

# Site Readiness Program Overview



## PURPOSE

The Duke Energy Site Readiness Program is intended to identify, assess, improve and increase awareness of industrial sites in the Duke Energy service territory. The goal of the program is to increase the inventory of good industrial sites throughout the territories that Duke Energy serves and to advance the state of readiness of these sites. It is not a “site certification” process, but rather a program to help local economic development organizations find and prepare potential sites. However, a site that has successfully completed the recommendations from this program should have completed the initial steps required for certification in many states.

To qualify for the Site Readiness Program, a site must be a legitimate industrial or data center site (usually 75 or more acres) and Duke Energy must be the designated electric service provider. The site can either be a single site for a large facility or a potential industrial park (multi-tenant site).



## THE PROGRAM INCLUDES

- Initial assessment of industrial sites (existing or potential) by a top site selection consultant who will evaluate the site from the perspective of a large industrial prospect.
- A detailed “buildable area” assessment and development of conceptual plans for the site(s) by expert land use/site planners/engineers.



## PROGRAM HIGHLIGHTS

- **327** sites have been evaluated over the past 17 years and spread throughout the 6 states that Duke Energy serves.
- To date, **82** large projects have been won on sites evaluated through this program (GITI Tire, Sierra Nevada Brewery, Clearwater Paper, etc.) resulting in over **17,000** new jobs and over **\$12.5 billion** in capital investment (includes projects announced but not yet started).
- Many of the sites have become state certified and several have developed into active industrial parks.
- The Duke Energy Economic Development team overall has been recognized by Site Selection Magazine as a "Top Utility Economic Development" 17 years in a row.

## HOW THE PROGRAM WORKS

County economic developers submit potential sites to their Duke Energy Economic Development Manager (include preliminary site info such as acreage, location, attributes, rail, gas availability, etc.)



The Duke Energy team determines how many sites will be in the program each year and selects the sites that will be evaluated.



Selected counties are notified and sent preliminary program information and schedules.



The county economic developer will receive a Request for Information (RFI) from the chosen site selection firm requesting detailed information about the site and the county. The site selection firm treats these evaluations like a “real project” as much as possible, so responses to this RFI need to be complete and inclusive, as if trying to impress a real client. The county economic development organization will be evaluated on the quality of the submittal and will also receive feedback on the site meetings. The county will have several weeks to respond to the RFI.



A selected land use/site planner (usually an architect/engineer firm) will contact the county economic development office to obtain preliminary information on the site (drawings, GIS, etc.).



Duke Energy and the site selection firm will schedule an initial site visit. The economic developer should treat this initial visit just like a real client visit (county overview, site overview, site visit, etc.). Representatives should attend who can answer the detailed questions from the RFI response (utilities, zoning, etc.). The site selection firm will evaluate the quality of this site visit. The A/E firm will also attend this initial meeting.



Duke Energy, the site selection firm and the A/E firm will then prepare assessments, recommendations, final drawings and final reports for the county. The A/E firm will contact the county to discuss the best possible layouts for the final conceptual plans/drawings.



Duke Energy and the site selection firm will schedule the Final Report Meeting with the county. This meeting will consist of a 30-minute “economic development” presentation by the site selection firm followed by a detailed final report on the site, including a presentation of the final drawings and conceptual plan by the A/E firm.



Duke Energy’s Economic Development Team will then work to assist the county in implementing recommendations to make the site(s) ready to win an industrial project. Duke Energy will create a flyer and when possible a drone video to help market the property.



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