

An aerial photograph of a large industrial site, possibly a quarry or construction area, with a prominent green horizontal band across the middle. The background shows a vast landscape with a forested area in the foreground and a distant town or city under a cloudy sky.

HOW COMPETITIVE IS YOUR INDUSTRIAL SITE?

RALPH FORBES, PE, VICE PRESIDENT/REGIONAL DIRECTOR
THOMAS & HUTTON



The decisions you make today last a lifetime and the results are passed down through future generations.

Every decision you make affects a community's livelihood.

A quote that always sticks with me is 'make sure the decisions you make today outlive you.'

HOW CAN COMMUNITY LEADERS ATTRACT INDUSTRY?



- Having a vision and a plan
- Identifying land
- Due Diligence
- Grad Certification
- Graphics
- RFI's – Be Proactive
- Site Visits

SEPARATE YOURSELVES

PLANNING VISION & IDENTIFYING LAND



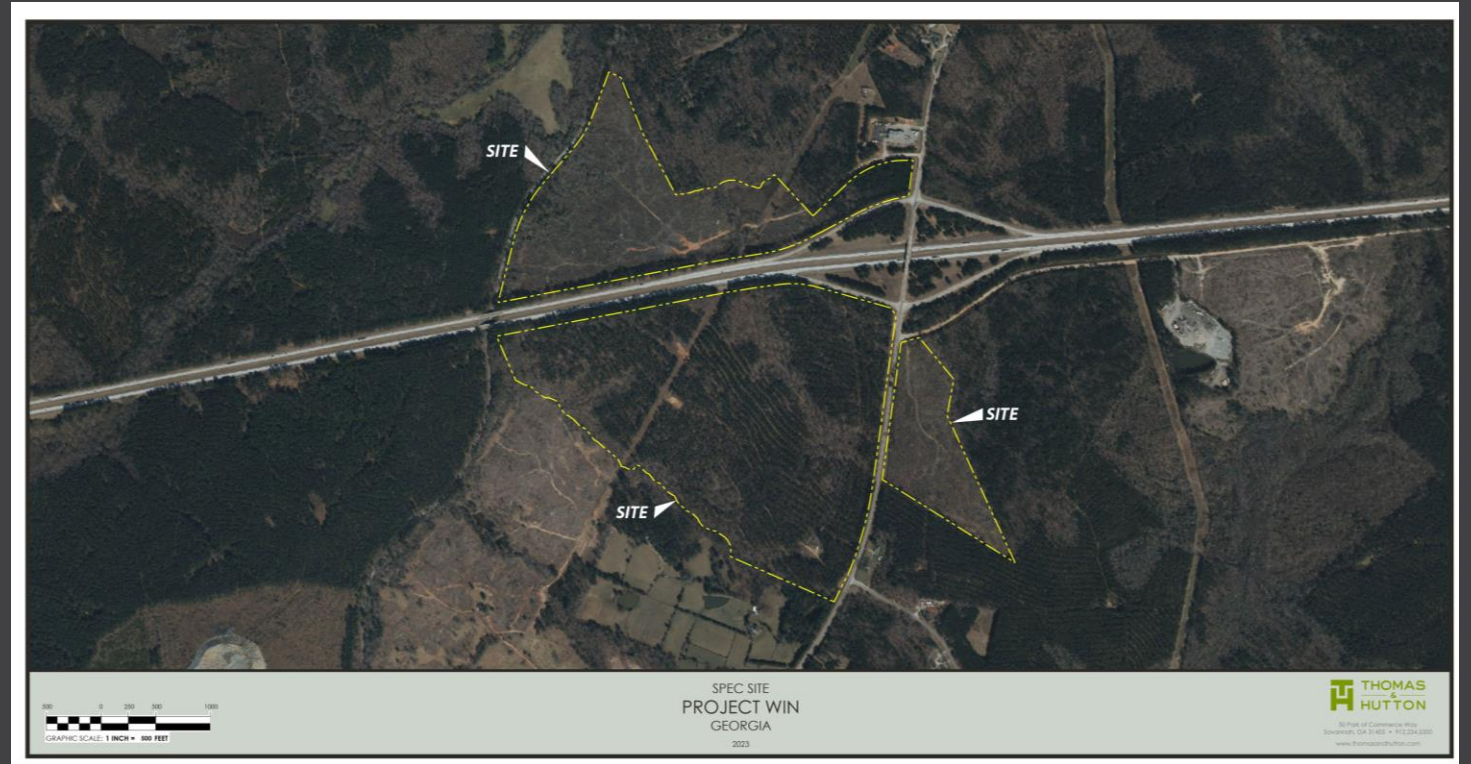
- Market Studies, Labor Studies
- Strategic plan for community (Identify blueprint for success)
- Acreage – manage expectations and budget
 - Look at options instead of purchase
- Key Attributes
 - Minimal encumbrances (easements, wetlands, streams)
 - Adjacent four-lane highway (existing or future)
 - Soils – cut/fill balance, no or minimal rock
 - Topography
 - Rail (could be asset)
 - No major residential nearby
 - Within utility service area

