louisiana State Treasurer's Office, Nielsen Claritas

	Estimated 2020 Population	Projected Change 2016-20
Zachary City Limits	17,076	5.6%

Source: Economic Modeling Specialists Intl. (EMSI), April 2016

Residential growth as indicated by new housing development

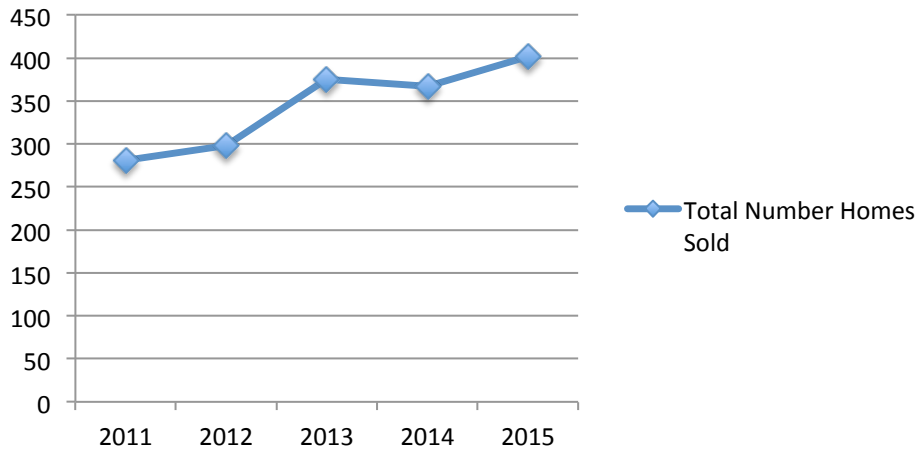


Graph does not include 438 luxury apartment units built in 2007 & 2015

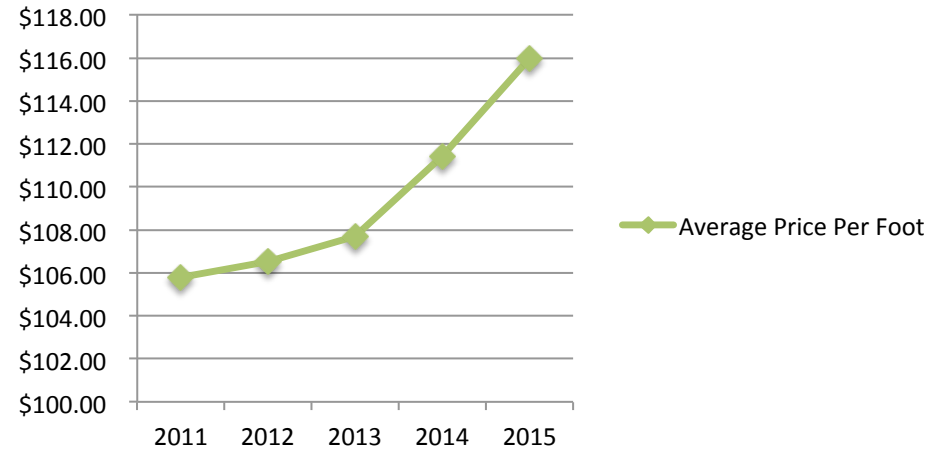
Source: City of Zachary residential building permits

