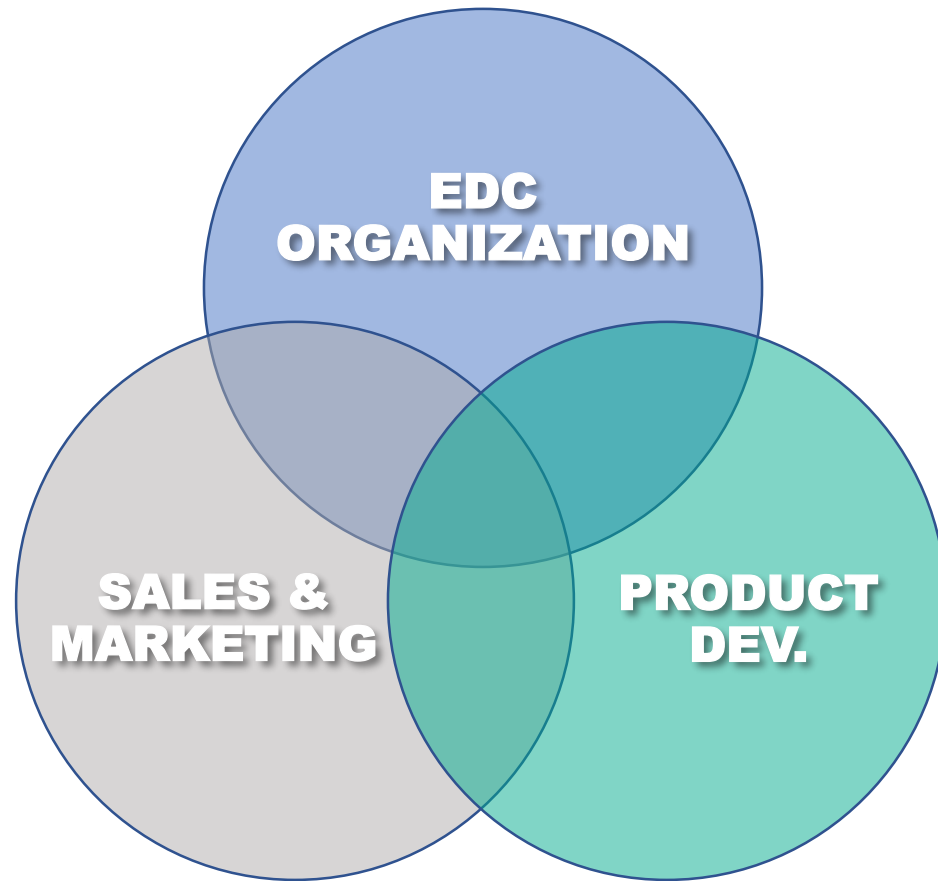


# Triangle Innovation Point West

A PUBLIC/PRIVATE ECONOMIC DEVELOPMENT PROPOSAL  
Chatham County Commissioner's Workshop | August 17, 2020

# Prepared Communities Win



## SITES AND INFRASTRUCTURE

- Pad Ready Sites
- Shell Buildings

## WORKFORCE DEVELOPMENT

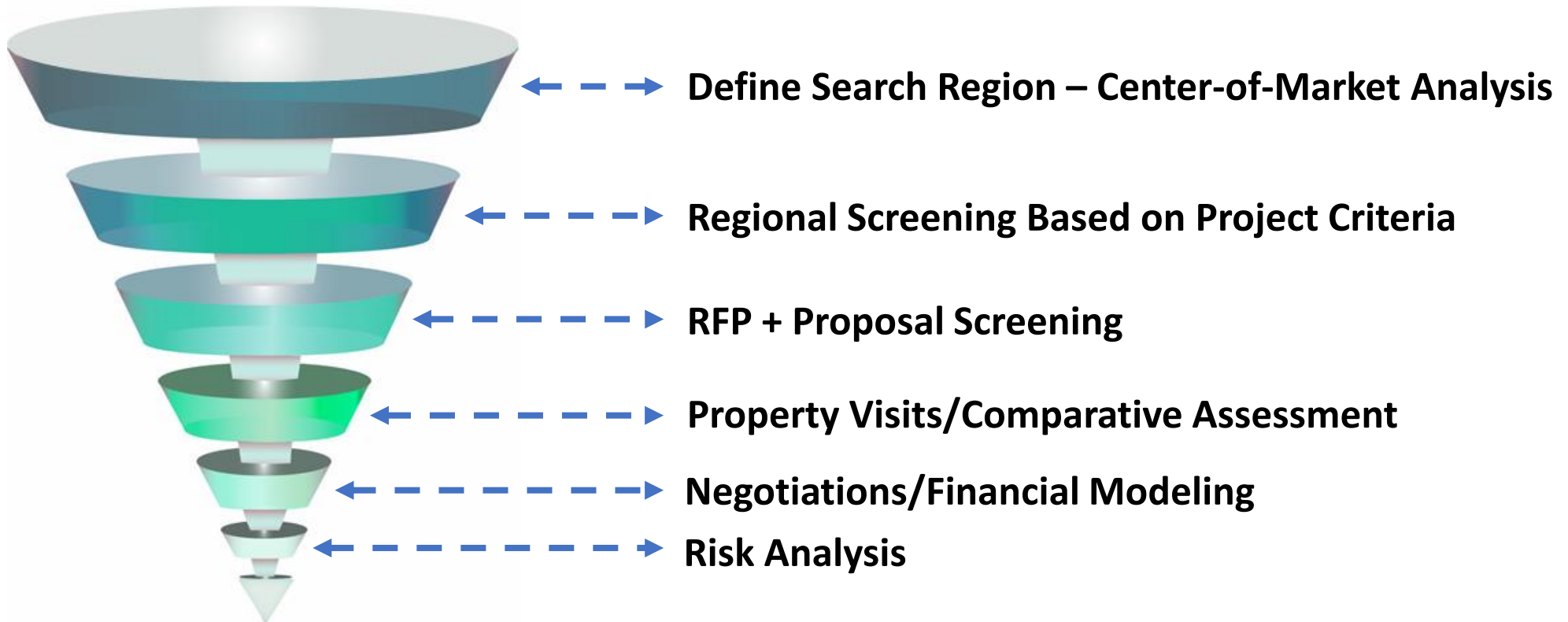
- K-14 System
- CC Works/Career & College Promise Participation
- Apprenticeships
- CCSS & CCCC's Combined Efforts

