



September 10, 2026

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Wisconsin Certified Sites Process

FY 2027 Kickoff Webinar



Agenda

1 **Introductions, WEDC and Deloitte Overview**

2 **Wisconsin Certified Sites Process**

3 **Process and Timeline**

4 **Evaluation Guidelines, Application Requirements, and Fees**

5 **Q&A**

What You Should Leave Today Understanding

- Why certified sites matter to your community
- What work, cost, timeline, and documentation your community may commit to in participating in the Certified Sites Process
- What support your community will receive from WEDC and Deloitte, even if not ready for full certification

Key Contacts

The following team will guide you through the Certified Sites Process



Melinda Osterberg
Senior Director
Business & Investment Attraction

- Leads statewide **business attraction, expansion, and retention efforts**
- Brings deep expertise in **land use, infrastructure, site readiness, and community development**
- Advanced **broadband, farmland preservation, and growth-focused zoning strategies** across Wisconsin



Kyle Kearns
Director
Site Development & Attraction

- Brings **over 15 years in Community Development, including responding to RFIs, utility coordination** for industrial projects and development agreement negotiation



Darin Buelow
Principal, Wisconsin-Based
Real Estate & Location Strategy

- **25+ years** leading mega-site evaluations
- Led the **original** Deloitte Team that developed **Wisconsin's Site Certification** Program during a 9-year period
- Founding member of the **Site Selectors Guild**



Sarah Raehl
Senior Manager
Real Estate & Location Strategy

- **20+ years** advising Fortune 500 location decisions
- **Led TeamPA site readiness** and certified sites program
- Member of the **Site Selectors Guild**



Jennifer Fletcher
Senior Manager
Real Estate & Location Strategy

- **Former State EDO Leader** with additional 10 years in economic development
- **Directed South Carolina's annual \$12M site development initiative**
- Specializes in **manufacturing site evaluations**



Maddie Rimmer
Consultant
Real Estate & Location Strategy

- Advises clients on **domestic and international site selection**, location strategy, and footprint optimization
- Developed an **economic development strategy** to guide deployment of a \$120 million endowment
- Supported **major global location decisions**, including a \$5 billion steel investment and a 65-site biologics search

About WEDC



CREATING AN ECONOMY FOR ALL

Mission

WEDC's mission is to strategically invest in Wisconsin to enhance the economic well-being of people and their businesses and communities

Vision

An Economy for All, where every Wisconsinite has the opportunity to thrive

Real Estate & Development Support

Financial Assistance

- Site Assessment Grant / Brownfield Grant Programs
- Community Development Investment Grant Program
- Idle Sites Redevelopment Program
- Historic Tax Credits

Technical Assistance

- Locate in Wisconsin
- **Certified Sites Process**

About Deloitte

Deloitte is one of the world's leading professional services organizations, bringing together industry knowledge and multidisciplinary capabilities across audit and assurance, consulting, tax, and risk and financial advisory. With a global network spanning more than 150 countries and territories, Deloitte helps organizations navigate complexity, solve critical challenges, and create lasting impact

Deloitte's Real Estate and Location Strategy practice brings deep expertise in evaluating diverse site types across a broad range of locations in both corporate site selection and strategic site evaluation for economic development organizations

100+

Years of location strategy legacy

10,000+

Site selection projects worldwide

10+

Site certification programs supported

Our Wisconsin Experience: Indar Brownfield Site Transformation

- Represented Indar-Ingeteam through site selection for a 275-job, \$17M project
- Site evaluated and selected was a dormant brownfield
- Transformed a **liability into a manufacturing and development success story** for the regional economy
- Since opening, **3,000+ wind turbine generators** have been manufactured at the facility





WISCONSIN CERTIFIED SITES PROCESS OVERVIEW

The Importance of Industrial/Manufacturing Development

Industrial / Manufacturing development is an important component of economic and community development that creates jobs, brings new investment into the community, and builds a stronger economic base for the future

The Benefits of Industrial / Manufacturing Development to a Community



Creates good-paying jobs: Manufacturing often provides stable careers with competitive wages and benefits across a range of skill levels



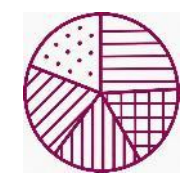
Brings new money into the community: Manufacturers sell products outside the area, bringing outside dollars back into the local economy



Creates jobs beyond the factory: Industrial projects support local contractors, suppliers, trucking companies, restaurants, retailers, and other businesses



Grows the tax base: New buildings, equipment, and investment can generate additional revenue to help support schools, parks, public safety, community services, and other local priorities like housing and childcare



Diversifies the local economy: A healthy mix of industries makes a community less dependent on one employer or one type of business



Creates career opportunities close to home: More local jobs can help residents stay in the community rather than leave to find employment elsewhere



Supports workforce development: Manufacturers often partner with schools, colleges, and training s to prepare people for in-demand careers



Encourages infrastructure investment: Industrial growth can help drive improvements to roads, utilities, broadband, and other infrastructure that benefits the broader community



Attracts additional investment: One successful industrial project can help attract suppliers, related businesses, and future development



Strengthens the entire community: More jobs, investment, and economic activity can support stronger businesses, public services, and quality of life

Why Certify Sites in Your Community?

