

# Mackenzie

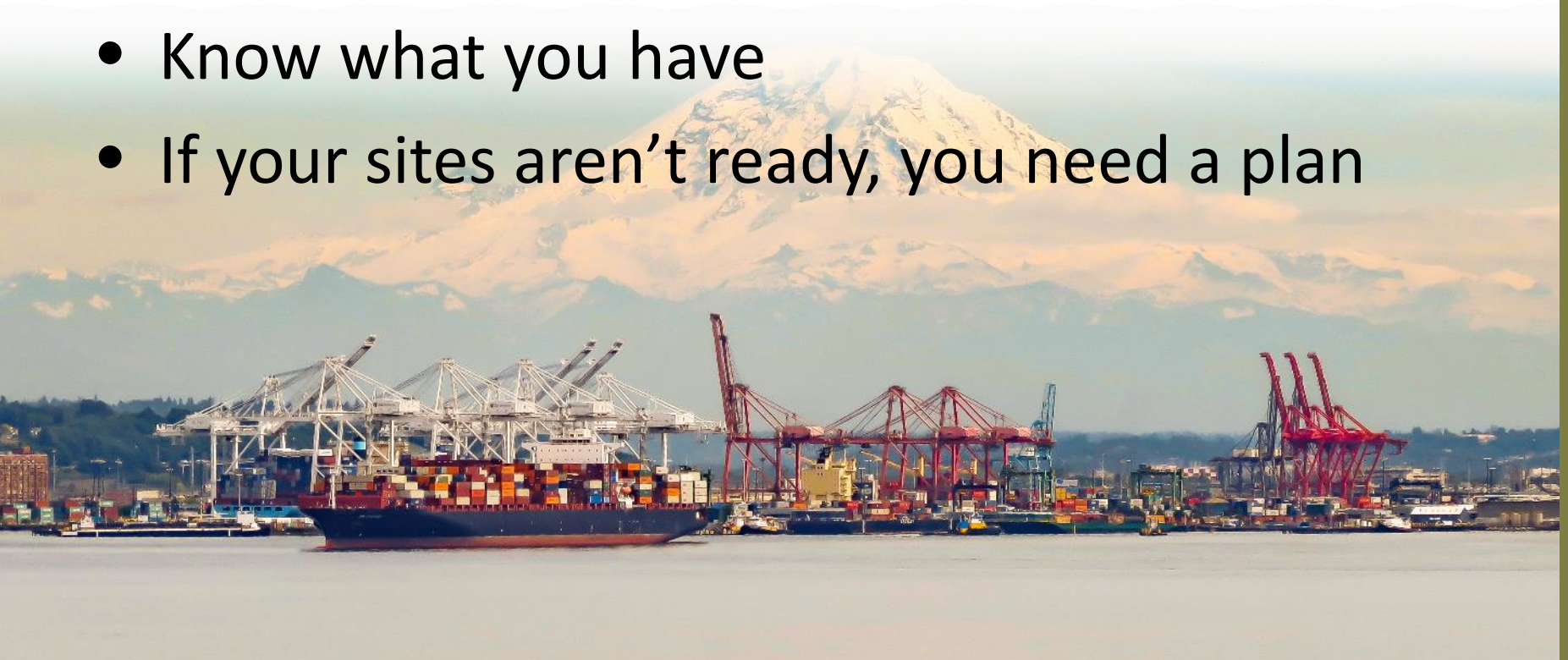
## Inventory Programs and Site Selection

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# Why Inventory?

- Every community wants to attract employment, if you don't have an inventory, *you're not ready*
- Know what you have
- If your sites aren't ready, you need a plan





# Understanding Your Inventory

- Gain insight into perception of the market
- Create inventory of sites and buildings for business retention and recruitment opportunities
- Grow political and community support for employment land development and readiness
- Achieve regional alignment on supply and market readiness of employment sites
- Identify current inventory of **market ready** employment sites and buildings
- Study costs and actions necessary for readying remaining assets
- Support regional economic development efforts
- Inform future policy and public/private investment decisions in the region

# Identifying Target Markets

- Understanding what you are targeting (understand your market).
- Where is your competitive advantage. Be focused.
- Target where you are strong.
- Understand what your assets are best suited for and what they're not



# Developing Industry Profiles

- Meeting with industry professionals, researching their needs
- Researching industry leaders, following market trends in the target industries
- Work with a broker who understands the target industries
- Work with a consultant who understands the target industries
- Understanding how industries are changing. What are the on-going shifts in their production process, labor needs, market position.





# Land and Building Assessments

## Phase 1

- Inventory all potential assets
- Categorize by market readiness
  - Matches your target industry needs
- Identify Development Constraints

## Phase 2

- Detailed analysis of not yet ready assets
- Identify investments and actions needed to move to market ready
- Economic impact of investments

# Inventory Development

## All assets matching target users needs:

Physical Attributes  
Legislative Attributes  
Workforce attributes

## Analysis:

Define Industry profiles  
Detail strengths and weaknesses of assets  
Categorize assets by target market

## Improve market readiness:

Develop and implement action  
plans to improve market  
readiness

**Market  
ready**



# Rural Economic Development

- Inventories are just as important in rural areas
- Competitiveness is high and opportunities are not as frequent
- Examine necessary investments and invest wisely
- Plan for strategic opportunities





# Results

## Development Concept Plan



Total Building Size	Projected Electrical Demand	Project Electrical Grade	Total Building Cost	Facility Construction Cost	Facility Construction Cost	Total
1,692,000 Sq. Ft	20 Mega Watts	3	\$144,760,000	Avg. sf = \$86	Hard Costs = \$144,760,000 Soft Costs = \$14,476,000	\$159,236,000

Site Use	Description Of Development Concept Site Use
Globally scaled clean technology	Multi-building single user technology manufacturing campus; combines office with clean room manufacturing uses; similar uses such as Solar World. The build out period was assumed to be 14 years.

## Development Concept Costs

Off-Site Costs	
Water: Start Period (months back): Term:	\$1,032,000 18 15
Sewer: Start Period (months back): Term:	\$2,986,800 18 15
Stormwater: Start Period (months Back): Term:	\$919,500 18 15
Transportation: Start Period (months back): Term:	\$7,070,000 18 18
<b>Off-Site Total Costs</b>	<b>\$12,008,300</b>
On-Site Costs	
Wetland Mitigation: Start Period (months back): Term:	\$875,000 24 12
Slope Mitigation: Start Period (months back): Term:	\$130,000 24 9
Building Pad Surcharge: Start Period (months Back): Term:	\$0
Floodplain Cut/Fill Mitigation: Start Period (months back): Term:	\$0
Environmental Cleanup: Start Period (months back): Term:	\$82,500 33 6
<b>On-Site Total Costs</b>	<b>\$1,087,500</b>
<b>Total Costs</b>	<b>\$13,095,800</b>

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