

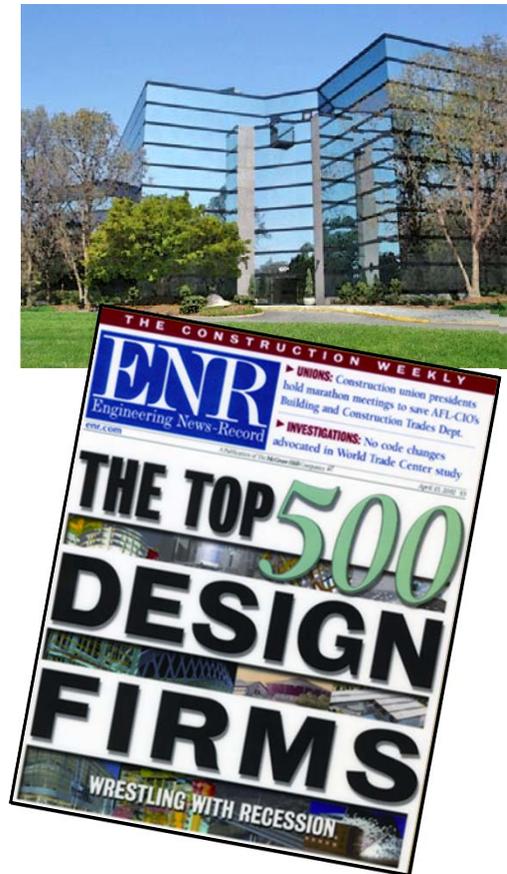
Presentation to Global Logistics Forum

First Impressions – Are you Prospect Ready?

December 7, 2011

Timmons Group Overview

- Founded 1953
- 230 person Professional Services & Technology Firm
- Engineering News-Record's "Top 500 Design Firms"
- Headquarters Richmond, VA
- 7 office locations throughout Virginia



Timmons Group Overview

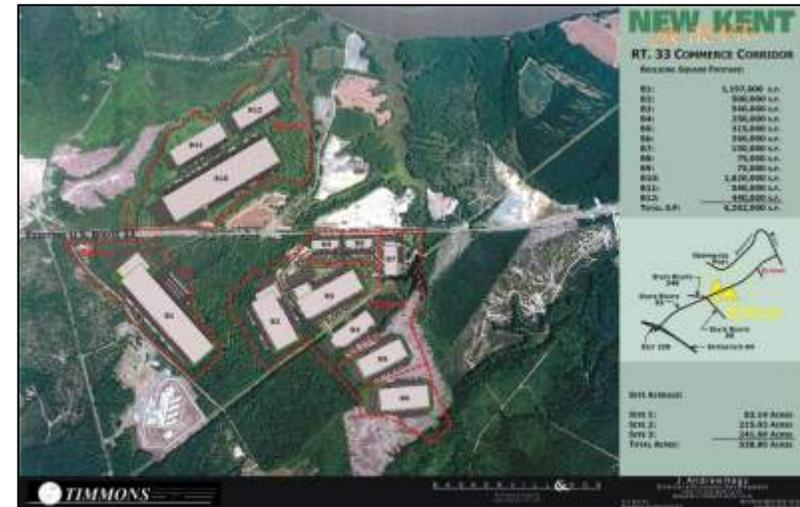
Professional Services

- ✓ Economic Development
- ✓ Site Due Diligence & Master Planning
- ✓ Infrastructure Design & Development
- ✓ Environmental, Permitting & Wetlands
- ✓ Site Development
- ✓ Fast Track / Design-Build Solutions
- ✓ Transportation Planning & Design
- ✓ Environmental Permitting & Compliance
- ✓ Stormwater Management
- ✓ Landscape Architecture
- ✓ Water & Wastewater Engineering
- ✓ GIS & Geospatial Solutions
- ✓ Sustainable Design/LEED®
- ✓ Construction Management
- ✓ Geotechnical Engineering & Testing



Economic Development Focus

- Site Due Diligence & Selection
- Industrial Parks
- Technology Parks
- Incubators
- Pad Ready Sites
- Virtual Buildings
- Certified Sites Programs
- Mega-Sites
- Public Private Partnerships
- Design-Build PPEA/PPTA
- Site LoGIStics



Sharing Success With Our Clients

- Greenville – MAMaC
- Southampton – Turner Site
- Rolls Royce – Crosspointe in Prince George County
- Dinwiddie – Commerce Park
- White Oak Technology Park
- Meadowville Technology Park
- Northlake – Hanover County
- Riverstone – Halifax County
- Patriot Center – Henry County
- Mill Place Commerce Park
- Alleghany Commerce Park
- Wallops Island - Accomack



My Background

Joseph C. Hines, PE

- Principal – Economic Development & Infrastructure Practice
- Grew up in nearby Farmville, VA
- Professional Engineer in VA & NC
- NC State Graduate
 - Jimmy V Cancer Awareness Week – Nov 30 to Dec 6
- MBA from Duke University – Go Coach K
- 20 years experience in Economic Development & Infrastructure Fields
- 7+ years as a Resident Construction Engineer
 - \$100,000 to \$55 million projects
- VEDA Board Member



Overview

First Impressions - Are you prospect ready?

100% of your success is 80% out of your control...

So what can you control and what can you do to increase your odds for success?

"Luck is where preparation meets opportunity"

Vince Lombardi

PREPARE, PREPARE, PREPARE!!!

What is your prospect concerned about?

Primary issues when prospects evaluate project sites from a site development perspective...

- Elimination of Unknowns
- Certainty of Schedule
- Control of Development Costs
- How quickly can they start construction on your site?

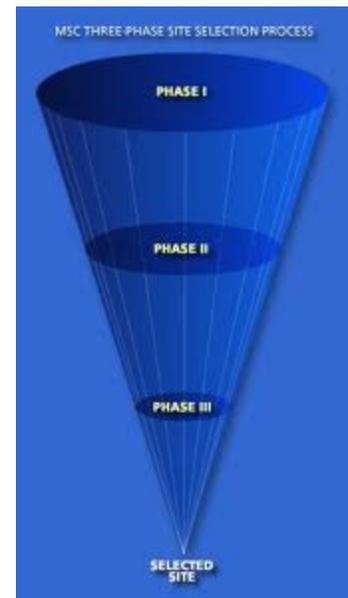


Site Visit & Decision Timelines

- How well does your site show?
 - Are you “Pad Ready”?
 - Have you cleared and grubbed?
 - Can the prospect visualize his facility on your site?
- Currently 64 shovel ready/right now sites out of 671 in Virginia Scan (less than 10% of sites)
- Recent Project Timelines – from initial contact to project announcement
 - Ace – 4 months
 - Backcountry.com – 9 months
 - Dry – 6 months
 - Spiniello – 3 months
 - Rolls-Royce – 9 months

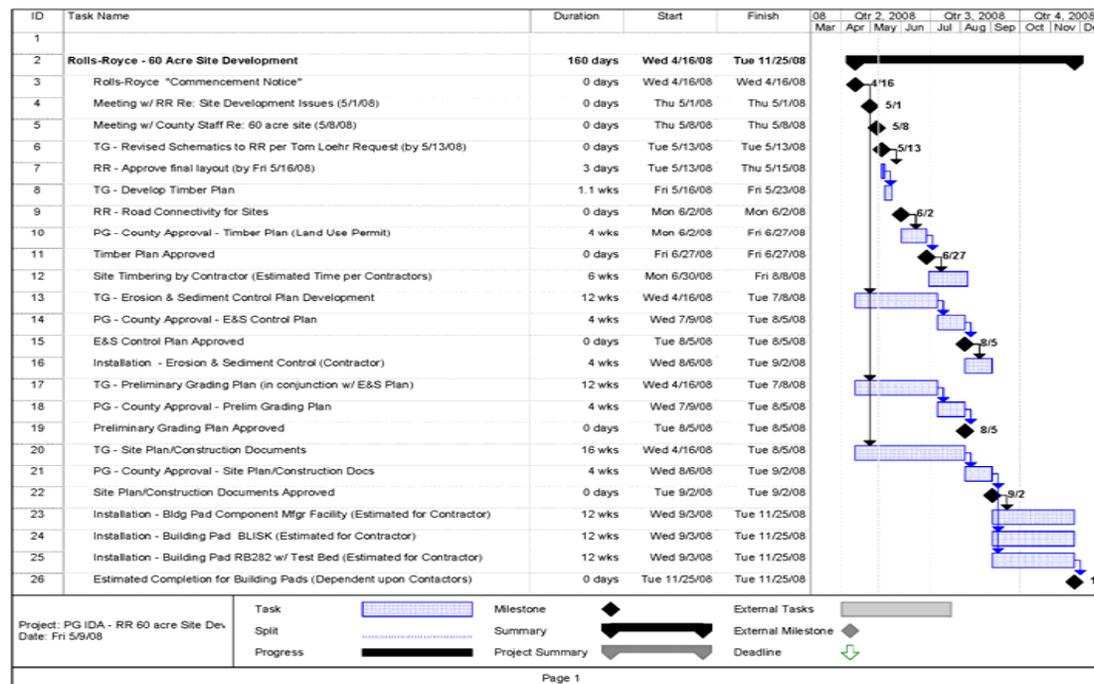
Site Selection (or Elimination) Process

- Process of Elimination – Proverbial Funnel
- Have you eliminated your unknowns so they won't eliminate you?
 - Cultural Resource Issues
 - Environmental Site Assessment
 - Wetlands Delineation & COE Confirmation
 - Geotechnical/Subsurface Investigation
 - Utility Issues
 - Water & Sewer
 - Natural Gas
 - Electricity
 - Transportation Issues
 - Zoning
 - Ownership / Control of the property
 - Easements & any encumbrances on the property
- This should help get you to a site visit...