Industrial land without intentional preparation stays invisible. Site certification and readiness efforts help sites be more visible and provide a more competitive offering to prospective clients and site selectors

What Communities Often Assume **VS.** What Site Selectors Actually Experience

"Good land will naturally attract the right companies and investment over time."

VS.

Site selection is **site elimination**, 50+ sites are reviewed per search: selectors are looking for **reasons to cut your site, not reasons to keep it.**

"Zoning alone is enough to signal we are open for business."

VS.

A zoned site is a starting point; it is **insufficient without due diligence and utility studies.**

"Infrastructure questions can be worked out once a prospect shows interest."

VS.

Utility capacity gaps discovered late in diligence **disqualify otherwise strong sites**

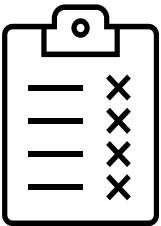
"Certification takes too much time, effort, and money for our community to justify"

VS.

Marquee projects expect certified sites and the ability to get immediate answers. Communities that can't respond quickly are eliminated.

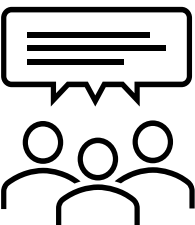
The Benefits of Site Certification

Visibility



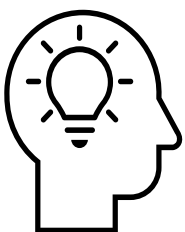
A certified site tells the market that a community isn't just open for business — it's prepared for it. Certified sites are featured on WEDC's interactive GIS map and promoted to national and international audiences

Marketability



Certification transforms a site from available to marketable. With documentation prepared and due diligence complete, communities can proactively promote their site to prospects before a project ever hits the market

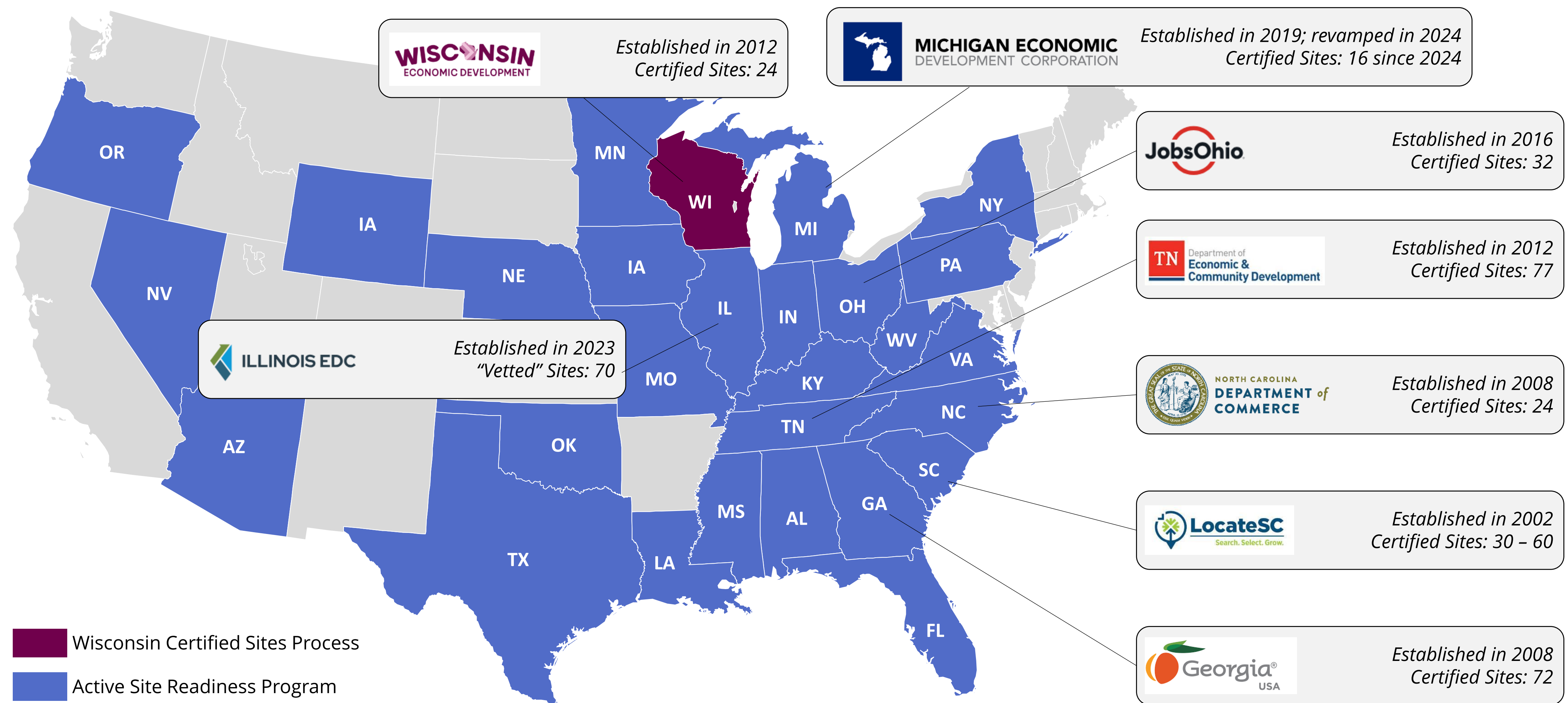
Credibility



The certification process uses a shared framework built around how industrial site selectors evaluate properties. The certification gives companies the confidence to move forward with a site.

