

River City Industrial Park Mason City, Cerro Gordo County, IA

*Certification Report
January 2026*

QUEST
SITE SOLUTIONS
THE GEOGRAPHY OF BUSINESS™

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01

Overview





Site certification is a designation that a property meets or exceeds specific criteria for industrial development. While there is no national certification standard, Quest Site Solutions' (Quest) certification programs have stringent requirements, and properties undergo detailed analysis. A property that has achieved certification has a wealth of information which reduces the risk for prospects and speeds up the decision timeframe.



Quest is dedicated to assisting with the location selection for companies that are seeking a new location, a competitive expansion, or a consolidation. Quest is able to leverage its expertise in site selection consulting to assist economic development organizations in preparing for the challenges of attracting and retaining capital investment and employment opportunities in this competitive climate. The majority of Quest's economic development services are related to site development, primarily site evaluation and certification services. Quest, and its predecessor McCallum Sweeney Consulting, have been managing the IEDA Certified Site Program since 2012.

Contact: Taylor Dietz, tdietz@questsitesolutions.com, (706) 836-4263



The Iowa Economic Development Authority's (IEDA) mission is to strengthen economic and community vitality by building partnerships and leveraging resources to make Iowa the choice for people and business. Through two main divisions – business development and community development – IEDA administers several state and federal programs to meet its goals of assisting individuals, communities and businesses.

The Iowa Certified Site Program was launched by IEDA in May 2012 to address the lack of project-ready industrial sites in the state; it is an independent, third-party certification program designed to consider a combination of national site location standards, as well as Iowa's natural assets and the needs of the state's targeted industry sectors.

Contact: Amy Thompson, amy.thompson@iowaeda.com, (515) 348-6250

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Certification Letter



CERTIFICATION LETTER

02

January 27, 2026

Amy Thompson
Program Manager
Iowa Economic Development Authority
1963 Bell Avenue
Des Moines, IA 50315



Dear Mrs. Thompson:

River City Industrial Park, located in Cerro Gordo County, Iowa, has completed the Iowa Economic Development Authority (IEDA) Certified Site Program. Quest Site Solutions (Quest) has conducted a thorough analysis of the property; based on the updated information provided by the City of Mason City and our evaluation of the property, we are certifying **River City Industrial Park** as an **Industrial Park**.

Quest has developed a program for IEDA to certify industrial sites and industrial parks as ready for industrial development. We have certified River City Industrial Park as meeting the following criteria:

- The park must be a minimum of 200 total acres, with at least one site 25+ contiguous, developable acres. At least 60% of the remaining park acreage must be developable.
- The park must be available for sale or lease (with a documented price and terms) to prospective industrial investors.
- The park must be zoned appropriately or be able to be rezoned for industrial use within 90 days (if applicable). The surrounding properties must also be compatible with industrial uses.
- The park's developable acreage must be free of any known rights-of-way, easements, judgments, liens, restrictive covenants, and any other items that impact developability.
- The park's developable acreage must be located outside of the 100-year and 500-year flood zone or have a plan to fill the flood areas.
- The park must be free of recognized environmental conditions.
- The park's developable acreage must be free of wetlands or have a mitigation plan.
- The park's developable acreage must be free of federal threatened and endangered species or have a mitigation plan.
- The park's developable acreage must be free of areas of archaeological or historical significance or have a mitigation plan.

- The park's developable acreage must have soils compatible with industrial development.
- The park must be directly served or be able to be served by a road that is compatible with U.S. DOT standards for tractor-trailer access (80,000 pounds and 16 feet minimum clear height). Any road upgrades must be compatible with DOT standards for tractor-trailer access must be able to be completed within 12 months.
- The park must be served or be able to be served by industrial level electric infrastructure that can provide a minimum of 5.0 MW electric service within twelve months.
- The park must be served or be able to be served by natural gas infrastructure that can provide a minimum of 15,000 mcf per month within twelve months.
- The park must be served or be able to be served by water infrastructure and a water system with a minimum excess capacity of at least 300,000 gallons per day within twelve months.
- The park must be served or be able to be served by wastewater infrastructure and a wastewater treatment plant with a minimum excess capacity of 200,000 gallons per day within twelve months.
- The park must be served or be able to be served within twelve months by telecommunications fiber.

The details on how the property meets each of these criteria are included in Sections 3 through 10 of this report.

This certification will expire on **April 17, 2028**. Upon certification expiration, the property will need to submit for recertification, or provide updated control documentation to extend the expiration for a full three-year term.

We congratulate the team at the North Iowa Corridor Economic Development Corporation for their hard work and for achieving certification. If there are any questions regarding our analysis, please contact us.

Sincerely,



Taylor Dietz, CEcD
Senior Consultant

03

Property Overview



PROPERTY OVERVIEW

03

LOCATION (LAT / LONG)

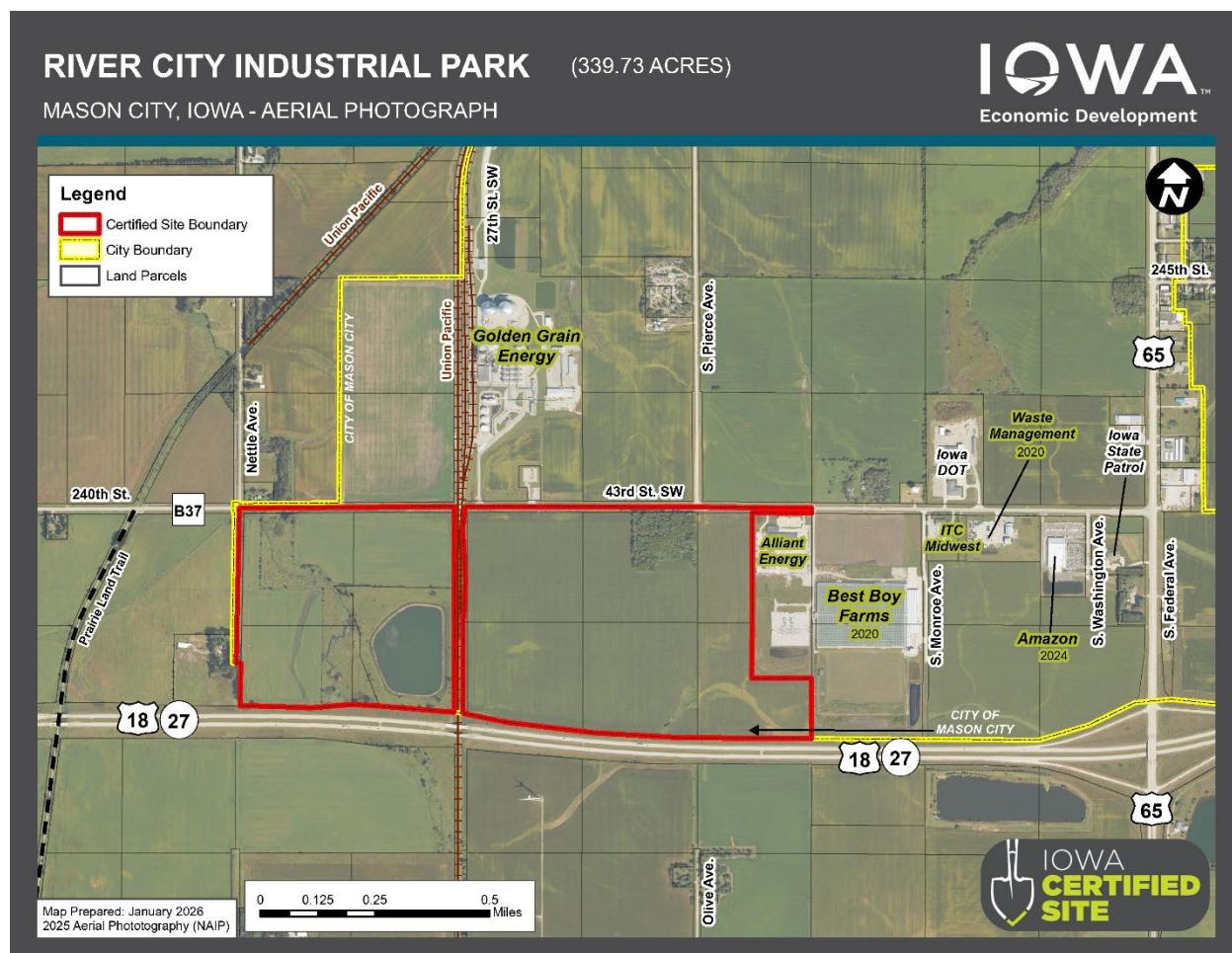
43.109223°, -93.225668°

CONTACT INFORMATION

Chad Schreck
President & CEO
North Iowa Corridor
Economic Development Corporation
cschreck@northiowacorridor.com
(641) 423-0315 office
(641) 425-4759 mobile