Certainty of Schedule

- How soon can the prospect start construction?
- What permits need to be obtained & how quickly?
- Are there any cultural resources or environmental issues that need to be cleared?
- How quickly can service providers (electric, natural gas, fiber, etc.) get to the site?



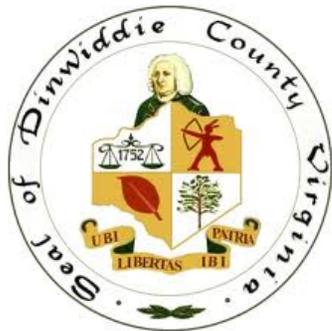
Control of Development Costs – Your costs & their costs...

- Can the prospect reasonably assess his cost of development?
 - What is his comfort level with subsurface conditions
 - What site development costs does he need to incur
 - How can he control those costs
- What infrastructure needs to be installed?
 - Roads, water & sewer
- Can the utility providers give an estimate of costs to provide service?
- The more you prepare upfront, the easier it is to assess your costs & impacts also...



Overview – Case Studies

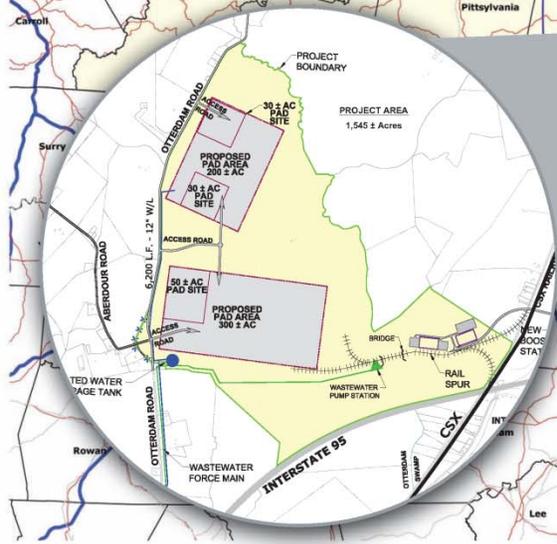
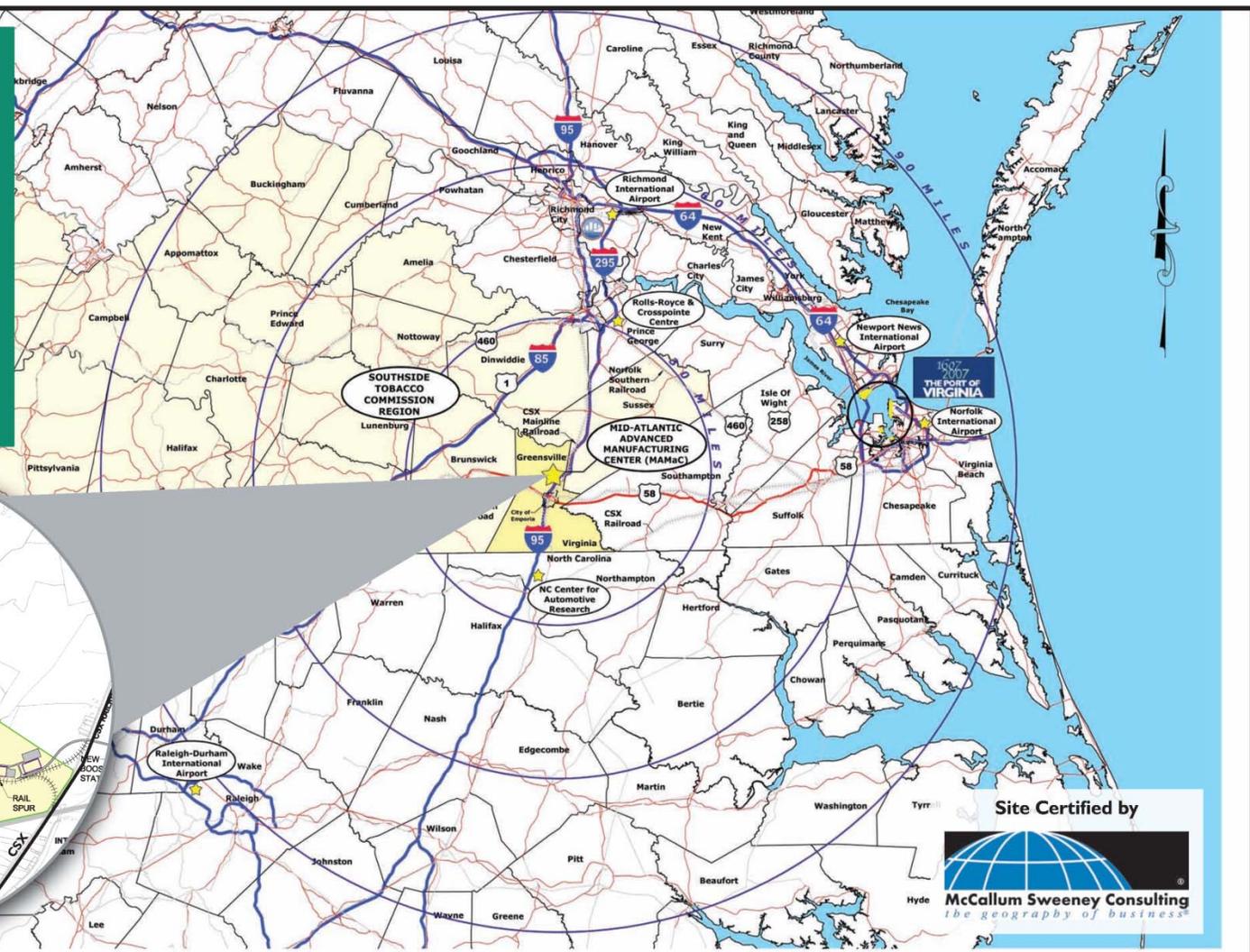
- Greenville – Mid-Atlantic Advanced Manufacturing Center (MAMaC)
- Rolls-Royce – Crosspointe Centre in Prince George
- Dinwiddie Commerce Park
- Southampton Turner Tract



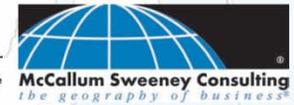
Greensville - MAMaC

Site Specifications

- Total Project Area – 1,545 acres
- Water & Sewer Capacity – 1 MGD expandable up to 2 MGD
- Employment – minimum 1,000 employees in Phase 1 development
- Environmental Work & Wetlands Delineation Completed
- Zoned M-1 for Heavy Industrial Use
- Direct CSX main line rail access
- Two potential access points to I-95 (Exit 13 & 17) at full build out
- Electrical Service by Mecklenburg Electric Co-op
- Natural Gas Service by Columbia Natural Gas
- Fiber provided by Mid Atlantic Broadband Cooperative



Site Certified by

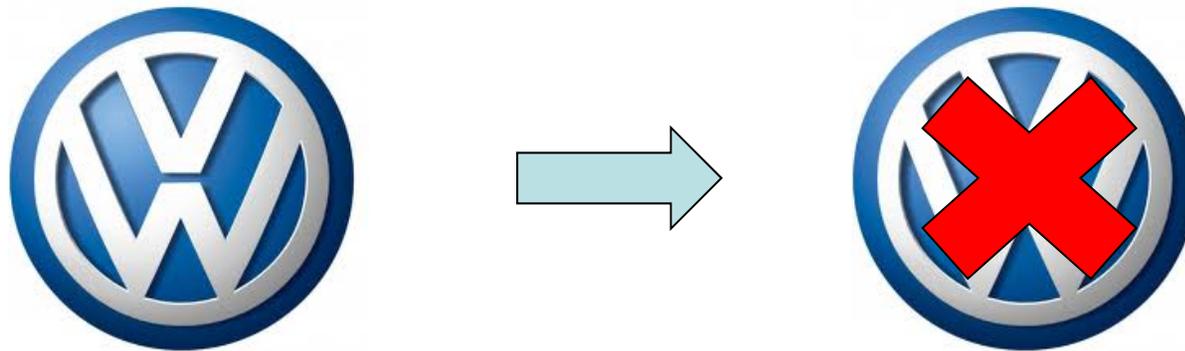


Mid-Atlantic Advanced Manufacturing Center "MAMaC"
Southside Regional Map

TIMMONS GROUP
YOUR VISION ACHIEVED THROUGH OURS.
www.timmons.com

MAMaC – What lessons were learned...