Who is Competing for Your Next Employer?

The vast majority of states operate site readiness programs; certified sites in peer states are winning the projects your communities need



Wisconsin Certified Sites: Impact and Success Stories

Certification turns readiness into results, helping communities convert prepared sites into projects, jobs, and investment



Wisconsin Rapids ([Link Here](#))

“We were looking for shovel-ready, it gives us the flexibility to start almost immediately” - Matalco Vice President of Real Estate, Todd Kerr ([Matalco announces new aluminum recycling plant for Wisconsin Rapids | WSAU News/Talk 550 AM · 99.9 FM | Wausau, Stevens Point](#))



DeForest Business Park ([Link Here](#))

Process Outcomes to Date

24

Certified Sites

16

Counties Assisted

\$620M

Estimated Private Investment

\$12.5M

Annual Property Tax Revenue

WEDC's Site Certification Testimonials

WEDC's Site Certification Process gives communities practical, real-world insight into how sites are evaluated, strengthening their readiness and ability to compete for future industrial investment

"The WEDC Certified Sites Process has been incredibly valuable for the City of Wausau. Hosting a site visit with a professional site selection consultant **strengthened our confidence in welcoming future prospects** but also sharpened our understanding of **what developers truly need when evaluating a location**. The deep dive into site-specific details, with guidance from WEDC staff, has **positioned us for success and better** prepared us to **compete for future industrial development opportunities**."



Randy Fifrick
City of Wausau
Development Director

"As a regional economic development leader, it can be challenging to **fully anticipate what matters most** to industrial site selectors. Hosting an active site selection consultant through the Certified Sites Process provided **invaluable, real-world insight into how sites are evaluated** and what truly **drives location decisions**. This experience strengthened my understanding of the site selection process and will help us more **strategically position industrial sites across Central Wisconsin** to compete for future development opportunities."



Angel Laidlaw
President/CEO
Centergy, Inc.

Certification Gets Your Site in the Game

A certified site is not the finish line. It is the foundation for getting noticed, responding with confidence, and staying competitive when investors are narrowing options

GET SEEN

Earn early consideration from companies and site selectors actively evaluating locations.

RESPOND FASTER

Put verified site, utility, and diligence information at decision-makers' fingertips.

STAY COMPETITIVE

Reduce uncertainty and keep the site in contention as projects move through selection.

Certification does not guarantee a project — but without readiness and visibility, many sites never get considered.