# Sites + Infrastructure are Essential Elements to Success

- Basic need for growing companies
- “Dirt won’t do”; Property doesn’t equal a site in a prospective company’s calculation
- A Company’s Location Decision Demands Speed
  - Site Selection and Facility Start-Up
- Prepared Communities maintain an inventory of ready, available sites and buildings
- A shell building program is essential (public/private)
- Prepared Sites allow 9-12 months to facility start-up
- Shell buildings allow 3-6 months to facility start-up

# Competitive Site Selection

## SCREENING PROCESS



## LOCATION SELECTION



Strategic Planning – Growth/Location  
Center of Market Analyses  
Regional Definition  
Competition Analysis

Work Ethic/Labor Climate Assessments  
Competitive Wage Surveys  
Productivity Assessments  
Qualitative Evaluations  
Demographic Survey  
Legal Environment

Pro-Forma Analysis  
Breakeven Analysis  
Recurring and Nonrecurring Cost  
Comparisons  
Optimization Studies  
Sensitivity Analysis  
Project Financing  
Alternatives  
Risk Analysis

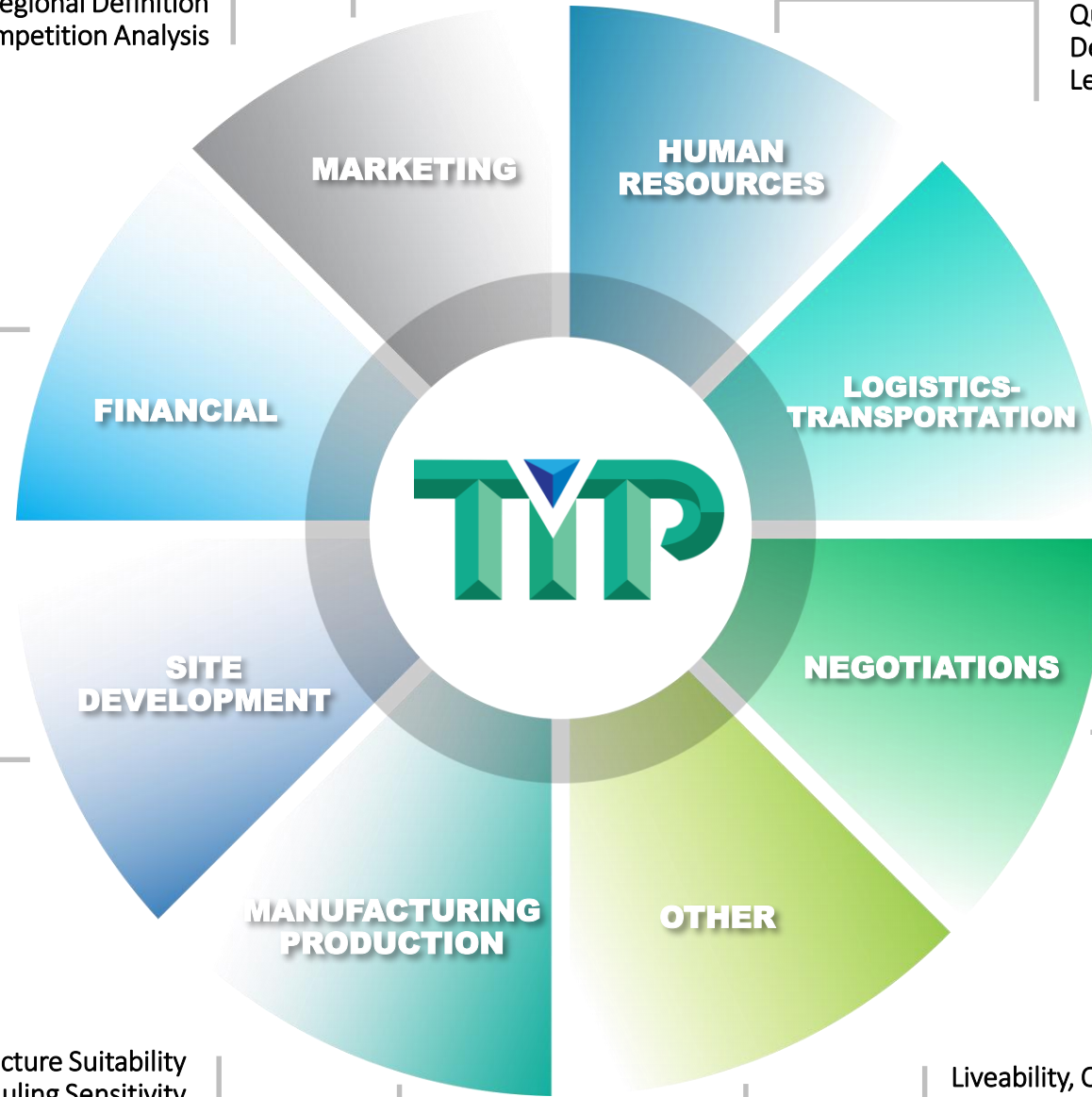
Product Distribution Evaluation  
Raw Material Identification  
Comparative Transportation Cost Analysis  
Multi-Model Scenario Studies

