



SELECTSITE READINESS PROGRAM

SITE EVALUATION REQUEST FOR PROPOSALS

ORGANIZATION BACKGROUND

The Economic Development Partnership of North Carolina (EDPNC) (www.edpnc.com) is a nonprofit public-private partnership created by the North Carolina General Assembly to serve as North Carolina's statewide economic development organization. EDPNC is supported primarily through a contract with the North Carolina Department of Commerce. The EDPNC also receives supplemental assistance from private sector partners. It is governed by an 18-member board of directors comprised of business and industry leaders from across the state. The mission of the EDPNC is to recruit new businesses to the state, support the needs of existing businesses, connect exporters to global customers, help small business owners get their start, and attract tourists and visitors from all over the world.

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 for 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). The creation of the SRP recognizes that not all major manufacturing projects require the 1,000 acres minimum needed to qualify as a megasite.

In 2022, the EDPNC engaged a partnership of firms led by Jones Lang LaSalle (JLL) to conduct an evaluation of megasites released in May 2023. That report is found [here](#).

To complement that report and the MRP, the General Assembly has authorized the EDPNC to engage a national site selection firm to evaluate North Carolina sites and 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.

The EDPNC has constructed this Request for Proposals (RFP) to identify the site selection firm to perform these duties.



SCOPE OF WORK

The successful respondent will complete the following tasks:

- Collaborate with EDPNC and statewide partner entities to identify a list of suitable selectsites across North Carolina, in conformance with statutory requirements on a certain number of sites identified to be less than 100 and 500 acres in size as described above.
- **Develop a methodology to evaluate the relative suitability of North Carolina selectsites in terms of time and cost to shovel-ready condition, workforce capacity, utility capacity and availability, proximity to markets and suppliers, gaps and timeline toward site certification, and other relevant factors. Such factors may include the location of identified megasites listed in the JLL report.**
- Advise on characteristics of competitive sites for each of the named sectors: aerospace, automotive, clean energy, food processing, semiconductors, and life sciences. Other sectors that have had active major manufacturing projects in addition to those listed above should be included.
- Produce a report identifying **and evaluating** the fifteen most competitive selectsites in North Carolina, reflecting the results of the analysis above and other relevant observations to increase advanced manufacturing presence in North Carolina. This report should describe the strengths and weaknesses of each site, the suitability for different advanced manufacturing sectors, and estimates of the costs and timelines required to make the sites shovel-ready.

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.

OTHER INFORMATION

The EDPNC is currently administering an assistance program for due diligence costs for the Megasite Readiness Program that will likely be very similar to the one projected for use for the Selectsite Readiness Program in 2024-25. Information on that program can be found [LINK](#).

The EDPNC will only provide assistance for due diligence for sites that are a) owned by a local government or partnership of local governments, b) under option to purchase by a local government or partnership of local governments, or c) can demonstrate a written agreement that purchase or option to purchase will be entered into if a grant from EDPNC is provided. The successful bidder(s) may want to take ownership or option to buy into account when assessing readiness.

PROPOSAL CONTENT AND SUBMISSION

The proposal shall not exceed twelve (12) pages, exclusive of appendices illustrating similar work. The proposal must include the following:

- Name of the firm(s), list of principals, and brief biographies on the staff that will be executing the analysis
- Description of the steps the bidder will take to accomplish the scope of work within the proposed timeframe, including affirmation that the steps taken will address the Statutory Background information cited above
- A detailed timeline of the work
- A detailed budget for the work, including a proposal for schedule of payment
- Experience of the firm(s) and the individuals involved in national site searches for advanced manufacturing projects, including nonconfidential examples
- Experience of the firm(s) and individuals involved in site evaluation on the behalf of economic development entities (state government, local government, economic development agencies), including nonconfidential examples
- Disclosure of any potential conflicts of interest, including but not limited to current work with advanced manufacturing projects considering North Carolina sites and current and past work with the owners of potential sites
- If more than one firm, a clear description of the roles and responsibilities of each for the project
- If more than one firm, a brief description of the firms' history of work together on similar projects
- Examples of similar work may be included as an appendix



The RFP must be submitted in a single PDF document and emailed to **Garrett Wyckoff, Manager, Product Development**, garrett.wyckoff@edpnc.com

QUESTIONS

The EDPNC will construct a Frequently Asked Questions (FAQ) document and make the FAQ publicly available on its website. Potential respondents are encouraged to submit questions no later than **Monday, November 27, 2023**, to Dan Gerlach at dangerlachnc@gmail.com to allow for full response in the FAQ. No information on the name or the affiliation of the questioner will be published.

A bidders' conference to review the program and respond to questions may be held on or about **Monday, December 4, 2023**, depending on the level of stated interest. Interested parties should contact Dan Gerlach, consultant to the EDPNC, at dangerlachnc@gmail.com for more information.

TIMELINE

Responses to this RFP will be due by 12:00 pm ET on **Friday, December 22, 2023**. No responses received after this date will be considered. The successful respondent(s) will be notified by **Friday, January 19, 2024**.

The entire scope of work must be completed with a final report submitted to the EDPNC no later than **Friday, May 17, 2024**. This timeline is required to provide the EDPNC and the NC Department of Commerce with sufficient information to provide assistance with due diligence and related costs within the state's 2024-25 fiscal year.

EVALUATION OF PROPOSALS

The EDPNC will consult with state-level partners on the evaluation of the proposals. Proposals will be evaluated based on the best overall value to the EDPNC. Relevant experience demonstrated understanding of the goals of the program, ability to complete the work in a timely manner, and cost will be among the qualities considered in the evaluation. The selection by the EDPNC will be final. The successful respondent will enter into a contractual agreement with the EDPNC.

STATEMENT OF NONDISCRIMINATION

The EDPNC is committed to providing a work environment free from harassment in any form. Our No Harassment/No Discrimination Policy prohibits discrimination based on age, sex, sexual orientation, gender identity, color, race, creed, religion, national origin, ethnicity, disability, pregnancy, marital status, military/veteran status, genetic information or status in any other group protected by federal or state law.

PUBLIC RECORDS DISCLOSURE

Our business is regulated by North Carolina law in several key aspects. We are subject to the Public Records Act in some respects and largely subject to the State Government Ethics Act. Material that is subject to the Public Records Act and the State Government Ethics Act will be handled in accordance with the applicable law.

