

GAINESVILLE-HALL COUNTY MSA, GEORGIA RESPONSE FOR

FOOD PROCESSING PROJECT

Project White Wave

Request for Proposal

State of Georgia

July 2011

CONFIDENTIAL and PROPRIETARY

Project Overview

Type of Operation: Food Processing Facility considering the Eastern United States

Job Number/Classifications

- Shipping/Receiving: 3
- General Labor: 24
- Line Operators: 3
- Ingredient Scaling & Mixing: 6
- Sanitation: 4
- Maintenance: 4
- Supervisors: 4
- **Total = 50**

Investment:

Real Property: \$3,000,000

Personal Property: \$16,000,000

Total Investment = \$19,000,000

Timeline:

Proposals should be submitted electronically to abaxter@locationgeorgia.com and ddunagan@georgia.org by **12:00 p.m. on Thursday July 28, 2011.**

Georgia Team	Annie Baxter Statewide Project Manager ECG abaxter@locationgeorgia.com 404.326.4153 David Dunagan Project Manager GDEcD ddunagan@georgia.org 404.962.4023
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FACILITY REQUIREMENTS

Structural Components:

- Size: 60,000 SF
- Clear: 28' Clear
- Electric: 2,000 kva, three-phase, 4-wire secondary
- Gas: 6,000,000 BTU (low-pressure), with internal intra-plant distribution lines
- Water: Incoming line with 60 psi
- Docks: Four (4) 8' x 8' truck doors
- Offices: 3,000 SF

Additional Considerations:

- Roof: Must accommodate vent and stack penetrations, as well as handle external roof top units (RTU's)
- Floors: Approximately 4,500 SF of floor area will be heated to accommodate process freezing and frozen storage
- Ingredients: Zoning and clearance to accommodate three (3) 40' high bulk ingredient silos (dry).
- Infrastructure: Engine room and mechanical areas to accommodate refrigeration and air compressors, chilled water, and process/sanitary boiler
- Security: Regulated and monitored incoming and outbound gated-access
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Site Information Data Request (for each site submitted)

SITE INFORMATION		
BUILDING NAME	5385 Rafe Banks Rd.	Gainesville Business Park Speculative Building – Site 1
	 5385 Rafe Banks Drive Bldg.pdf  Oakwood South Industrial Park-broch 5385 Rafe Banks Drive Property Flyer	 Gainesville proposed building.jpg  Gainesville Business Park Brochure Pattillo Speculative Building Property Flyer
COMMUNITY	Gainesville-Hall County, Georgia	Gainesville-Hall County, Georgia
LOCATION/ADDRESS	5385 Rafe Banks Rd.	New Harvest Road
Ownership & Asking Price		
Is the property available for sale or lease?	Pattillo Industrial Real Estate has offered that a lease rate for the existing 75,000 or the 130,000 sf would be approximately \$3.25/s.f. net (first yr rate). This assumes a purchase of the existing building at \$3M. The operating expenses (tenant pays) are roughly be \$0.40/s.f (taxes), \$0.03/sf (insurance), and \$0.15/s.f.(CAM). Pattillo Industrial Real Estate would require a 5 yr minimum lease term. This estimated lease rate is based on a number of assumptions, and it can be refined with a discussion of the	Pattillo Industrial Real Estate is the developer of Gainesville Business Park. The proposed building is approximately 75,000 s.f. on 16 acres. Lease rate- \$3.50/s.f. net Sale Price- \$45-50/s.f.

	company's specific needs and improvements to the building.	
What is the asking price?	\$3,100,000	\$45-50/sf. The final price will be determined by the specific needs of the client.
What is the price history on the facility?	\$3,500,000	N/A
Please list property owner(s)	Southeast Investment Capital	Pattillo Industrial Real Estate
Broker/Owner contact information	Everett Major, Jr. (owner) (678) 866-0895 John Drake (for a lease) Sales Representatives (770) 200-3626	John Drake Sales Representatives (770) 200-3626

Building Description		
Size of proposed building (Total SF)	73,692. Expandable to 115,500 3,230 office space. 15 +/- acres	75,000
Ceiling height	32'/32'	32'
Can the roof accommodate vent and stack penetrations, as well as handle roof top units (RTU's)?	Yes, but it will depend on the load characteristics. Some modifications may be required.	Yes, the building can be finished to accommodate roof top units.
Will zoning and clearance accommodate three 40' high bulk ingredient silos (dry)?	Yes	Yes
Is the facility protected by a gate which can monitor access to the building?	No, but it can be.	No, but it can be.