Residential growth as indicated by home sales from 2011-2015

Total Number Homes Sold

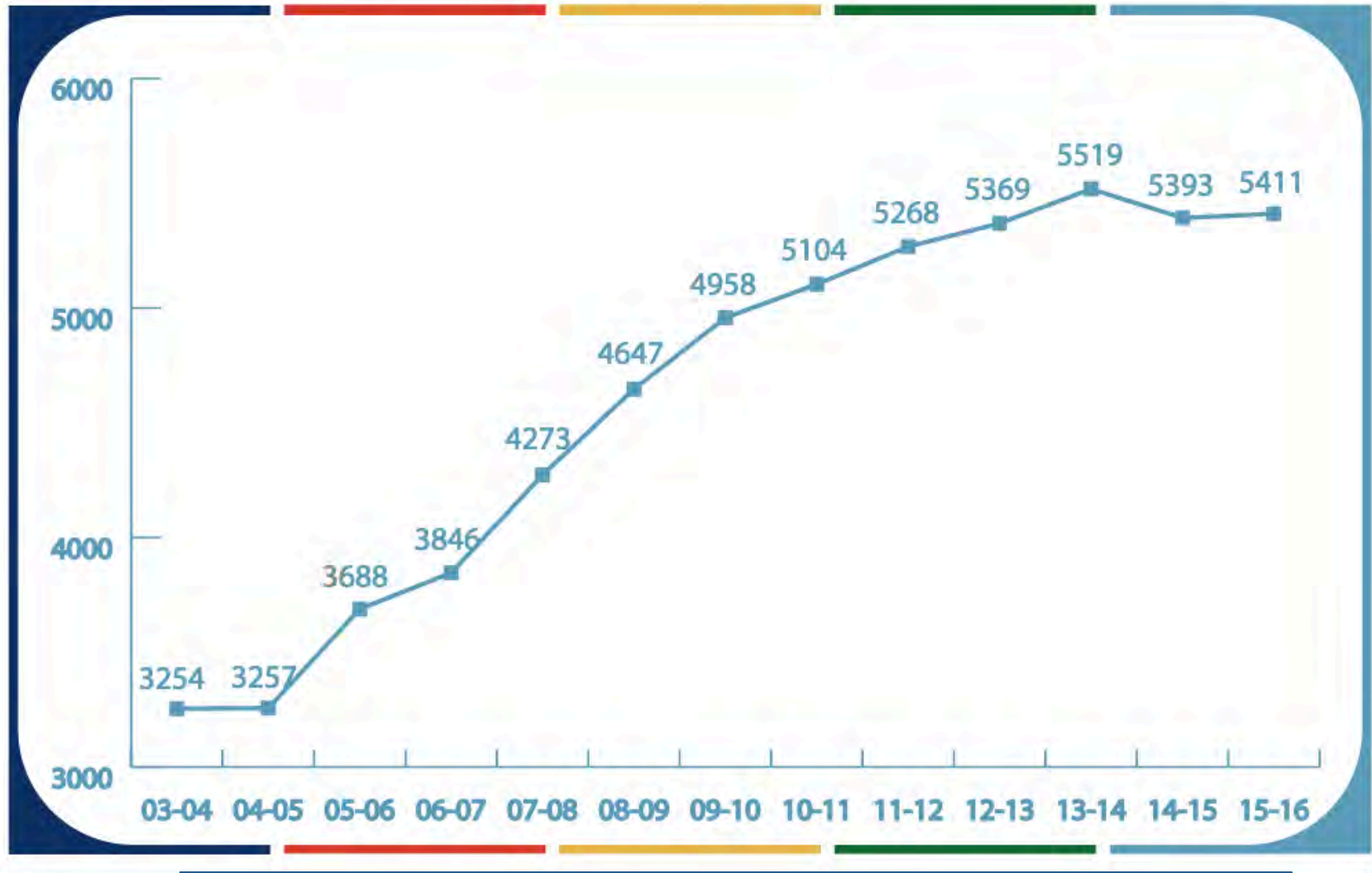


Average Price Per Foot



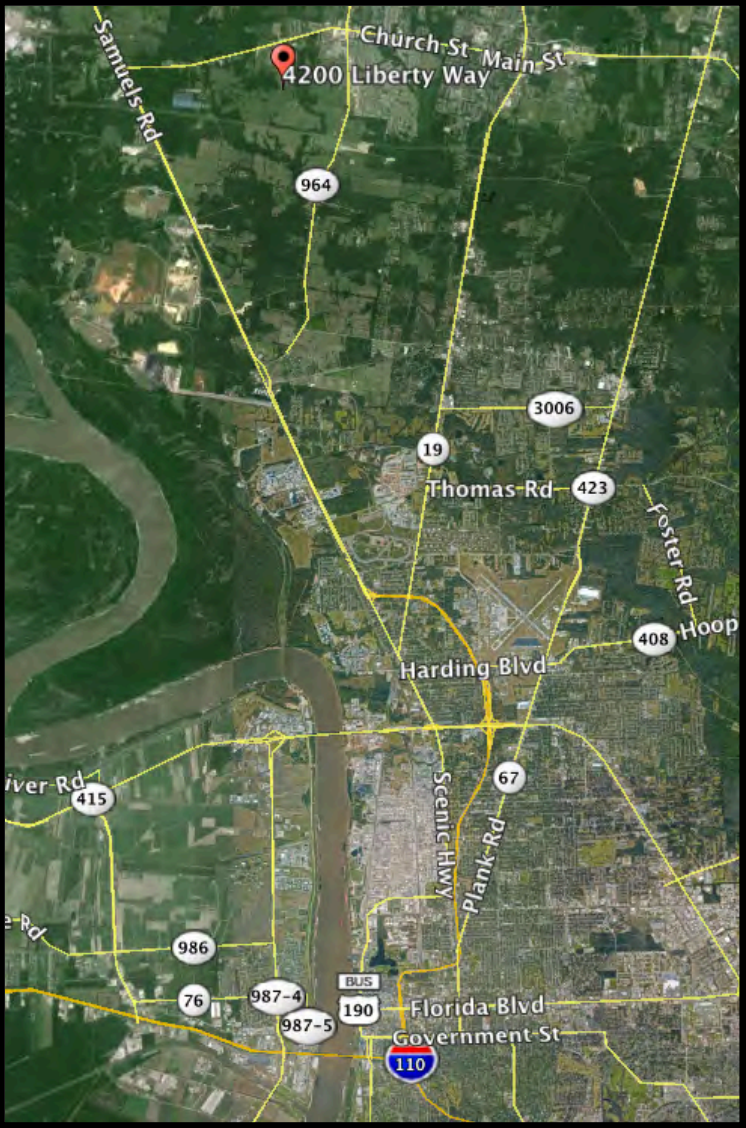
	2011	2012	2013	2014	2015
Total Number Homes Sold	281	298	375	367	402
Average Price Per Foot	\$105.78	\$106.54	\$107.69	\$111.45	\$115.99
Average Sales Price	\$214,316	\$220,207	\$212,633	\$237,392	\$244,435

