

Deloitte GEO | Project Excel

Request for Information: Existing Building

Deloitte Consulting is conducting a location search on behalf of a confidential manufacturing company interested in finding an existing building suitable for manufacturing. Additional information is included on a subsequent page of this RFI.

Responses to the questions contained in this questionnaire will be used to help Deloitte Consulting and the client project team evaluate potential building options. It is important that we obtain clear and comprehensive responses in order to evaluate building options fairly and present the best options to the client. Completed site forms for the **most representative 2-3 building options** within your state's indicated MSAs are due by 6:00 PM CST on **Monday, January 23, 2012**. (each submission will require creation of a unique GEOsite username)

Any questions concerning the information requested in the document should be directed to our team (responses and questions should be directed to primary contacts):

Primary Contacts

Matt Adams (Primary)
(312) 486-2286 - office
matadams@deloitte.com (email strongly preferred)

Josh Timberlake
(312) 486-3067 - office
jtimberlake@deloitte.com

Project Principal
Darin Buelow
(312) 486-2096
dbuelow@deloitte.com

Thank you in advance for your prompt response.

GEOsite Information Collection Tool

Deloitte Consulting's Real Estate & Location Strategy (RE&LS) practice has developed a web-based information collection tool, **GEOsite**.

Overview

- Traditionally, we have issued Requests for Information (RFIs) using email and postal mail
- To better serve our clients, streamline the submission process for our economic development partners, and reduce paper consumption, we have transitioned to GEOsite
- GEOsite allows collaborators to submit information, upload attachments, and save work-in-progress

Recommended Process

- [Print the complete RFI](#) and read through the questions
- Answer the questions--you must answer all required information on a page before moving forward
- Upload attachments (e.g., maps, plans, etc.)
- Review and submit your work

Don't lose your work! You may save your work and return at any time. Work is automatically saved as you navigate from page-to-page. However, unsaved work will "time out" if you leave your computer idle.

Need Help?

- Contact Matt Adams via email: matadams@deloitte.com (preferred) or phone: (312) 486-2286

Feedback

- GEOsite is a relative new tool, intended to simplify processes
- We encourage your feedback, and suggestions for improvement

Project Excel Overview

Deloitte Consulting is working on behalf of a **confidential manufacturing** client that seeks to identify and lease a high-quality, ready-to-occupy **manufacturing building** to accommodate an important investment in the United States.

At this stage of the process, we are requesting high-level information on available manufacturing buildings of 140,000 square feet, expandable to 190,000 square feet by 2015, located within the metro/micropolitan areas indicated for select states. More specific details will be addressed at a later time.

Our client is planning to deploy a manufacturing operation that could require up to **400 employees at peak production (~2015)**. The projected investment in machinery and equipment is up to **\$10 million** within the first **5 years** (excluding any real estate costs and any required building upgrades and retrofitting).

The location ultimately chosen for this manufacturing project must have an existing building that meets project timing and specifications and can

demonstrate the ability to accommodate projected operations in terms of: labor/talent quality and availability, workforce flexibility (e.g., ability to accommodate 24/7 work week with multiple shifts), logistics support, site and infrastructure suitability, industry and supplier presence, cost competitiveness, and other key factors.

Your receipt of this document indicates that our project team has, based on work completed to date, pre-qualified MSA(s) within your state and included it on a "long-list" of candidate locations. This document outlines the key project objectives, specifications, and our request for information.

It is our goal to gather high-level data on available buildings to validate the selection of identified communities for further consideration. The **final decision is expected to be made by the end of Q2 2012.**

Please understand the following:

- You must operate in **complete confidentiality**
- The information and project specifications that we provide to you are estimates to be used for planning purposes only and do not constitute a guarantee of final investment or job creation by Deloitte Consulting or by our client
- Responses provided to this RFI will be used primarily for preliminary evaluation purposes and will not constitute a guarantee on your part
- Please ask clarifying questions early in order to avoid unnecessary delays in your response

Key Project Objectives

The final location selected for this project must meet the following key objectives:

- An existing manufacturing building (for lease or purchase) of at least 140,000 SF, expandable to at least 190,000 SF. The building must be ready for near immediate occupancy. Site should be appropriately zoned and permitted to allow for manufacturing/assembly
- Enable operations by the end of Q2 2013, at the latest
- Access to reliable, high-quality utilities and local infrastructure (no exceptional capacity requirements anticipated)
- Highly productive, stable direct and technical labor force with the education and skill profile to support the operation in terms of engineers, technicians, and direct skilled automated manufacturing labor
- Access to a well developed transportation network that will meet the demands of the operation to rapidly access customers, key suppliers, and immediate proximity to a third-party logistics hub / warehousing
 - Highway: < 10 miles preferred, 20 miles maximum
 - Seaport: < 100 miles preferred, 200 miles maximum
 - Domestic commercial airport: < 20 miles preferred, 40 miles maximum
 - Cargo airport: < 100 miles preferred, 200 miles maximum
- Demonstrated community support for manufacturing projects (e.g., recruiting/training assistance, fast-track permitting, tax credits/abatements, etc.)
- Relative low total cost of ownership

Getting Started

Important Note: If you are submitting multiple buildings/sites for consideration, you must create *separate* GEOsite accounts--one account per building/site. If you have already submitted a site (but *not* created a new account), please [return to the login page](#).

