

Mooresville Business Park East
Lot1B
Manufacturers Boulevard Mooresville, NC 28115
SPECULATIVE BUILDING REQUEST FOR PROPOSALS
INTRODUCTION

The South-Iredell Community Development Corporation (SICDC) is seeking proposals for the construction/partnership of a speculative building in Lot1B of the Mooresville Business Park East. South-Iredell Community Development Corporation (SICDC) is a nonprofit corporation, to render aid and encouragement in industrial and economic development of Southern Iredell County, North Carolina. The organization was established in 1989 to promote industrial and economic development through the attraction and assist with expansion of new and existing industries.

The organization, nor does the board, receive any financial gain or profit from the development of the industrial parks. All proceeds from the sale of the land goes to infrastructure or is reinvested into the future development of new parks.

Mooresville Business Park East is the third business park developed by the South Iredell Community Development Corporation; South-Iredell Industrial Park, Mooresville Business Park, and Mooresville Business Park East. The parks consist of 1,200 acres, and are home to 24 companies, representing 4,000 jobs for our community.

The SICDC purchased the “Moore Farm Property” in 2013, now known as Mooresville Business Park East (MBPE). MBPE is a 476-acre manufacturing-oriented business park located off Highway 801 in Mooresville, NC, just minutes from Downtown Mooresville and near beautiful Lake Norman. The park was developed by the SICDC. Sites range from 10 to 200 acres, zoned general industrial with infrastructure available on site.

The park is located approximately 5.6 miles east of I-77 (Exit 36). MBPE is approximately 45 minutes from Charlotte Douglas International Airport and Norfolk Southern Intermodal facility. The Park can accommodate buildings ranging in size from 50,000 sf and up. MBPE is zoned General Industrial (GI) and is competitively priced for manufacturing and industrial space in the Charlotte Region.

Due to the high demand from projects looking in the State, Charlotte Region, and Iredell County with a short timeframe to be operational, the SICDC sees tremendous opportunity for a partnership to have a speculative building in the park to aid in the attraction of new investment and jobs. The current development has been successful in attracting 5 new industrial users, including:

Company	Lot	Jobs	Investment	Square Footage
MacLean Fogg	2	105	\$28 Million	97,000 sf
Tristone Flowtech	12	302	\$23.6 Million	215,000 sf
BestCo Inc.	10	12	\$19.1 Million	230,000 sf
NGK Ceramics USA Inc.	3	20	\$17 Million	293,000 sf
Fitt USA Inc.	9	144	\$25.6 Million	120,000 sf

Infrastructure on Site:

The Town of Mooresville has plans to build a new fire station at the entrance of 801, on Lot 1A. The SICDC has recently completed the third phase of the road construction in the park. All Utilities are in place at the park including water, sewer, electricity, gas, and telecommunications.

SICDC desires to sell Lot1B to a speculative building developer and is advertising a request for proposals to generate interest in the project to select a partner that will develop a speculative building with a goal of attracting new jobs and investment.

The site being offered is Lot 1B, located in a premier location at the front of the park on Manufacturers Boulevard. This site would provide ample advertising for both the building and the Park. Phase 1 would be a request for qualifications, proposal, concept plan, and terms of purchase/partnership. Upon receipt of the proposals, the SICDC Board would review the proposals and would invite finalists for a presentation to the Board. **Phase I Qualifications and Proposal are due by November 6, 2020.**

Project Summary



Please note that the industrial business park is managed by a nonprofit organization in partnership with the Town of Mooresville and Iredell County. The cost per an acre for Lot 1B is listed at \$55,000 an acre, which is lower than market rate in the Charlotte Region.