SIZE/ACREAGE

339.73 total acres
268.88 available acres (fully developable)



04

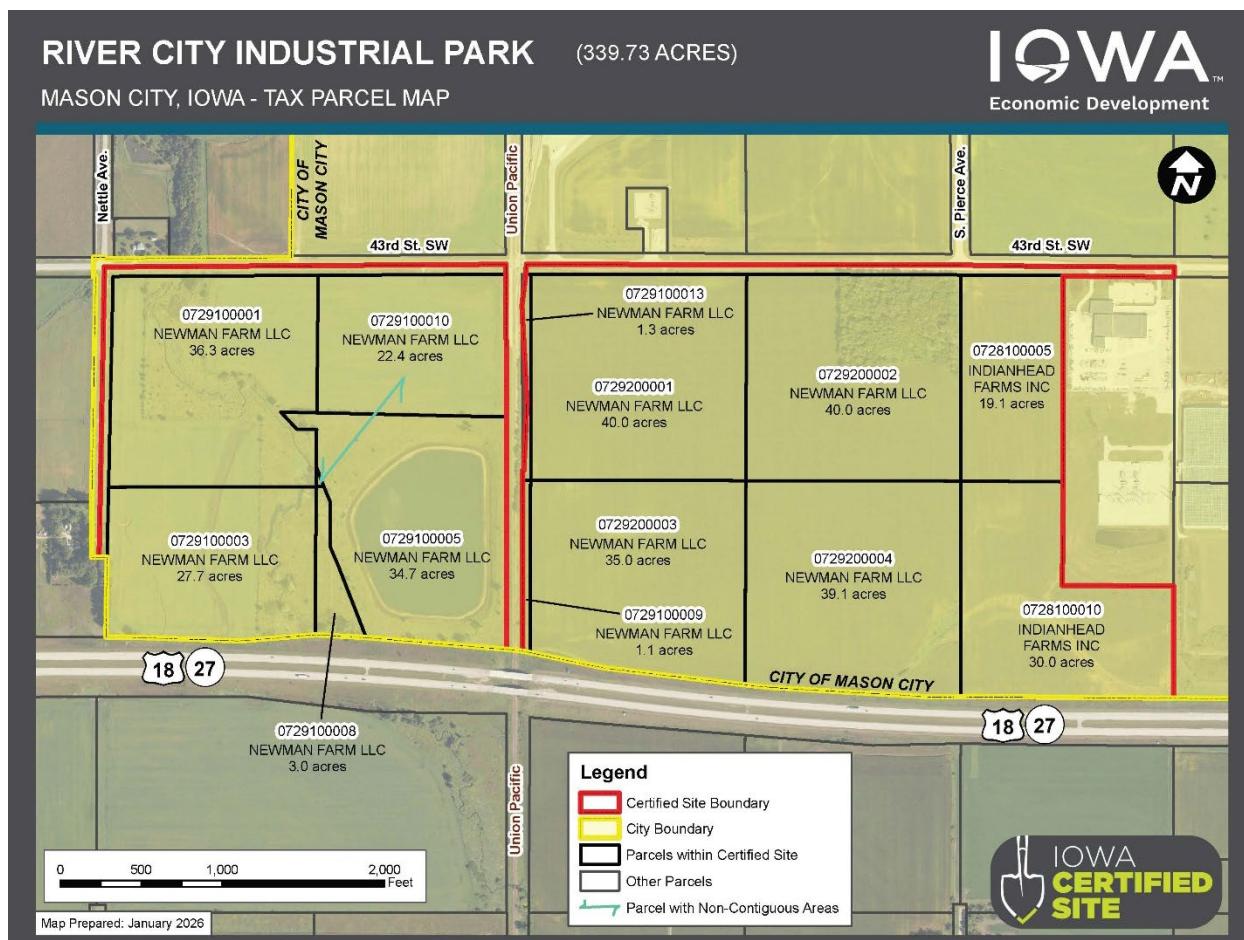
Ownership + Availability



OWNERSHIP + AVAILABILITY

04

OWNERSHIP



The available acreage is comprised of thirteen parcels, which are owned by two different owners, Newman Farm LLC and Indianhead Farms Inc. * Based on Mason City's Assessor information. Surveyed acreage differs slightly.

Owner	Acres*	Tax Parcels	Survey	Price	
Newman Farm LLC	36.3	072910001	131.2 total 5.40 ROW 125.85 NET	The price per acre of the sites is \$40,000 for the first 12 months. Months 13 to 24 is \$45,000 per acre. Months 25-42 the price is \$50,000 per acre.	
	27.7	072910003			
	34.7	072910005			
	22.4	072910010			
	3.0	072910008			
	1.3	072910013	158.4 total 3.7 ROW 154.72 NET		
	40.0	072920001			
	35.0	072920003			
	1.1	072910009			
	40	072920002			
Indianhead Farms Inc	39.1	072920004	50.1 Total 1.81 ROW 48.25 NET		
	19.1	072810005			
	30.0	072810010			
TOTAL:		339.7			

Support Documentation:
Retracement Plat – November 18, 2025 (Signed)

OPTIONS

Iowa Land and Building Company hold the following option agreements:

- Newman Farm LLC that will expire on July 17, 2028
- Indianhead Farms Inc that will expire on April 17, 2028

The pricing for the property depends on when the acquisition occurs during the option agreement term. The properties can be subdivided and purchased for a project to fit the appropriate size required for the project.

Support Documentation:
Letter from Alliant Energy – December 19, 2024
Option and Purchase Agreement – December 17, 2024
Memorandum of Option Agreement – October 17, 2024

TITLE

For parcels 0728100005 and 0728100010, title to the property is vested in Indianhead Farms, Inc. The following objections were identified within the title opinion:

- Easement dated March 2, 1942 with no stated purpose,
- Easement filed May 9, 1959 for road purposes,
- Fence Maintenance filed January 30, 1984,
- Abandonment and Closure of Section of Road,
- Drainage District Consent Agreement filed April 12, 2000,
- Multiple resolutions related to Tax Increment Financing Districts,
- Easement for Road Purposes and Utility Accommodation filed June 2, 2004,
- Easement for temporary construction and permanent electric line and facility easement filed December 17, 2015,
- Multiple ordinances regarding zoning filed March 28, 2016 and January 28, 2010,
- Easement filed February 1, 2017 for temporary construction and permanent electric line and facilities easement,
- Resolution authorizing execution of an agreement and conveyance for acquisition of certain property,
- Agreement filed May 23, 2019 for an agreement and conveyance for acquisition of real property,
- Easement filed March 8, 2023,
- Ordinances relating to on-site wastewater treatment and disposal and private sewage disposal systems,
- Ordinance relating to nonpublic water supply wells,
- Ordinances relating to Urban Renewal and Urban Revitalization Plans, and
- Resolution filed November 8, 2012 relating to Mason City Urban Renewal Plan

For all other parcels, title to the property is vested in Newman Farm, LLC. The following objections were identified within the supporting abstract documentation:

- ROW Establishment belonging to State of Iowa (Book 96, Page 1412),
- 100 foot wide railroad right-of-way,
- 45 foot wide county road easement (Book 117, Page 583),
- 41 foot wide county road easement (Book 101, Page 168), and

OWNERSHIP + AVAILABILITY

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- 50 foot county road easement (Book 117, Page 583),

Support Documentation:

Preliminary Title Opinion – Laird Law Firm – December 12, 2024

Opinion of Title – Locher Law Firm – November 13, 2023

05

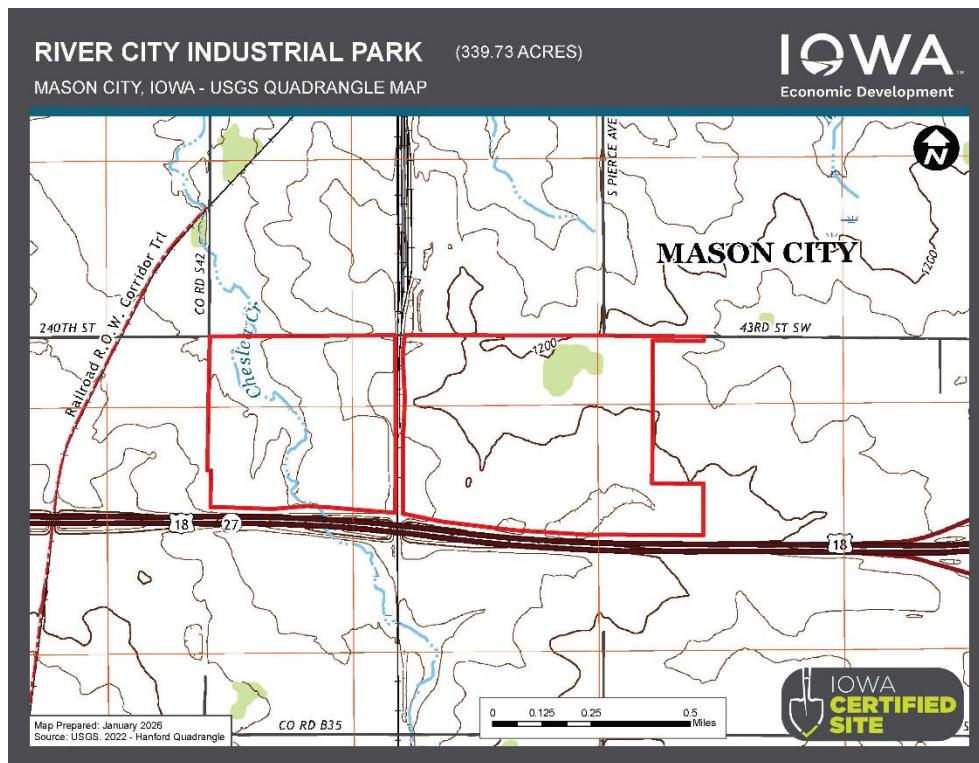
Site Characteristics



SITE CHARACTERISTICS

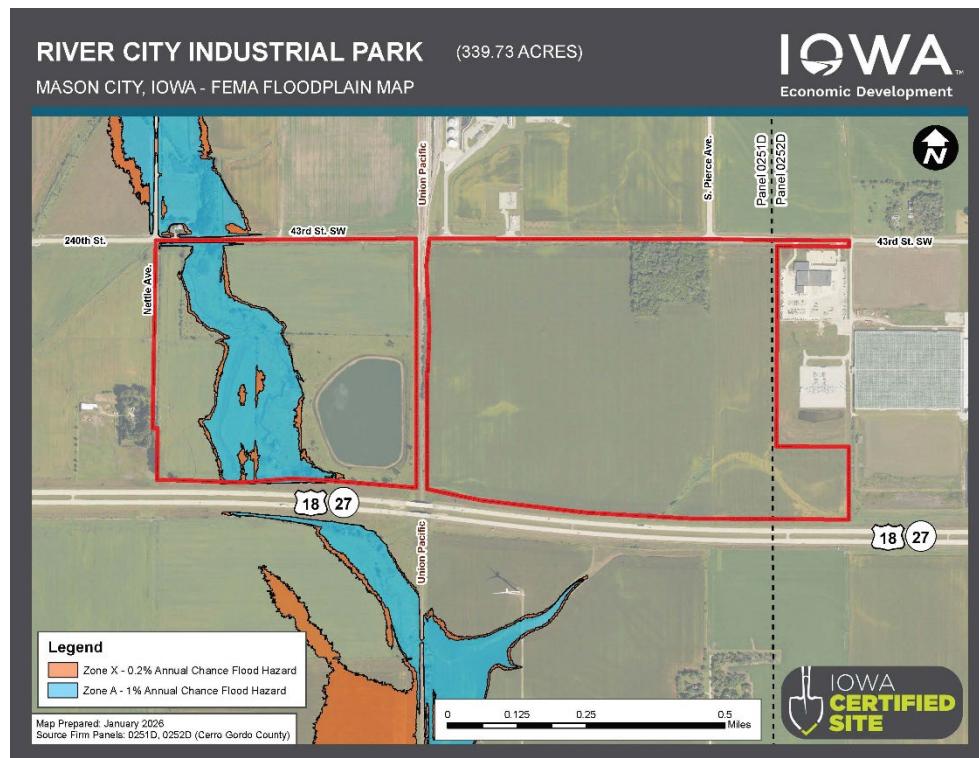
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USGS



FEMA

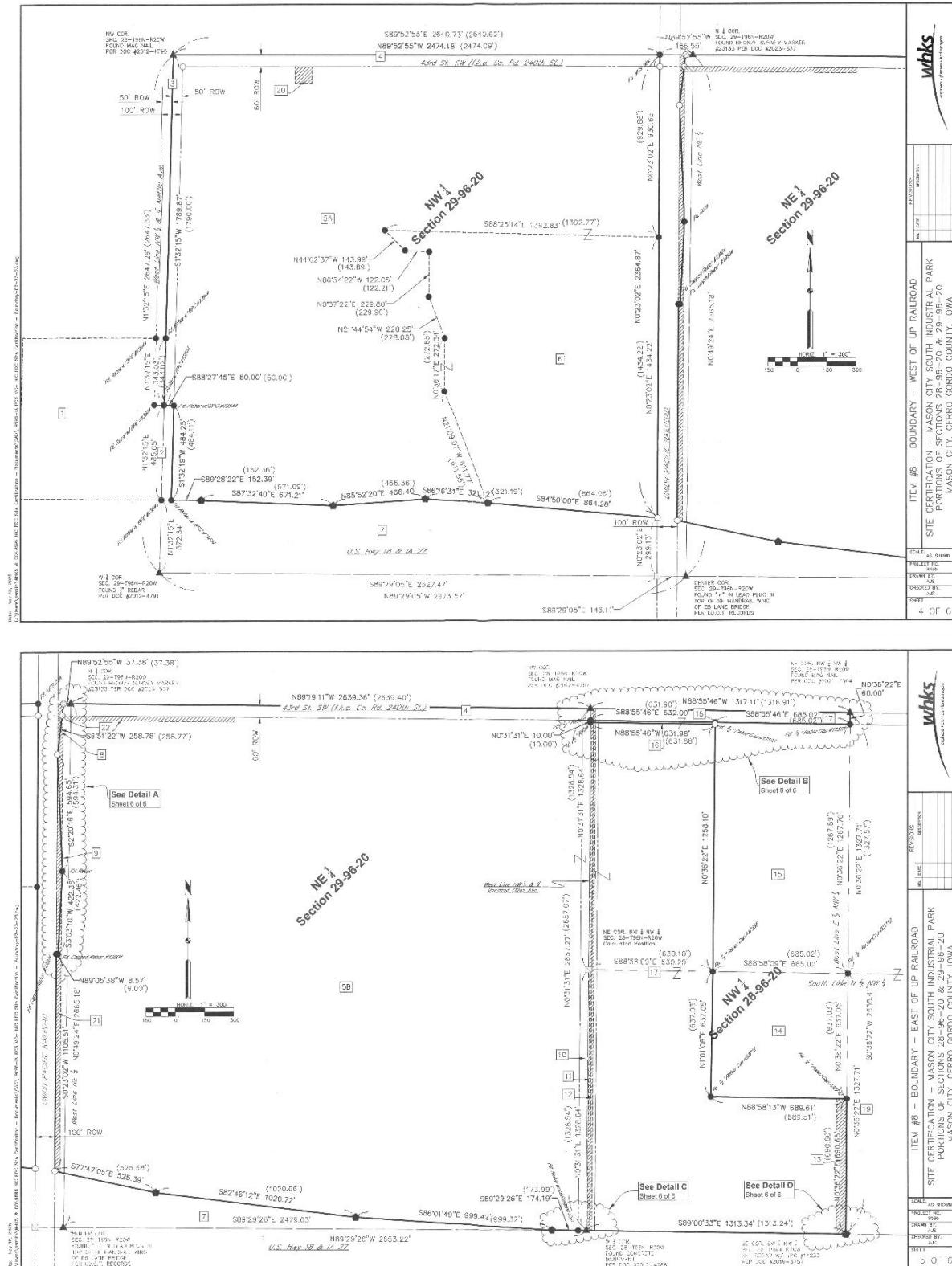
FEMA Flood Zone A, 100 year flood zone, and FEMA Flood Zone X, outside the 100-year and 500-year floods zone, are located on the property; Maps # 19033C0251D and 19033C0252D.