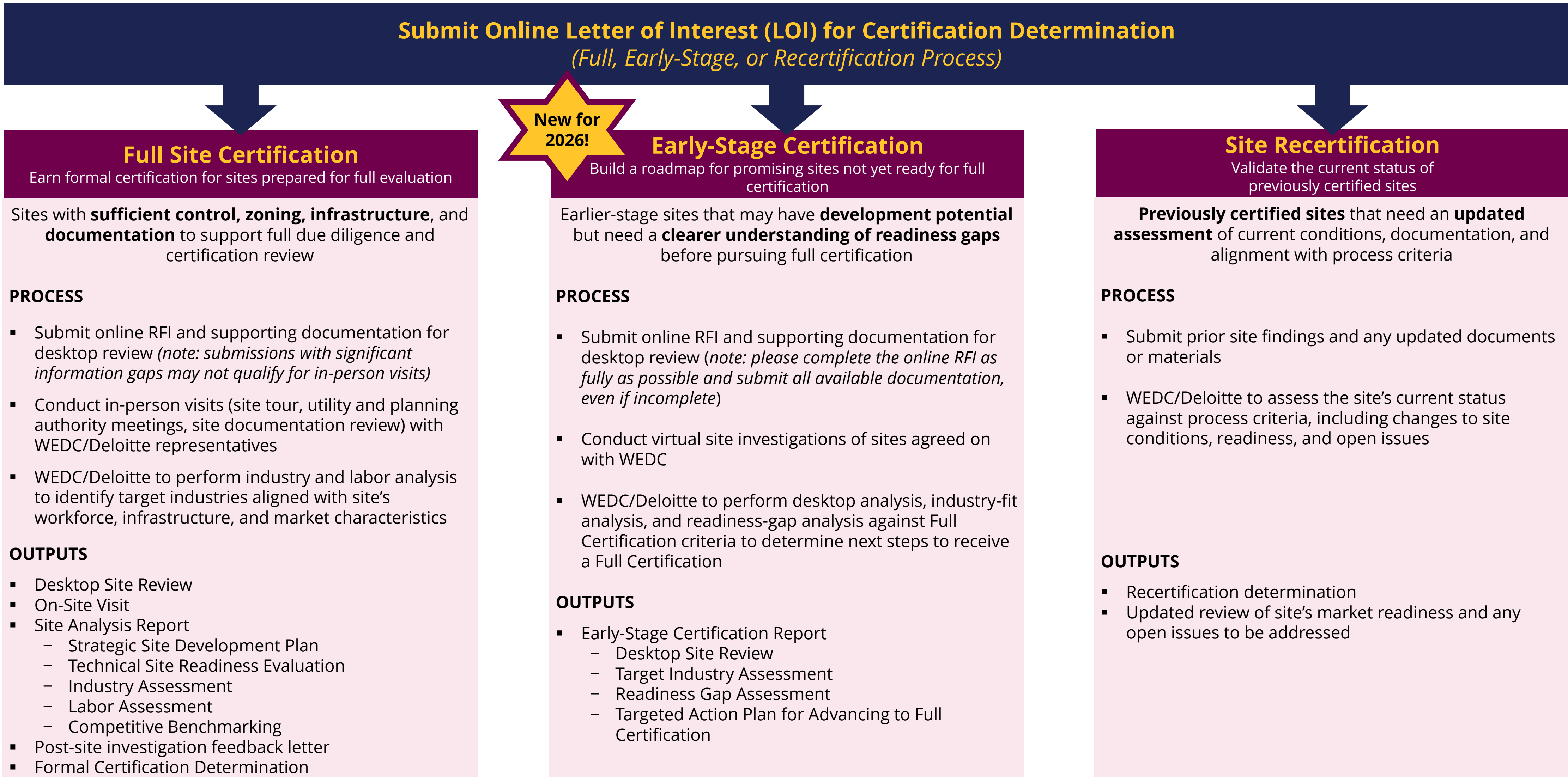
PROCESS AND TIMELINE

What Does “Readiness” Look Like?

Site certification is a due diligence process that evaluates and pre-qualifies a site's readiness for development which helps to de-risk a site and accelerate development timelines

	SITE CONTROL & ZONING	ENVIRONMENTAL & GEOTECHNICAL STUDIES	UTILITIES & INFRASTRUCTURE	TRANSPORTATION & ACCESS	WORKFORCE & MARKET ANALYSIS
IMPACT	<i>Documented site control is often a requirement for a site to move forward in the site selection process</i>	<i>Environmental and geotechnical studies surface material site risks early, reducing uncertainty, schedule disruption, and avoidable diligence surprises</i>	<i>Verified utility capacity is a leading competitive differentiator especially for projects with unique or large utility requirements</i>	<i>Documented transportation access and upgrades demonstrates the site can efficiently support inbound materials, outbound logistics, and workforce connectivity</i>	<i>Understanding your current workforce and talent pipeline helps align and target industries that best fit your site's strengths</i>
REPRESENTATIVE DOCUMENTS	• Ownership or option-to-purchase agreement • Current zoning • Boundary documentation • Easements and encumbrances review	• Environmental Studies • Wetlands delineation • Floodplain analysis • Topographic survey • Geotechnical report	• Utility infrastructure map with distance to site • Utility rate schedules • Utility capacities • Estimated lead time and cost for extension	• Access to nearest US highway, freight airports, port / intermodal • Rail service confirmation	• Labor presence • Industry presence

Wisconsin Certified Sites Process Overview



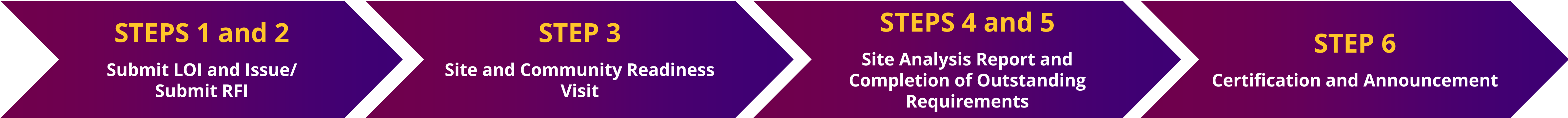
2026-27 Process Changes

- Introduction of **Early-Stage Certification** to help broaden the **pipeline of site opportunities**
- **Rolling submissions timeline** allows flexibility for communities to begin the process at any time within the year. Qualified sites are accepted in the process on a first come, first serve basis
- Earlier engagement, starting with **regional industrial development readiness** presentations
- Host **virtual office hours (up to 6 per year) to provide communities with on-demand technical guidance on the certification process**
 - To the greatest extent possible, scheduling of the virtual office hours will be coordinated around the Regional Readiness Seminars
- **Grant Eligibility** for sites accepted into the Certified Sites Process
 - May reimburse cost of required due diligence studies:
 - **50% up to \$100,000 max**
 - **75% up to \$100,000 max** for Distressed or communities under 50,000 in population



Full Site Certification: Process

Sites with sufficient control, zoning, infrastructure, and documentation will be eligible for full due diligence and certification review



Process Kickoff

- Webinar kickoff to detail process options and timeline
- Interested applicants submit a Letter of **Interest (LOI)** to WEDC
- Applicants will be notified of the invitation to proceed with certification

Request for Information (RFI)

- Online RFI to be issued
- RFI submission reviewed

Site and Community Readiness Visit

- A joint WEDC/Deloitte team will conduct in-person visits, including:
 - Physical site tour
 - Meetings with site representatives, utilities, permitting authorities, other stakeholders as needed
 - Documentation review
- Meet with local officials for a community overview and workforce discussion
- Site and community readiness visits tentatively targeting fall and spring

Site Analysis Report and Readout

- Communities will receive a Site Analysis Report, including:
 - Executive Summary
 - Strategic Site Development Plan
 - Technical Site Readiness Evaluation
 - Industry Assessment
 - Labor Assessment
 - Competitive Benchmarking
- Deloitte will prepare a summary feedback letter that includes:
 - Summarized findings
 - Current certification status
 - Suggested mitigation steps to address gaps
 - Deadline to address gaps

Complete Outstanding Requirements

- Deloitte will follow-up with communities, as necessary, on outstanding items

Certification and Announcement

- Deloitte will manage certification process with communities to ensure that they have met the requirements for certification approval, and draft award documents
- Coordinate Certification Announcement with WEDC



Step 1: Letter of Interest

The certification process begins with interested applicants submitting a Letter of Interest (LOI) and basic supporting documents

INTERESTED APPLICANTS:

WISCONSIN
CERTIFIED SITE

Wisconsin Certified Sites Letter of Interest

This form is intended to help WEDC understand your interest in the Wisconsin Certified Sites process and determine the most appropriate next step.