Location: Lot 1B

Description of Lot 1B: Description of Lot 1B

The 20.80-acre site is located toward the entrance of the Mooresville Business Park East, on the left, adjacent to the new Town of Mooresville Fire Station located on Lot 1A and adjacent to Lot #2 which is home to MacLean Fogg. The site is zoned as “General Industrial (GI)” in the Town’s Comprehensive Land Use Plan. This lot can accommodate up to 200,000 SF facility with ample parking, green space, and a retention pond. The lot is mostly flat with some gentle slope and it is mostly cleared. There is a creek behind the lot that will require 100’ buffer zone. No pre-grading of this lot has occurred.

The SICDC has a strong desire to have a building that will be attractive for an advanced manufacturer. The SICDC is flexible and expects to work with the chosen developer to meet the developer's needs, as well as the SICDC's needs, on the best building and features to attract a quality tenant for jobs and investment.

Preferred User: Manufacturer

Terms: SICDC is willing to provide owner financing based on the following terms:

- Price \$55,000/acre
- Owner financing to be repaid within 5 years, or when property is leased/sold, whichever happens first
- Minimum \$100,000 Non-Refundable Down Payment
- Years 1 - 2 at 0% Interest, No Principal
- Years 3 – 5 at “Wall Street Journal Prime” % Rate Only, No Principal
- Developer Pays All Taxes, Insurance, Construction Costs, Etc.
- No commissions paid on this transaction

Building Specifics:

- Total Square Footage: Minimum of 100,000 square feet
- Materials: Concrete, Masonry type walls, no metal veneers
- End User: Manufacturer
- Ceiling Heights: Minimum of 32'
- Construction Type/ Materials: Concrete and masonry type walls
- Require Parking: Required parking spaces will be per planning requirement

Covenants and Restrictions:

<https://www.iredellecd.com/wp-content/uploads/2019/11/MBPE-CCRs.pdf>

Investments by the Town

The Town of Mooresville has invested more than \$2.6 million dollars just west of the site, in the renovation and upgrade of Liberty Park. Phase 1 is completed. It features a state-of-the-art band shell, veterans' promenade, walking paths, and smart light poles. The veterans' promenade is a robust pedestrian entrance, linking Liberty Park with Church Street and Moore Avenue. Phase 2 is currently under design and will have a splash pad and many other amenities. A new 84 unit mixed use development is under construction adjacent to Liberty Park.

Downtown Mooresville has more than 30 retail and shopping locations, 15 food and beverage options and multiple arts, education and professional businesses. Downtown consists of 11 blocks and more than 546,000 square feet of rental space. The overall occupancy rate is 94%. In the last five years, Downtown Mooresville has experienced 18 facades redone or restored, 12 building renovations, and more than \$16M in private investment. However, those numbers will increase exponentially with projects currently under way, including the renovation of 1 million sf of space at Merino Mill on South Main Street, approximately half of which is completed and the other half under construction.