SITE CHARACTERISTICS

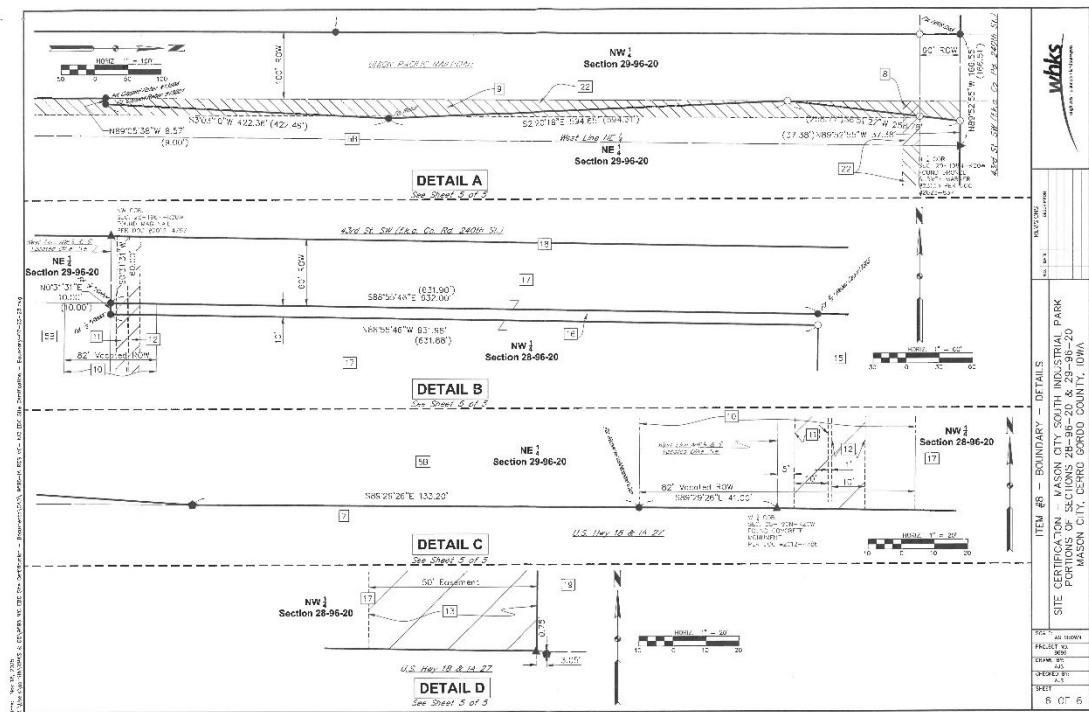
05

SURVEYS



SITE CHARACTERISTICS

05



Support Documentation:
Retracement Plat – November 18, 2025 (Signed)

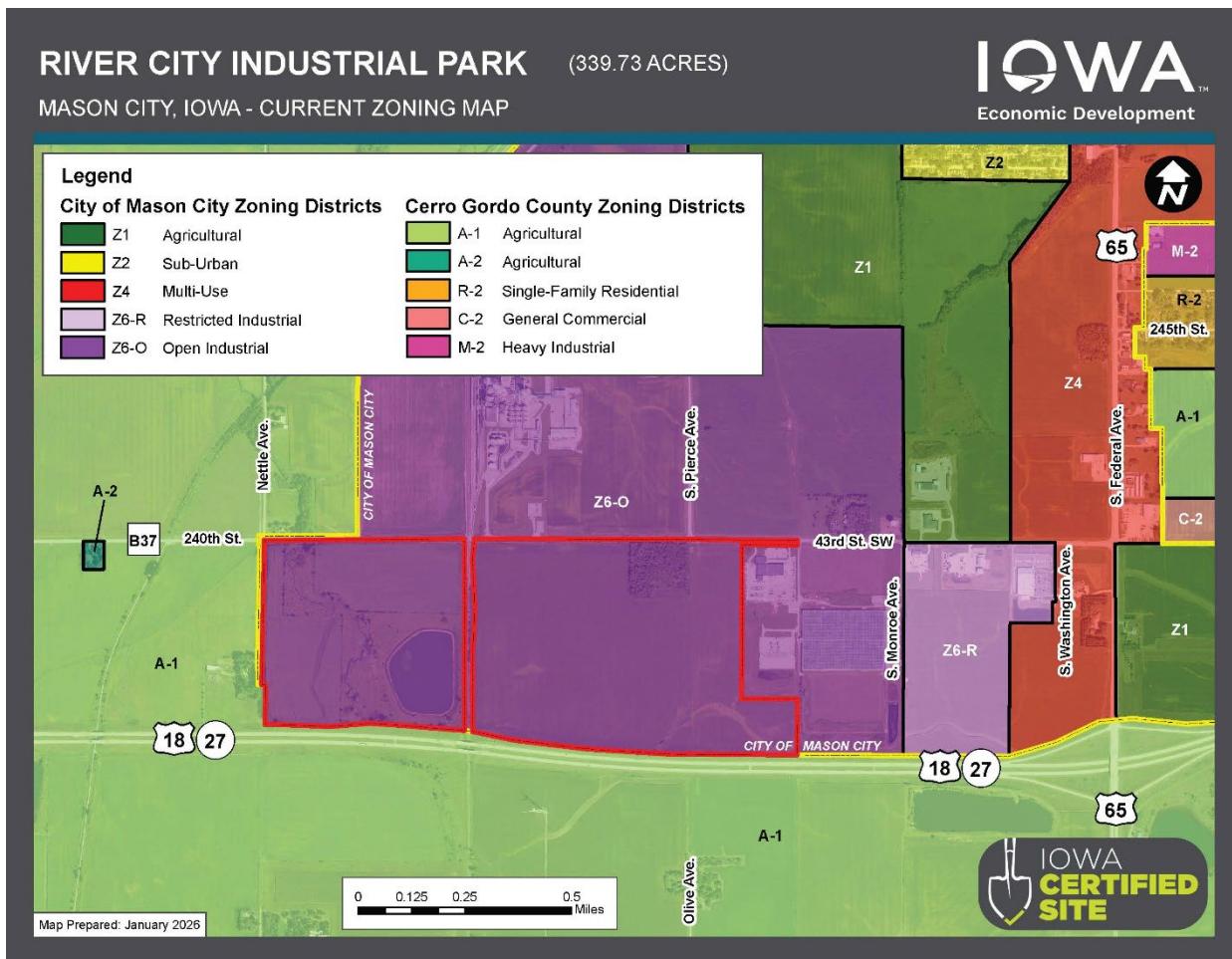
06

Zoning



CURRENT ZONING

The park is zoned Open Industrial District (Z6-0) by the City of Mason City, Iowa. A zoning change will not be required for industrial use.



The purpose of the Z6 Industrial District is to promote the management and preservation of existing industrial facilities within Mason City as well as the development and management of new ecologically responsible, sustainable employment centers. Building forms and functions within the Z6 District require varying degrees of separation from residential and commercial/service districts due to their potential for noise, bright lighting, traffic from heavy trucks and other large vehicles, rail traffic and round the clock activities associated with research and development, manufacturing, warehousing, freight terminals and agribusiness.