Topographic Surveys  
Environmental Conditions  
Boundary Surveys  
Zoning Status/Modification  
Access and Site Permitting  
Permitting

Real Estate Negotiations  
Incentive Negotiations  
Site Acquisition  
Purchase Options

Infrastructure Suitability  
Project Scheduling Sensitivity  
Support Services Assessment  
Expandability/Flexibility Determinations

Liveability, Quality of Life Assessment  
Factor Weighting and Ranking  
Market Assessment  
Engineering/Construction/Cost Comparisons



# Greater Chatham/Lee

ECONOMIC DEVELOPMENT ECO SYSTEM

TO GREENSBORO-RANDOLPH  
MEGA SITE

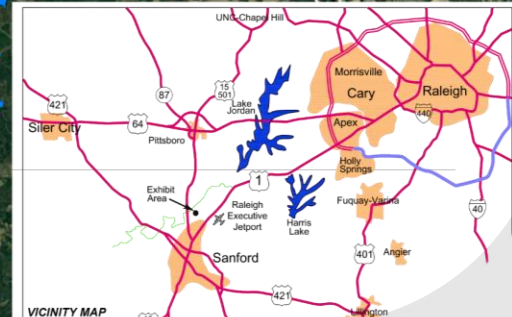
CAM MEGA SITE

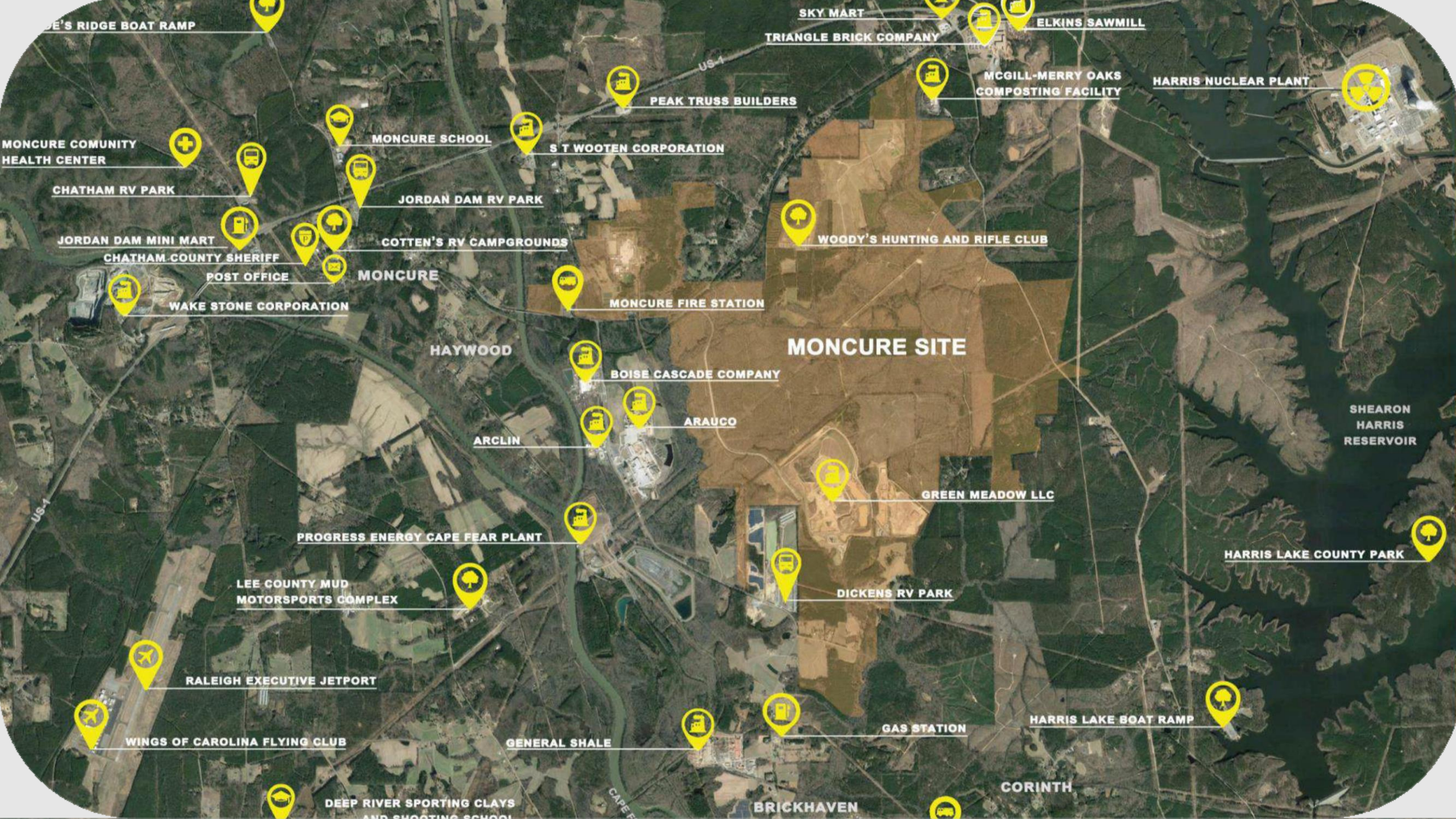
RDU

CHATHAM PARK

TRIANGLE  
INNOVATION  
POINT SITE

RALEIGH  
EXECUTIVE  
JETPORT





DE'S RIDGE BOAT RAMP

SKY MART

ELKINS SAWMILL

TRIANGLE BRICK COMPANY

MCGILL-MERRY OAKS  
COMPOSTING FACILITY