PATH TO SUCCESS: HOW TO NAVIGATE

STEP 1 - LAND

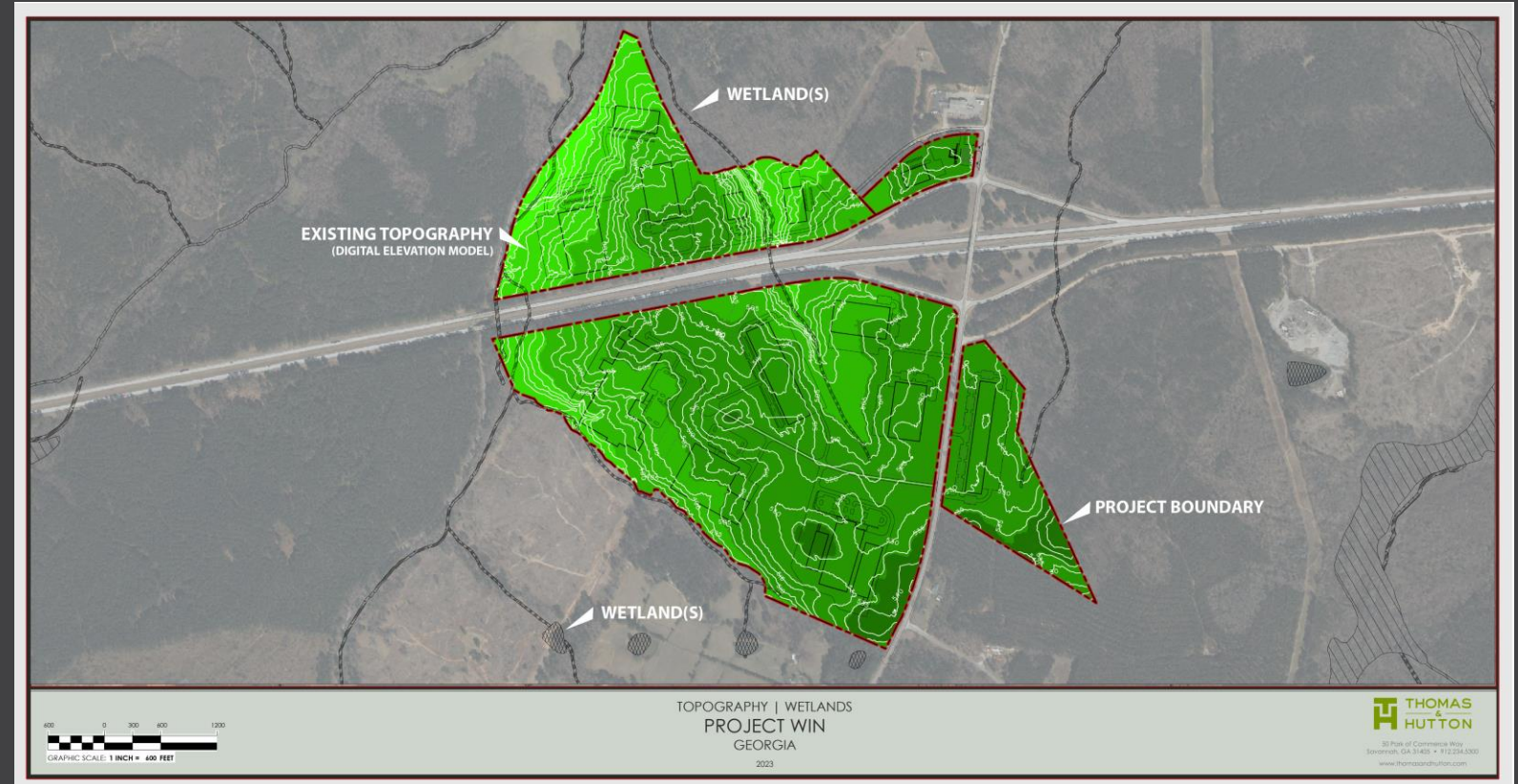


Community buys land or puts under option, submits RFI to State, shows site, and does not make it past the RFI process.



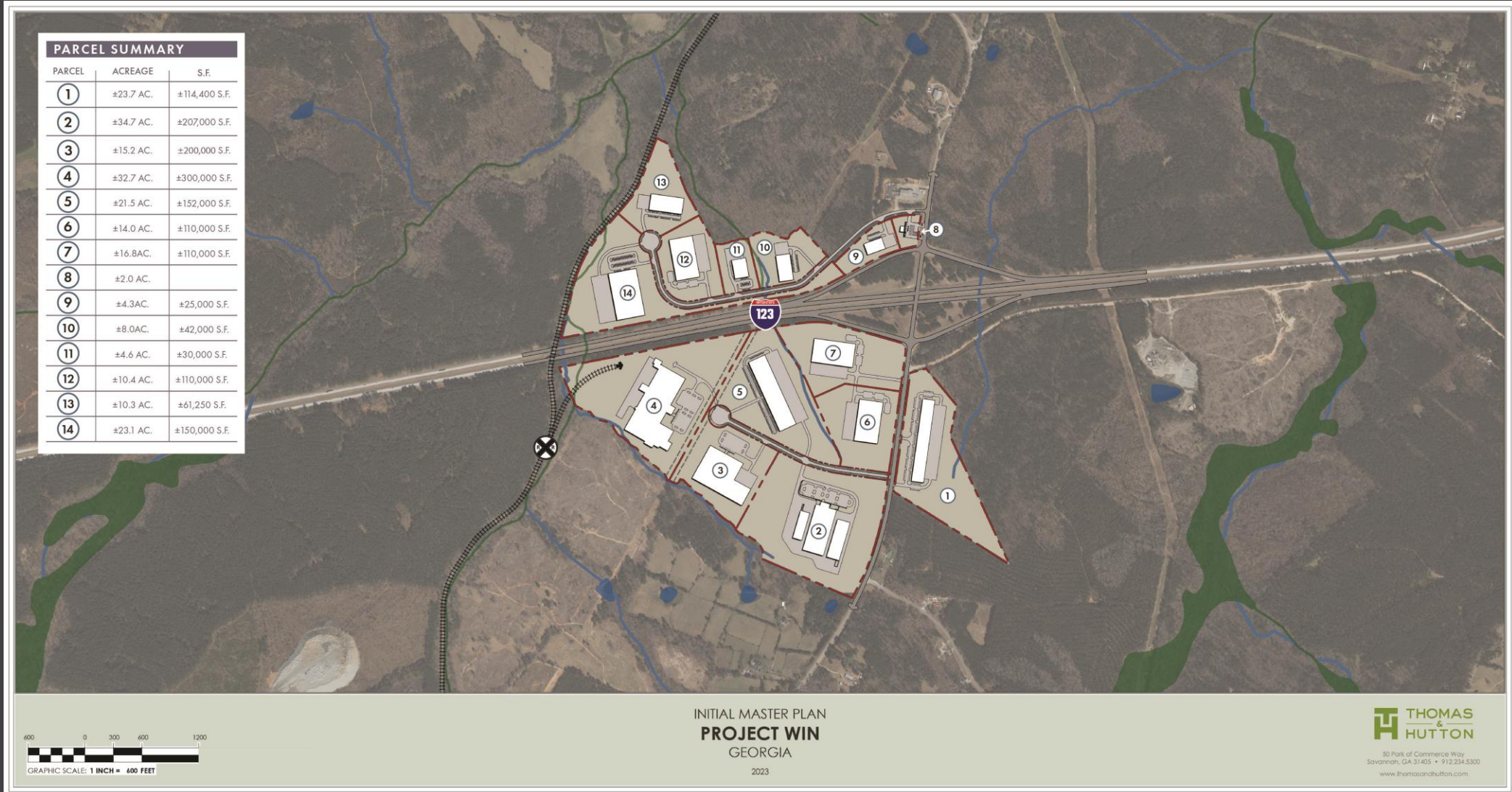


- Wetlands Determination
- Threatened and Endangered Species Report
- Cultural Resources Study
- Phase 1 ESA
- Geotechnical Report
- Topography Survey



PATH TO SUCCESS: HOW TO NAVIGATE

STEP 3 – LAYOUT



PATH TO SUCCESS: HOW TO NAVIGATE



The next RFI the community submits, gets a site visit, and prospect says...



