



Solicitation for Proposal for Private Development Partner for Speculative Building at North Park Site, Person County, NC

Proposals are due via email no later than **5:00 pm EST, February 28, 2021**.

Email to: Sherry Wilborn, Director, Person County Economic Development, swilborn@personcountync.gov, subject: North Park RFP.

Speculative Building Development Partnership

Person County is seeking proposals from a private developer to partner in the development of a speculative building at the Person County North Park Site. The county has completed research that indicates a 60,000 SF building expandable to 100,000 SF is the ideal size range; however, developers may conduct their own research and suggest an alternative size. The site is 25+/- acres and can accommodate a range of building sizes.

The County is open to developer suggestions on the structure of the partnership arrangement. The County has considered a partnership scenario whereby the County would convey land at appraised value plus interest in return for deed of trust with payments not due until the speculative building is sold or leased and offer to subordinate position to an external financing entity. The county is open to all proposals by developers to achieve the goal of constructing a speculative building on the North Park Site, provided that a definitive local investment amount is able to be ascertained.

North Park Site

The North Park Site is approximately 25 acres located on North Park Drive, Roxboro, near US Hwy 501. The site is identified by tax map and parcel number A58 86. It is owned by Person County and is located in an area that is proximate to other industry.

The County has performed the following due diligence that will be made available to the developer:

- Phase I ESA
- Geotech Study
- Wetland Delineation and Jurisdictional Agreement received by Army Corps of Engineers; (Application submitted for USACE 404 for driveway crossing, awaiting permit.)
- Engineered Site Plan including soil and erosion control

All utilities are onsite or adjacent to serve nearby industry – water, sewer, electric, and natural gas. The site is zoned for General Industrial use.



Nork Park Site is located in a Federal Opportunity Zone and is eligible for participation in Foreign Trade Zone #93.

With 10 community colleges, 7 four-year universities, and over 1 million people within a 50-minute drive time, the Nork Park Site is ideal for advanced manufacturing companies that are looking to access a highly skilled workforce. The property is 2 miles from 4-lane US Hwy 501 connecting to I-40 and I-85, within 45 minutes of Raleigh-Durham International Airport, and 180 miles from ports in Virginia and Wilmington.

Person County, NC

As a halo county of the Research Triangle Region and a border county to Southside Virginia, Person County is seeing increased project activity and residential growth.

Local economic development investments over the last 5 years have included fiber and broadband expansion, site preparation at the Person County Mega Park, a 1,350-acre NC Certified megasite boasting globally unique power capacity due to its location between two Duke Energy power plants, support of The City of Roxboro's wastewater system expansion, and a \$4 million dollar investment to construct a corporate hangar at the Raleigh Regional Airport at Person County, a 6,005'-runway, general aviation airport supporting local industry.

Industry sectors represented in Person County include automotive, energy, nonwovens, building materials, outdoor furniture, LED lighting, tobacco products, and others.

Target sectors include electronics manufacturing, life sciences, food processing and agribusiness, and other advanced manufacturing.

Person County's annual average wage for 2021 as reported by the NC Commerce Labor and Economic Analysis Division is \$42,446.

More information about Person County is available on the EDC and general county websites at www.personcountyedc.com and www.personcountync.gov.

Incentives

Person County has a history of strong support to provide incentives for new jobs and investment that could apply to companies locating in the speculative building. In addition to local support, a wide range of state incentive programs are available for companies bringing jobs and increasing the tax base in Person County as a Tier 2 county. Customized training and workforce support are also available through Piedmont Community College and provide significant value to new and existing industry.

Development Partnership Proposal

Person County Economic Development is soliciting proposals that clearly outline a vision for a public-private partnership to develop a speculative building on North Park Site.



The following information is to be provided with the submittal:

- Provide details of the development proposal and structure of a public-private partnership. The partnership could take a wide range of forms, including but not limited to: conveyance of land, waiver of fees, interest carry on the building, infrastructure, etc. (See above notes on partnership arrangement.) Creativity is welcome.
- Proposals should be consistent with the County's vision of the site including target sectors, investment, and job creation goals.
- Clearly outline the financial expectations of all partners and scope of services to be performed by the developer.
- A summary of the experiences, including outcomes, your firm has had in efforts of this type within the last 5 (five) years, preferably those in communities of similar size and sites of similar size and development opportunities. Highlight any projects in North Carolina, Virginia, and South Carolina. Include contact information for references.
- A list of names, qualifications, and experience of the individuals to be assigned to this project. Indicate the role and responsibilities of each individual.
- Detailed timeline for accomplishment of tasks.
- An estimate of the assistance required from Person County ED staff.
- Other information thought to be relevant.

Review and Selection Process

The UNC School of Government Development Finance Initiative will aid Person County in the financial assessment of the proposals for this important project. A committee of Person County and City of Roxboro staff will receive proposals, assess each proposal for qualifications, and may request additional information to assist in the review process.

During the proposal development process, firms intending to submit a proposal will be allotted one phone informational session with Sherry Wilborn, ED Director, to clarify the scope of services required. Please contact 919-597-1752 or email swilborn@personcountync.gov to schedule an appointment.

Person County may select a development partner for further negotiations. It may require new proposals from interested parties, and it may reject any or all proposals responding to this solicitation. Person County may re-issue this solicitation if it determines that it is in the best interest of the organization. Issuing this solicitation does not bind Person County to making an award. Person County administers the solicitation and reserves the right to adjust the dates for whatever reason it deems appropriate.

All costs incurred in preparation or presentation of a proposal shall be borne by the proposer. Proposal preparation costs are not recoverable under an award. Person County shall not contribute in any way to recovering the costs of proposal preparation or presentation, including travel expenses for finalists making on-site presentations.



All proposals will remain confidential until a selection has been made. Then, subject to public records regulations, the proposals will be publicly available. Firms can mark confidential trade secrets as such to keep that portion of the proposal confidential.

The decisions of Person County under this solicitation are final. All proposers will be notified of the outcome of their proposals after final approval by Person County.

The Committee will review and evaluate each proposal, based on the degree of completeness in responding to each requested item of information:

- A. The proposer's relevant experience with previous development and speculative building projects, especially in similar-size communities and similar sites.
- B. Evidence of such services provided directly to clients, with references provided.
- C. The proposer described lead person that will be the primary contact person and whether he/she is well-qualified and best suited for such a project.
- D. Overview of the scope of services to be performed by the proposer.
- E. The proposer's ability to perform the requested services in a timely manner.
- F. The proposer's requested financial and other support of Person County.
- G. Other factors Person County, at its discretion, determines relevant to the proposer's ability to perform the services requested under this RFP.

Proposal Timeline

1. Solicitation issued	January 20, 2021
2. Clarifying discussions with Director	By request
3. Project proposals due to Person County ED	February 28, 2021, 5:00 PM EST
4. Committee review process	March 1 -31, 2021
5. Finalist interviews	March 2021, if needed
6. Engagement begins	Pending public approvals proposed for April 5, 2021

Proposal Delivery

Proposals are due via email no later than **5:00 pm EST time on February 28, 2021** to: swilborn@personcountync.gov, subject: North Park RFP. If the file is too large to email, it is the responsibility of the proposer to transmit via another method such as file sharing.