Hi, Natalie. When you submit this form, the owner will see your name and email address.

* Required

Contact Information

1. Email Address *

2. Phone Number *

3. County *

4. Property Name *

Next

OBJECTIVES:

1. Help WEDC understand your interest in the Wisconsin Certified Sites Process
2. Determine the most appropriate next step
 - a) Full Certification
 - b) Early Certification
 - c) Recertification



Step 2: Issue and Complete Request for Information (RFI)

Qualified applicants will be invited to submit detailed site information and documentation through the RFI

REQUEST FOR INFORMATION:

An RFI is a questionnaire that asks communities to provide information and documentation on a specific site that a site selector needs when deciding where to locate a new project

RFI PURPOSE / OBJECTIVES:

The RFI is the rubric by which a site's readiness for investment is determined; it provides a practice run for a real project

Sample RFI Categories

- | | |
|---|--|
| 1 Site location and identification | 2 Acreage, configuration and expandability |
| 3 Ownership, control and availability | 4 Land use, height and constraints |
| 5 Development readiness and timing | 6 Utilities and infrastructure |
| 7 Surrounding land uses and compatibility | 8 Transportation and market access |

1. Shows what you know about the site
2. Finds gaps early and reduces future surprises
3. Tests readiness of the site
4. Builds confidence in a site
5. Makes future RFI's easier
6. Improves response time for future prospects
7. Helps communities compete



Step 3: Site and Community Readiness Visit

In person visits bring the desktop review into the real world, validating site conditions, stakeholder readiness, and the practical path to certification



Physical Site Tour

Observe access, adjacency, topography, developable acreage, and visible constraints



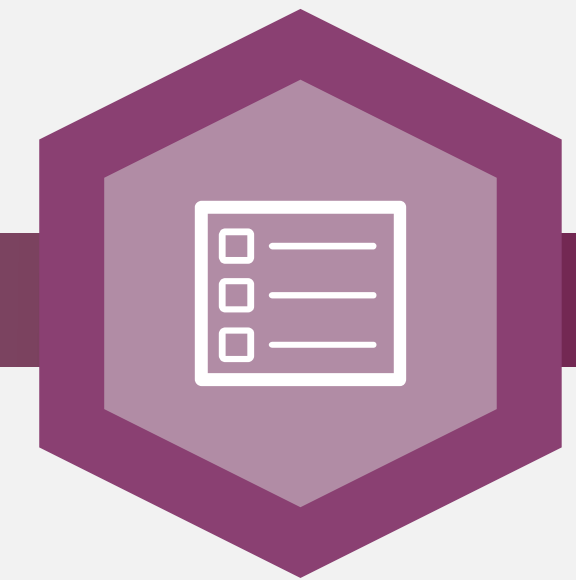
Technical Site Meetings

Validate utility capacity, infrastructure needs, permitting, and planning considerations



