




ECONOMIC  
DEVELOPMENT  
PARTNERSHIP of  
NORTH CAROLINA

# NC Selectsite Readiness Program

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# Program Overview

# Program Background

## Program Background

The General Assembly has established a Selectsite Readiness Program (SRP) to support the development of sites that will increase North Carolina's competitiveness the siting or expansion of major manufacturing projects in sectors that include, but are not limited to, the **aerospace, automotive, clean energy, food processing, semiconductor, and life science** industries. This Program is a counterpart to the Megasite Readiness Program (MRP) completed in 2023. The creation of the SRP recognizes that not all major manufacturing projects require the 1,000 acres minimum needed to qualify as a megasite.

The Economic Development Partnership of North Carolina ("EDPNC") engaged Site Selection Group, LLC ("SSG") and Thomas & Hutton ("T&H") to develop and manage the SRP in order to identify up to fifteen (15) Selectsites best positioned to successfully serve major advanced manufacturing projects. These Selectsites would receive increased development and marketing support from the state and the EDPNC.

A "Selectsite" is defined under law as "a parcel of contiguous property consisting of less than 1,000 acres that is viable for industrial development...." **The statute further requires that at least two (2) of the fifteen sites identified be less than 100 acres and an additional seven (7) of the fifteen sites be less than 500 acres.**

## Statutory Background

The statutory language establishing the SRP (S.L. 2023-134, section 11.12) is attached. Relevant features:

- A "selectsite" is defined under law as "a parcel of contiguous property consisting of less than 1,000 acres that is viable for industrial development...."
- The General Assembly has budgeted \$10 million in state fiscal year 2024-25 for assistance to the selectsites identified in this report to be used for the "support of local governments or a partnership of local governments in conducting due diligence, including, but not limited to, the following: site characteristics, preliminary engineering reports for water and wastewater provision to the site, assessments related to road and highway infrastructure to serve the site, and other assessments as needed."
- Assistance for the identified sites will be to local governments or a partnership of local governments. A partnership of local governments is defined to include either (i) a North Carolina nonprofit entity that is tax exempt under section 501(c)(3) of the Internal Revenue Code in partnership with one or more local governments or (ii) a group of local governments.

# Program Overview



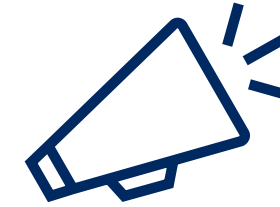
## Overall Program Objectives

- No overly burdensome criteria to participate
- Leverage key workforce and target industry data with eyes towards return on investment
- Enhanced development and marketing support for NC Selectsites
- Identify up to fifteen (15) Selectsites best positioned to successfully serve major advanced manufacturing projects in the aerospace, automotive, clean energy, food processing, semiconductor, and life science industries



## Applicant Eligibility

- Sites will ideally be a minimum of 50 contiguous, developable acres and not exceed 999 total acres.
- Publicly or privately owned
  - Municipalities
  - EDO's
  - Private landowner/developer
- Available for sale or lease (with a documented price and terms) to prospective industrial investors.
- **While site certification is not required to submit**, sites that demonstrate an ability to meet the minimum requirements of the North Carolina Certified Sites Program will be prioritized during the SRP.



## Call for Applications

- The EDPNC and SSG are seeking sites across North Carolina in order to have a **diversity of applications** related to:
  - Geographic diversity
  - Established industrial sites vs. "newer" market options
  - Rural vs. urban
  - Rail vs. non-rail served
  - Site characteristics (size, utilities, etc.)
- Interested applicants must submit a Request for Information (RFI) and basic supporting documents to be considered. SSG has tried to minimize the required documentation in order to facilitate accessibility and lower the barrier to entry.