HARRIS NUCLEAR PLANT

PEAK TRUSS BUILDERS

MONCURE COMMUNITY  
HEALTH CENTER

MONCURE SCHOOL

S T WOOTEN CORPORATION

CHATHAM RV PARK

JORDAN DAM RV PARK

JORDAN DAM MINI MART

COTTEN'S RV CAMPGROUNDS

WOODY'S HUNTING AND RIFLE CLUB

CHATHAM COUNTY SHERIFF  
POST OFFICE

MONCURE

WAKE STONE CORPORATION

MONCURE FIRE STATION

HAYWOOD

MONCURE SITE

BOISE CASCADE COMPANY

ARCLIN

ARAUCO

SHEARON  
HARRIS  
RESERVOIR

GREEN MEADOW LLC

PROGRESS ENERGY CAPE FEAR PLANT

HARRIS LAKE COUNTY PARK

LEE COUNTY MUD  
MOTORSPORTS COMPLEX

DICKENS RV PARK

RALEIGH EXECUTIVE JETPORT

HARRIS LAKE BOAT RAMP

WINGS OF CAROLINA FLYING CLUB

GENERAL SHALE

GAS STATION

CORINTH

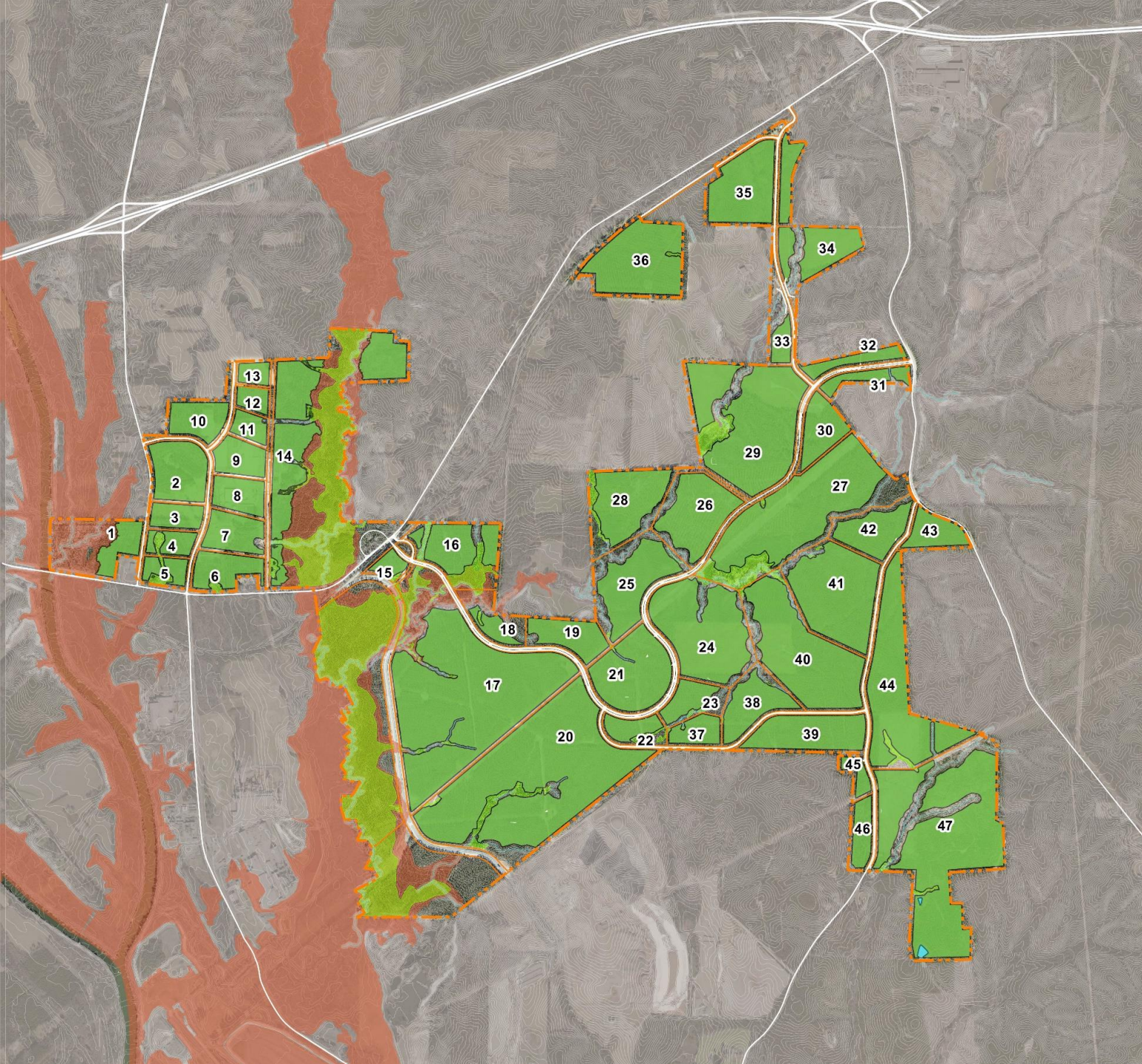
DEEP RIVER SPORTING CLAYS  
AND SHOOTING SCHOOL

BRICKHAVEN

# Moncure Megasite



Triangle  
Innovation  
Point West



SITE	TOTAL ACRES	BUILDABLE AREA	SITE	TOTAL ACRES	BUILDABLE AREA
