



Economic Product Development

July 30, 2024



Presentation Outline

- Product developed 2020 - 2024
- Local market overview
- Site selection process
- Competitiveness

Product Development 2020 - 2024

Beacon Commerce Park

- Three Class A buildings
- 600,000 sf of flex use space
- 27,000 sf remaining in Building 3



Greenfield 27

- Three Class A buildings
- 260,000 sf
- All three buildings were sold and are currently 100% leased
- Wake County ABC Board purchased Building 3



Garner Commerce Center 70

- 3 Class A buildings
- 128,000 total sf
 - A 37,785 sf
 - B 40,805 sf
 - C 49,490 sf
- Manufacturing/Assembly Use
- All 3 buildings currently available



Garner Business Park 70

- 4 Class A buildings
- 638,000 sf all 100% leased
- 225,000 sf Building 5 is currently under construction



North Greenfield Parkway

- 2 Class A buildings
- 100% fully leased
- 248,000 sf



200 Laurensfield Ct

- 1 Class A building
- 98,000 sf
- 100% leased



3300 Waterfield Dr

- 1 building
- 58,000sf
- 100% leased





Product Development 2020 - 2024

- 2.6 Million sf added since 2020
- Only 155,000 sf available over 4 buildings
- Missed opportunities for RFI submissions
- Majority of RFI need existing buildings over 100,000 sf
- No product = No Project

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Local Market Overview



Strengths

- North Carolina is growing
- The Triangle is a well-known region
- Healthy commercial real estate market in the region
- Continued strong interest and long-term confidence in the Garner market
- Highway access



Challenges

- Need for larger facilities due to larger projects
- Speed to market - companies need existing available product
- The easy land has already been taken
- Available land has challenges with infrastructure
- Cost of available land continues to rise due to strong demand and limited supply
- Limited available inventory with smaller square footage



Opportunities

- Wake County is the fastest-growing county in the country
- 540 corridor provides new opportunities for Garner
- We can help shape future commercial development

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Site Selection Process



Site Selection Process

- Site selection is really site elimination
- The goal is to find the site or building that best fits their needs in the shortest time period
- Speed to market is always at the top of the client's needs
- Existing buildings with room for on-site expansion are in demand now more than ever