Your Contact Information

Company / Organization Name

First Name

Last Name

City

State

Phone Number

Email Address

Site Review

Building Location

Street Address

City

State

Zip Code

MSA

Building former occupant (and building name, if applicable):

Building Parameters

Land plot size (acres):

Building size (SF):

Building area available to this project (SF):

loading doors - drive-in:

loading doors - dock level:

Building Construction/Siding

Parking lot - describe car parking:

Parking lot - describe truck staging area:

Expansion Potential (required: option for an additional 50,000 SF of building space adjacent)

Is adjacent, contiguous space of at least 50,000 SF available for expansion?:

Yes No

Zoning

Current zoning:

Readiness

Describe timing / requirements to commence build-out (is facility ready for customization now?):

Are all utilities currently available to the facility (industrial electricity, gas, water, industrial process waste, domestic waste)?:

Yes No

Price

Goal: understand options and cost to acquire the property

The client prefers to lease an existing manufacturing building. Please provide the triple net asking price, and also provide any known information on past property taxes and other building operating expenses. Provide all pricing information on a per square foot basis.

Building Lease Costs

Terms (indicate any special considerations):

Lease rate (triple net asking price, per square foot):

Other building operating expenses (per square foot):

Recent historical tax rates (per square foot):

Purchase price (if available):

Site Location

Is this site in an economic empowerment zone, enterprise zone, or other incentive zone?:

Yes No

If yes, explain:

How would you characterize building's immediate surrounding (e.g., industrial, etc.):?

Describe adjacent uses:

North:

South:

East:

West:

Environmental / Site Issues

Goal: identify any challenges related to site and/or project schedule, including associated costs

Environmental

Environmental Phase I:

Yes No

If no, when planned?:

Environmental Phase I date:

Environmental Phase II:

Yes No

If no, when planned?:

Environmental Phase II date:

Other Environmental Studies (please explain):

Flood Plain

Flood Plain - is any part of the site within a 100-year flood plain or equivalent?:

Yes No

If yes, explain:

Environmental Contamination

Is the site in any way contaminated?

Yes No

If yes, explain:

Storm Drainage

Is an adequate storm water drainage and detention system in place?:

Yes No

If no, explain:

Transportation

Goal: understand direct transportation access to the site

Major Highways and Site Access

Describe the current road access to the building (i.e., nearest road, four-lane hwy, interstate):

Is access to the building in need of improvement?

Yes No

If yes, what is the est. cost of required improvements:

Distance to nearest interstate highway:

Airports

Indicate distance to nearest commercial airport (miles):

What other commercial airports, if any, are within 100 miles from the building?:

Railways

Indicate distance to nearest railyard / bi-modal facility (miles):

Sea Ports

Indicate distance to nearest sea port or inland waterway port (miles):

Supplemental Documentation

Please download the [Supplemental Workbook](#) to provide information on other local manufacturing companies, recent activity in the manufacturing sector, and nearby warehousing and logistics providers.

Supplemental Workbook

If you experience difficulty uploading attachments, please contact us directly.

Matt Adams
matadams@deloitte.com

Primary Photo (JPG, TIF, BMP only)

Floor / Building Plans

Site Plan (w/ topo map)

Area / Location Maps

Utility Maps

Zoning Ordinance

Environmental Reports (e.g., Phase I)

Salary/Wage Survey

Provide the most recent local area salary/wage and benefits survey in the manufacturing sector. Indicate date, background on industries/companies included, job descriptions for positions covered, methodology employed, data gathering methods or any other details about the survey presented.

Marketing Brochure

Miscellaneous Information File #1

Miscellaneous Information File #2

Miscellaneous Information File #3

Wrap Up

This completes the RFI. Before finalizing your submission, please review that you have completed all the necessary information. **Once submitted, you will not be able to make changes online.**

Key Content

- Minimum Requirements/Site Review
- Price
- Environmental/Site Issues
- Transportation

Supplemental Material

- Supplemental Workbook
- Primary Photo
- Floor/Building Plans
- Site Plan (w/ topo map)
- Area/Location Maps
- Utility Maps
- Zoning Ordinance
- Environmental Reports (e.g., Phase I)
- Salary/Wage Survey
- Marketing Brochure
- Miscellaneous Information

Next Steps

- Over the course of the next few weeks, we will review RFIs
- Our team will be in touch within the next 2-3 weeks for next steps

Thank You!

We sincerely appreciate your efforts in helping us move forward with this project.

Sincerely,

Deloitte Consulting
Real Estate & Location Strategy
www.DeloitteGEO.com

Indicates Response Required

Submit