# Program Eligibility

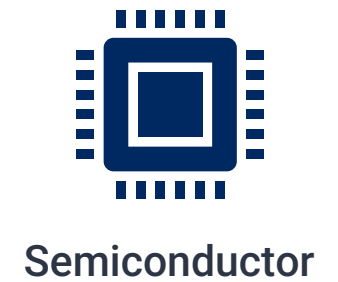
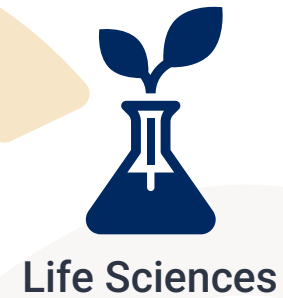
**Sites that demonstrate an ability to meet the minimum requirements of the North Carolina Certified Sites Program will be prioritized during the SRP. As such, the following factors should be considered as general evaluation guidelines to gauge a site's competitiveness within the SRP.**

1. The site should have an established price and terms for the sale or lease of the property that is guaranteed for at least two (2) years, and the ability to be under control within 90 days. The applicant must submit a letter from the owner or controlling entity stating a price and conditions of sale or lease.
2. Sites will ideally be at least 50 contiguous, developable acres and must not exceed 999 total acres. The presence of development limitations such as right-of-way, easements, wetlands, flood plain, environmental impact, etc. does not preclude a site from participating; however, such limitations will be considered during the evaluation.
3. The site should be zoned appropriately or be able to be rezoned for industrial use within 120 days (if applicable). The surrounding properties should also be compatible with industrial uses.
4. The site should be directly served or be able to be directly served by a road that is compatible with NCDOT standards for tractor/trailer access.
5. If intended to market as rail-served, the site should be served or be able to be served by rail within 24 months.
6. The site should be served or be able to be served by industrial quality power, a minimum of three-phase electric service, within 30 months.
7. The site should be served or be able to be served by natural gas infrastructure within 24 months.
8. The site should be served or be able to be served by public water service capable of providing up to 500,000 gallons per day based on the average flow within 24 months.
9. The site should be served or be able to be by a public wastewater system capable of processing a minimum of 300,000 gallons per day based on the average flow within 24 months.
10. The site should be served or be able to be served by fiber telecommunications infrastructure.

# Evaluation Lens: Competitiveness for Key Target Industries

## Focusing on Key Target Industries

Based on significant statewide project activity and strategic goals, the evaluation process will use key target industries as a lens through which to evaluate the current competitiveness of Selectsites and how those sites could be improved with proactive investment. Those industries include but are not limited to:



## Three Key Analyses

SSG will build project profiles for target industries and, much like a corporate project, use three key analyses to evaluate how sites score for each requirements. Not all communities and sites will score favorably on each, but each is a key component to better understand current and future competitiveness.

### Technical Site Analysis

Evaluation of the technical merits of each site including utility availability, site developability, transportation assets, and other factors.

### Cost Analysis

Evaluation of wages, utilities, taxes, land costs, site prep costs, etc.