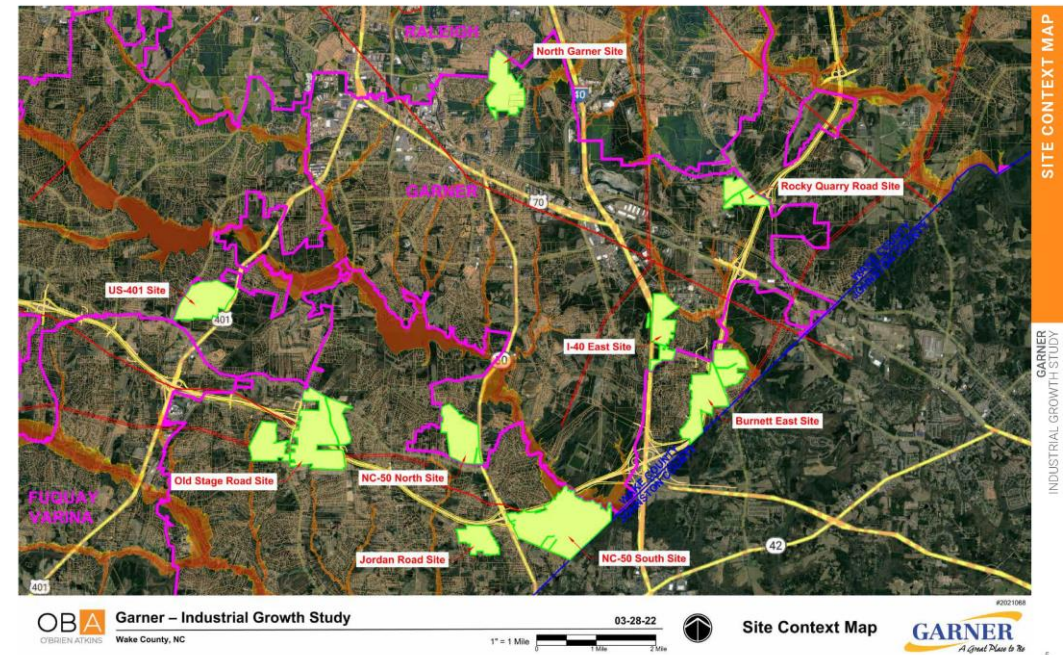


Site Selection Process

- Communities with available buildings they control have an advantage for economic development projects
- Communities with available land they control and that is fully entitled is a strong advantage
- When building and land control is not an option for a community, another tool is an entitlement process that reduces barriers

Site Selection Process

- Proactive approach for site identification
- OBA Site Identification Study conducted by GEDC
- Wake County Site Identification Study conducted by Wake ED



Competitiveness



Competitiveness

- Current WCED Project Activity
- Large, complex projects with high capital expense and challenging requirements
- Concentration in Life Sciences and Advanced Manufacturing



Competitiveness

- What does “Competitiveness” mean through an economic development lens
- Have to have the fundamentals
- Meet the requirements
- Speed to market
- Long term partners



Competitiveness

COMBINED RATINGS* CONSULTANTS SURVEY

| Site Selection Factors | 2023 | 2022 |
|---|-------|-------------|
| Ranking | | |
| 1. Availability of skilled labor | 100.0 | 98.3 (1T**) |
| 2T. State and local incentives | 98.0 | 96.6 (3T) |
| 2T. Available land | 98.0 | 94.9 (7T) |
| 2T. Responsive state & local government | 98.0 | N/A |
| 5. Energy availability | 97.9 | 98.3 (1T) |
| 6. Energy costs | 93.9 | 96.5 (6) |
| 7. Tax exemptions | 91.7 | 89.7 (12T) |
| 8T. Highway accessibility | 89.8 | 94.9 (7T) |
| 8T. Proximity to suppliers | 89.8 | 94.9 (7T) |
| 10. Labor costs | 87.8 | 96.6 (3T) |
| 11T. Environmental regulations | 85.7 | 87.7 (14T) |
| 11T. Water availability | 85.7 | 81.1 (19) |
| 13. Proximity to major markets | 83.7 | 96.6 (3T) |
| 14T. Expedited or "fast-track" permitting | 81.6 | 91.4 (10T) |
| 14T. Available buildings | 81.6 | 84.5 (16) |
| 16T. Construction costs | 79.6 | 91.4 (10T) |
| 16T. Shovel-ready/certified sites | 79.6 | 89.7 (12T) |
| 18. Raw materials availability | 75.5 | 75.8 (22) |
| 19. Training programs | 71.5 | 84.2 (18) |
| 20T. Technical schools | 69.4 | 87.7 (14T) |
| 20T. Accessibility to major airport | 69.4 | 84.4 (17) |
| 22. Low union profile | 63.3 | 81.0 (20) |
| 23. Weather hazards | 62.5 | 60.4 (27) |
| 24T. Right-to-work state | 59.2 | 75.9 (21) |
| 24T. Quality-of-life | 59.2 | 72.4 (25) |
| 26. Corporate tax rate | 58.4 | 72.5 (24) |
| 27. ICT/broadband | 55.1 | 74.2 (23) |
| 28. Waterway or oceanport | 42.8 | 58.7 (29) |
| 29. Railroad service | 41.7 | 60.3 (28) |
| 30. ESG initiatives | 24.5 | 50.0 (30) |

* All figures are percentages and are the total of the "very important" and "important" ratings of the Area Development Consultants Survey and are rounded to the nearest tenth of a percent.
 ** 2022 ranking

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Thank You