Community and Economic Development Discussion

Understand the local story, assets, partners, and project support capacity



Site Document Review

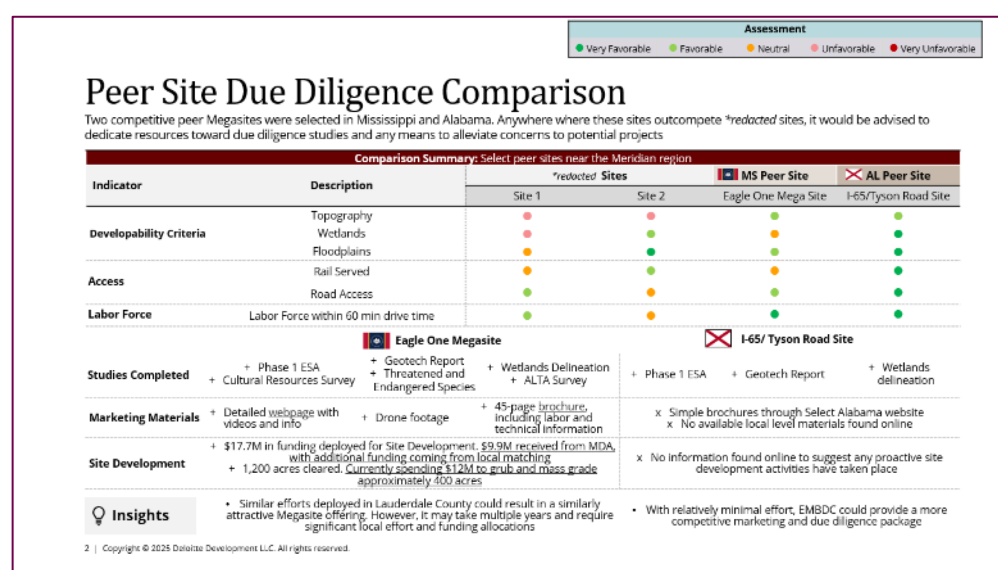
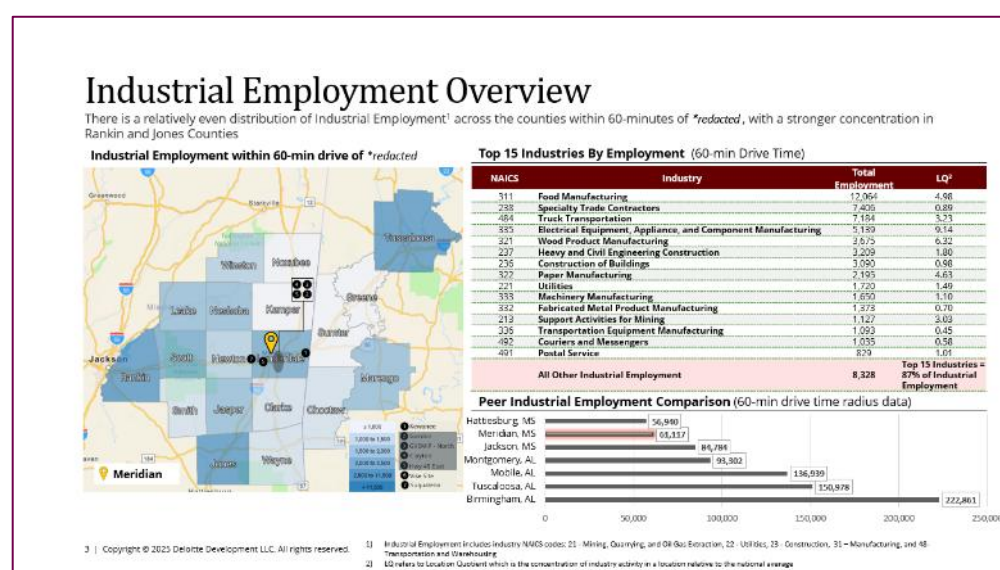