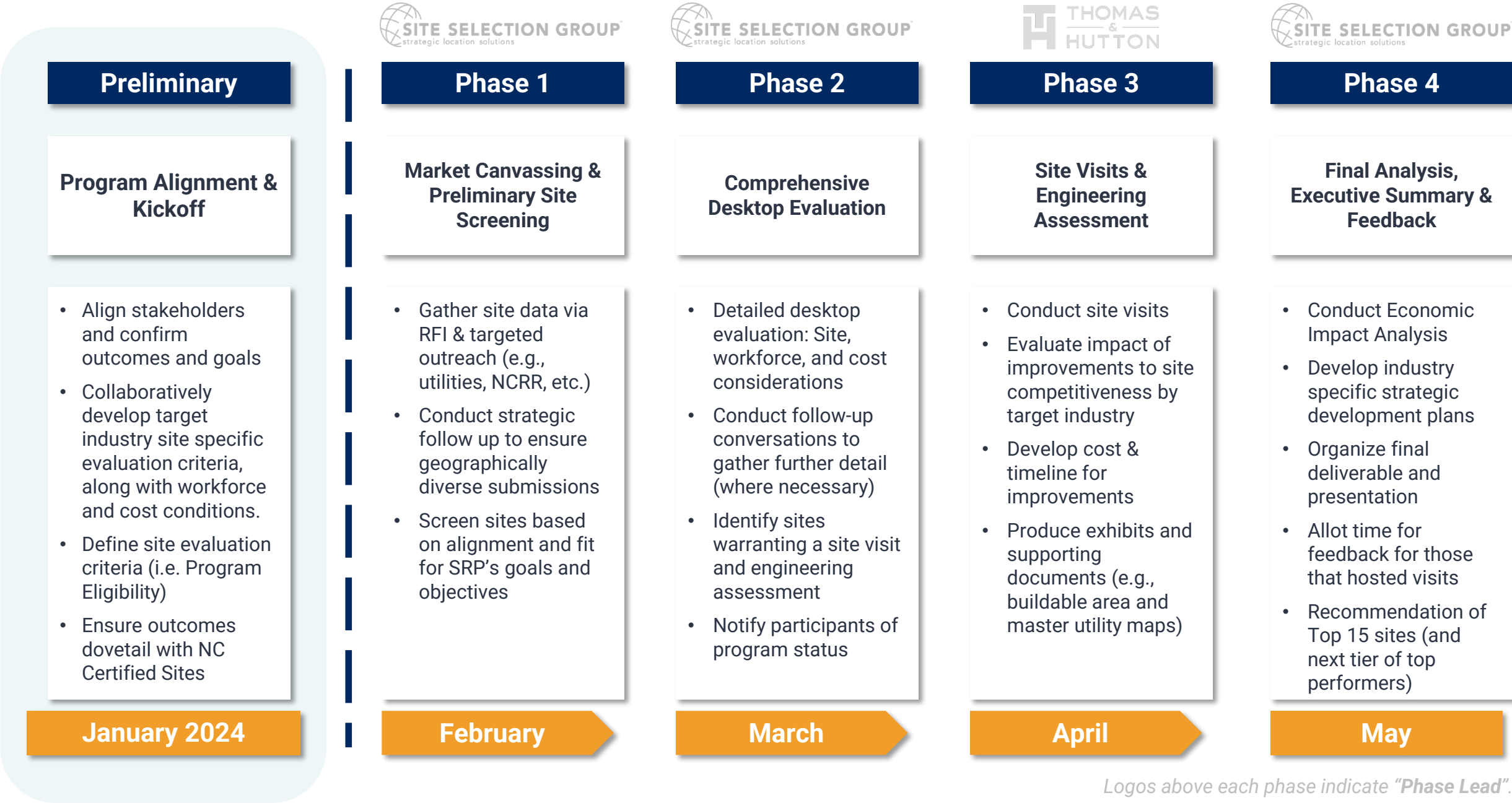
### Workforce Analysis

Evaluation of core demographics surrounding each site, target skill set availability, competition and labor demand, educational and training resources, and potential for industry clustering.

# Program Timeline & Instructions for Submission



# Program Process & Timeline



Logos above each phase indicate "Phase Lead".

# Instructions for Submission

Submit an electronic copy of the completed RFI Questionnaire (excel file, please do not pdf) and provide all of the Requested Attachments, listed in this document. These can be uploaded to Dropbox (or similar FTP site) and SSG will download the files. Submit all items in the order requested in separate files, with the appropriate file names.