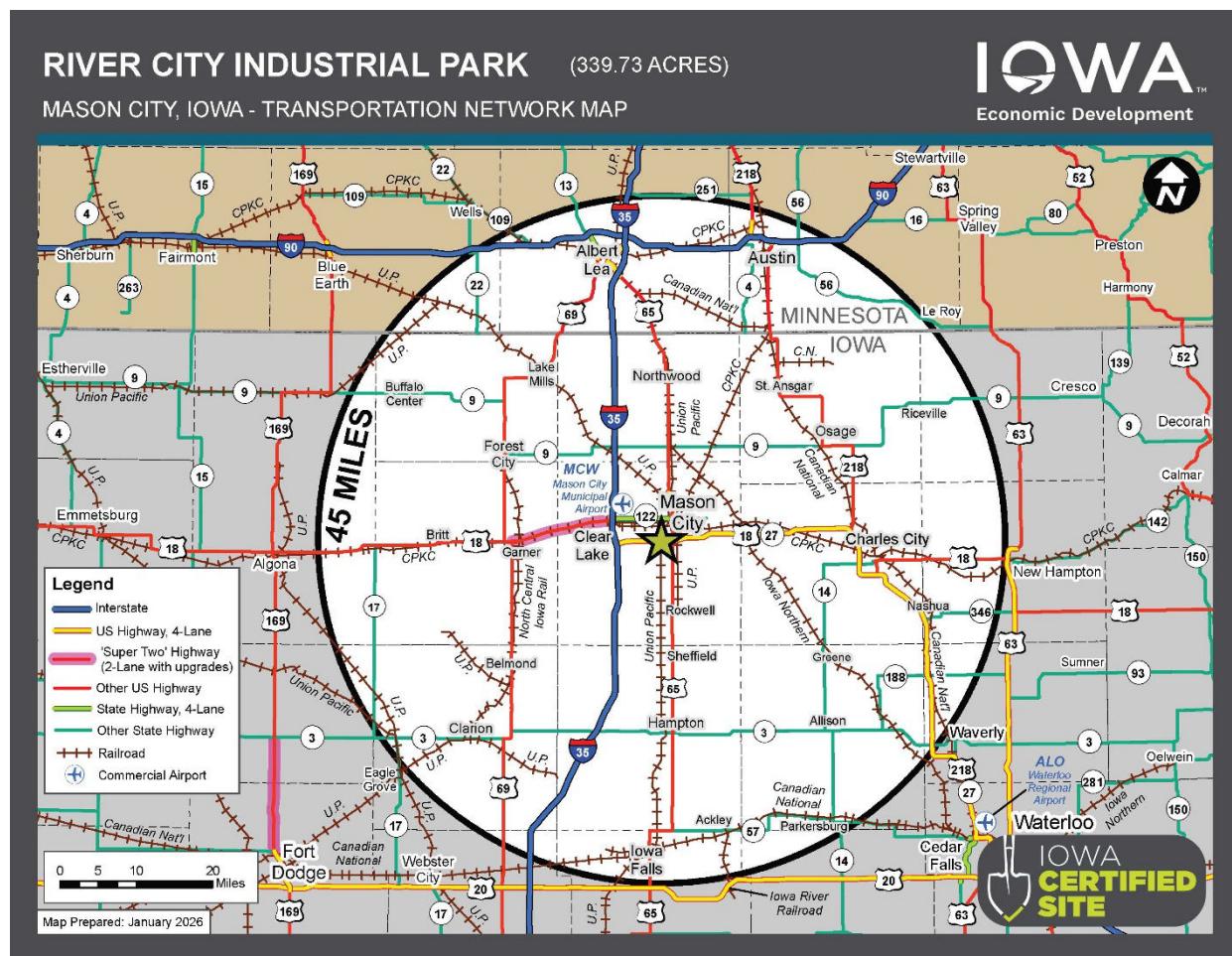
Support Documentation:

City of Mason City, IA Code of Ordinances – Chapter 14 (Z6 Industrial District) - As of November 4, 2025
City of Mason City, Iowa Zoning Map – As Amended January 2, 2024

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Transportation





ROADS

Access to the park is provided by 43rd Street SW/240th Street, which runs along the entire northern boundary. South Pierce Street intersects 43rd Street on the north side and is expected to serve as a future access point. US 18/IA 27 (Avenue of the Saints) borders the southern edge, with direct access located about 1.4 miles away at two interchanges. From the park, drivers travel 1.5 miles west on 43rd Street/240th Street, then 0.4 miles south on Mallard Avenue to reach the US 18/IA 27 westbound ramp. From there, it is 4 miles to the I-35 North interchange or 4.4 miles to I-35 South. Interstate 35 is roughly 5.3 miles from the park, and Interstate 90 is about 46 miles away.

Support Documentation:

Questionnaire – North Iowa Corridor Economic Development Corporation – December 13, 2024
Master Development Plan – WHKS – November 2024

RAIL

The property is bisected by the Iowa Traction Railroad but does not plan to be rail-served park.

Support Documentation:

Questionnaire – North Iowa Corridor Economic Development Corporation – December 13, 2024

COMMERCIAL SERVICE AIRPORT

Mason City Municipal Airport (MCW) – 7.5 miles

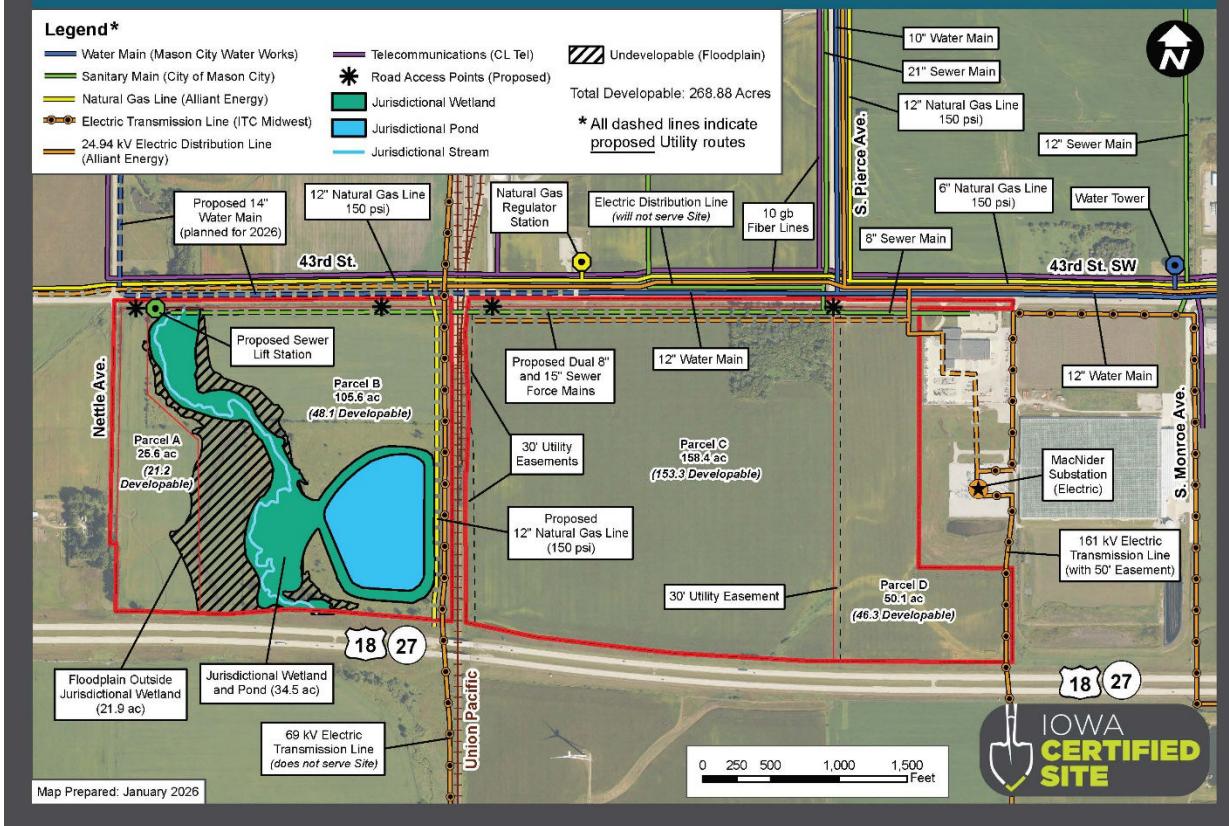
08

Utilities



RIVER CITY INDUSTRIAL PARK (339.73 ACRES)

MASON CITY, IOWA - MASTER DEVELOPMENT PLAN



Note: Utility information, including available capacity and infrastructure locations, changes over time. The utility information below reflects the conditions present at the time of certification documentation. Future users should confirm that the utility infrastructure is adequate for their specific project.

ELECTRIC

Provider: IPL Alliant Energy (distribution) and ITC (transmission)

Service Details

- Existing Infrastructure:
 - Distribution: three-phase overhead 24.94 kV grounded wye – runs adjacent to the northern boundary of the property on the north side of 43rd St SW/240th Street.
 - Transmission: 69 kV line bisects the park by running along the railroad. A 161 kV transmission line is east of the property that loops around the MacNider Substation and S. Pierce Avenue.
 - Substation: Macnider Industrial – 53' from the east side of the property
- Available Capacity: 115 MW from the substation
- Improvements: New underground feeder would be required to the end user. This would be along the south side of the 42nd Street SW/240th Street, and would be 24.9 kV distribution. For large users, a 345 kV transmission loop around the development has been considered.

