

# CHATHAM COUNTY

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## BOARD OF COMMISSIONERS

May 21, 2018



# Samet Corp



- 1961, Charlotte, Charleston, Raleigh, Greensboro
  - In the Carolinas, we've completed or are working on...
  - Over 12 Million SF of Industrial Space

"I don't normally rate 'EXCELLENT' for anything. However, when I think about the **responsiveness, attention to detail and communication, my experience was excellent!** Now the standard is set and my expectations are at a new level! I look forward to our next endeavor."

Konnie Friend  
Manager - Operational Efficiency NA  
Volvo Group NA



# Experience

- Spec. Industrial Buildings Since 1961
- Over 12,000,000 SF of Industrial Space
- Over 2,000 Industrial Acres Developed
- 100% Occupancy Success Rate



Industrial Parks



# Industrial Development Experience

## NORTH CAROLINA INDUSTRIAL CENTER

- Finalist site in 1993 for Mercedes Manufacturing Plant
- Alabama won the plant, we were invited in 2001.
- 350+/- of 600 acres Developed
- 2.75M SF+/- of space constructed
- Approx. 1,300 Jobs
- Approx. \$180M in Tax Base



# Competitive Advantage – The Samet Way

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- **Use our Crystal Ball** – Looking to the future since 1961
- We've learned to **Maximize Flexibility**
  - Invest in **Site Work** Upfront
  - Consider **Clear Height & Floor Slab**
  - Efficient **Column Spacing**
  - **Expansion Capability** (Metal Expansion Wall)
  - **Value Added** Features for the **Tenant Improvement**
  - Build-in flexibility for **varied proposal responses**



# CAM Site Example Response

## PROJECT EXAMPLE

Site requirements include:

- Development-ready site of 100 to 150 acres
- Ability to accommodate 500,000 sq ft footprint with minimal environmental and/or easement issues
- Greater than 1-mile from odor buffer zone
- Less than 15 miles from interstate
- Less than 2 miles from state truck routes
- Less than 60 miles from commercial airports and transload/intermodal facility
- Site served by electric, natural gas, water and sewer/wastewater
- Rail is NOT required, but nice to have (5 containers/day for phase 1)

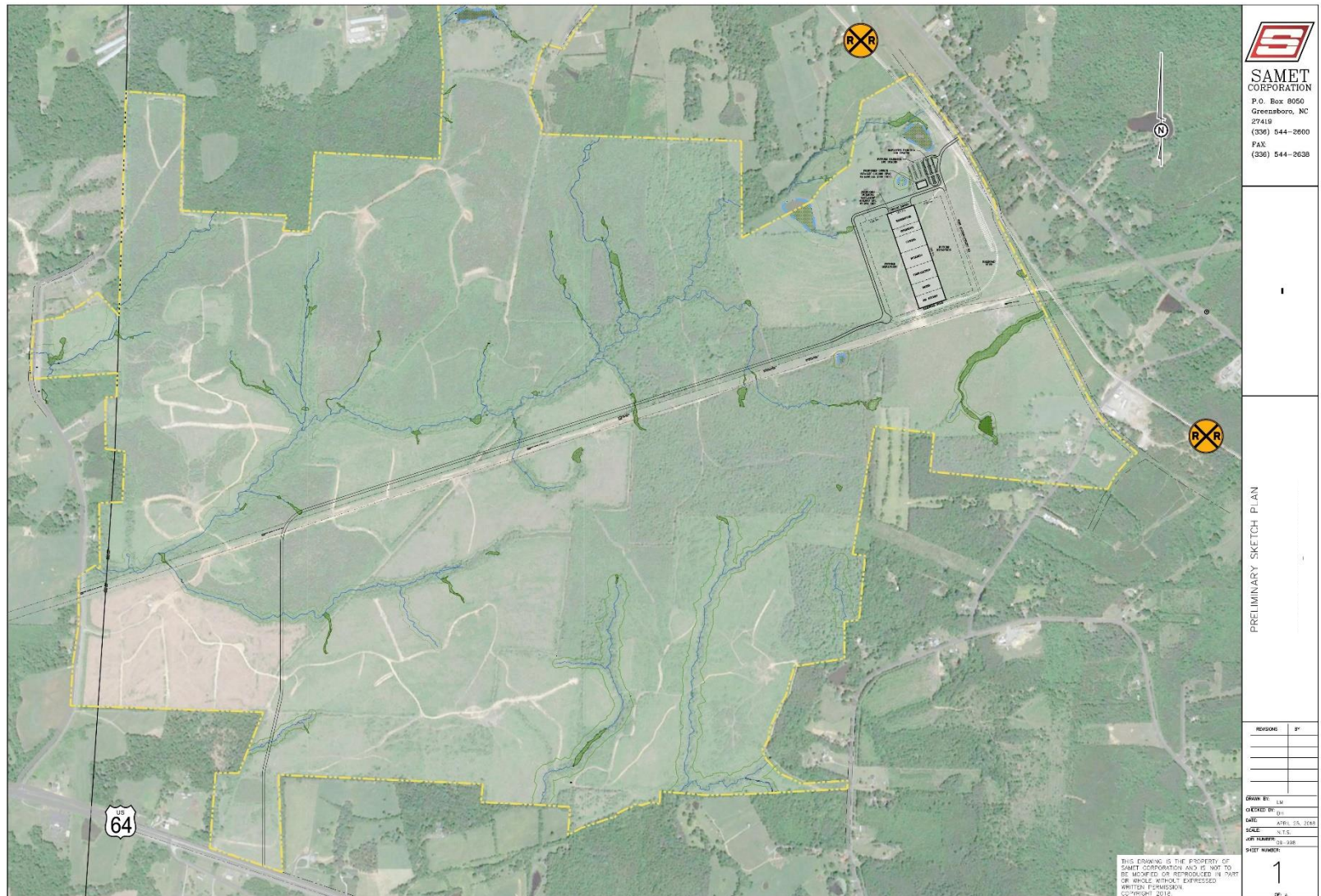
Electric power requirements:

|                                      |                         |                        |
|--------------------------------------|-------------------------|------------------------|
| Consumption per day, peak            | 180,000 Kwh (Phase 1)   | 540,000 Kwh (3 Phases) |
| Average consumption per month        | 3,213,000 Kwh (Phase 1) | 9,639,000 (3 Phases)   |
| Estimated Demand (MVA)               | 7 MVA (Phase 1)         | 21 MVA (3 Phases)      |
| Estimated Load Factor                | 64%                     |                        |
| Dual Substation Available / Distance | <5 miles                |                        |





# CAM Site Example Response





# CAM Site Example Response





# Winning the Customer!!

- Test fits until the customer is secured
- Layouts on other sites in the Park
- Lease &/or Sale Proposals,  
Purchase Options, Etc.



# 2018 and Beyond

- Public Private Partnerships will Succeed
- Leverage Gov. Funding Capabilities  
With Private Cadence
- Speed to Market
- Design – Build



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# Q&A