- MAMaC – Mid-Atlantic Advanced Manufacturing Center
- Greenville Mega-Site – 1,545 acres
- Finalist for Volkswagen
- Volkswagen ultimately chose Chattanooga, TN (Certified Mega-Site by McCallum Sweeney)
- Reasons for not landing in Virginia
 - Property Control – Did not own the property & were trying to negotiate land prices
 - Schedule Uncertainty – Utilities & Environmental Permits



MAMaC – Volkswagen Site Rendering



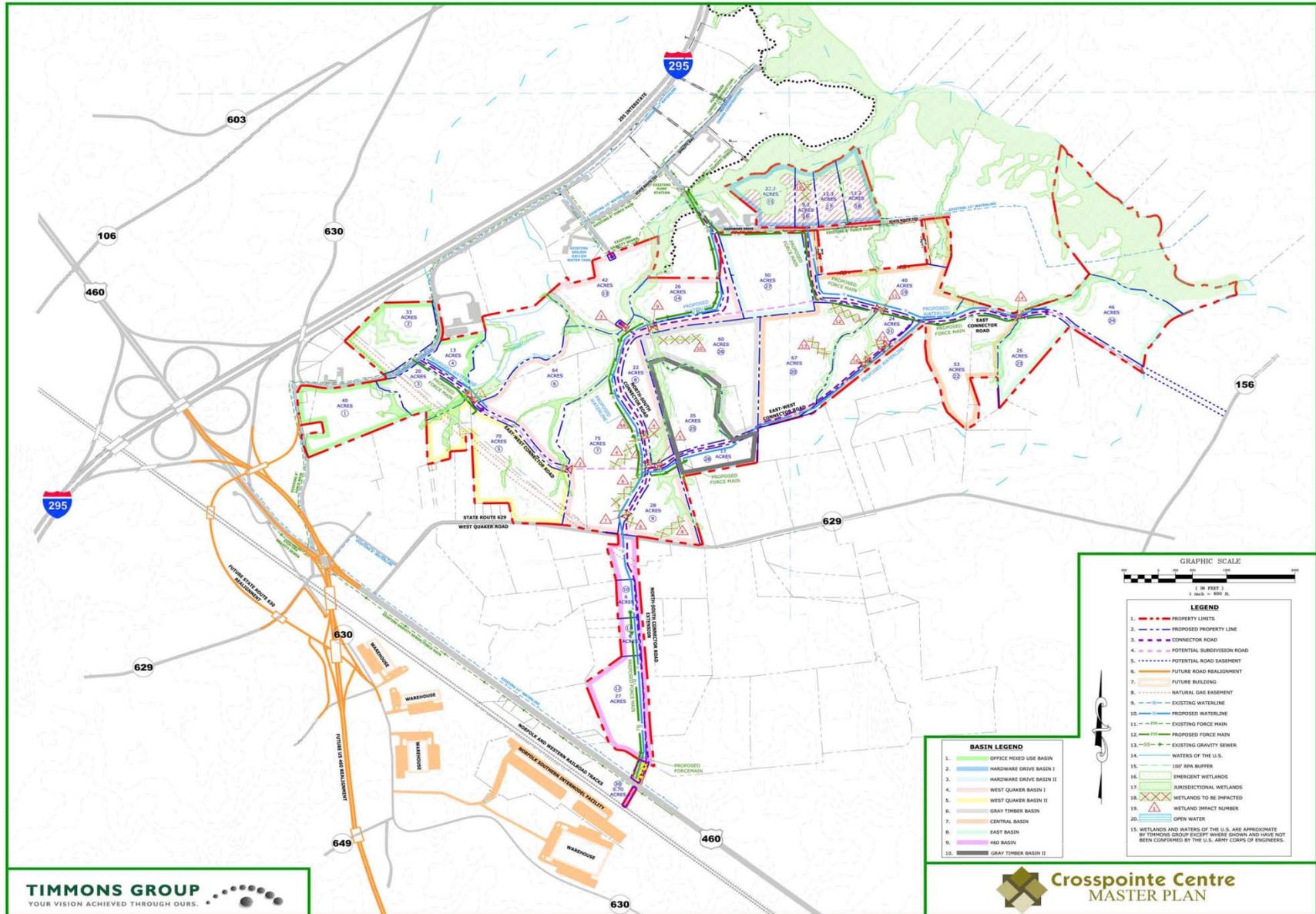
Mid-Atlantic Advanced Manufacturing Center - MAMaC
Conceptual Site Plan



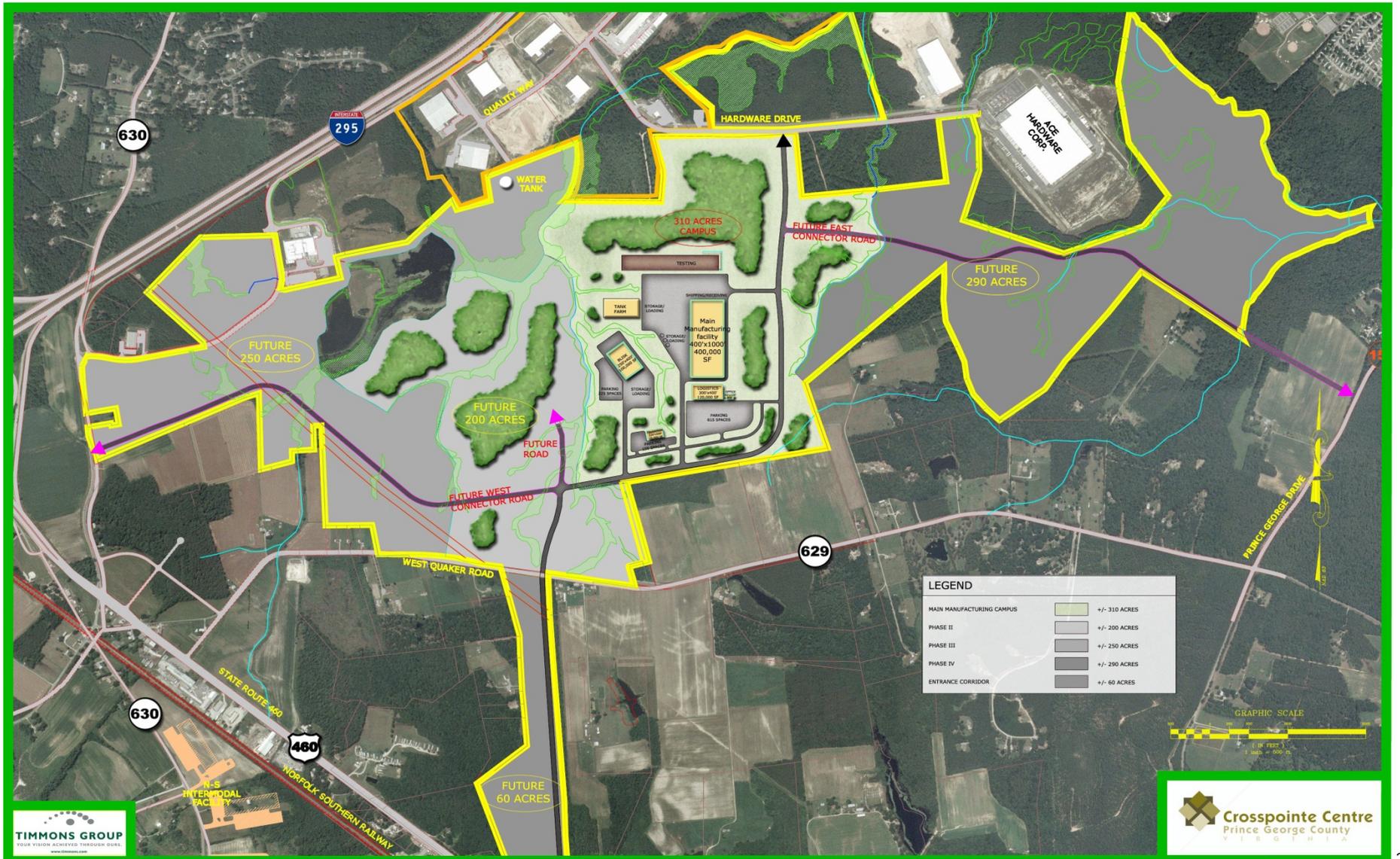
MAMaC – What has Greenville done...