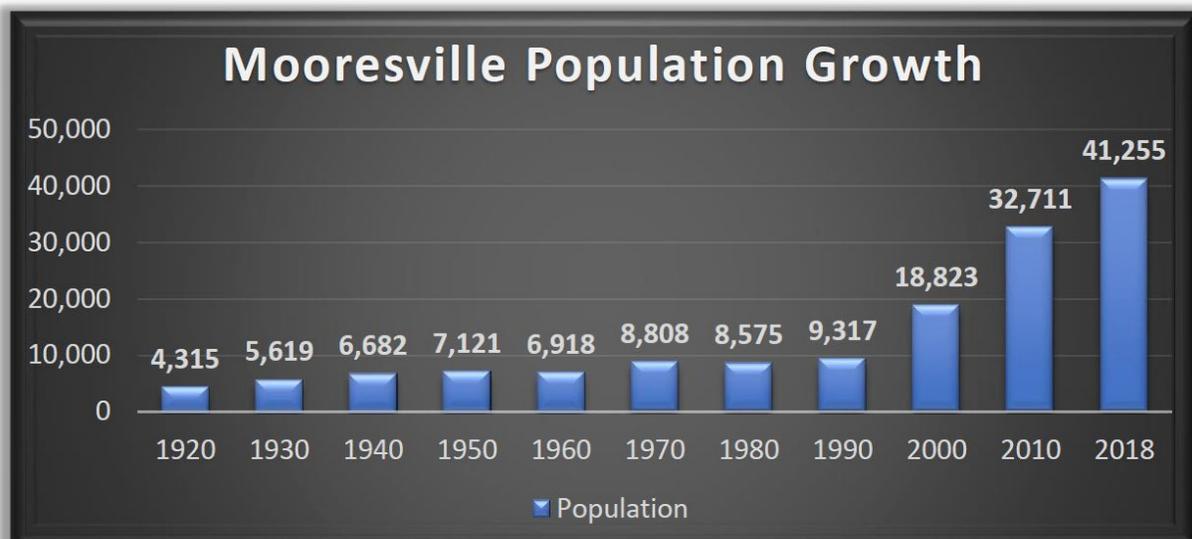
The Town of Mooresville has been recently awarded two separate federal grants representing close to \$20 million. The BUILD Grant will fund a new 1.7-mile roadway from I-77 to NC-115/Mecklenburg Highway. The second grant, the US DOT Consolidated Rail Infrastructure and Safety Improvements Grant will be used for the Mazeppa Road Flyover Rail Crossing at Mazeppa Road/Connector Road and Highway NC-115.

Transportation

- Distance from site in miles Norfolk Southern Rail: 0.9, Norfolk Southern Inland Port: 36, Port of Wilmington, NC: 230
- Highway: 150: 0.5
- Interstate: 77: 5.63
- Charlotte Douglas International Airport: 36, Statesville Regional Airport: 17, and Concord Regional Airport: 20

Population

Mooresville has experienced significant growth and is projected to outpace several of the surrounding communities in the region. In the past decade, Mooresville's population grew by 74% and is expected to double in the next 20 years. The Town has experienced steady population, income and household growth across the market areas, with an average age of populations is 40 years.



Major drivers to the site include

With over 300 manufacturing companies located in Iredell County, this industrial development has been a major driver to the local economy and particularly, advanced manufacturing, with companies building and leasing facilities, specializing in areas from automotive and aerospace technologies to security solutions. Despite the proximity to Charlotte, Iredell County is a net importer for employment.

- Proximity to 801 and Highway 150
- Neighboring industrial users include: Team Penske, Berry Global, Niagara Bottling, NGK Ceramics USA Inc., Cardinal Glass FG, Tristone Flowtech, FITT USA, BestCo Inc., and Carolina Beverage Group.

Mooresville Business Park East Manufacturers Blvd, Mooresville, NC 28115 Lot 1B View from road entering the Park



View looking South West towards Lake Norman



Entrance from 801, bottom left hand corner is location of the Town of Mooresville Fire Station. View North East



NGK Ceramics USA, Inc.

293,000 SF distribution and materials warehouse located on Lot 3. Manufacturers of ceramic filter inserts for catalytic converters for automobile exhaust gas purification.



Tristone Flowtech

215,000 SF manufacturing facility located on Lot 12. Tristone Flowtech is a manufacturer of battery and engine cooling components and systems, as well as air charge components and systems.



MacLean Fogg

97,000 SF manufacturing facility located on Lot 2. MacLean Fogg is a manufacturer of automobile transmission gear blanks, steering and engine timing parts, parking and safety components.



BestCo, Inc.

230,000 SF distribution facility located on Lot 10. BestCo is a manufacturer of over-the-counter drug and dietary supplements.