1	37.1 AC	11.9 AC	24	68.1 AC	54.7 AC
2	27.7 AC	22.9 AC	25	46.3 AC	29.7 AC
3	11.7 AC	10.3 AC	26	40.7 AC	28.0 AC
4	10.7 AC	9.3 AC	27	106.7 AC	64.3 AC
5	10.8 AC	9.4 AC	28	43.2 AC	29.7 AC
6	21.7 AC	16.8 AC	29	100.0 AC	77.3 AC
7	19.9 AC	18 AC	30	19.4 AC	14.1 AC
8	16.2 AC	14.8 AC	31	11.9 AC	6.6 AC
9	15.8 AC	14.4 AC	32	12.7 AC	7.3 AC
10	22.8 AC	18.9 AC	33	13.9 AC	5.2 AC
11	8.9 AC	7.5 AC	34	32.9 AC	20.2 AC
12	7.3 AC	5.9 AC	35	56.5 AC	40.1 AC
13	7.2 AC	5.8 AC	36	50.3 AC	42.6 AC
14	156.7 AC	49.5 AC	37	12.2 AC	8.7 AC
15	6.6 AC	4.0 AC	38	26.8 AC	18.4 AC
16	39.1 AC	19.7 AC	39	34.5 AC	27.8 AC
17	287.9 AC	143.2 AC	40	76.1 AC	62.1 AC
18	18.2 AC	4.8 AC	41	61.9 AC	51.8 AC
19	21.5 AC	15.8 AC	42	26.3 AC	18.4 AC
20	234.2 AC	139.5 AC	43	15.6 AC	11.5 AC
21	42.6 AC	31.7 AC	44	74.8 AC	57.6 AC
22	13.6 AC	7.4 AC	45	6.9 AC	4.1 AC
23	17.1 AC	10.8 AC	46	12.3 AC	8.5 AC
			47	151.9 AC	126.5 AC