- What has Greenville Done since then?
 - Mega-site certification by McCallum Sweeney Consulting
 - Renegotiated option agreements
 - Reduced land costs from \$25,000 per acre to \$11,000 per acre
 - Tobacco Commission Funding for Ph 1 property acquisition
 - Started engineering work on Three Creek STP
 - Emporia has started work on WTP Expansion
 - Completed Economic Impact Study
 - Developed MAMaC website (www.mamacva.com)
 - Worked with other communities to develop Regional Partnership & Revenue Sharing agreement
 - Objectives
 - All property acquired within 3 yrs
 - Final Construction Plans approved and on the shelf to allow for 9-12 month construction period when prospect shows up
 - Rough Grade for Pad Ready

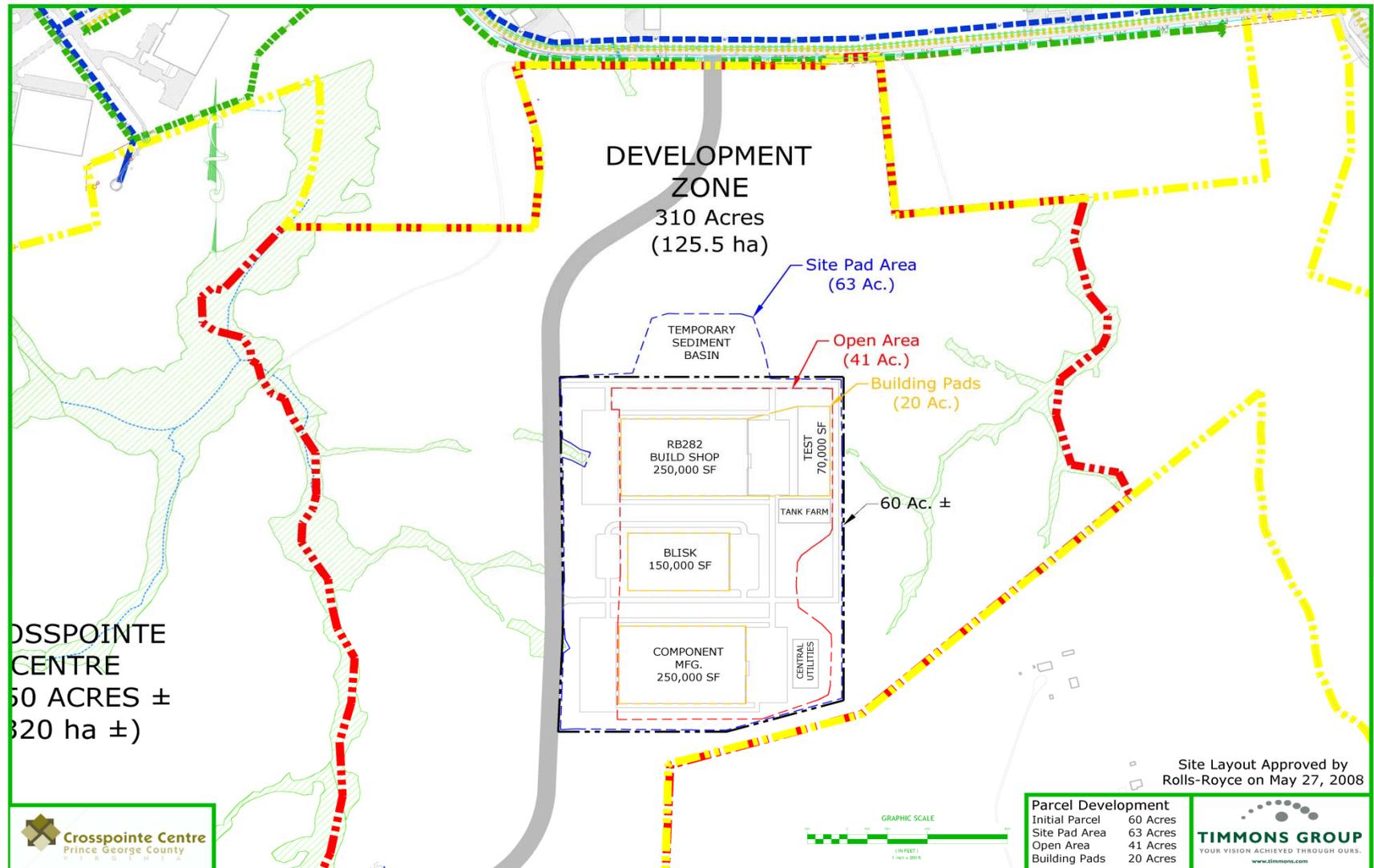
Crosspointe Centre – Original Master Plan