Mooresville Business Park East
Conceptual Illustrative Master Plan



Parcel Information for Lots:

Lot #	Acres	List Price	Address	PIN
1A	3.565	Town of Mooresville Fire Station	Manufacturers Blvd Mooresville, NC 28115	4678255339
1B	20.8	\$1,144,000.00	Manufacturers Blvd Mooresville, NC 28115	4678162606
2	24	SOLD MacLean Fogg	227 Manufacturers Blvd Mooresville, NC 28115	4678176568
3	42.141	SOLD NGK Ceramics	Herring Industrial Drive Mooresville, NC 28115	4678383635
4	57.73	\$3,752,450.00	Herring Industrial Drive Mooresville, NC 28115	4678383635
5	46.47	\$2,555,850.00	Herring Industrial Drive Mooresville, NC 28115	4678383635
6	25.41	\$1,143,450.00	Herring Industrial Drive Mooresville, NC 28115	4678383635
7	22.65	\$1,132,500.00	Herring Industrial Drive Mooresville, NC 28115	4678383635
8	36.54	\$1,827,000.00	Manufacturers Blvd Mooresville 28115	4678383635
9	19.35	SOLD FITT USA	CAM Court Mooresville, NC 28115	4678362183
10	23.01	SOLD BestCo SunCap	CAM Court Mooresville, NC 28115	4678255339
11	26.15	\$1,176,750.00	Manufacturers Blvd Mooresville, NC 28115	4678158653
12	22.16	SOLD Tristone Flowtech	208 Manufacturers Blvd Mooresville, 28115	4678255339
13	30.12	\$1,355,400.00	Manufacturers Blvd Mooresville, 28115	4678255339

Environmental

An environmental analysis was performed on this 514-acre site on March 28, 2005. The purpose of the field work was to determine the potential for the occurrence of communities and species of concern, as determined by the North Carolina Natural Heritage Program for the Mooresville USGS Quad. The database for the Heritage Program revealed two species and no communities. The survey was performed after the wetland delineation for the site had been done. No wetlands in the open pastures were located, so there is no potential habitat for the Bog Turtle. All the existing forests have been impacted by past or present management. There are no quality plant communities on the site. There are no recommendations regarding species or communities of concern for this project.

Project Development Timeline

Proposal Deadline	November 6, 2020
SICDC Selection	November 15, 2020
Development Agreement	December 5, 2020

Development Team

Qualified developers must have significant industrial development experience and experience with greenfield development within an industrial setting. Qualified teams must show they have the financial resources to undertake and successfully complete a project of this budget size and that they are ready, willing, and able to complete the building development in a reasonable amount of time.

Submission Requirements

Total proposal should be no more than 25 pages. Developers shall organize their proposals in the format described below and submit the requested information, in appropriate detail, to allow adequate review and evaluation of qualifications and plans. For confidentiality purposes, send any financial information your team would like to remain confidential under a separate cover. Please see below for Submission Procedures.

Letter of Introduction

Include a summary of the respondent's basic qualifications, experience, and reasons for interest in this opportunity. The letter should be signed by a principal or authorized officer for the entity.

Development Team

Identification of partner firms and roles, including co-developers, architects/designers, general contractor and suppliers.

- Overview for each firm on the team, including brief history of the firm, experience working with the developer, and the relationship of the firm's parent company with the office responsible for this project, if applicable.
- Identification and resumes of lead staff (principal and project manager) that will be responsible for negotiating a development agreement with the SICDC and completing the remainder of the pre-construction approval process. Describe the current workload of these lead staff members in terms of location and status of projects.
- Description of key staff from partner firms, including proposed role and prior experience with similar projects.

Experience and References

Provide relevant development experience, particularly in developing industrial sites. Provide information on at least three projects and no more than five. Each comparable development should detail the following information listed below:

- Location and name of project
- Scope and scale of development program (including residential uses, commercial uses, public uses, and infrastructure improvements, if applicable)
- Photos/illustrations of completed project
- Total development budget by use
- Amounts and sources of debt and equity funds used to finance the project, including governmental sources. Please provide a point of contact for each capital provider for the project.
- Contact information for a representative of the primary public agency partner in the project
- Developer's role in and ownership for each project (e.g., fee developer, equity investor, and/or property manager)
- Provide references of timeframe for past projects that show how long speculative building was leased up or sold.