**Send the electronic submission no later than 5:00 p.m. on Thursday, February 15<sup>th</sup> to the contacts listed at right.**

## NC Selectsite Readiness Program Schedule

<i>Schedule</i>	<i>Key Dates</i>
Program Webinar	January 29 <sup>th</sup> – 30 <sup>th</sup>
Program Materials Distributed	Wednesday, January 31 <sup>st</sup>
<b>Deadline for RFI Submission</b>	<b>Thursday, February 15<sup>th</sup></b>
Site Visits	Late March/Early April
NC Selectsites Announced	May 2024

### Key Contacts:



#### **Garrett Wyckoff** | EDPNC

- Manager, Product Development
- [garrett.wyckoff@edpnc.com](mailto:garrett.wyckoff@edpnc.com)



#### **Chris Schwinden** | Site Selection Group

- Partner
- [cschwinden@siteselectiongroup.com](mailto:cschwinden@siteselectiongroup.com)



#### **Dewey Evans** | Site Selection Group

- Director
- [devans@siteselectiongroup.com](mailto:devans@siteselectiongroup.com)



#### **Timothy Downs** | Thomas & Hutton

- Regional Director – NC Economic Development
- [downs.t@tandh.com](mailto:downs.t@tandh.com)

# Requested Attachments

# Requested Attachments

To assist SSG in efficiently reviewing all the critical materials, please submit items in the order listed in this below. Please submit electronic attachments as separate files, clearly labeling each file with the Attachment number and title listed below. For example, the first attachment should be named “1 – RFI Questionnaire”, and the second attachment “2 – KML/KMZ of Property Boundary”.

All maps should show a scale, a directional arrow, clear boundaries of the site (boundaries should clearly show only the property being proposed for evaluation), and a date. All letters should be on the appropriate letterhead and include a date and a signature.

1. **RFI Questionnaire** – (please complete and submit the Excel RFI)
2. **KML/KMZ of Property Boundary** – please provide a KML/KMZ file outlining the property boundaries.
3. **Aerial photograph** - with property boundaries clearly identified.
4. **Property availability** - Documentation that ensures that the property is available. This should be one of the following:
  - An appropriate real estate listing agreement authorizing an agent to offer the property for sale;
  - An exclusive option to purchase; **-or-**
  - If the property owner is also the applicant, a letter from the owner (or its authorized representative) indicating the intent to sell or lease the property for industrial uses.
5. **Owner letter with price** - Letter from the owner or controlling entity stating a price and conditions of a sale or lease. (This letter can be combined with documentation in Attachment 4, if applicable.)
6. **County tax parcel map** - with tax parcel identification numbers depicting the location and property boundaries.
7. **Zoning map & description** - Map illustrating the current zoning for the property and surrounding area with property boundaries identified. If there is no zoning in the jurisdiction, attach a comprehensive or long-range plan and/or map. If there is zoning in the jurisdiction, provide the property’s current zoning description and outlines the acceptable uses. If the zoning for the area surrounding the property is different than the zoning for the property itself, a description of allowable uses under current zoning classifications for surrounding property should also be submitted.
8. **Rail provider letter** - Letter from the rail provider indicating its feasibility and willingness to provide rail service to the property (if property is marketed as rail-served). If available, also provide an estimated cost and schedule for extending rail to the property (if applicable).

# Requested Attachments

**9. Infrastructure map(s)** - Infrastructure map(s) with property boundaries identified indicating the following:

- The location and voltage of the nearest electric infrastructure serving the property.
- The location and size of the nearest natural gas distribution line(s) serving the property.
- The location and size of the nearest water line(s) serving the property.
- The location and size of the nearest wastewater line(s) serving the property.
- The location of the nearest telecommunication infrastructure serving the property.

*Please note that Attachment 1 – RFI Questionnaire has dedicated sections related to Electric, Natural Gas, Water, Wastewater, and Telecomm, that should be completed by the utility providers to ensure accurate information.*

**10. Provide a copy of any due diligence that has been completed on the property. This includes but is not limited to:**

- Phase I ESA
- Wetlands Delineation
- Threatened and Endangered Species Survey
- Archaeological and Historical Investigation
- Geotechnical Assessment
- Boundary Survey
- Master Conceptual Plan(s)



8235 Douglas Avenue | Suite 500 | Dallas, TX 75225

[siteselectiongroup.com](http://siteselectiongroup.com)