Rolls-Royce – Original Site Schematics



Rolls-Royce – Final Approved Plan



Crosspointe Centre – Pad Ready Site



Crosspointe Centre

skyshots PHOTOGRAPHY

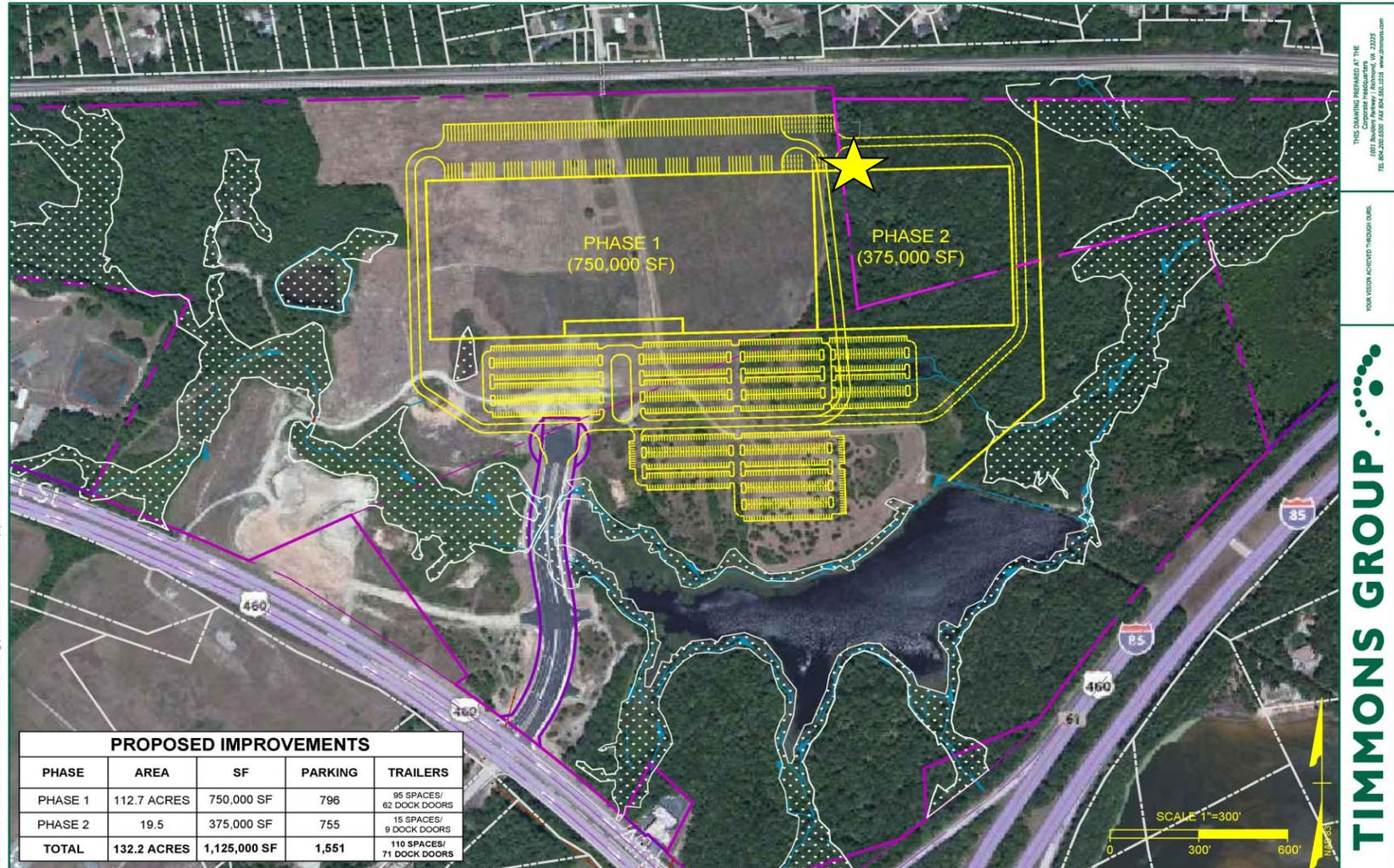
View



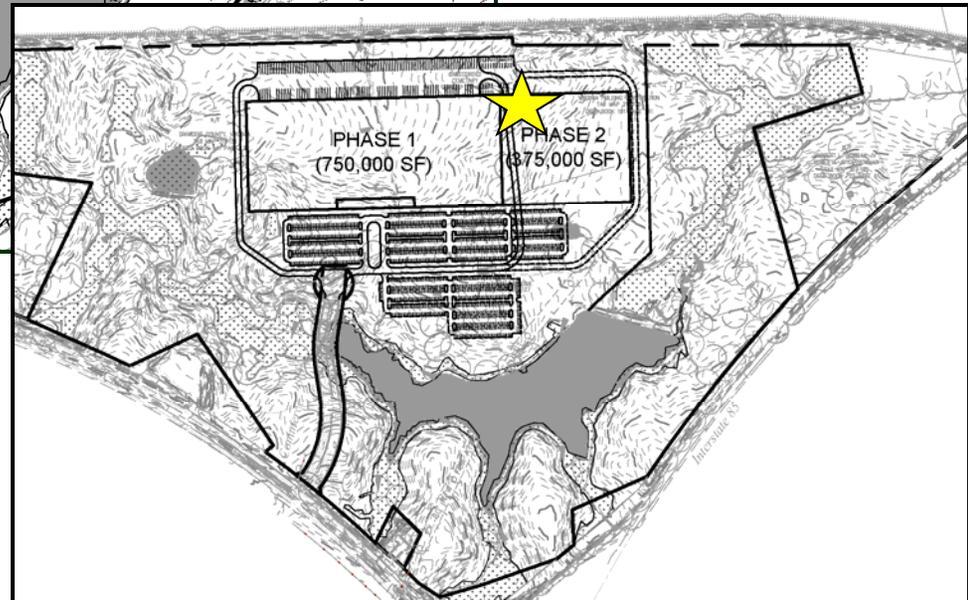
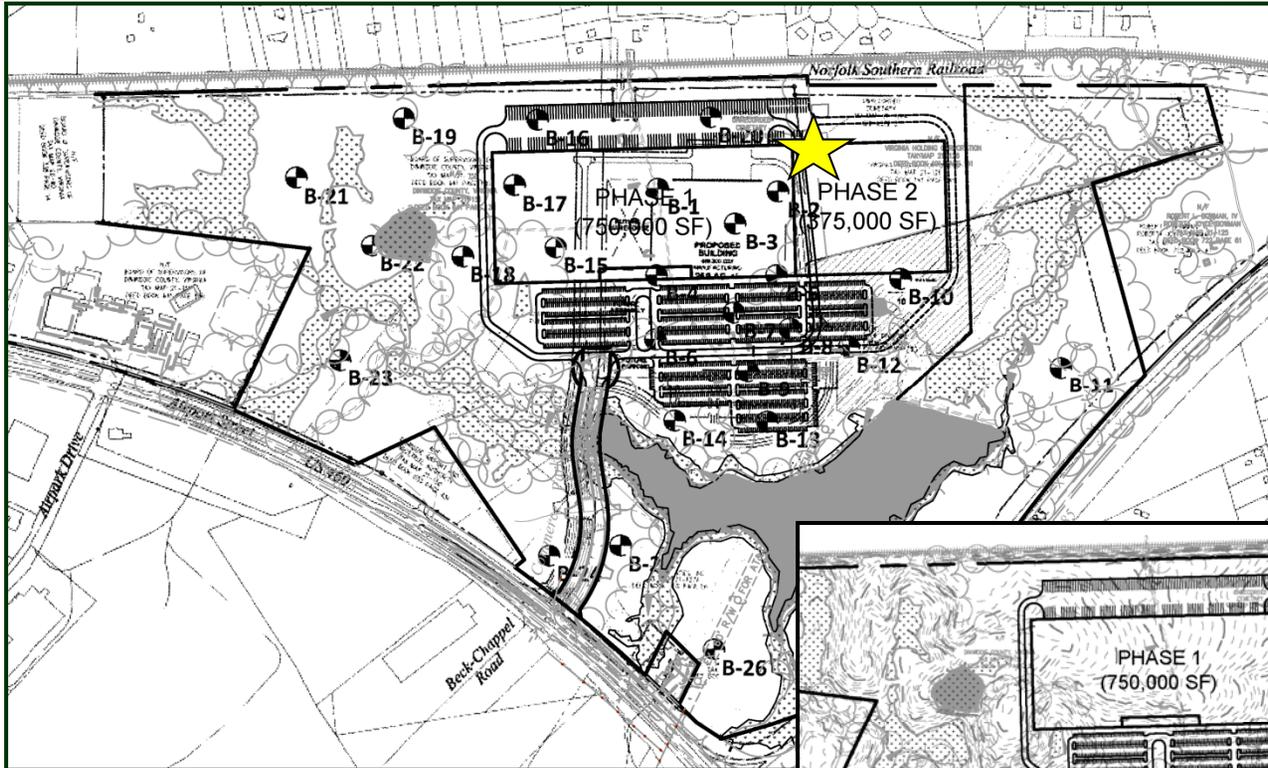
Dinwiddie Commerce Park

- Rte 460 & I-85
- Located across from Dinwiddie Airport
- Approximately 230 acres
- Existing stormwater pond
- Acquired in 2007
- Zoned PUD-C

Dinwiddie Commerce Park



Dinwiddie Commerce Park



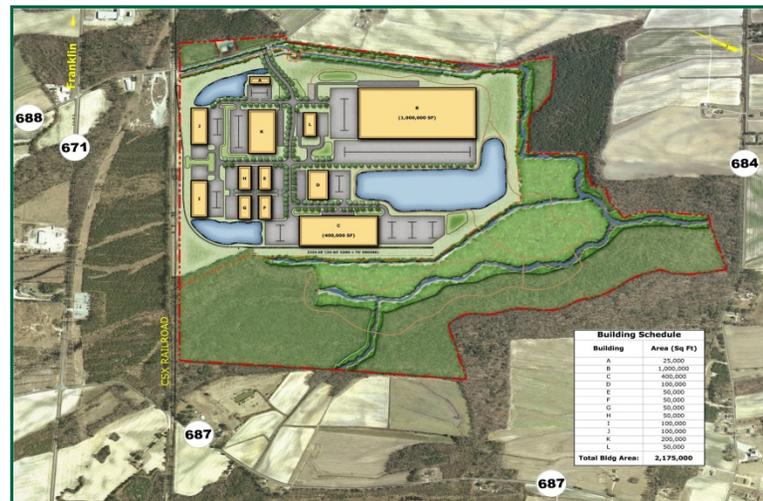
Dinwiddie Commerce Park – Work accomplished

- Completed the construction of Commerce Way in 2009
- Site Cleared & Former Agricultural Tract – showed well
- Number of property issues to get cleared up in the last 4 months to include:
 - Vacation of an existing AT&T Easement
 - Acquisition of a NS Parcel & Rezoning
 - Clearing a cemetery on the NS Parcel (showed up on 1910 survey)
 - Vacating / quit claiming a former VDOT ROW
 - VDOT Dedication Plat needed to be recorded & road accepted
- Needed to raze the farmstead & clear 5 Recognized Environmental Concerns from the 2003 Phase 1 ESA
- Dam repair & reconstruction of spillway underway

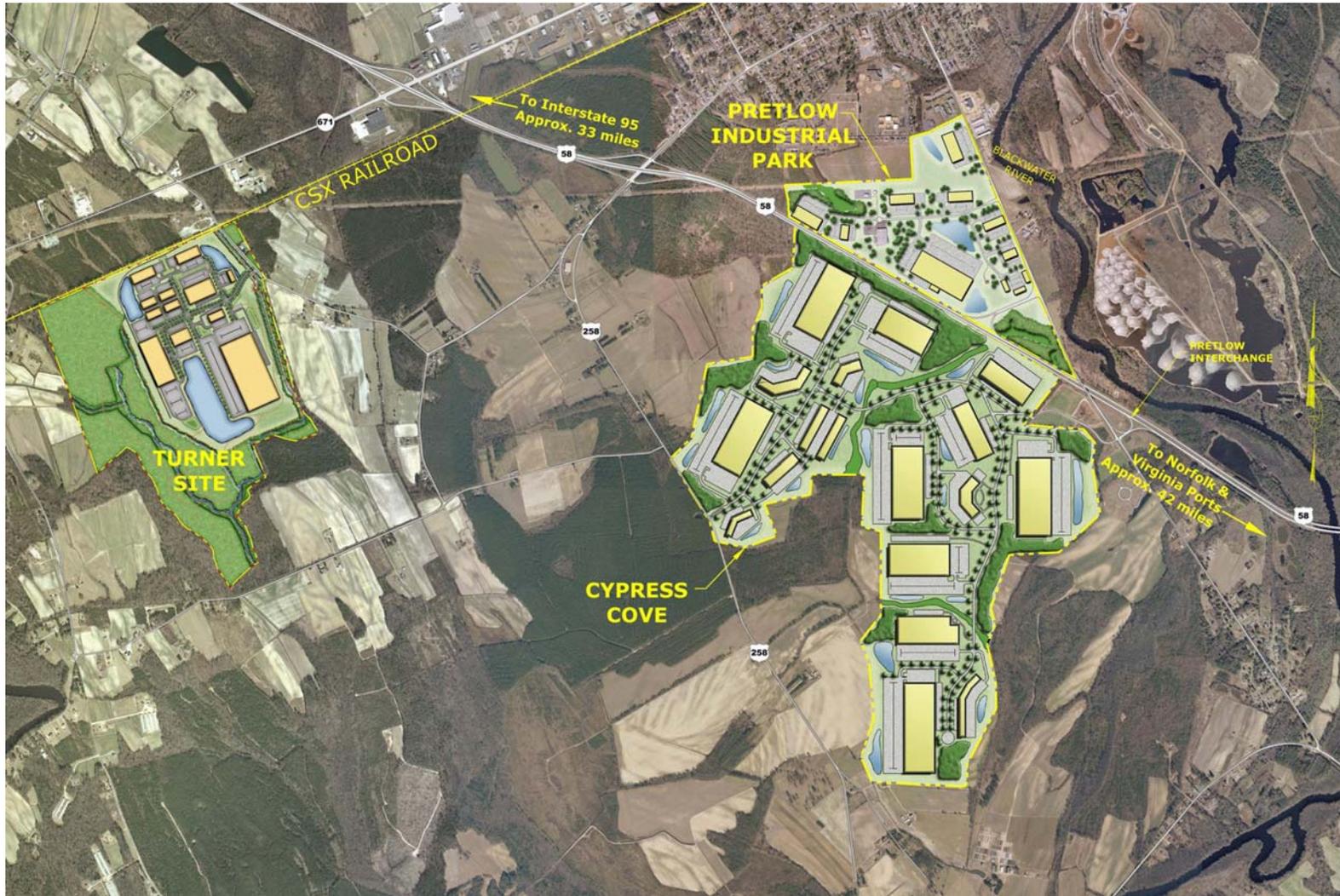
Site been submitted 11 times by VEDP for Prospects

Southampton – Build it & they will come...