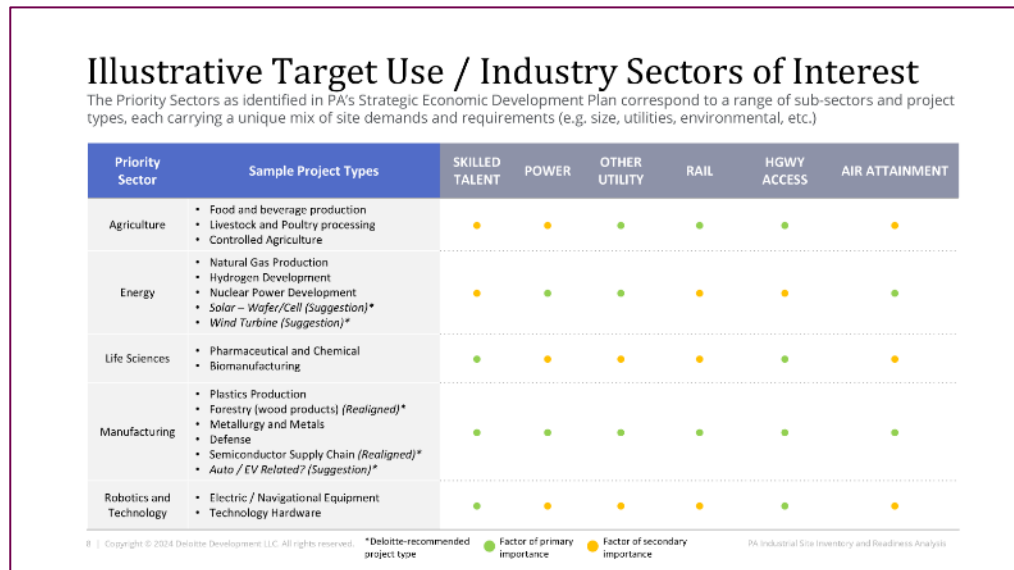
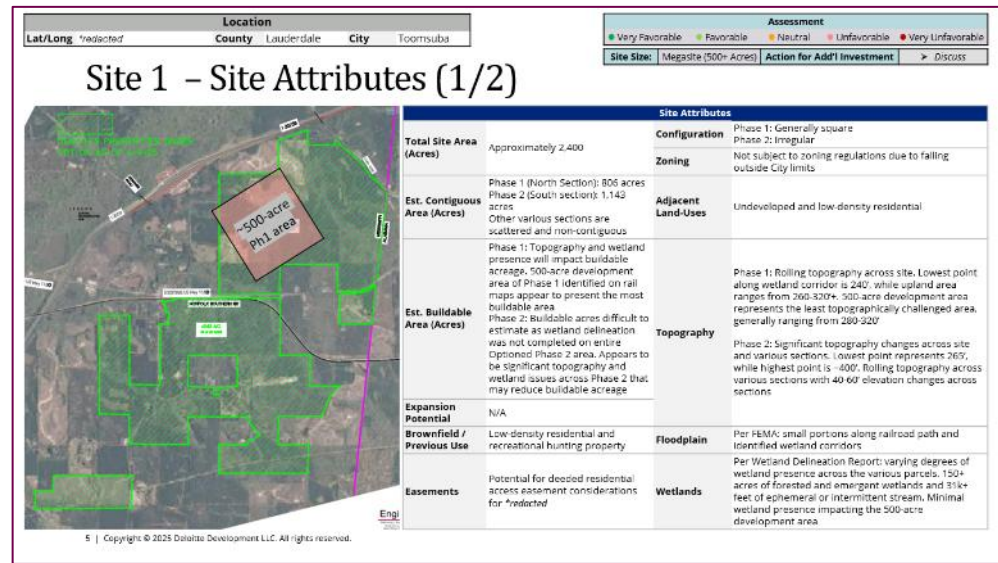
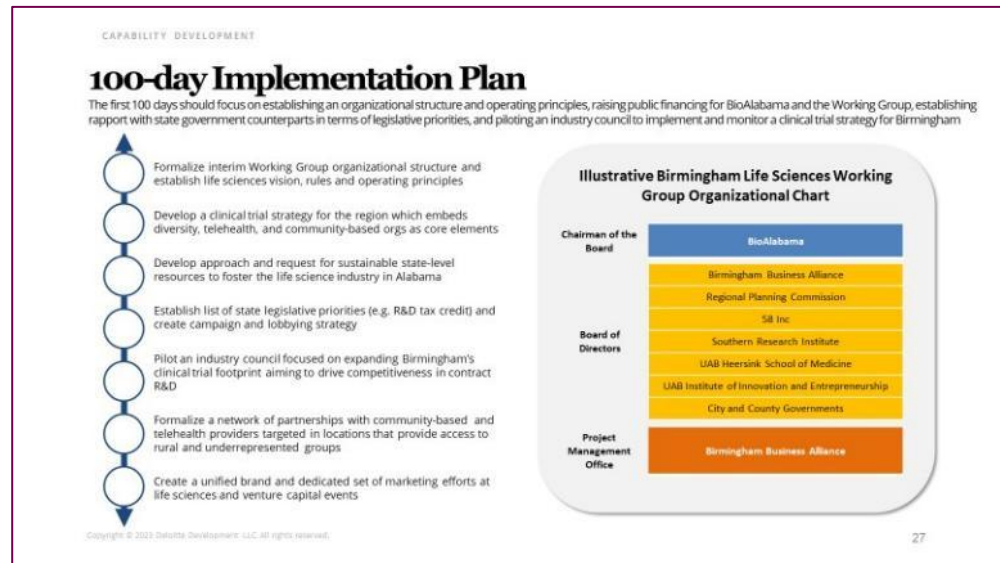
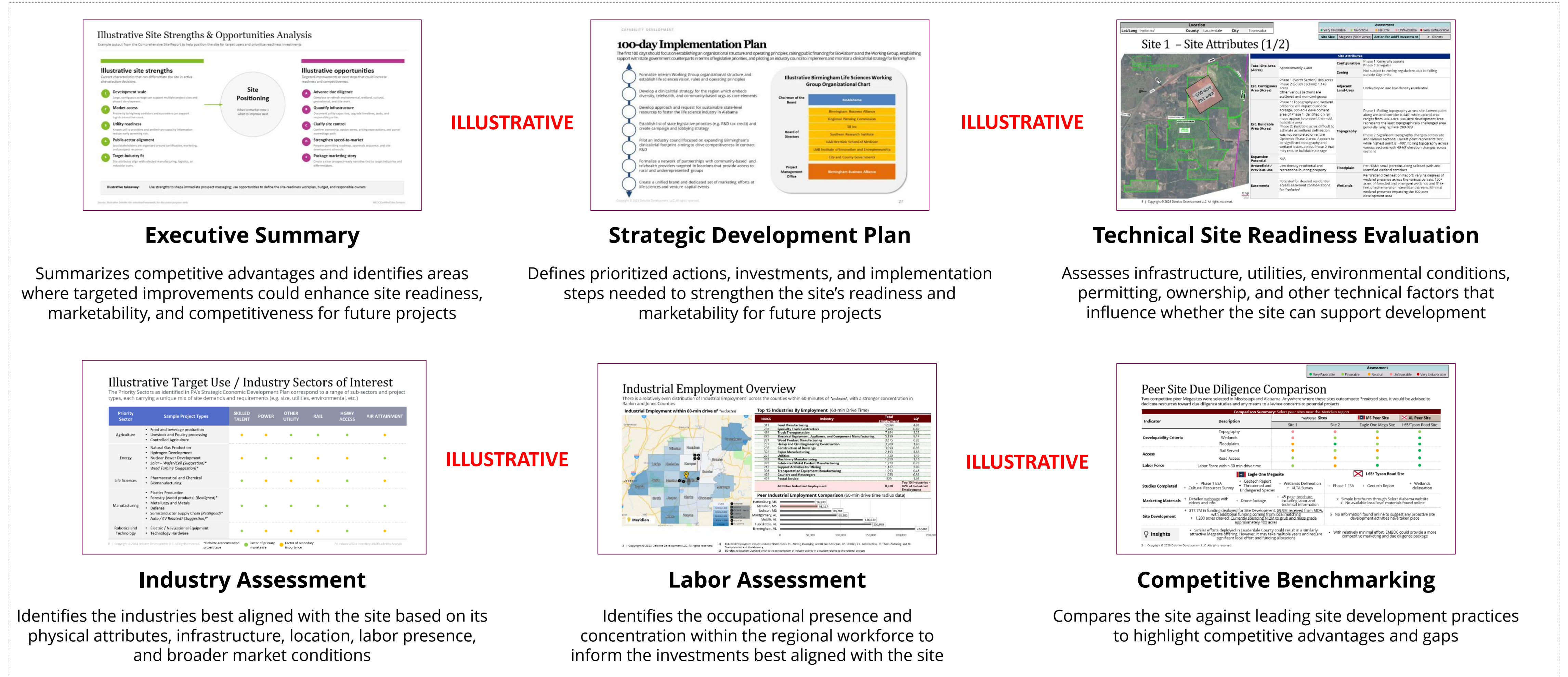
Review maps, studies, reports, and open diligence items needed for certification