Financial Capacity

In a separate attachment, provide evidence of sufficient financial strength to undertake and successfully complete a project of this scale. Also, identify any projects/financing on which the team collectively or individually has defaulted. While the qualifications section of the submittal shall be a public record, **financial information shall be confidential if marked "Confidential Trade Secret."**

Disclosures

- Disclosure of any potential conflicts of interest that could be relevant to this project in any manner.
- Disclosure of whether the developer or any officer, director, or owner thereof has had any judgments entered against him or her or their company within the past 10 years, including any for the breach of contracts for governmental or nongovernmental construction or development.
- Disclosure of whether the developer has been in substantial noncompliance with the terms and conditions of prior construction contracts with a public body without good cause.
- Disclosure of whether any officer, director, owner, project manager, procurement manager, or chief financial official thereof has been convicted within the past 10 years of a crime related to financial fraud or to governmental or nongovernmental construction or contracting.
- Disclosure of whether any company, officer, director, or owner is currently debarred pursuant to an established debarment procedure from bidding or contracting by any public body, agency of another state, or agency of the federal government.

Proposal

- Site Concept Plan
- Materials
- Proposed Financial Terms for Ownership
- Additional considerations: Timeline for construction start and end

Evaluation Criteria

The evaluation of developers responding to this solicitation will be undertaken in order to select a partner and plan that is viable, will best serve public interests, and can be completed in a reasonable time frame. Each criterion below is assigned a point value that will be used to grade proposals:

- Qualifications and experience of the development team, with preference given for experience with industrial development (specifically the mix of uses in respondent's plan for the site) and public-private partnerships. (50 points)
- Demonstrated ability to secure funding to execute a project of similar scale and complexity in a reasonable timeframe. (15 points)
- Use of local companies from Iredell County, the Charlotte Region and within North Carolina that further promote economic development and doing business with local, small, minority, or women-owned businesses. (15 points)
- Demonstrated ability to secure funding to execute a project of similar scale and complexity in a reasonable timeframe. (15 points)
- Financial or economic development benefits from the proposed project. (10 points)
- List of active development projects and demonstration of current capacity to execute quickly. (10 points)

Submission Deadline

Development proposals are due at 5 p.m. EDT November 6, 2020. Proposals should be submitted electronically in PDF format to carrie@iredellecdc.com.

Proposals must be prepared in conformance with the guidelines described under “Submission Requirements.” The e-mail subject must be “SICDC Speculative Development Proposal”
Proposals received after the deadline will not be considered.

Disclaimers

The SICDC recognizes that respondents may submit financial information that it deems confidential and proprietary in order to comply with the requirements of this solicitation. As previously stated, such information should be a separate attachment marked “Confidential Trade Secret.”

All facts and opinions stated in this solicitation are based on available information and are believed to be accurate. Nevertheless, neither the SICDC, nor any of their officers, agents, or employees, shall be responsible for the accuracy of any information provided to any respondent as part of this solicitation or vetting process. All respondents are encouraged to independently verify the accuracy of any information provided. The use of any of this information in the preparation of a response to this request is at the sole risk of the respondent.

Those submitting responses to the Solicitation for Development Partners assume all financial costs and risks associated with the submission. No reimbursement or remuneration will be made by the SICDC to cover the costs of any submittal, whether or not such submittal is selected or utilized.

The SICDC reserves the right to reject any or all submittals at its sole and absolute discretion and accepts no responsibility for any financial loss by such action. Any agreements that may be entered into between the developer(s) and the SICDC, including but not limited to a Development Services Agreement, are subject to approval by the SICDC’s Board. The SICDC reserves the right to waive irregularities or informalities in any submittal in the exercise of its sole and absolute discretion.

Questions:

All questions concerning the procedures and responding to this Solicitation of Proposal and Developers or clarification of terms, clarification, conditions, and requirements of this RFP, please contact: Carrie Holder, Operations Manager, carrie@iredellede.com