Zachary Community School District Student Enrollment Growth



ZCSD has been the #1 district in Louisiana for 11 consecutive years

Zachary offers the best commute times in the Baton Rouge region

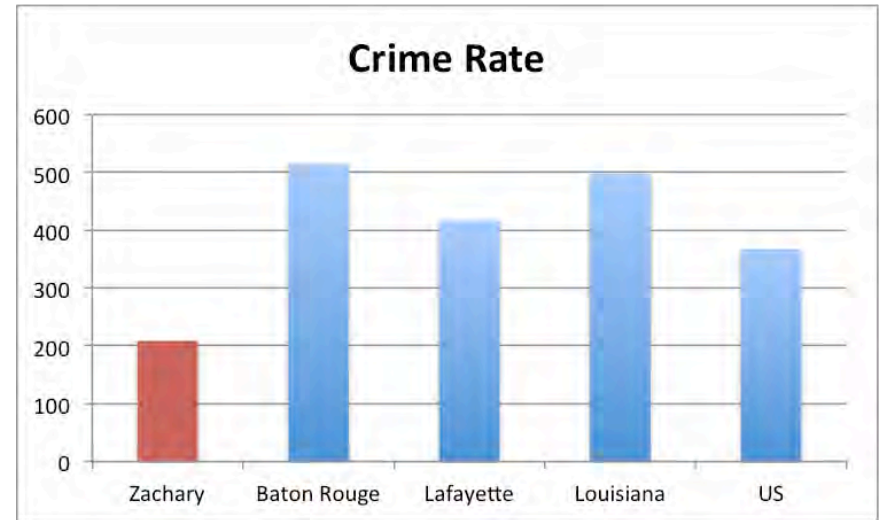
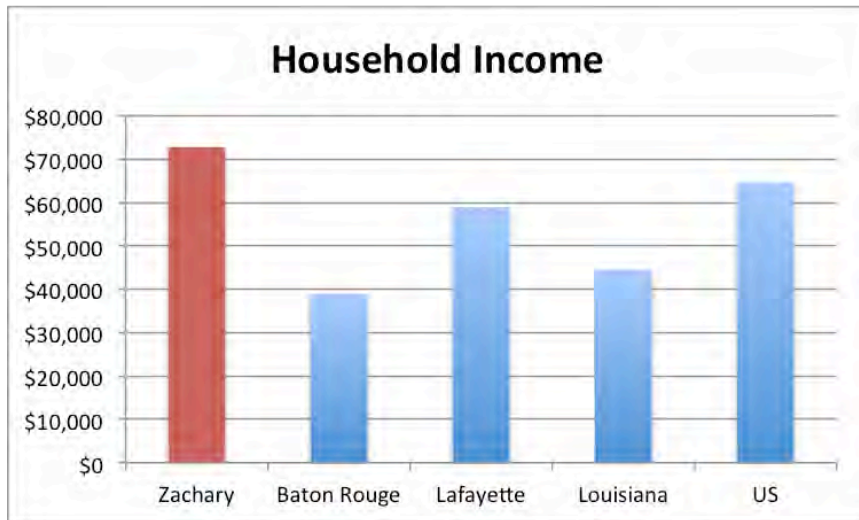


Actual drive times from the Americana Development as compared to other popular residential locations in the Baton Rouge region (4200 Liberty Way, Zachary, LA)