PATH TO SUCCESS: HOW TO NAVIGATE

STEP 4 – BE COMPETITIVE



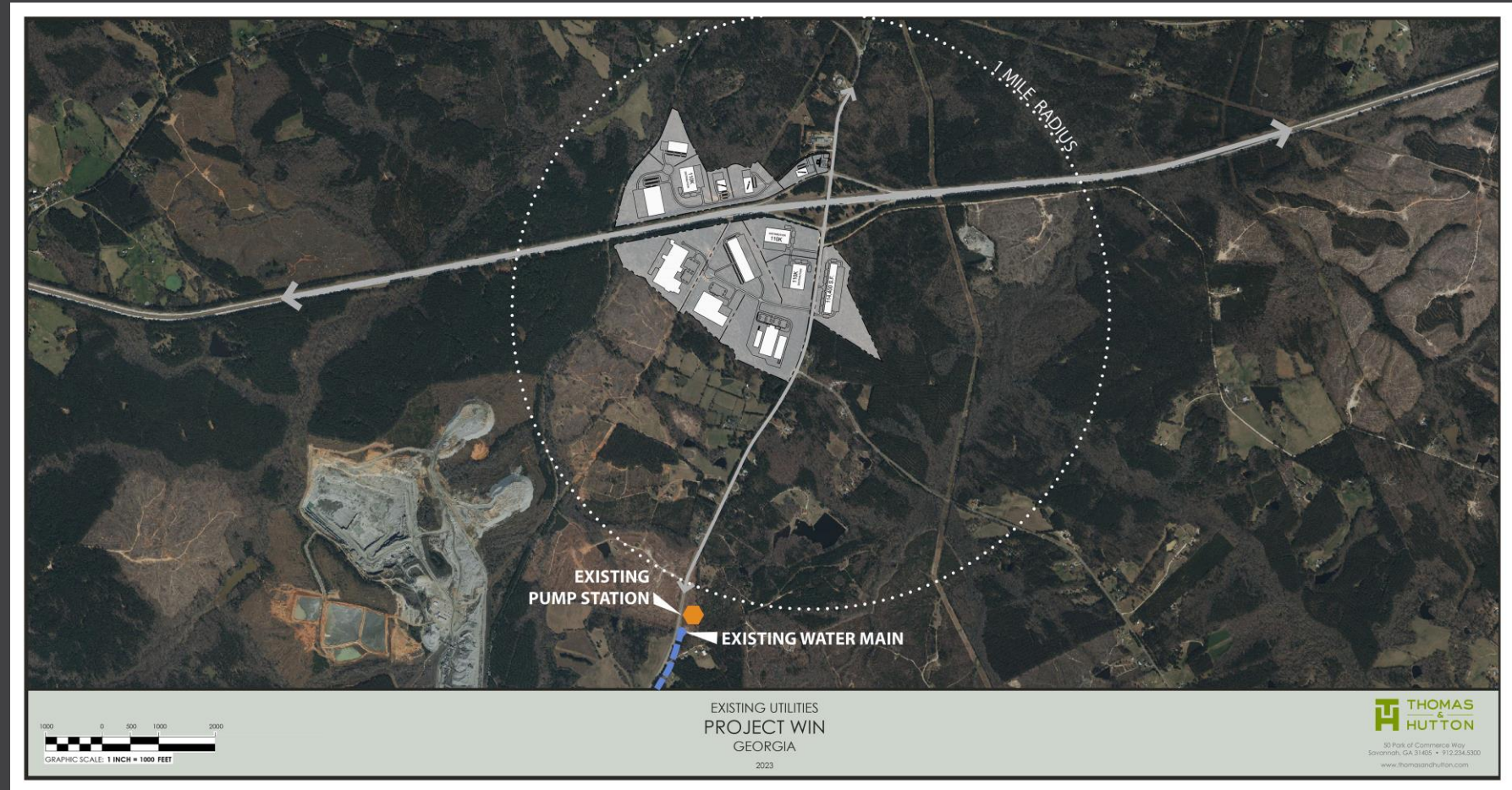
CLEAR AND GRADE ROAD AND PAD AREA



PATH TO SUCCESS: HOW TO NAVIGATE



Water and sewer is about one mile away with no plan/timeline to provide to site.



PATH TO SUCCESS: HOW TO NAVIGATE

STEP 4 – BE COMPETITIVE




DESIGN/PERMIT WATER & SEWER EXTENSION


PROJECT WIN

WATER MAIN EXTENSION ALONG HIGHWAY 123 ANYWHERE, GEORGIA

PREPARED FOR:
CITY OF ANYWHERE
123 MAIN STREET
ANYWHERE, GA 12345

TM# 123-000-4567-0000
SEPTEMBER 2023
J-12345

PREPARED BY:
 **THOMAS
&
HUTTON**

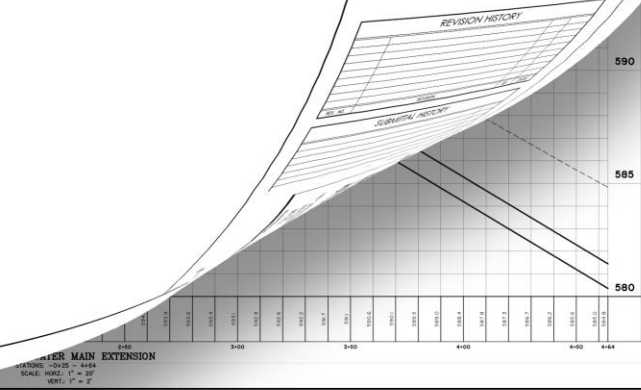


VICINITY MAP
SCALE: 1" = 3000'

NO.	DESCRIPTION
CO-1	COVER SHEET
CO-2	GENERAL NOTES, LEGENDS AND INDEX
CO-3	EXISTING CONDITIONS
CO-4	OVERALL WATER MAIN EXTENSION PLAN
CO-1-CO-4	WATER MAIN EXTENSION - PLAN & PROFILE

NO.	DATE	DESCRIPTION

NO.	DATE	DESCRIPTION



WATER MAIN EXTENSION
STATIONING: 0+00.00 - 4+64.00
SCALE: HORIZ. 1" = 50'
VERT. 1" = 2'

1501 Main Street • Suite 700
Columbia, SC 29201 • 803.451.0299
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CITY OF ANYWHERE
WATER MAIN EXTENSION - PLAN & PROFILE