- 494 acre site
 - 245 acre Industrial Park
 - 240 acre Environmental Wetlands & Stream Bank
- CSX Rail Access
- Along Rte 671 approximately 1 mile from US 58 & City of Franklin
- Pad Ready as of June 2011
- Environmental Wetland & Stream Bank in place



Mega-Warehouse Complex



Southampton – Turner Site History

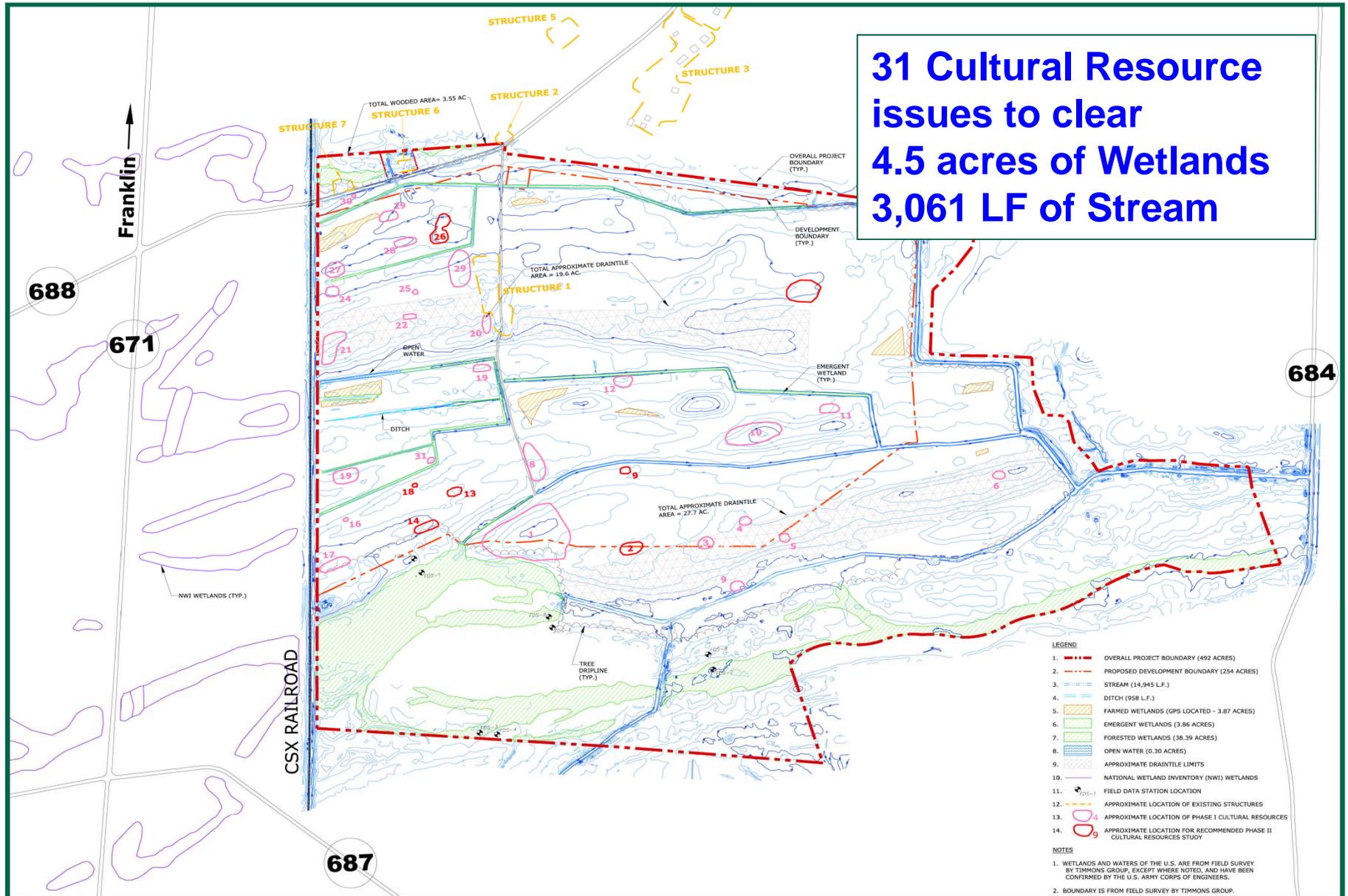
History

- 2004 - VEDP Attended Board Retreat & Discussed what it would take to succeed in Economic Development
 - Property Owned
 - Utilities to Site
 - Environmental Issues Cleared
 - Pad Ready
- 2004 – Southampton Optioned Turner Tract
- 2004 - Started Due Diligence & Site Studies
- 2007 – Sold Bonds to Acquire & Develop Site
- 2009 – Started Design & Construction Process
- 2011 – Pad Ready Site in place

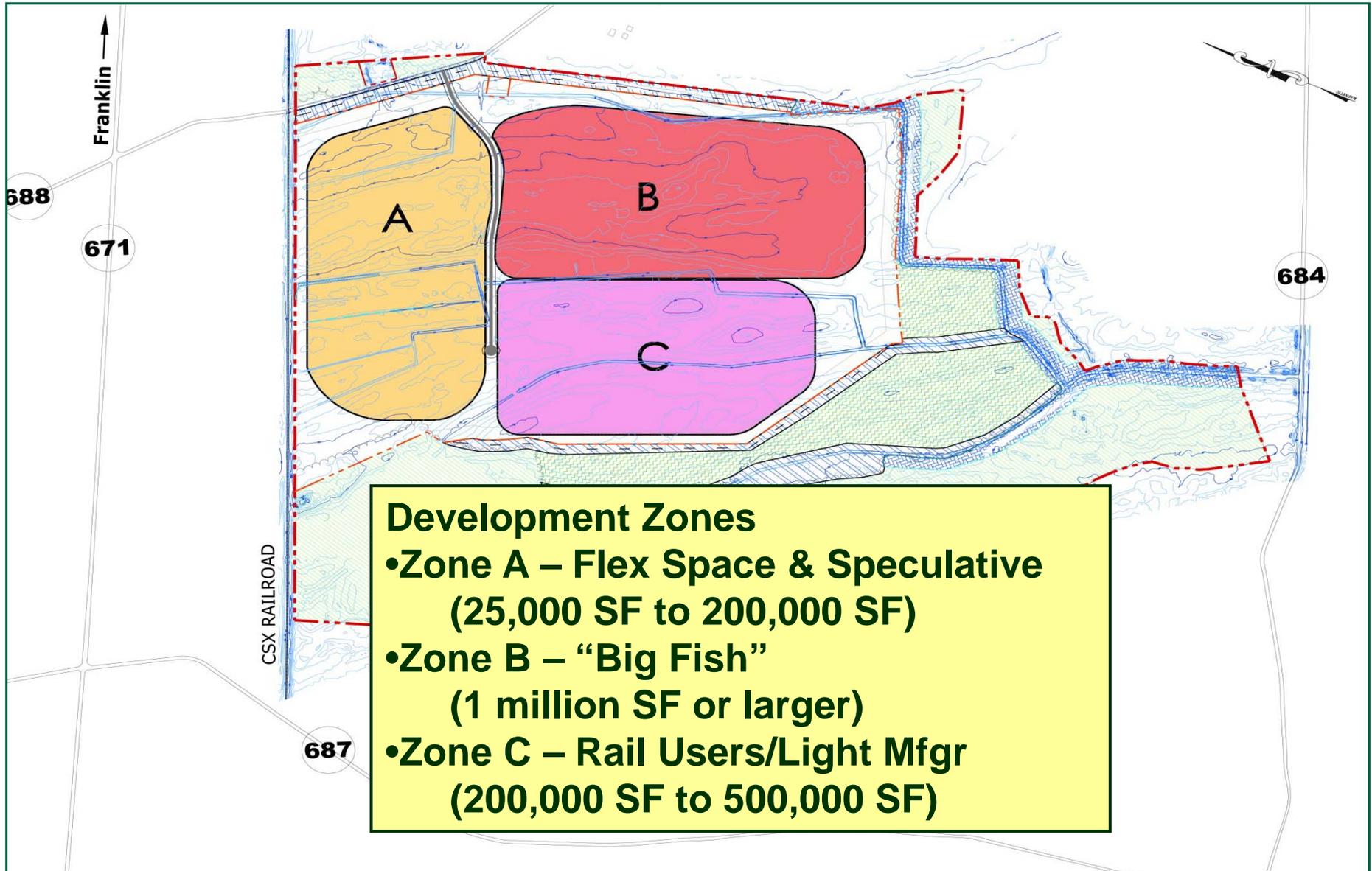
Southampton – Investing in their future...