Utilities

ELECTRIC POWER		5385 Rafe Banks Rd.	Proposed Building 1
Electric Supplier(s) (include name(s) and contact phone number(s))	Jackson EMC David Lee 770-538-2519		Georgia Power Company or Jackson EMC can serve this building. Customer Choice above 900KVA Jackson EMC: David Lee, 770-538-2519 GPC: Lance Gardner, 770-535-4403
Current Service			Georgia Power or Jackson EMC
Electricity service to site (Yes/No)	Yes		Yes
Line size (kV)	115 kVA		Dual feed power is available from two separate transmission corridors that bound the Gainesville Business Park, including two 220 kVA lines and a separate 115kVA line.
Available capacity to site	2,000 amp electrical service, internal to the building. This service can easily be upgraded.		TBD. An adjoining site has a 4 Megawatt test bench. There is additional capacity and infrastructure in place to serve any user.

NATURAL GAS		
Gas Supplier(s) (include name(s) and contact phone number(s))	Atlanta Gas Light Paul Leath (478) 320-9565	ATMOS Energy Omer McCants (706) 681-5078
Current Service		
Gas line existing to site? (Yes/No)	Yes	(1) 8" and (2) 4" Main
Line size & pressure	4"	High pressure greater than 600 psi

Available capacity to site		
WATER		
Water Supplier(s) (include name(s) and contact phone number(s))	City of Gainesville Myron Bennett (770) 538-2418 300 Henry Ward Way, Suite 303 P.O. Box 2496 Gainesville, Georgia 30501	City of Gainesville Myron Bennett (770) 538-2418 300 Henry Ward Way, Suite 303 P.O. Box 2496 Gainesville, Georgia 30501
Current Service		
Water line existing to site? (Yes/No)	12" Main	12" Main
Line size & pressure		
Available capacity to site		
Water source and location (e.g. aquifer, well, river)	Chattahoochee River, Lake Lanier & Cedar Creek Reservoir	Chattahoochee River, Lake Lanier & Cedar Creek Reservoir
Water cost (per gallon)	 2011 Water/Sewer Fee Schedule Attachment B - Hall County Water and Sewer Rates and Policies	 2011 Water/Sewer Fee Schedule Attachment B - Hall County Water and Sewer Rates and Policies

Location Advantages	
What is the general labor availability and wage detail in this location for the job classifications outlined above?	 White Wave Labor Market Research Attachment A - Project White Wave Labor Market Research

Please comment on any specific advantages for food production your submittal presents.	Gainesville-Hall County is home to more than 40 food processing businesses and a concentration of support services, food packaging suppliers and a workforce familiar with food industry/food safety best-practices. There are five commercial cold storage and freezer operations within 10 miles of Gainesville, and Lanier Technical College is home to one of the few Ammonia Refrigeration training centers in the Nation.
Is there a cluster of food industry in your area?	Yes. See food processing map and list attached:  List of Food Processors  Food Processor Map Attachment C - Gainesville-Hall County Food Processing Industry Attachment D - Gainesville-Hall County Food Processing Industry Map
What is the water quality and availability?	 2011 Water/Sewer Fee Schedule  Water-quality-report -2010.pdf Attachment B - Hall County Water and Sewer Rates and Policies Attachment E - Hall County Water Quality Report
Are regulations friendly to the food processing industry in your area?	Yes