NO.	DATE	BY	APPROVED

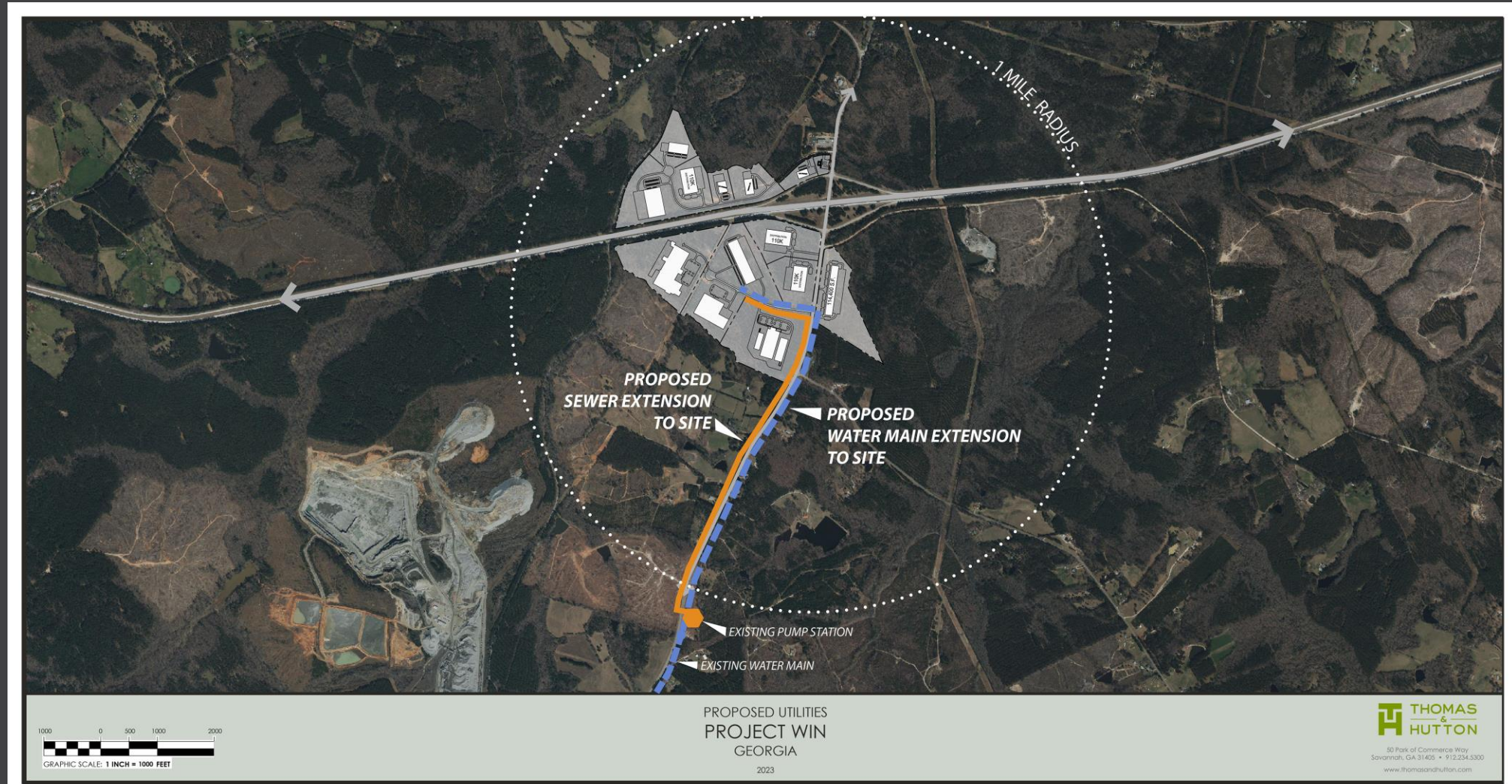
C2.1

PATH TO SUCCESS: HOW TO NAVIGATE

STEP 4 – BE COMPETITIVE



DESIGN/PERMIT WATER & SEWER EXTENSION

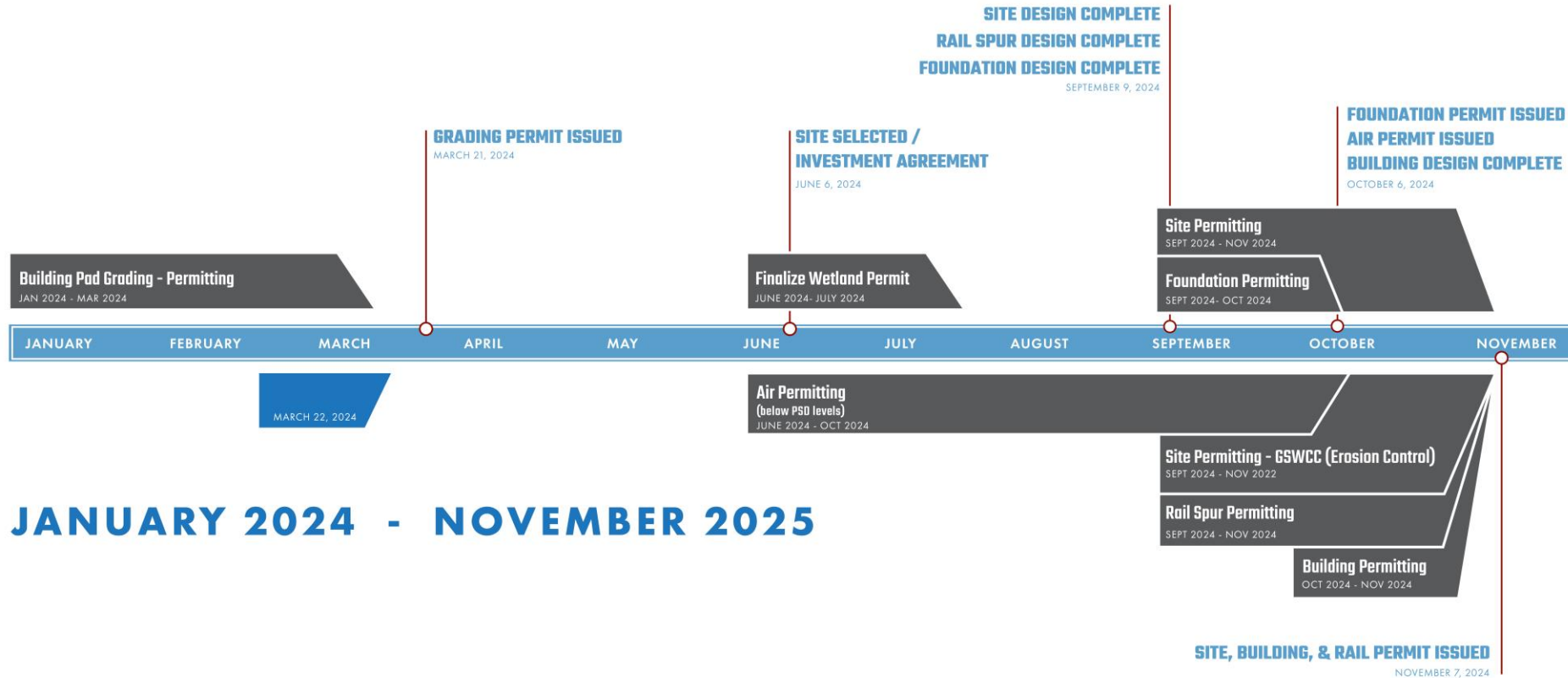


PATH TO SUCCESS: HOW TO NAVIGATE

STEP 4 – BE COMPETITIVE



INCLUDE A SCHEDULE TO MEET THE COMPANY'S TIMELINE



JANUARY 2024 - NOVEMBER 2025

PERMITTING SCHEDULE | PROJECT WIN

KEYS TO SUCCESS



- Planned, had vision, and identified the land.
- Performed due diligence (possibly GRAD certified) reducing risk to the prospect.
- Laid out masterplan of the site and identified potential problem areas (possibly filed wetland permit).
- Increased competitiveness with commitment to at least design and permit the water and sewer.
- Prepped for grants or GEFA loans.

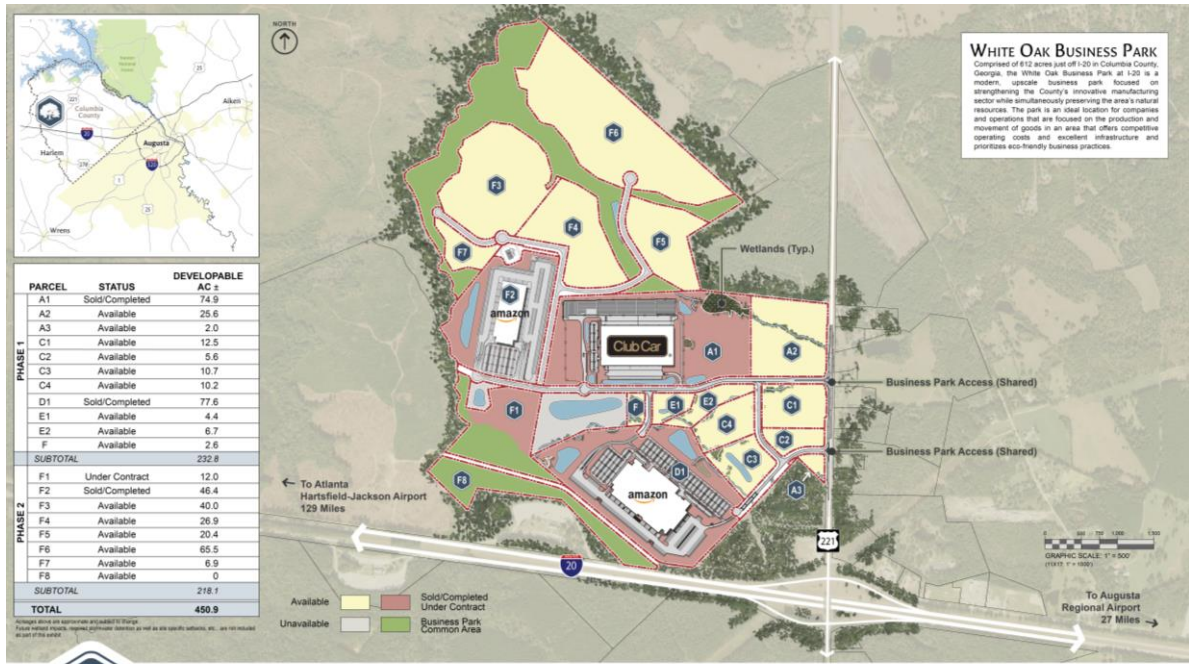
KEYS TO SUCCESS



- Made the commitment to clear and build at least a roadbed to get into the site and cleared a 10–15 ac site to be able to show the site to prospect.
- Further increased competitiveness with the use of 3D graphics to better show the vision of the site and/or park.
- Leadership support.
- Going above and beyond on site visits and RFI's.
- Community made decisions that they may not live to see benefit.