- Estimated Cost: Costs are anticipated to be minimal as the infrastructure is adjacent to the site. The costs are anticipated to revenue justified assuming at least a 2.5 MW of load.
- Estimated Schedule: 10-12 months (1 month for design, 6 months for permitting, 1 month for ROW acquisition [if needed], and 6 months for construction); Design, permitting, ROW acquisition can all happen at the same time.
- Other: Onsite easements would be required.

Contact:

Chad Hansen
Key Account Manager
Alliant Energy
chadhansen@alliantenergy.com
(515) 890-1277

Support Documentation:

Virtual Meeting – January 20, 2026
Electric Questionnaire – November 15, 2024

NATURAL GAS

Provider: IPL Alliant Energy (distribution) and Northern Boarder (transmission)

Service Details

- Existing Infrastructure: A 12" 150 psig runs along 43rd Street east of the railroad crossing.
- Available Capacity: > 25,000 mcf per month
- Improvements: No extension is needed for the property east of the railroads. For the property west of the railroad crossing, an extension of the main is required.
- Estimated Cost: Minimal upgrade costs
- Estimated Schedule: 9 months

Contact:

Chad Hansen
Key Account Manager
Alliant Energy
chadhansen@alliantenergy.com
(515) 890-1277

Support Documentation:

Natural Gas Questionnaire – November 15, 2024

WATER

Provider: Mason City Water Works

Service Details

- Existing Infrastructure: A 12" water main runs along 43rd St SW, the northern boundary.
- Available Capacity: 1.6 MGD excess capacity and 3.0 MGD total capacity
- Improvements: Construction of a distribution main loop connector (planned as a 14" line) along 43rd Street SW and Nettle Avenue running north of the property will begin in April 2025, with approximate completion at the end of June 2025.
- Estimated Cost: \$2.4 million

Water Treatment

- Plant: Mason City Water Works Treatment Plant – 3.55 miles away
- Total Permitted Capacity: Actual operating capacity is approximately 8.4 MGD, with maximum build-out permitted capacity at 11.5 MGD.
- Average Utilization: 4.3 MGD
- Peak Utilization: 6.7 MGD
- Excess Capacity: 1.7 MGD
- Improvements: The current plant design is 9.5 mgd with plant floor space available to add an additional twenty percent. The actual operating capacity of the plant is 10 approximately 8.4 mgd, and 10 mgd if accounting for expansion.

Contact:

Mark A. Rahm, P.E.
City Engineer
City of Mason City
mrahm@masoncity.net
(641) 421-3605

Support Documentation:

Water Questionnaire – Mason City Water Works – November 22, 2024

WASTEWATER

Provider: Mason City Water Works

Service Details

- Existing Infrastructure: An 18-inch sewer main terminates at South Pierce Avenue and 43rd Street SW at the northern boundary of the property.
- Available Capacity: None until improvements are completed.
- Improvements: An 8" and 16" dual force main and a proposed lift station all along the northern boundary of the property. There is also a proposed 400" of 15" gravity sewer and 12" gravity sewer along 43rd Street / 240th Street that will extend to the proposed lift station.
- Estimated Cost: \$4.6 million
- Estimated Schedule: 12 to 14 months (1.5 months for design, 1-2 months for permitting, 1 month for ROW acquisition, and 12-14 months for construction. IDNR and Railroad Permitting along with Acquisition for the lift station can overlap during final design.
- Other: The proposed improvements started in Summer 2025 and are anticipated to be finished in August 2026. The lift station and force mains are designed as a two-phase

operational system. The 8" can accommodate up to 0.94 million gallons per day, then as development expands, larger pumps can be installed in the lift station whereby utilizing the 16" main with a design capacity of 4.54 million gallons per day. Prior to completion of the lift station and force main project, the area east of the Union Pacific Railroad could possibly be serviced through a gravity sewer main with a connection to the existing 18" interceptor main located near the northeast corner of the property.

Wastewater Treatment

- Plant: Mason City Water Reclamation Facility (4.25 miles)
- Total Permitted Capacity: 21.5 million gallons per day
- Average Utilization: 6.5 million gallons per day
- Allocated Capacity: 2.11 million gallons per day to industries
- Peak Utilization: 14.9 million gallons per day
- Excess Capacity: 6.6 million gallons per day (non-allocated)
- Other: The facility is under contract for plant improvements due to nutrient reductions requirements implemented by the Iowa DNR Sewer Rental Funds.

Contact:

Mark A. Rahm, P.E.
City Engineer
Mason City Water Works
mrahm@masoncity.net
(641) 421-3605

Support Documentation:

Wastewater Questionnaire – Mason City Water Works - November 22, 2024

TELECOMMUNICATIONS

Provider: CL Tel

Service Details

- Existing Infrastructure: Fiber is immediately north of the park within the right-of-way of 240th Street, which is along the northern boundary.
- Improvements: Underground fiber will need to be extended to customer premises.
- Estimated Cost: Minimal since infrastructure is adjacent.
- Estimated Schedule: Approximately 60 days for burying fiber to customer premises.
- Other: Dark fiber could be potentially available. If ultra-fast speeds are required, the electronics lead time may extend to 6-8 weeks. CL Tel's 100% fiber network is managed by its 24/7/365 Network Operators Center and backed by skilled, local support. CL Tel's fully underground and redundant SONET ring architecture ensures reliability, regardless of the weather.

Contact:

Chris Lovell
Chief Operating Officer
CL Tel
chrislovell@cltel.com
(641) 357-2111

Support Documentation:

Telecommunications Questionnaire – December 6, 2024

09

Due Diligence



ENVIRONMENTAL

A Phase I Environmental Site Assessment (ESA) for parcels 072920000100, 072920000200, 072920000300, and 072920000400 (referred to as the eastern Newman Farms portion) was conducted to ASTM E1527-13 and ASTEM E1527-21 standards and did not identify any recognized environmental conditions (RECs) or controlled recognized environmental conditions (CRECs) in connection with that portion of the park.

A Phase I Environmental Site Assessment (ESA) for parcels 072810000500 and 072810001000 (referred to as Indianhead Farms) was conducted to ASTM E1527-13 and ASTEM E1527-21 standards and did not identify any recognized environmental conditions (RECs) or controlled recognized environmental conditions (CRECs) in connection with that portion of the park.

A Phase I Environmental Site Assessment (ESA) for parcels 072910000100, 072910001000, 072910000300, and 072910000500 (referred to as the western Newman Farms portion) was conducted to ASTEM E1527-21 standards and did not identify any recognized environmental conditions (RECs) or controlled recognized environmental conditions (CRECs) in connection with that portion of the park.

Support Documentation:

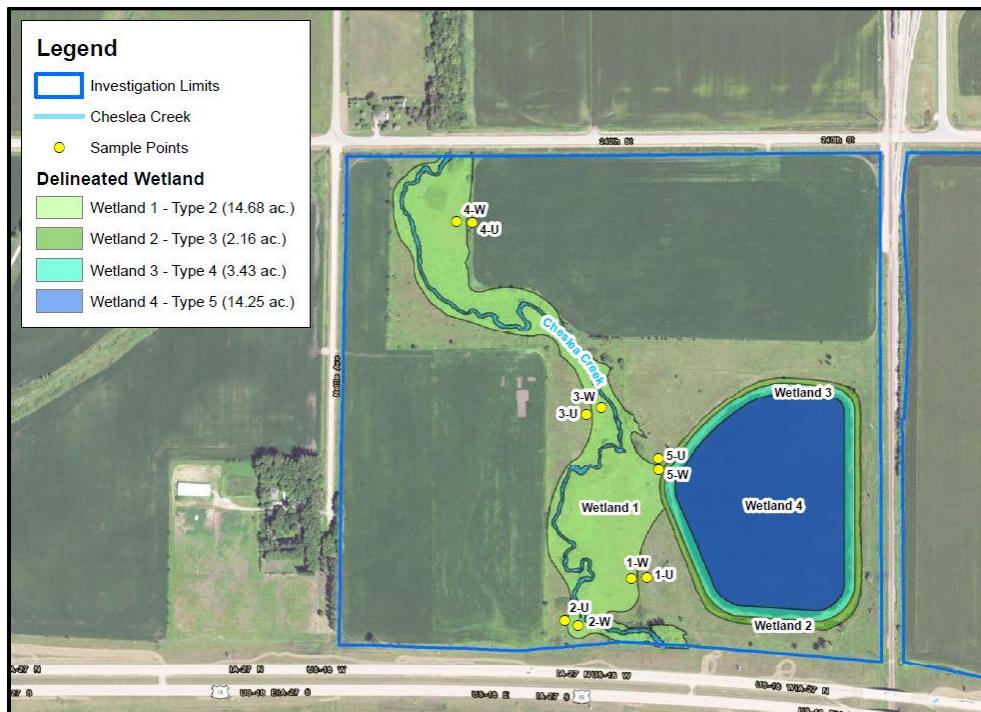
Phase I Environmental Site Assessment – American Engineering Testing – June 2, 2023

Phase I Environmental Site Assessment – American Engineering Testing – June 2, 2023

Phase I Environmental Site Assessment – American Engineering Testing – June 1, 2023

WETLANDS

A Wetland Delineation identified approximately 34.52 acres of wetlands on the property. A Preliminary Jurisdictional Determination (PJD) indicated that there are 20.27 acres of jurisdictional wetlands, 14.25 acres of jurisdictional ponds, and 4,000 linear feet of jurisdictional streams on the property. Work within these areas will require a DA Section 404 permit.



