



Request for Development Proposals and Partnership for Industrial Spec Buildings in Beaufort County

On behalf of The City of Beaufort, The Beaufort County Economic Development Corporation (BCEDC) is seeking proposals for construction of shell buildings in the Beaufort Commerce Park. The BCEDC is looking to form a partnership with the successful development team/company ("the company").

Beaufort County is seeing increased interest as a business location. Interest in the County is the result of a renewed focus on economic development, its superb workforce and proximity to all modes of transportation. The BCEDC is seeking an effective team for planning, design and development of a shell building or buildings in the Beaufort Commerce Park, Beaufort South Carolina. The BCEDC on behalf of the City of Beaufort is looking for proposals for either and/or both sites (see comprehensive plan and wetlands map attached):

- 100,000 +/- on 15 +/- acres (Site 13) on Schein Loop
- 50,000 +/- on 8 +/- acres (Site 20) on Schwartz Road

The plan is to form a partnership that creates wins for all partners and stakeholders involved. The City of Beaufort will contribute the requisite site approved by the City and "the company" to provide for the construction of the agreed upon building. A performance agreement will be agreed upon by both parties and will stipulate a performance timeline and conditions to protect all parties' interests. Not until the resulting structure is leased or sold will the company be obligated to pay the City of Beaufort. The price of the land will be based upon a sliding scale ranging from \$20,000 - \$30,000 per acre depending on capital investment and jobs created.

The company will contribute the design, permitting, planning and constructions of the agreed upon building/s. The City of Beaufort through the Beaufort County Economic Development Corporation and the company will provide for some of the costs of site development and will market the building for sale and/or lease.

Once a "tenant" or "buyer" for the facility is secured the City of Beaufort will be compensated for the land from "the company" unless otherwise agreed upon during negotiations with the company that ultimately resides in the space. The Beaufort County Economic Development Corporation will work with "the company" and the "tenant" or "buyer" to market the site and secure incentives that are commensurate with the total investments and jobs created.

By entering into this agreement "the company", the City of Beaufort and the Beaufort County Economic Development Corporation recognize that each party must be flexible to respond to changing market conditions and the end user in accordance with this agreement.

The above text is intended to give basic guidelines for a development company. The BCEDC values creativity and bold plans. The BCEDC asks that your proposal suggests any economic terms that would make the partnership feasible. The BCEDC will due diligence on all submissions. Please provide as much pertinent background with your submission as possible to insure full consideration of your ability to execute your plan.

Proposals should include:

- Background on your team that will work on this project
- References
- Evidence of your ability to execute this project
- Development schedule upon agreement of terms
- Building information
 - size of building,
 - dimensions,
 - ceiling heights,
 - approach to floors depths, and
 - loading docks
- Preliminary budget/investment to be made by “the company”
- Detail on time line for development following success selection and negotiations

We would welcome a proposal from your company by 3:00 PM Friday, October 5, 2018.

Proposals should be submitted as a hard copy and as well as electronically (PDF).

Please submit proposals to:

Beaufort County Economic Development Corporation
110 Traders Cross
Bluffton, SC 29909
jotoole@beaufortscedc.org

Please direct questions to John O'Toole, Executive Director of the Beaufort County Economic Development Corporation, Tel: (843) 705-8414