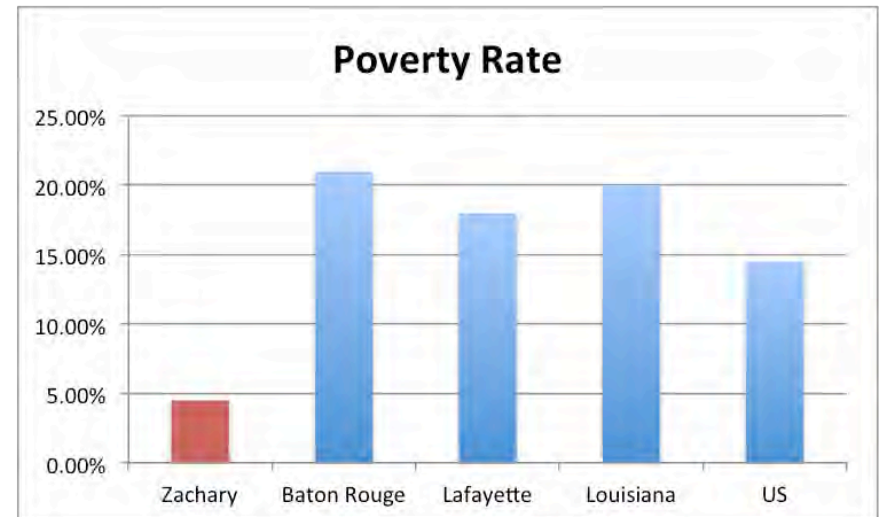
RUSH-HOUR TRAFFIC TIMES TO & FROM BATON ROUGE

AM DRIVE TIME	START	END	TIME
Americana to Downtown	7:31 am	7:49 am	0:18
College Dr. to Downtown	7:43 am	7:54 am	0:11
Siegen Ln. to Downtown	7:54 am	8:16 am	0:22
Juban Rd. Livingston to Downtown	7:30 am	8:11 am	0:41
Hwy 30 Gonzales to Downtown	7:35 am	8:45 am	1:10
PM DRIVE TIME	START	END	TIME
Downtown to Americana	4:30 pm	4:49 pm	0:19
Downtown to College Dr.	4:21 pm	4:38 pm	0:17
Downtown to Siegen Ln.	4:37 pm	5:04 pm	0:27
Downtown to Juban Rd. Livingston	4:50 pm	5:39 pm	0:49
Downtown to Hwy 30 Gonzales	4:45 pm	5:32 pm	0:47

Zachary has one of the highest household incomes, the top public schools, the lowest crime and poverty rates. These factors continue to win the city awards and high livability rankings



- ✧ **#1 Schools.** The Zachary Community School District has ranked #1 in the State of Louisiana for the past 11 consecutive years
- ✧ **Top 10 Best Towns for Families.** *Family Circle Magazine* selected Zachary out of 33,000 cities nationwide in the 2012 edition
- ✧ **"Best Cities to Raise a Family"** Ranked 2nd by *CreditDonkey* in 2014
- ✧ **Zachary Youth Park** - Nationally awarded 2013 Pioneer Athletics "Field of Excellence" for its top quality athletic fields