SUCCESS STORIES

LAYOUTS – MASTER PLANS



SUCCESS STORIES

LAYOUTS – MASTER PLANS



COVINGTON ENTERTAINMENT MEDIA CAMPUS OF GEORGIA
 FUTURE PROXIMITY MAP



2127 UHLEN STREET NORTHWEST
 COVINGTON, GA 30014 • 866-600-8248
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PARCEL NUMBER	PROPOSED USE	BUILDING SF	ACRES
1	COMMERCIAL	TBD	13.9 AC.
2	COMMON AREA	N/A	18.3 AC.
3	INDUSTRIAL / MANUFACTURING	89,700 SF	113.1 AC.
4	INDUSTRIAL / MANUFACTURING	57,200 SF	113.2 AC.
5	INDUSTRIAL / MANUFACTURING	57,200 SF	113.0 AC.
6	INDUSTRIAL / MANUFACTURING	262,880 SF	129.2 AC.
7	COMMON AREA	N/A	13.3 AC.
8	INDUSTRIAL / MANUFACTURING	TBD	13.3 AC.
9	INDUSTRIAL / MANUFACTURING	262,880 SF	129.3 AC.
10	INDUSTRIAL / MANUFACTURING	TBD	13.4 AC.
TOTAL		693,780 SF	1147.8 AC.

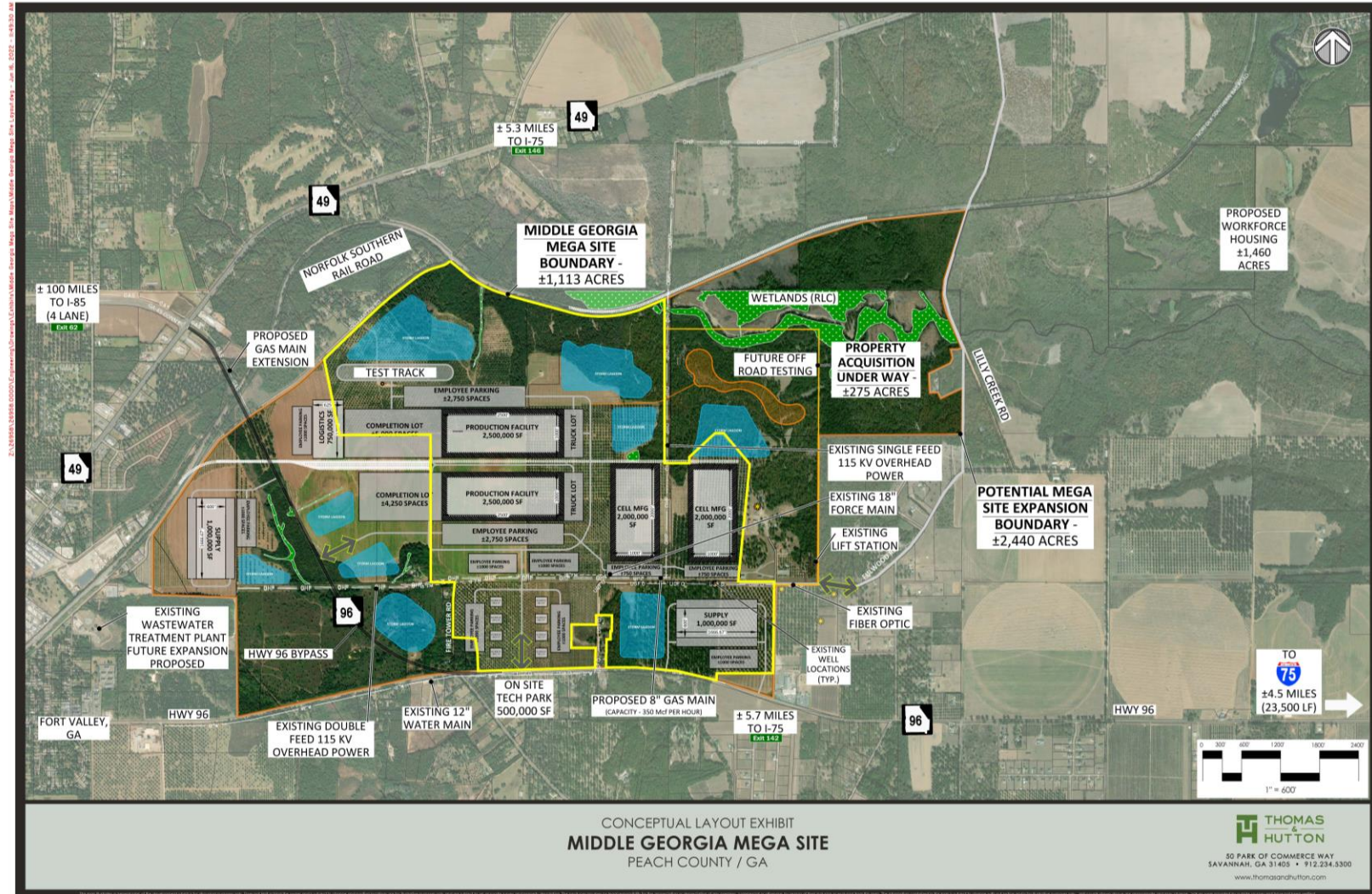
CENTRAL FRANKLIN INDUSTRIAL PARK
 CONCEPTUAL LAYOUT

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323 PARK ST. COMMERCE WAY
 SAVANNAH, GA 31405 • 912-234-5300
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SUCCESS STORIES