# Smaller Lots vs. Megosite

## 80%±

requests received by economic development agencies are for **existing buildings.**

## 60%±

requests received by economic development agencies are for **space needs of 100,000 SF±.**

### SITES MUST HAVE:

- Ultra high speed broadband (100gps)
- Sewer
- Gas
- Roads
- Side paths or sidewalks
- Water



# NCIC as a Model

MEBANE, NC

600 acres total

450 acres developed since 2001

16 different companies, 19 buildings

\$256M tax base (real + personal)

1,200 jobs in place

150 acres to go! 400+ more jobs  
\$65M+ investment

# CCEP

PUBLIC/PRIVATE MODEL



## PRIVATE INVESTMENT:

- Land ownership/ acquisition
- Shell building construction
- Zoning
- Annexation
- Protective covenants

## PUBLIC INVESTMENT:

- Roads
- Water
- Sewer
- Hi-speed broadband
- 2 years shell building interest carry

INNOVATION CENTER

CHALLENGE PRINTING

ATLANTIC HYDRAULICS

NC SCHOOL TELECOM

KEEN



Central Carolina  
ENTERPRISE PARK

# CCEP

AS OF TODAY



AUDENTES

112,000 SQ  
SPEC  
BUILDING

117,000 SQ  
SPEC  
BUILDING

B.T.S.

ENTERPRISE PARK DR.

COLON RD.

INNOVATION  
CENTER

CHALLENGE  
PRINTING

ATLANTIC  
HYDRAULICS

NC SCHOOL  
TELECOM

WOMACK RD.

KEEN  
TRANSPORT



Central Carolina  
ENTERPRISE PARK



# Audentes AT CCEP

## Location

Sanford, NC

## Total Acreage

15 acres

## Shell Building Size

120,000 SF expanding  
to 134,000 ± SF

## Approximate Cost:

\$7.5M

## Value

\$117M

## Relevant Knowledge and Experience

The public private partnership between CC Enterprise Park, LLC and Sanford/Lee County was put in place in 2018 and the City and County have not had to make a single interest/lease payment, prior to the building being under contract to be sold.

The City of Sanford and Lee County agreed to provide annual carry cost in the form of a lease of \$325,000 per year, until the building would be sold or leased. CC Enterprise Park, LLC contributed the financing, design, construction and marketing of the building. On February 18, 2020, it was announced the Building was sold to Audentes Therapeutics as a Gene Therapy Clean Room Manufacturing Facility, providing \$109 million in investment and 209 jobs with an annual average wage of \$83,000. CC Enterprise Park, LLC is moving forward with design of building #2 to continue the program in the industrial park.



Triangle  
Innovation  
Point West



Bharat Forge

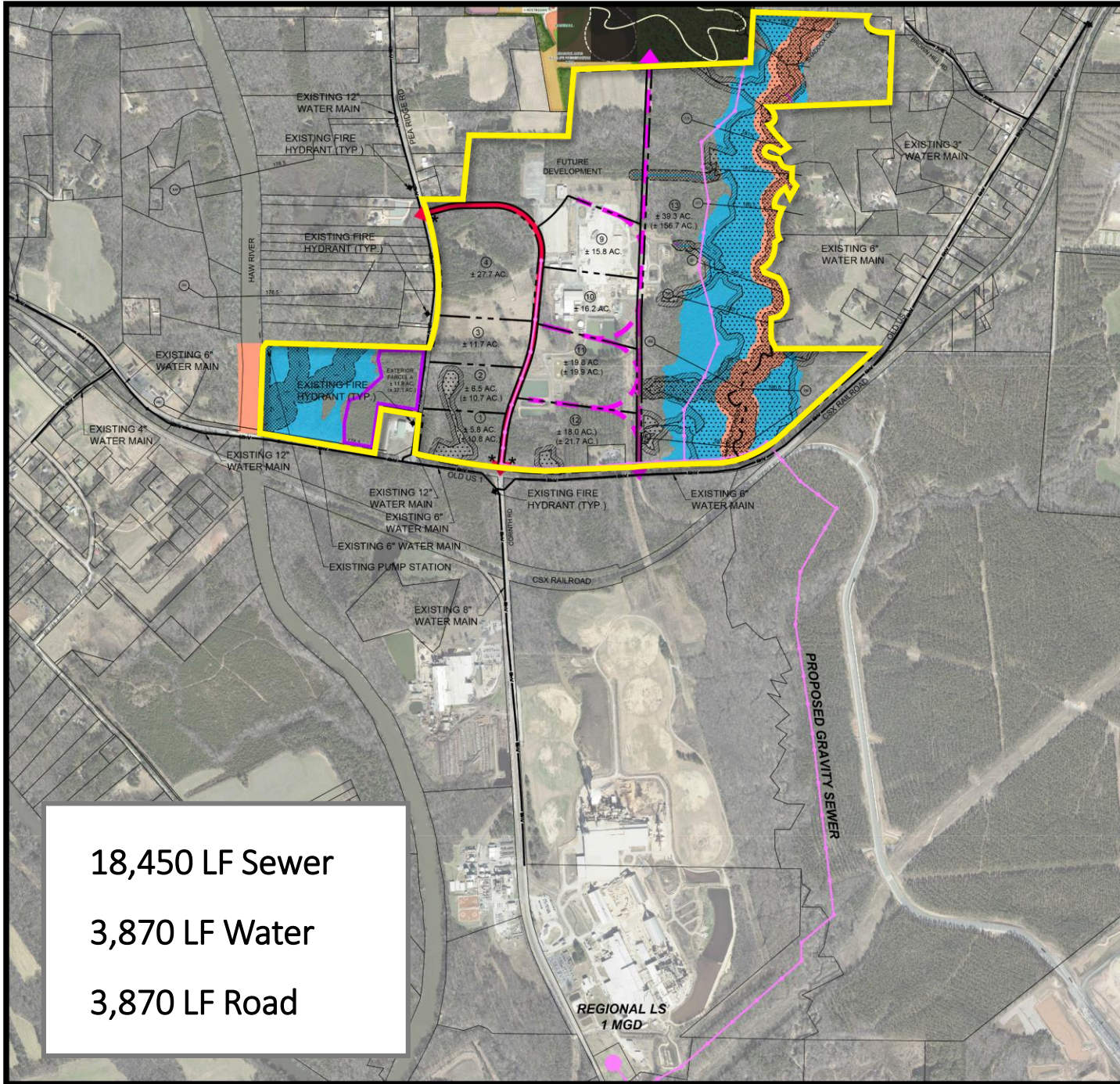
## LEE COUNTY ANNOUNCEMENTS:

**Pfizer** August 2019, 300 jobs, \$500 million, project is 50% complete, operations to begin in Q4 2022 (with additional announcement of 200 new jobs in vaccine production.)

**Bharat Forge** September 2019, 460 jobs, \$170 million, project is 25% complete, operations to begin in Q2 2021

**Audentes Therapeutics** February 2020, 210 jobs, \$109 million, project is 15% complete, operations to begin in Q2 2023

**Through6** - May 2020, 160 jobs, \$2.2 million, project is 35% complete, operations to begin Q4 2020



18,450 LF Sewer  
 3,870 LF Water  
 3,870 LF Road



Vicinity Map  
 Not To Scale

**TRIANGLE INNOVATION  
 POINT WEST  
 CONCEPT SITE PLAN  
 INFRASTRUCTURE PHASE 1**

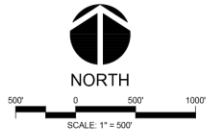
MONCURE, NC  
 AUGUST 3, 2020

AKPAR: 5814, 91175, 5321  
 FIRM PANEL: 9687 & 9688  
 FIRM MAP: 3710968800K & 3710968700L  
 DATE: 11/17/2017

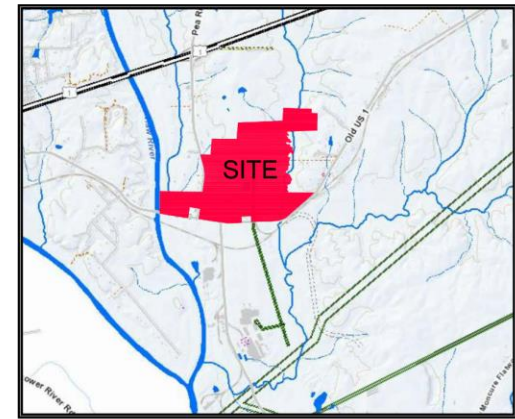
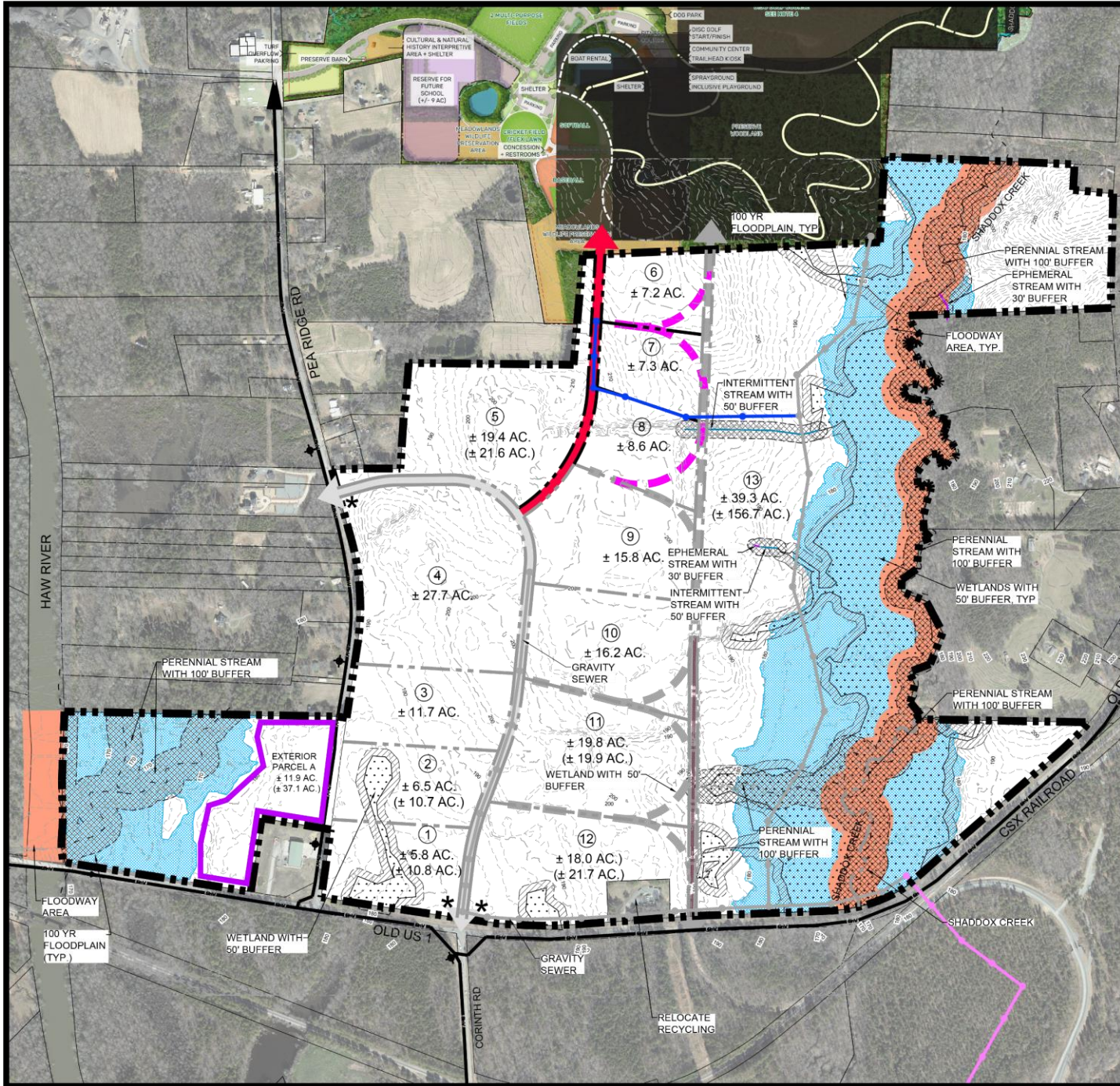
LEGEND (TOTAL DEVELOPABLE AREA= ± 238.4 AC.)

SITE BOUNDARY		APPROXIMATE STREAM BUFFERS	
LOT LINES		WETLAND BUFFERS (50')	
PERENNIAL STREAMS (100' BUFFERS)		WETLANDS	
INTERMITTENT STREAMS (50' BUFFERS)		FLOODWAY	
RAIL SIDING		ENTRY MONUMENTATION	