Access to excellent healthcare

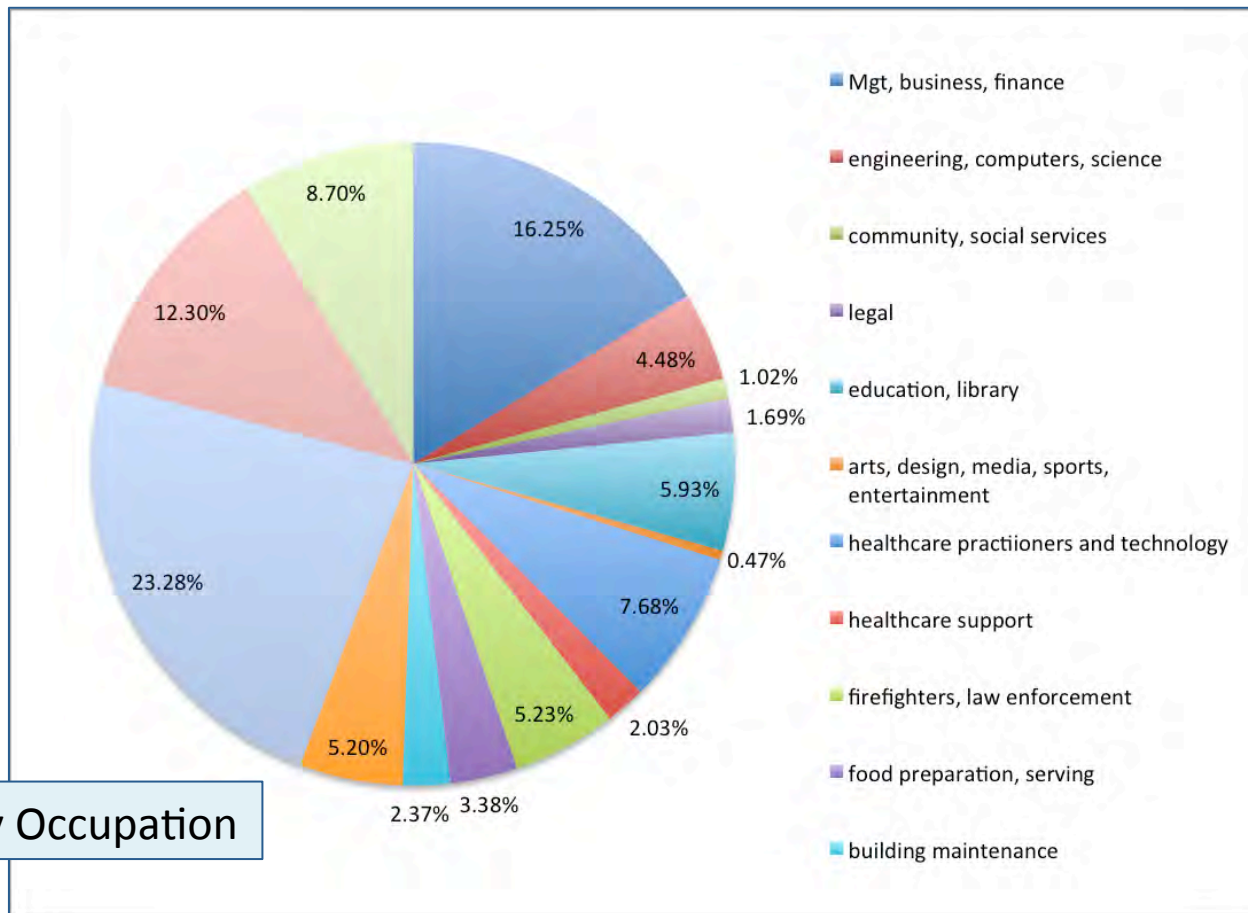
- ✧ **Lane Regional Medical Center**, Zachary's full service hospital, offers a full range of inpatient and outpatient diagnostic services, such as Cardiology, Oncology, Orthopedics, Labor & Delivery, Rehabilitation, General Surgery, Home Health, Behavioral Health, Diabetes, Wound Care, Emergency Services and After-Hours Urgent Care.
- ✧ **Cardiovascular Institute of the South** is one of the nation's most respected groups of cardiologists, representing nearly every specialty in heart and vascular medicine.
- ✧ **Zachary Surgical Center** is an 8,300 square foot state-of-the-art facility specifically designed for outpatient procedures with two well-equipped operating rooms and one procedure room.
- ✧ **Our Lady of the Lake Physician Group** is one of the area's largest physician networks throughout 40 locations. In addition to primary care, this experienced group of doctors specializes in the diagnosis and treatment of a broad range of illnesses and complex medical problems.
- ✧ **Southeast Community Health Systems** is a federally-qualified health center (FQHC) which is federally and state funded to provide primary and preventative care in four rural-based communities