Support Documentation:

Preliminary Jurisdictional Determination – US Army Corps of Engineers – February 24, 2025

Wetland Delineation – WHKS & Co. – December 17, 2024

SPECIES

U.S. Fish and Wildlife Official Species List

- Threatened and Endangered Species
 - Tricolored batt (Mammal) – Proposed Endangered
 - Monarch butterfly (Insect) – Proposed Threatened

Support Documentation:

Memorandum of Threatened and Endangered Species – WHKS – December 1, 2024

Memorandum of Threatened and Endangered Species – WHKS – June 21, 2024

CULTURAL RESOURCES

A Phase I Archeological Investigation was completed on the properties by Wapsi Valley Archaeology. One archaeological site (Site 13CE105) was discovered during the survey but is not eligible for the National Register of Historic Places. Overall, the project area was found to have been significantly impacted by historic and modern farming activities as well as the demolition of the archaeological site.

SHPO originally indicated that additional information on the geomorphological context of the project area and the soil characteristics was needed. Wapsi Valley provided an updated report with the additional context. SHPO indicated that the documentation could be used to support an agency determination of effect. SHPO consultation as part of the site certification process does not necessarily fulfill the requirements of Section 106 of the National Historic Preservation Act, and additional work may be needed if Section 106 consultation is required for a future project.

A Reconnaissance-Level Architectural History Survey completed by Pigeon Consulting included an investigation of the 0.25-mile buffer zone around the project area. The investigation found no extant buildings within the quarter-mile buffer zone. There is an active rail line that runs north to south through the project site and the quarter-mile buffer zone. This rail line is a segment of the Chicago, Rock Island and Pacific Railroad's north-south line, often referred to as a "Spine Line." The Reconnaissance Level investigation recommended the Spine Line for additional research / Phase II survey as it may potentially be eligible for the National Register of Historic Places under Criterion A in the areas of Social History and/or Transportation.

Due to the industrial nature of the railroad tracking, the introduction of industrial development in vicinity of the Chicago, Rock Island and Pacific Railroad "Spine Line" does not constitute an adverse effect. Therefore, Pigeon Consulting did not think additional architectural history investigations were necessary for site certification. SHPO indicated that the reconnaissance level survey is complete and meets best practices.

Support Documentation:

Email from State Historic Preservation Office (Branden Scott) – May 23, 2025

Email from State Historic Preservation Office (Sara Andre) – August 11, 2023

Reconnaissance-Level Architectural History Survey – Pigeon Consulting – June 12, 2023

Phase I Intensive Archaeological Survey – Wapsi Valley Archaeology – May 2023

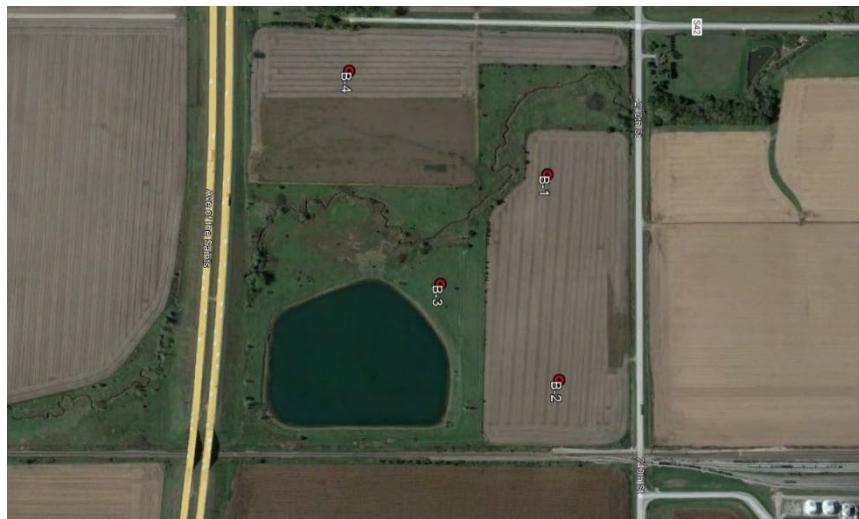
Phase I Intensive Archaeological Survey – Wapsi Valley Archaeology – May 2023 [with geomorphology updates]

GEOTECHNICAL

A Report of Preliminary Geotechnical Exploration was completed on the western portion of Newman Farms and the Indianhead Farms properties and included 8 borings drilled to depths of 26 feet below existing grades. American Engineering Testing recommends using Seismic Site Class D for the site.



An additional Report of Preliminary Geotechnical Exploration was completed on the eastern portion of the Newman Farms property and included 4 borings to depths of 15 to 26 feet below existing grades. American Engineering Testing recommends using Seismic Site Class D for the site. *Note: For both reports, the consultant relied on their knowledge of regional geology and the results of the borings to determine Seismic site class.*



Support Documentation:

Report of Preliminary Geotechnical Exploration – American Engineering Testing – May 3, 2023.

Report of Preliminary Geotechnical Exploration – American Engineering Testing – May 3, 2023

10

Master Plan



RIVER CITY INDUSTRIAL PARK

(339.73 ACRES)

MASON CITY, IOWA - MASTER DEVELOPMENT PLAN

IOWA
Economic Development

Legend*

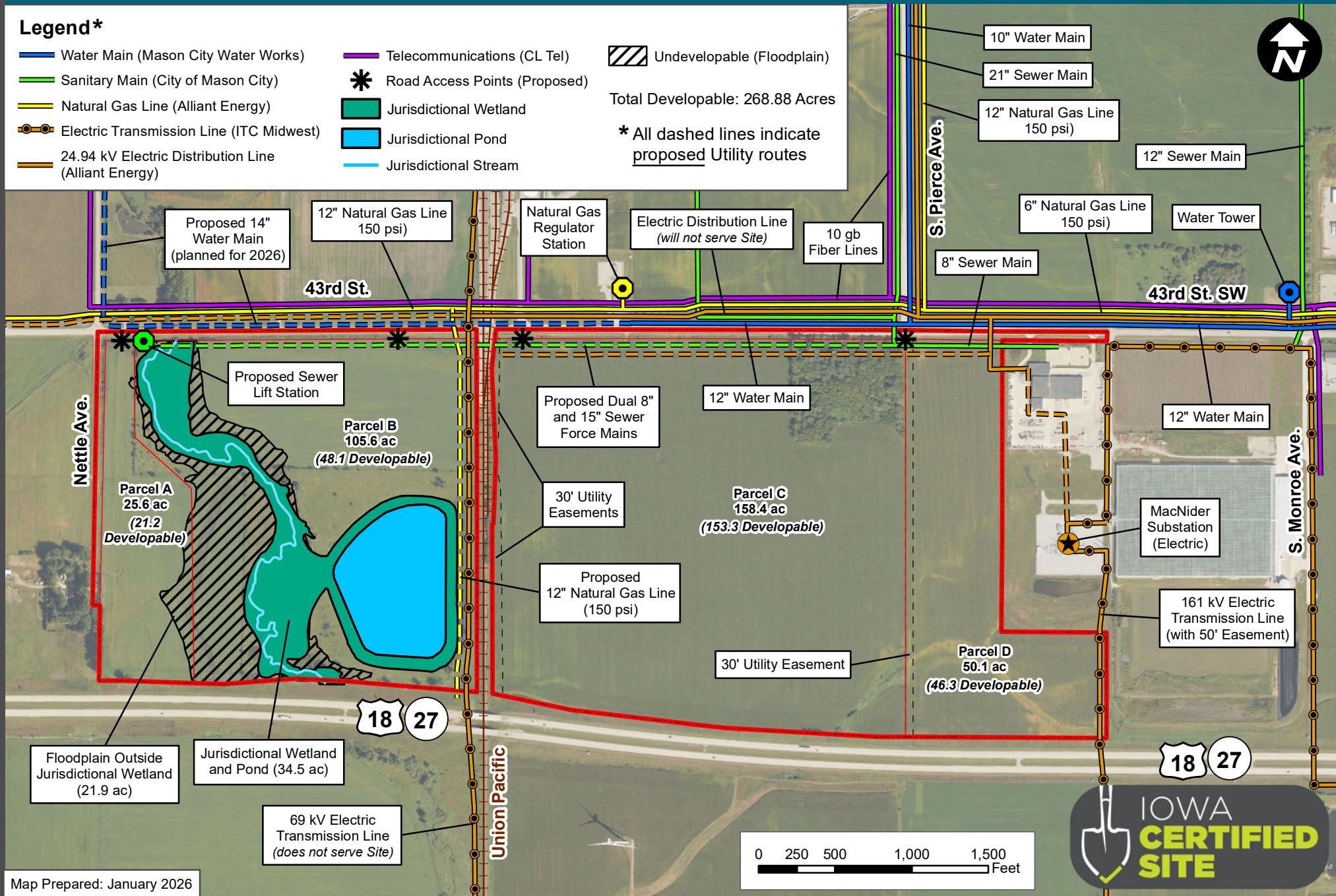
- Water Main (Mason City Water Works)
- Sanitary Main (City of Mason City)
- Natural Gas Line (Alliant Energy)
- Electric Transmission Line (ITC Midwest)
- 24.94 kV Electric Distribution Line (Alliant Energy)