LAYOUTS – MASTER PLANS



SUCCESS STORIES

LAYOUTS – MASTER PLANS



SUCCESS STORIES



PAD READY SITES



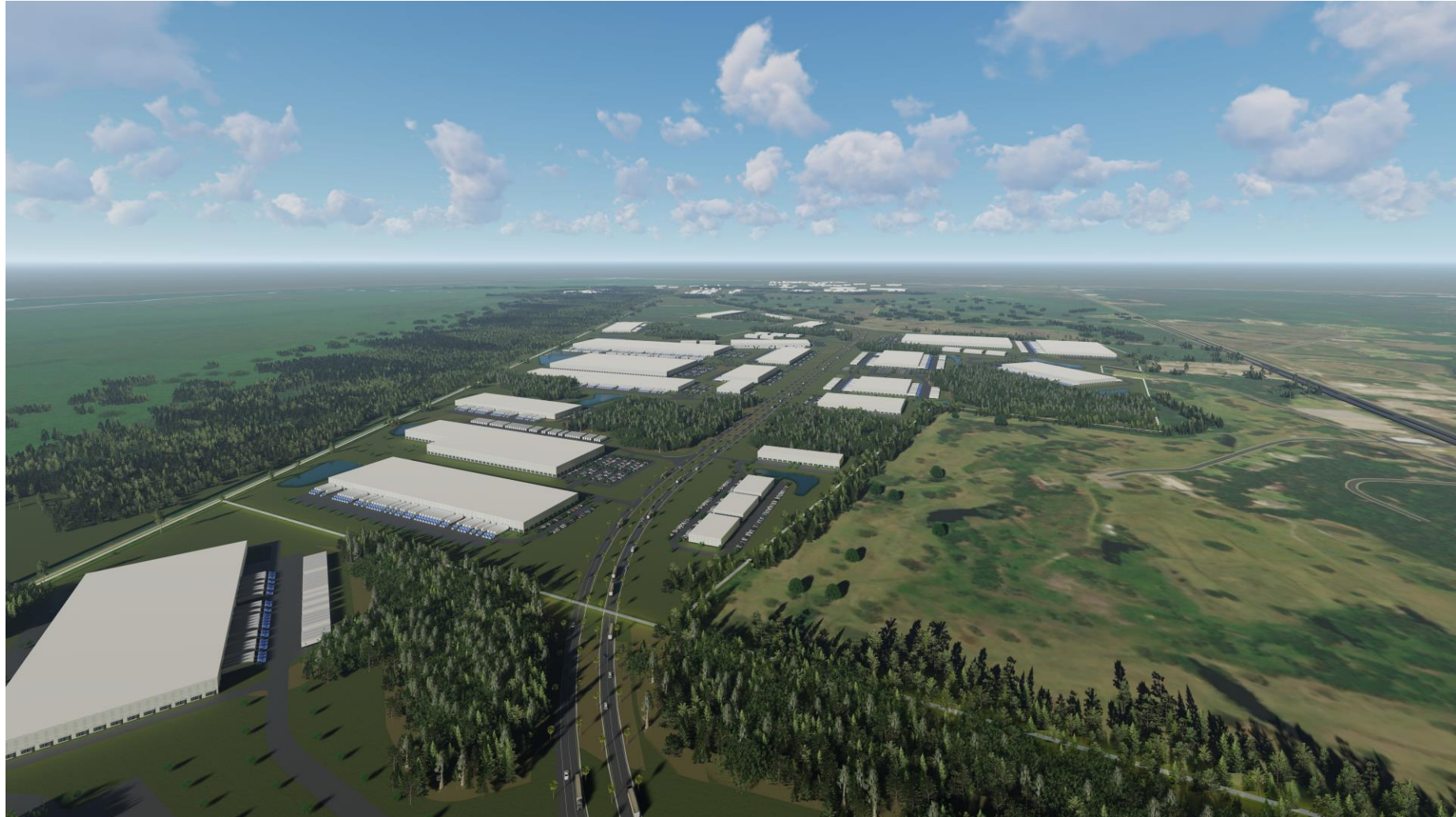
SUCCESS STORIES

3D MODELING



SUCCESS STORIES

3D MODELING



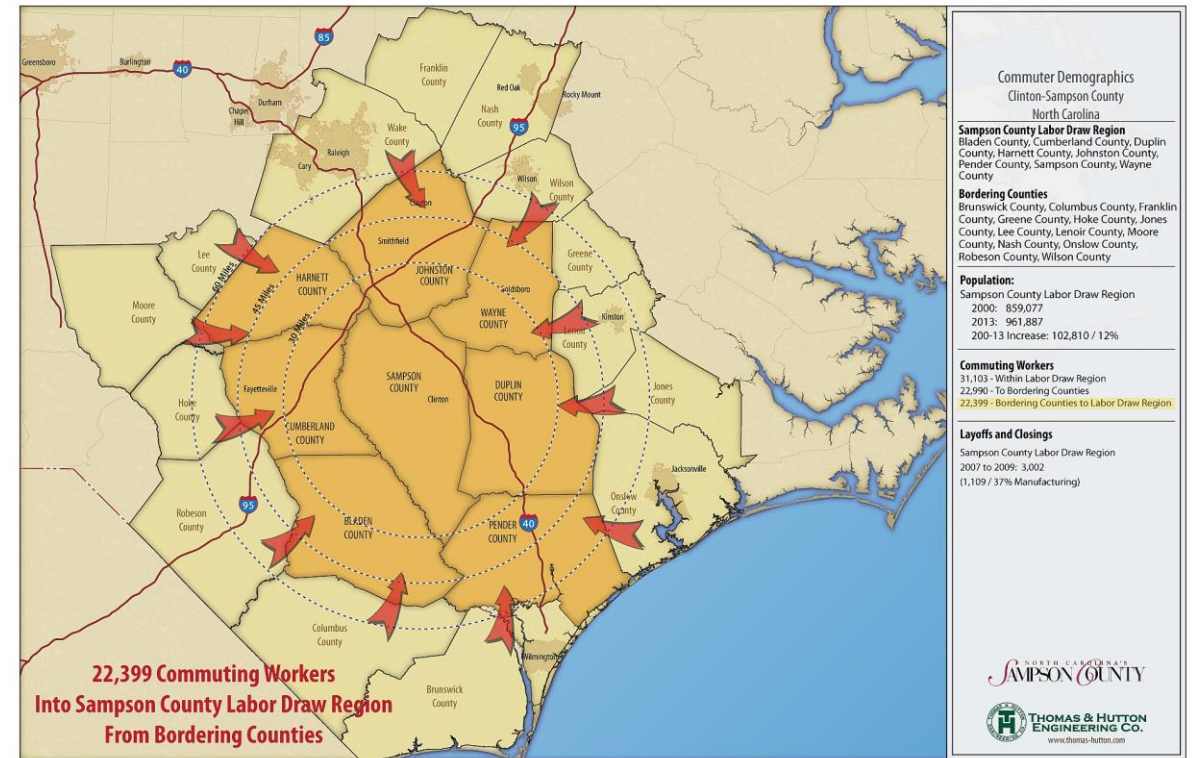
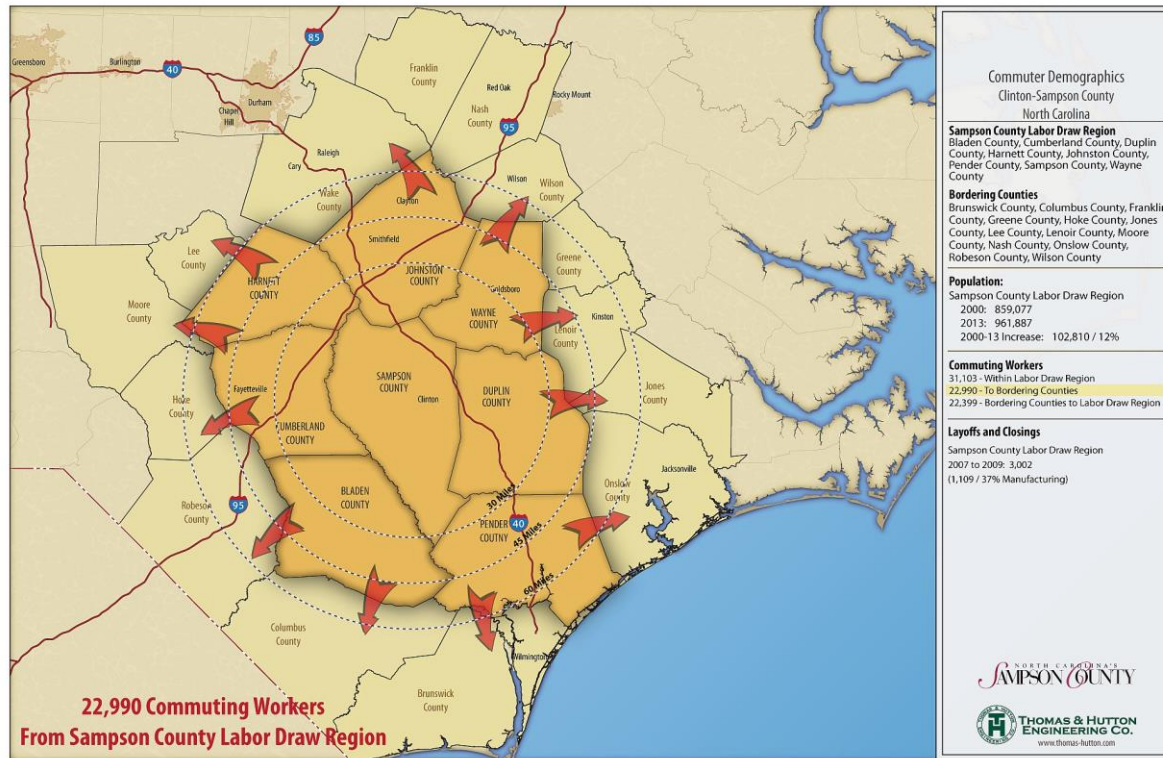
SUCCESS STORIES