Incentives

Statutory Incentives	
Please describe and quantify any tax credits available.	The County is defined as a Tier Three County eligible for a Job Tax Credit of \$1,750 per new job. Based on the projected 50 new jobs the Job Tax Credit would equal \$437,500 over five years. Excess credits can be carried forward up to ten years.
Please describe any tax exemptions available.	Sales and Use Tax Exemption Qualified equipment purchases or leases are exempt from sales tax when the equipment purchased is used in the manufacturing process. Under certain conditions, primary material handling equipment (in warehouses and distribution centers), computer equipment and Class 100 (or less) clean room machinery, equipment and materials can also be exempted. Inventory Tax Exemption Effective January 1, 2011, business inventory is exempt from state property taxes (0.25 mills). Many Georgia counties also exempt from property tax up to 100 percent of qualified raw material, work-in-process and finished goods inventory under Georgia's local-option "Freeport" law. In most of these

	counties, distribution center and warehouse inventories are exempt if the inventory is destined to be shipped out of state.
Outline hiring and training services that are offered for manufacturing.	Georgia's Department of Labor (DOL) - provides services free of charge to facilitate employee recruitment and selection. A team from DOL's nearest Career Center will accept and screen applications based on employer-specified criteria. In addition, DOL will schedule applicant interviews for company managers and provide facilities to conduct them. By providing these services at no charge, Georgia's DOL removes a tremendous burden from company professionals, enabling them to focus on tasks that require their unique expertise. QUICKSTART The highest value and most immediate benefit to Project White Wave's workforce development will be delivered by Georgia Quick Start. As noted, Quick Start will provide comprehensive training services – fully customized to Project White Wave's processes, equipment, standards, and culture -- free of charge as an incentive for job creation. Quick Start services

	include: • Comprehensive needs analysis • Training program development & instructional design • High-quality customized training materials • Instruction As soon as Project White Wave commits to creating the specified jobs at a Georgia location, Quick Start's work may begin. The comprehensive needs analysis can be scheduled as early as the following week. At the company's designated location, an experienced team of manufacturing and training specialists will systematically analyze each process and job classification through observation and consultation with company subject matter experts.
Describe any grants or other discretionary programs available to the project.	DISCRETIONARY INCENTIVES: Discretionary incentives are considered by the Georgia Department of Economic Development on a project-by-project basis and are considered deal-closing funds, used to close identifiable gaps between a community's incentive offer to a company and the company's business

	requirements for locating. Eligible uses of funds for this typically include community or economic development improvements such as, but not limited to, rail access; road improvements; water and sewer improvements; site acquisition and development; drainage improvements; utilities extension; construction projects; capital outlay projects; infrastructure projects; purchase or lease of equipment or other assets. Discretionary incentives are considered by the Georgia Department of Economic Development only after the company has identified a final, single location of choice in the state.
Other benefits available:	In 2005 Georgia became the first state to adopt a “Single Factor Gross Receipts” apportionment formula. This new formula substantially reduced Georgia state corporate income tax liability for companies based in the state who deliver a large portion of products or service to customers outside Georgia. As of 2008 Georgia fully adopted Single Factor Gross Receipts.
Local Incentives	
Please describe any special incentive zones unique to this site or community.	See the response to local property tax abatements, below.
Are tax abatements available for real and personal property	The Gainesville-Hall County

investment? If so, what is the schedule and value of the abatements?	Development Authority routinely executes Payment In Lieu of Taxes agreements with companies to reduce the leasehold value of property. The specific schedule of the abatement program is considered with other local incentives and tailored to fit the needs of the company.
Are Permit fee waivers available?	Fees may not be waived, but can be offset by the state and local incentives proposed.
Are there local grant programs available to offset start-up costs?	Local support will be focused on local property tax abatement and local infrastructure support for this project. Any state grant programs that would apply are administered by the State of Georgia
Please provide an executive summary in a separate document outlining the benefits of locating in your community.	 Gainesville-Hall County Introductory L Attachment F - Gainesville-Hall County Introductory Letter