As a thriving suburban community with a high household growth rate, increased business locations are a top priority for Zachary

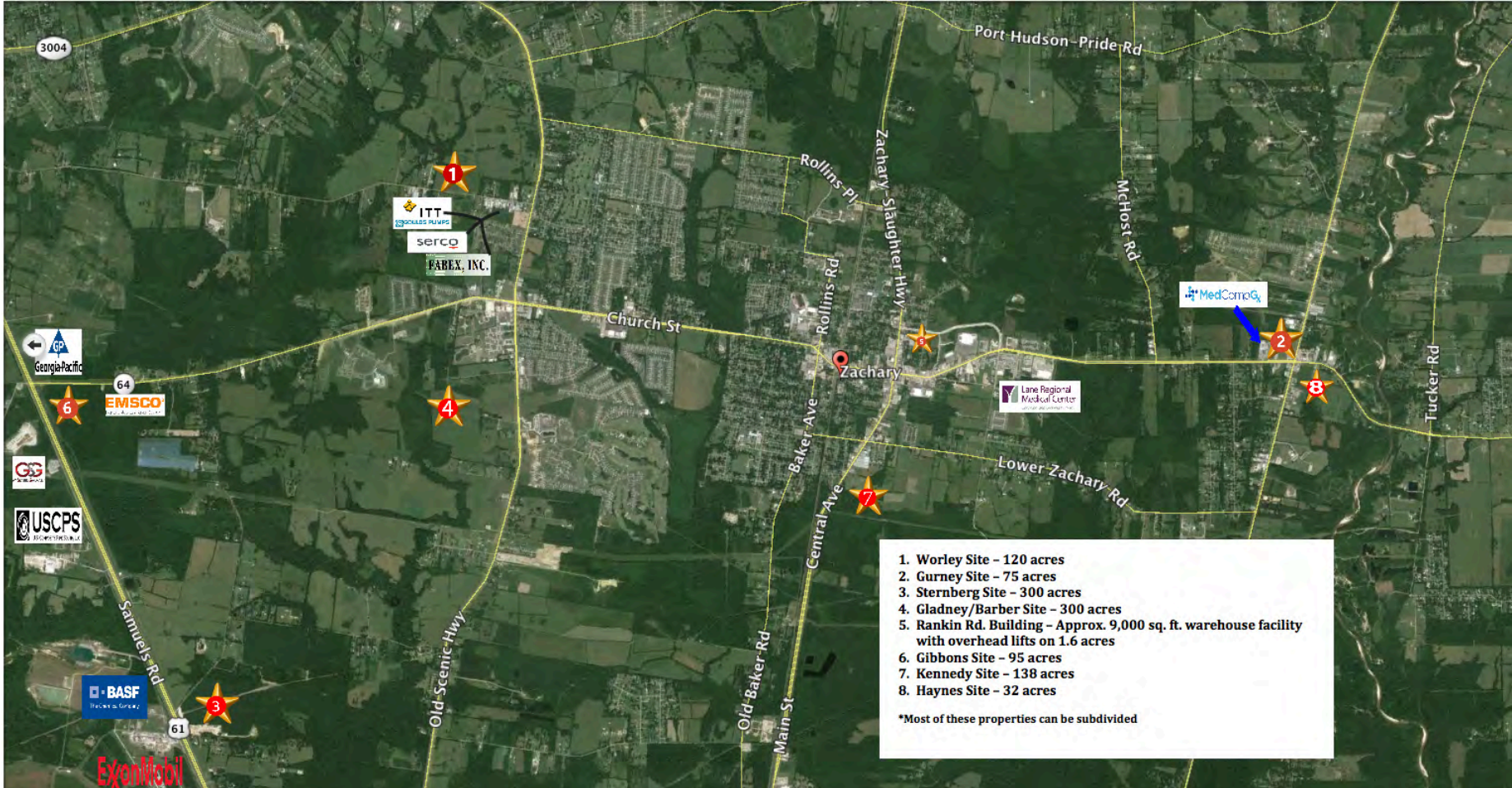
Recent job growth: 3%

Future Job Growth: 42%



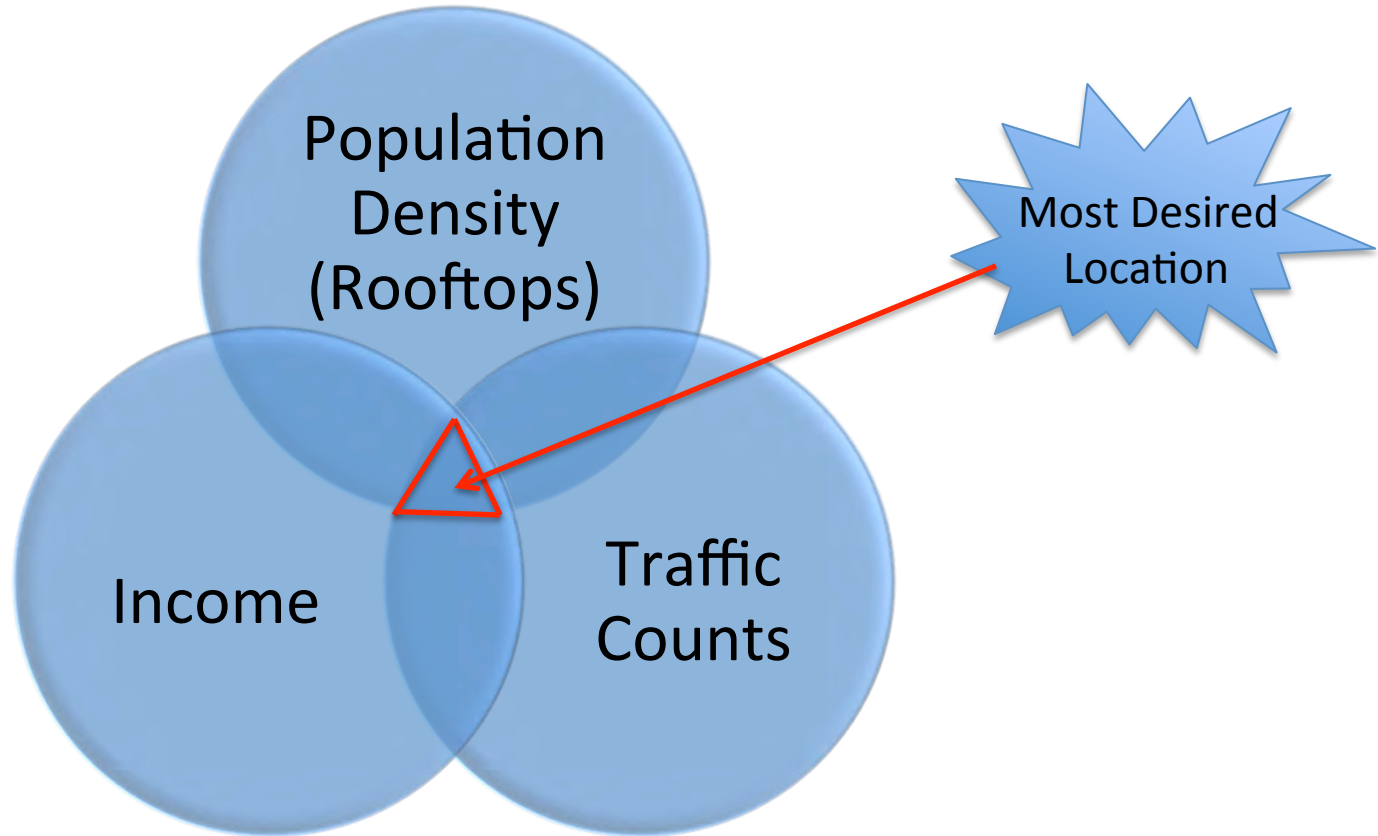
Population by Occupation

The Zachary area is home to many industrial businesses with high quality industrial sites available



As a thriving suburban community with a high household growth rate, increased retail locations are a top priority for Zachary

LOCATION, LOCATION, LOCATION



**How do retailers
choose where to
locate?**

Retailers primarily consider the trade area population (customer potential), close proximity to those customers, traffic counts both vehicular & pedestrian, higher traffic flow along the street (advertising advantage) , and a higher income area indicating that customers have more discretionary income to spend. They will choose the location that offers them the best mix of these factors at a price point consistent with market pricing in the geography and their business/retail segment.

There are many existing national retailers and excellent available properties and customer traffic for future retail offerings

2015 Average Home Sales Price: \$244,435



TRADE AREA POPULATION: 117,602

 **ZACHARY YOUTH PARK**
This park hosts an average of 20 baseball & softball tournaments a year drawing 2,000 families here each tournament weekend.

PROPERTIES:

- | | |
|---|---------------------------|
| 1. Church St (Hwy 64) | 6. Main St (Hwy 64) Tract |
| 2. Church St (Hwy 64) | 7. Americana Site |
| 3. Prime Development Tract - Church St | 8. Hwy 64 and Plank Rd |
| 4. Development Tract - 20002 Scenic Hwy | 9. Church St (Hwy 64) |
| 5. 5555 Main St | |

Why Sit in Traffic When You Can Live in Zachary?



If you are considering a new location to live, work, or play; think Zachary, a Smart+ Place to call home.