- Extensive due diligence already completed
 - Environmental site assessments (Phase 1 & Phase II) – July 2004
 - Geotechnical analysis – February 2007
 - Topographic & Boundary Survey - 2008
 - Archeological survey (Phase 1 & Phase II) – December 2008
 - Threatened and endangered species evaluation – March 2009
 - Traffic impact analysis – September 2009
 - Wetland delineation and permitting – October 2009
- Extensive site work already completed
 - Compensatory wetlands constructed – June 2011
 - Stormwater basins constructed – June 2011
 - 85 acres have been final graded and are ready for construction – June 2011
 - Water wells installed – January 2011
- Other improvements to be completed
 - Utilities – Fall of 2012
 - Industrial Access Road into the site – Summer 2012
 - Route 688 (Rose Valley Road) improvements – Fall 2012

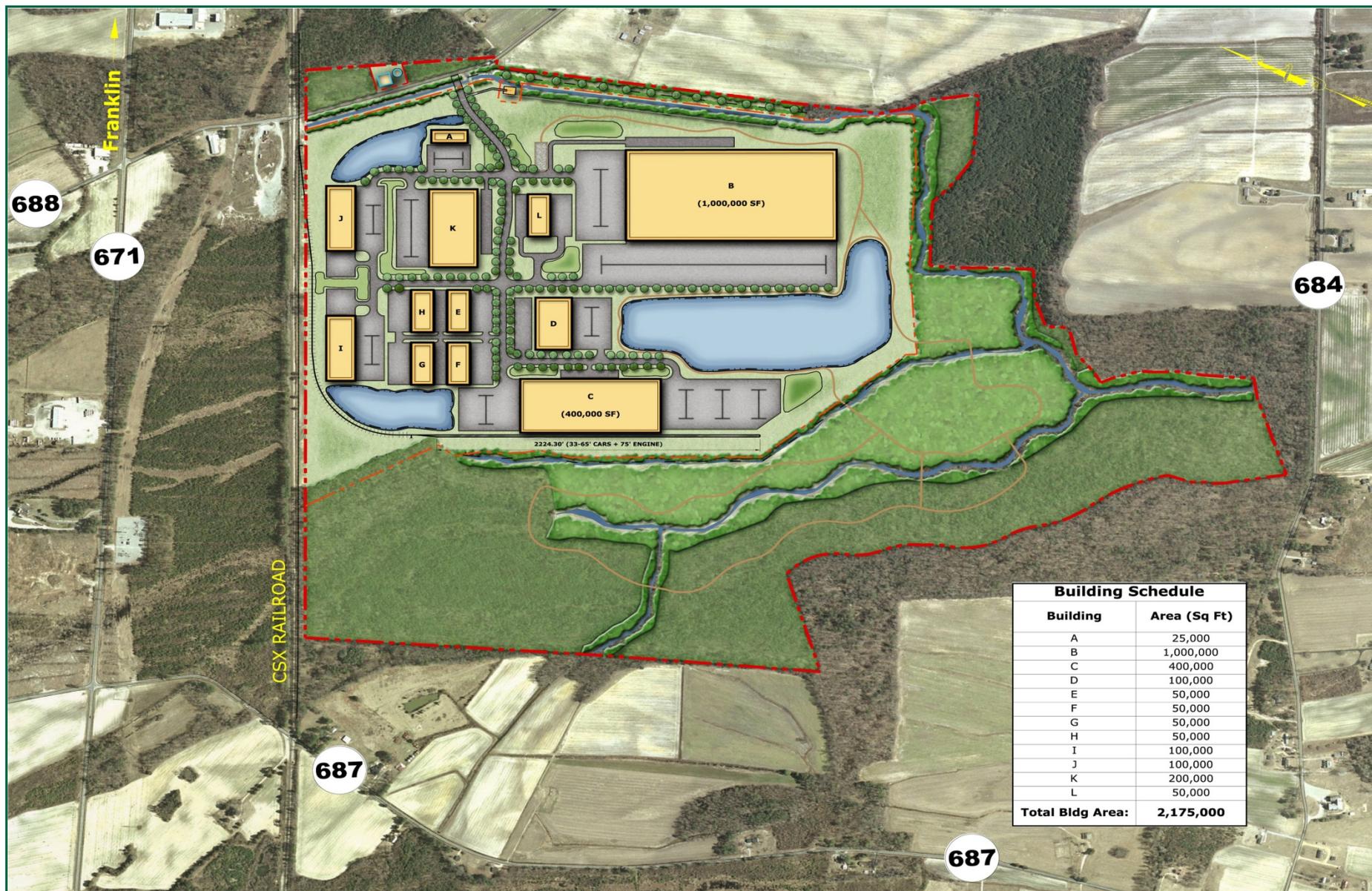
Existing Conditions & Cultural Resources