100 YR FLOODPLAIN			
PH 1 SEWER (±18,450 LF)			
ROAD (±3,870 LF)			

SEWER= ±18,450 LF  
 ROADWAY= ±3,870 LF



**CE GROUP**  
 301 GLENWOOD AVE, SUITE 220  
 RALEIGH, NC 27603  
 PHONE: 919-367-8790  
 www.cegroupinc.com  
 License # C-1739



Vicinity Map  
Not To Scale

# TRIANGLE INNOVATION POINT WEST CONCEPT SITE PLAN INFRASTRUCTURE PHASE 2

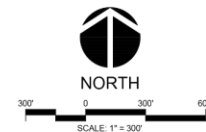
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INTERMITTENT STREAMS (50' BUFFERS)		FLOODWAY	
RAIL SIDING		ENTRY MONUMENTATION	
ROAD (±1,880 LF)			
100 YR FLOODPLAIN			
PH 2 SEWER (±1,770 LF)			

SEWER= ±1,770 LF  
ROADWAY= ±1,880 LF



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# TIP West Costs

PHASE 1 Water, Sewer, Roads, Signage, Grading \$7,064,300

PHASE 2 Sewer, Grading, Roads, Rail System \$2,425,800

SHELL BUILDING Carry Costs Only (\$400k/year for 2 years) \$800,000

BROWNFIELD COSTS Seek Federal or State Grant with Chatham County to Fund \$1,300,000

RAILROAD COSTS

NCRR TO SUPPORT

\$9,490,100

# Economic Impact + Job Creation

TIP WEST

Applying the statistics from NCIC in Mebane, NC, we would expect TIP West to generate:

417 acres \$250-\$500M tax base

1,000-2,000 jobs

Q+A