3D MODELING



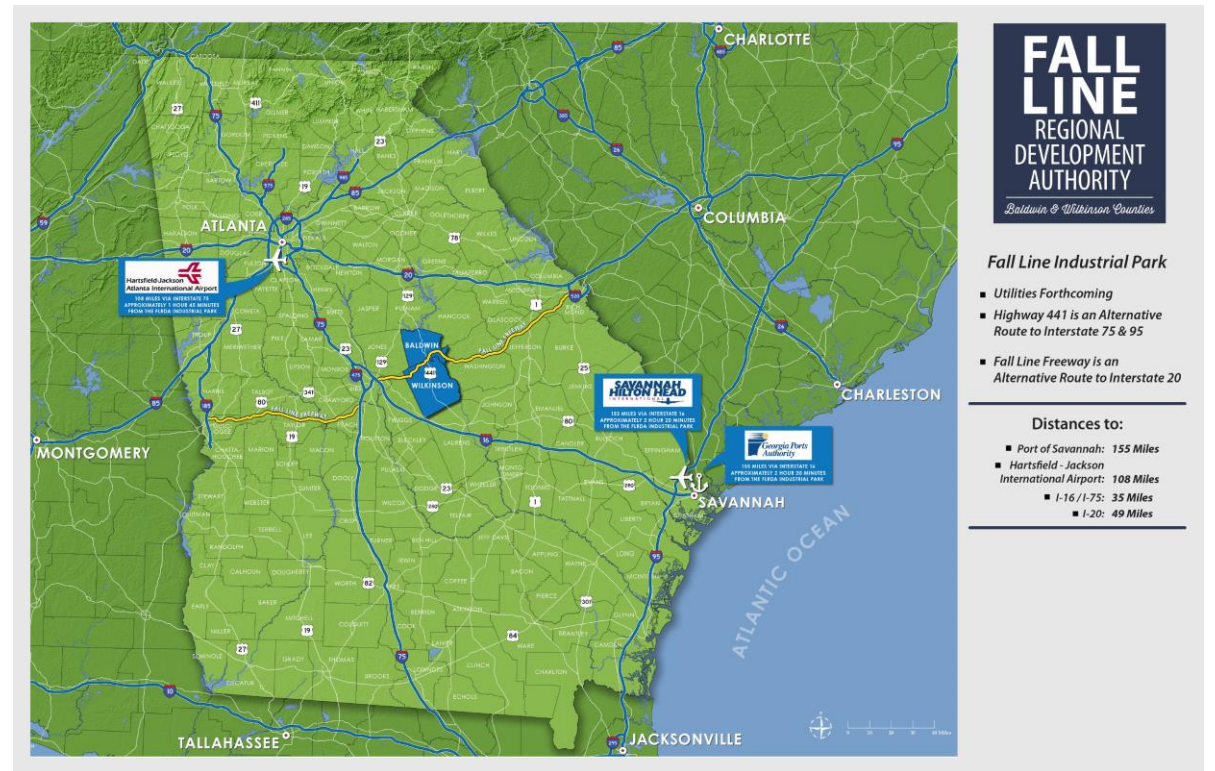
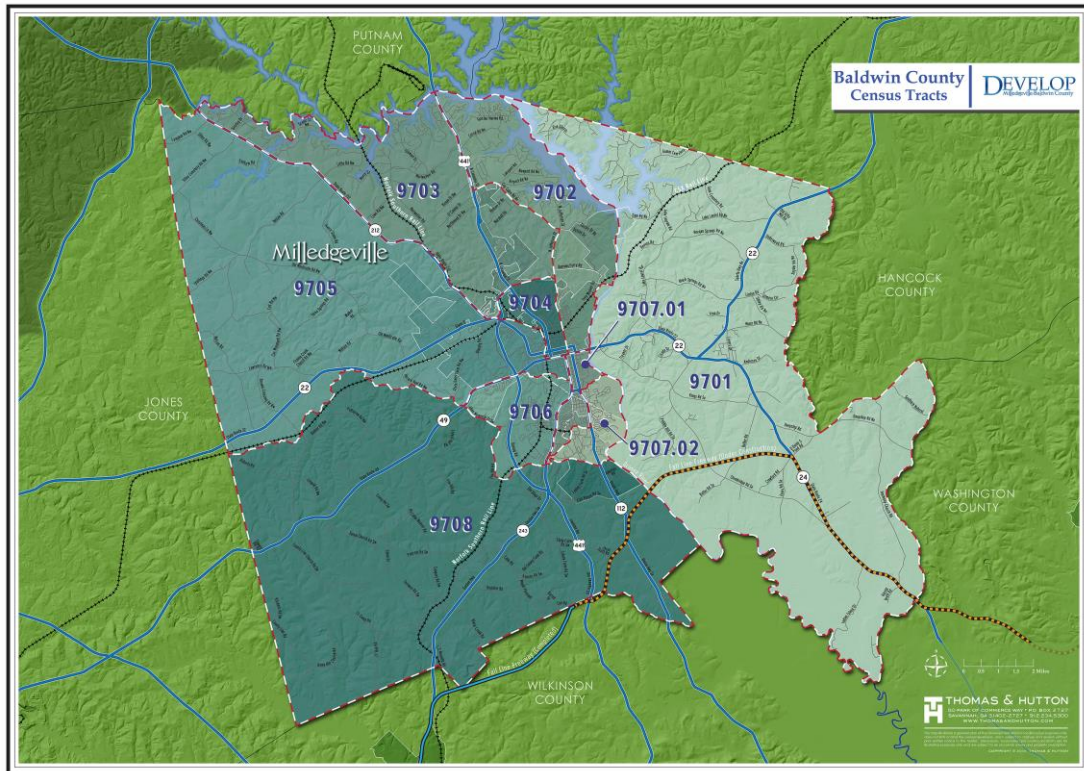
SUCCESS STORIES