- Telecommunications (CL Tel)
- Road Access Points (Proposed)
- Jurisdictional Wetland
- Jurisdictional Pond
- Jurisdictional Stream

Undevelopable (Floodplain)

Total Developable: 268.88 Acres

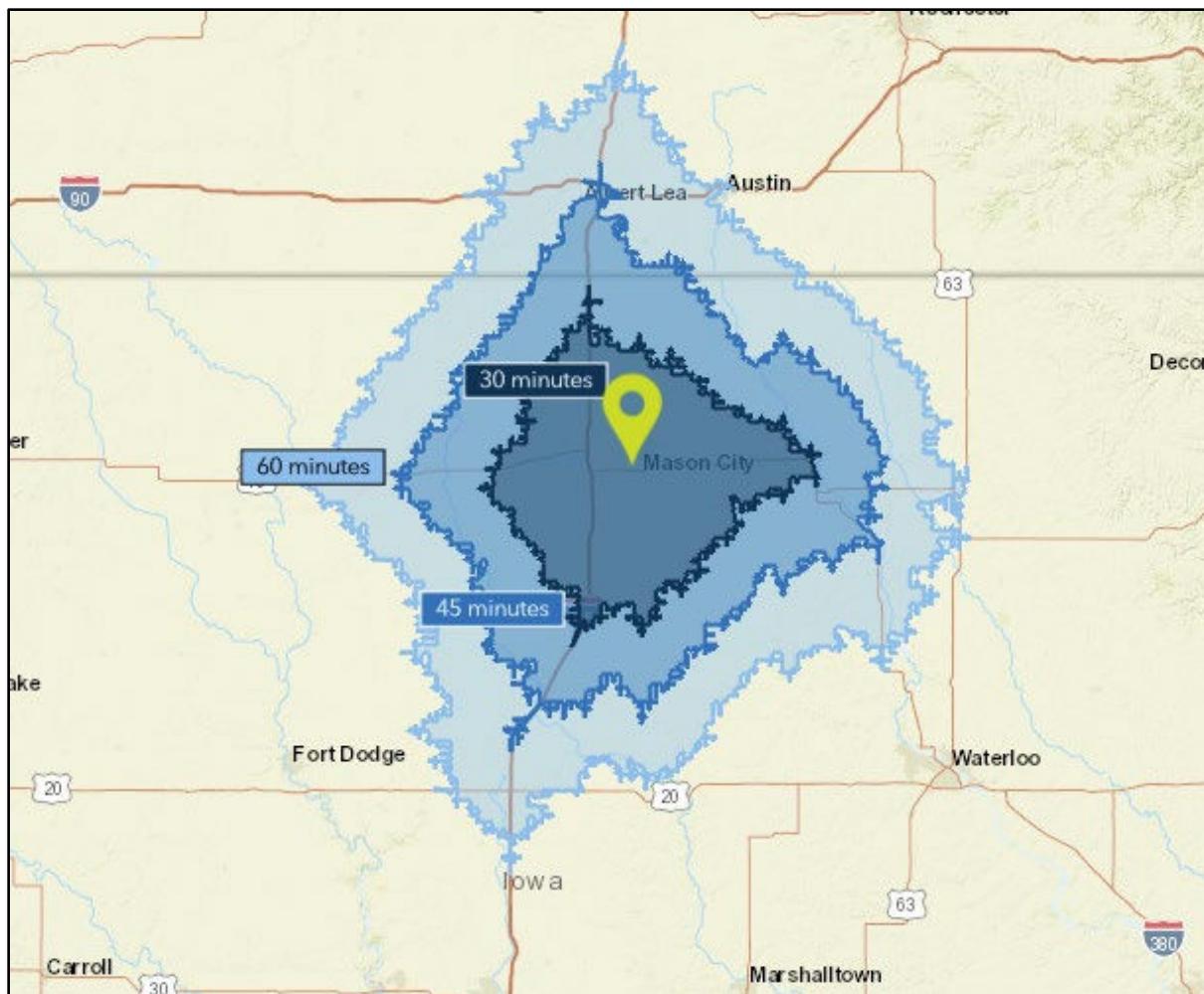
* All dashed lines indicate proposed Utility routes



11

Workforce





	30-Minute Drive Time	45-Minute Drive Time	60-Minute Drive Time
Total Population	54,741	112,775	179,904
Labor Force	29,150	58,374	93,039
Manufacturing Employment	4,484	10,649	17,730
Percentage Employed in Manufacturing	16.0%	19.0%	20.0%
Median Age	44.8	44	43.8
Bachelor's Degree Attainment	25%	21%	23%
Average Hourly Wage	\$26.80	\$27.07	\$28.20
Average Manufacturing Wage	\$30.54	\$30.94	\$30.54

Source:

ESRI Business Analyst Online – 2025 (all data except wages)

JobsEQ – 2025Q2 (wage data)

12

Summary + Recommendations



Strengths:

- The park has approximately 338 available acres, with large swaths of areas that can accommodate sites of various sizes.
- The park is zoned Z6 Industrial District and is appropriate for industrial uses.
- The property is optioned by one entity (Iowa Land and Building) who is engaged in the economic development process.
- There is a robust electric transmission network surrounding the property that could provide significant amounts of power to users at the site.
- Future planned and funded improvements to the water and wastewater treatment infrastructure gives strong indication that there will be systems in place to support robust users.

Challenges:

- While the Avenue of the Saints is adjacent to the park, access is not immediate. Some prospects may be curious or make incorrect assumptions about access to the highway. You will need to be deliberate in articulating how the road is accessed.
- A significant amount of property is wetland and floodplain. Prospects may be wary of buying tracts with these aquatic features, so some buffering may be necessary.

Recommendations:

- As companies locate within the park, ensure that all information is updated to reflect new infrastructure that is completed as well as utility capacity information. Improvements were underway during the certification period, so some items may require updates soon.
- Install signage around the property that indicates the land is available for industrial development and is a certified site. Ensure it is visible from the high traffic corridors.
- Ensure that the property is listed in all site databases (state, utility, third-party, etc.) as well as promoted with the commercial real estate community within the region. Establish a process for quarterly review of marketing materials and listings to verify accuracy and incorporate any new developments.
- Costs and schedules are changing constantly, so make sure to update the cost estimates periodically to ensure your information is relevant and ready.
- Consider making an FAQ document that addresses common questions about permitting, incentives, and infrastructure to streamline responses to prospect inquiries.



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