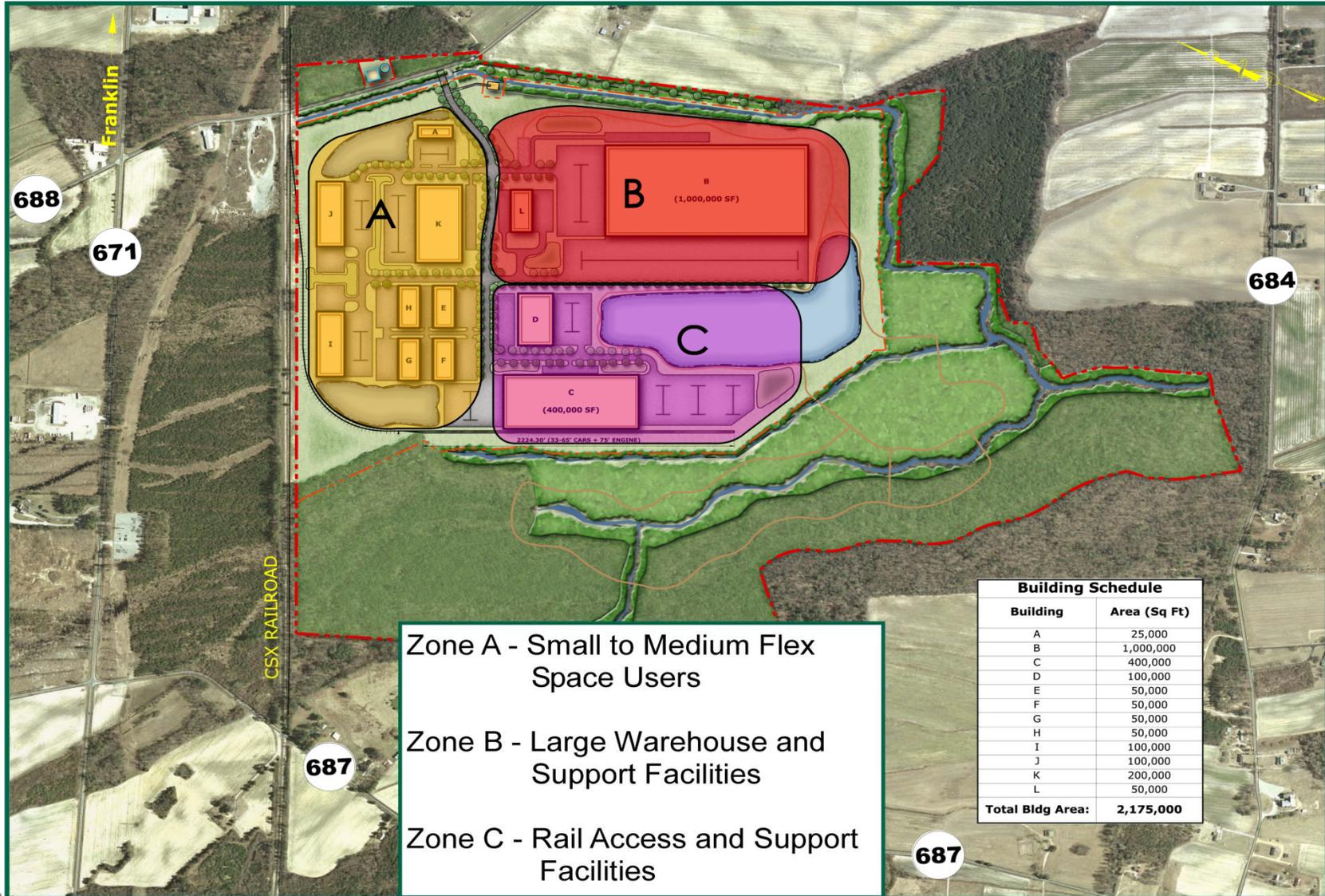
Turner Tract - Development Zones



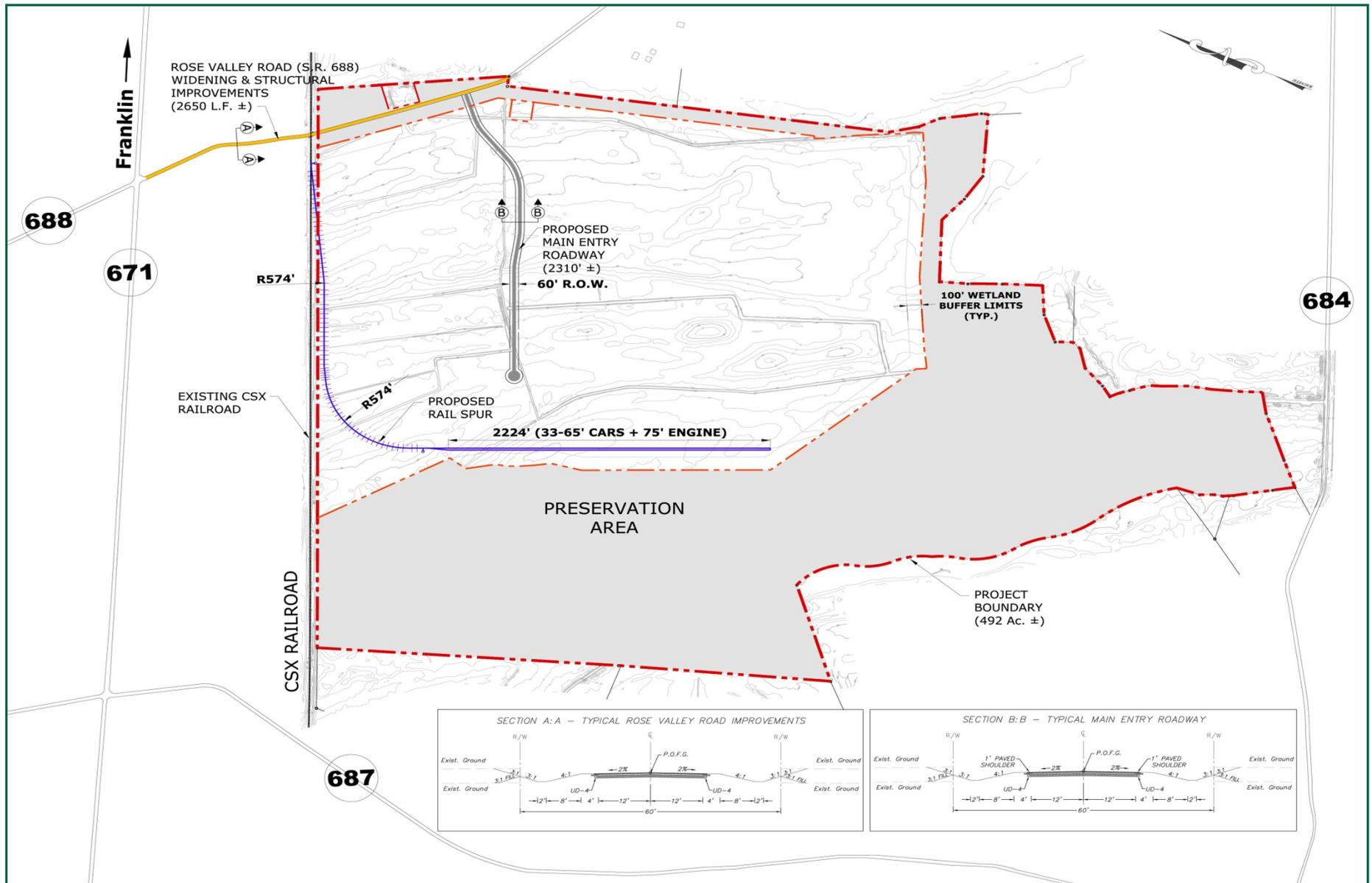
Final Master Plan – 2.2 million SF



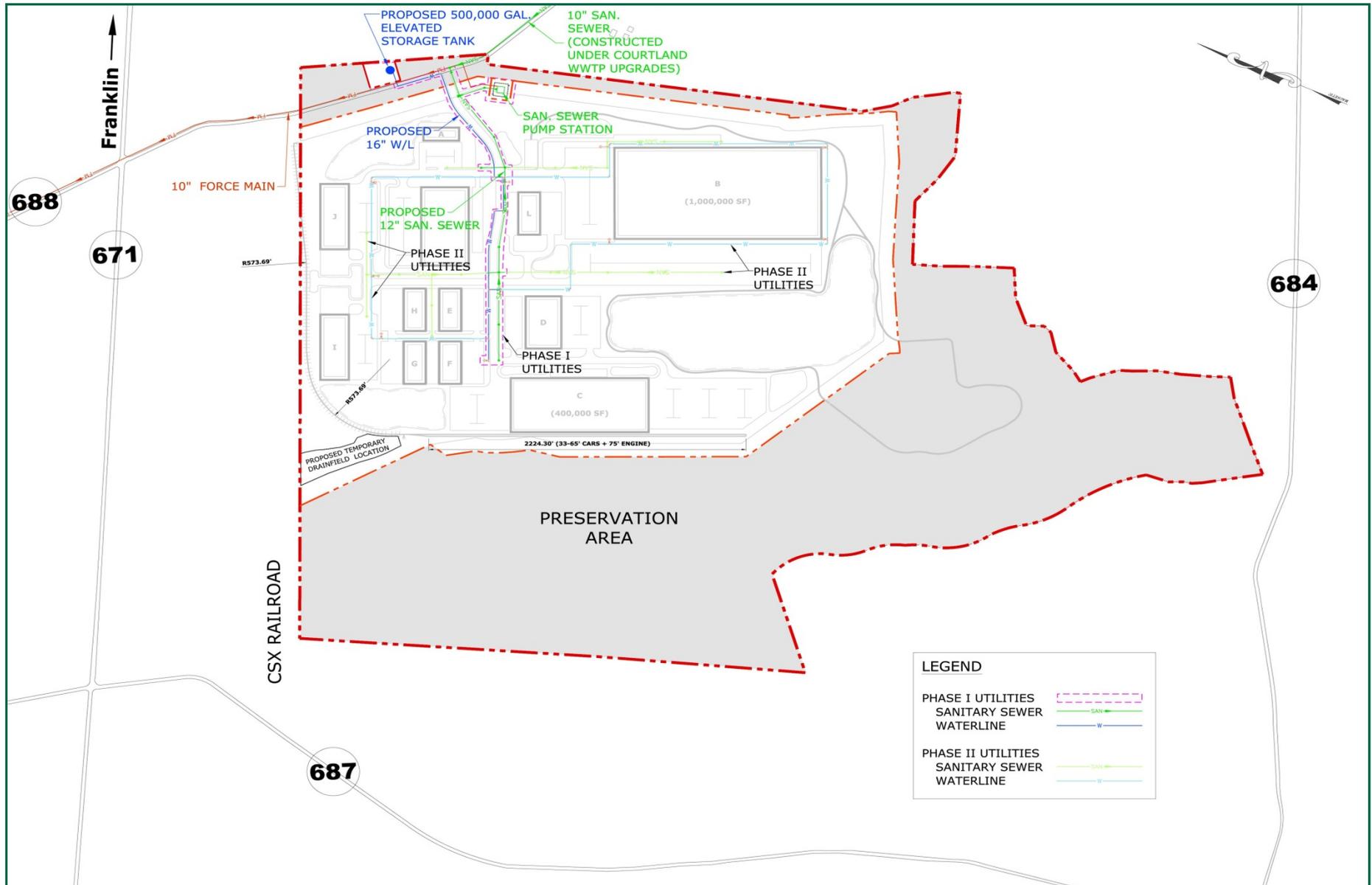
Development Zones & Master Plan



Roadway & Rail Spur Concept Plan



On-Site Utility Plan



LEGEND	
PHASE I UTILITIES	
SANITARY SEWER	
WATERLINE	
PHASE II UTILITIES	
SANITARY SEWER	
WATERLINE	

Kevin Costner's Field of Dreams...



Southampton's Field of Dreams...



C:\V\2084\2084\Drawings\2084\2084.dwg - 11/27/2011 2:28 PM by M. Elanor



TIMMONS GROUP

SOUTHAMPTON COMMERCE & LOGISTICS CENTER
 FRANKLIN DISTRICT - SOUTHAMPTON COUNTY - VIRGINIA
AERIAL - SOUTHWEST PERSPECTIVE

THIS DRAWING PREPARED AT THE 10000 Boulder Parkway Richmond, VA 23222 TEL 804.600.6000 FAX 804.600.2118 www.timmons.com	YOUR VISION ACHIEVED THROUGH OURS.
Site Development Residential Infrastructure Technology	REVISION DESCRIPTION
DATE 18 APRIL 2011	DRAWN BY M. ELANOR
CHECKED BY JOE MINES	SCALE N.T.S.
JOB NO. 27084	SHEET NO. EX. 1

These drawings are prepared by Timmons Group and are for the use of the client only. They are not to be used for any other purpose without the written consent of Timmons Group.

Southampton – Helping the Prospect Visualize



Southampton County – Results To Date

- 18 Formal Submissions by VEDP to potential prospects
- 5 active projects looking at the site
- Prospect site visit within this past week
- VPA has been proactively working with County
- Hopefully will see project announcement in next 60-90 days...



Lessons Learned – Prepare, Prepare, Prepare

- Make sure your site shows well the day of the visit
- Know your site better than the consultant or prospect knows your site
- Help the prospect visualize - Learn as much as you can about the prospect before the visit & have alternative layouts developed prior to a visit
- Have local experts ready to discuss site development & permitting issues, while understanding the importance of timing & fast-track permitting – this is where the prospect will “feel” whether or not they can pull off the project
- Take care of all your environmental & cultural resource issues upfront
- Know your local, state & federal permitting processes - Permits can kill timelines and create “uncertainty”

Lessons Learned – Prepare, Prepare, Prepare

- Tie-up ALL loose ends on the property - Make sure you have taken care of all the easements, encumbrances and rights of previous land owners, as these can come back to haunt you
- Develop good relationships with your reviewing agencies - they can make or break the timing of a project getting approved (especially the COE since they are not a state agency)
- Be ready to respond & respond quickly to prospect requests for additional information
- The site visit is just the beginning of a negotiation, but is often the most critical element to getting to the next level & closing a deal

Good luck & let the fun begin!

Thanks again for your time!

Contact Information:

*Joseph C. Hines, PE, MBA
Principal – Timmons Group*

Office: 804-200-6380

Cell: 804-615-2162

joe.hines@timmons.com