GRAPHICS



SUCCESS STORIES

GRAPHICS



SUCCESS STORIES

RFI LAYOUTS



CONCEPTUAL EXHIBIT
PROJECT OVERALL MASTERPLAN CONCEPT GRADING
BARROW COUNTY / GA

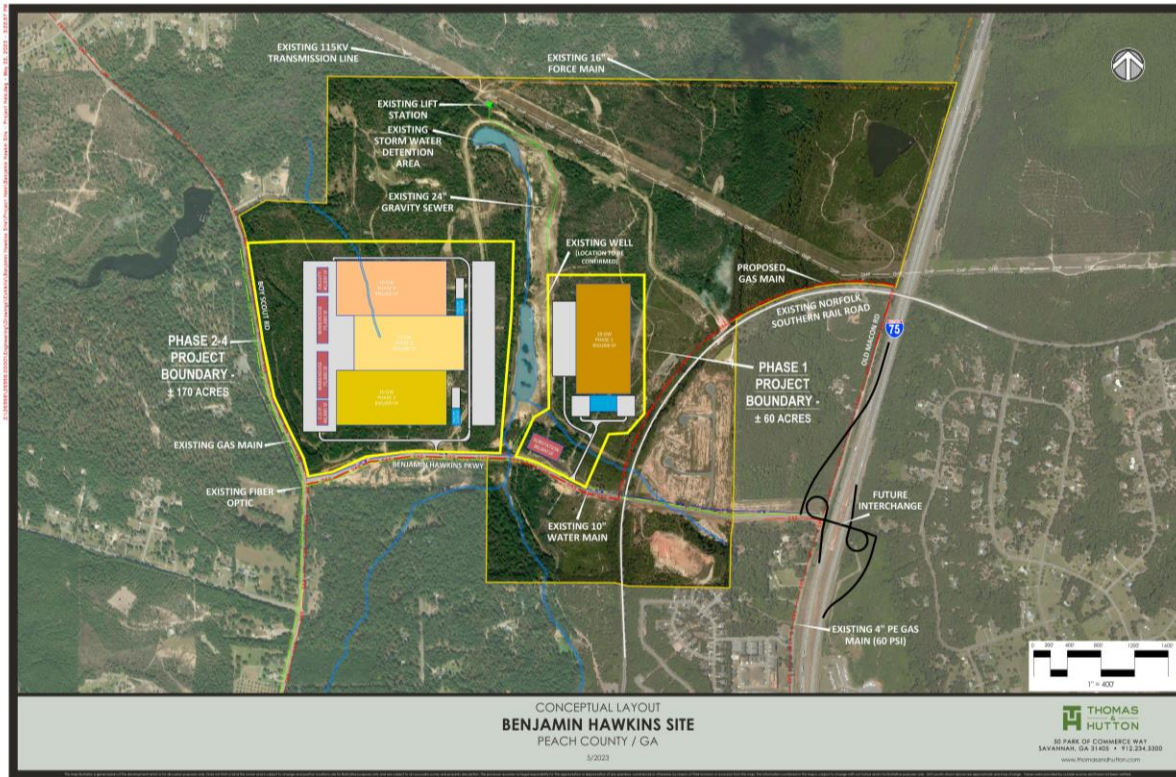
FEBRUARY 2, 2021



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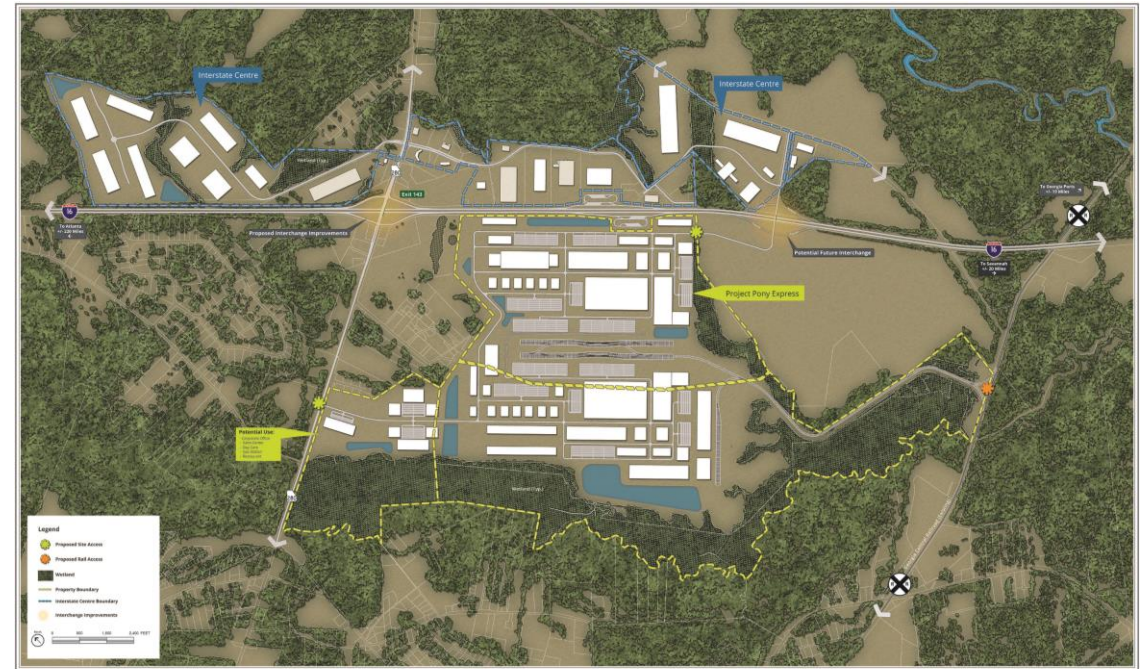
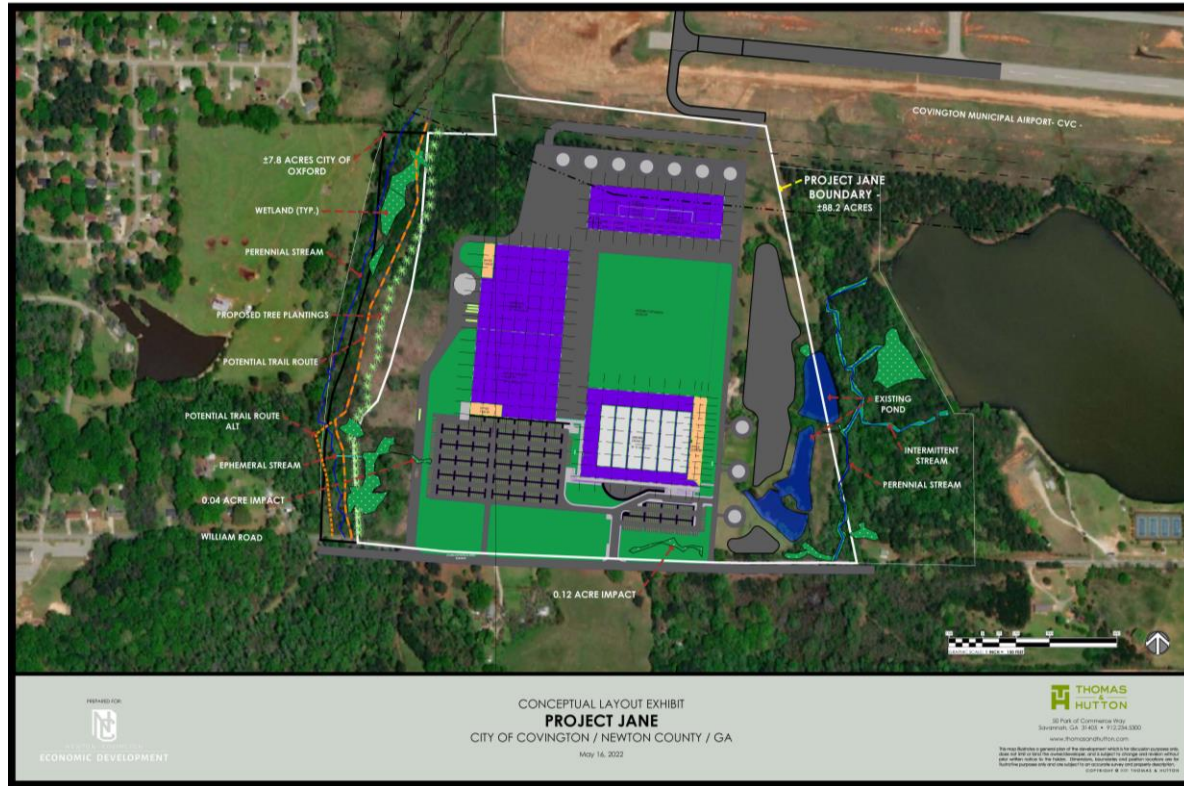
SUCCESS STORIES

RFI LAYOUTS



SUCCESS STORIES

RFI LAYOUTS



Savannah Harbor-Interstate 16 Corridor
 Joint Development Authority
 BRYAN • BULLOCH • CHATHAM • EFFINGHAM

ILLUSTRATIVE
 FULL BUILD OUT CONCEPT PLAN
PROJECT PONY EXPRESS
 BRYAN COUNTY, GEORGIA
 JANUARY 2019

80 PARK OF COMMERCE WAY
 SAVANNAH, GA 31408 • P: 912.234.5300
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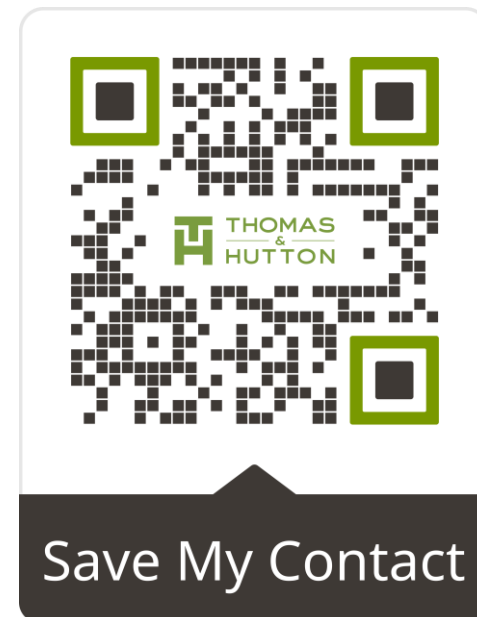
SUCCESS STORIES

SITE VISITS





QUESTIONS?





THOMAS

— & —

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