Site and Community Readiness Visit Output

Clear observations, open items, and mitigation priorities to inform the Site Analysis Report and certification pathway

Steps 4 and 5: Site Analysis Report and Completion of Outstanding Requirements

The site analysis report identifies each site's competitive position and the priority actions required to strengthen readiness and attract investment that the community will need to address to achieve site certification

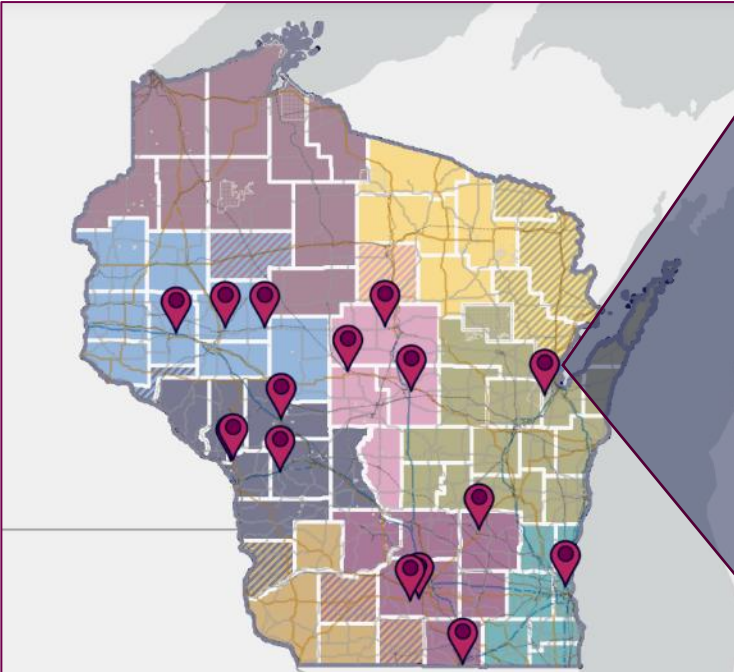


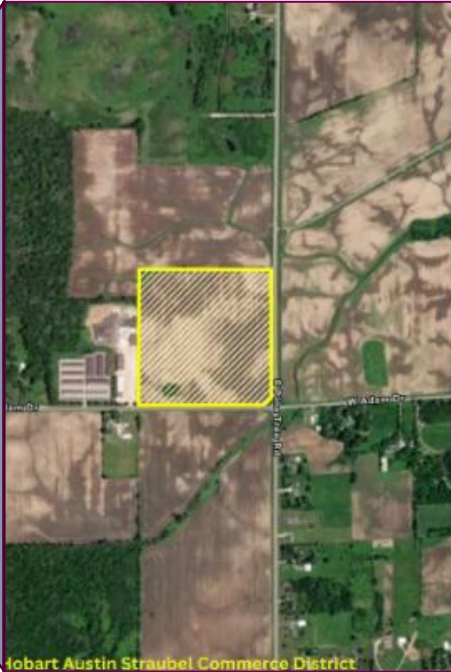


Step 6: Certification and Announcement

Certification transforms site readiness into market visibility through a dedicated landing page, investor-ready marketing materials, and coordinated media exposure that help attract and engage prospective investors

Certified Site Landing Page and Details





Hobart Austin Straubel Commerce District

This Certified Site comprises 33.2 acres of developable land, with expansion potential on hundreds of acres of adjacent land. The site is located adjacent to the Austin Straubel International Airport property, so it offers easy commercial and freight air access and is less than five miles from Interstate 41. The Green Bay area offers an excellent quality of life and is home to arts, history,

Site Details

Snapshot

Site Marketing Profile



PROPERTY DETAILS

County	Brown
Acreage	33.2
Latitude/Longitude	44.4820, -88.1572
Topography (map avail.)	Generally flat (approximate elevation change of 16'-18' across entire site)
Site Ownership	Brown County
Zoning	I2 - Industrial Park District
Utilities	Electric • Wisconsin Public Service (WPS) • Single-phase 14kV line at site • Three-phase 24.9kV line 2.5 miles north • Dual feed possible
	Gas • WPS • 2" line in place • 6" distribution line can be extended to site
	Water • Village of Hobart Water • 12" water line less than one mile from the site boundary
	Wastewater • Village of Hobart Sanitary • 8" wastewater system terminating ~1.5 miles southeast
Telecommunication	AT&T, Wireline



Scan or visit [wedc.org/hobart](#) to find out more!

CONTACT
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920.498.4800
www.flygrb.com

LOOK FORWARD ►



PROPERTY DETAILS

Transportation	Highway & Interstate Under 5 mi to Interstate 41 via U.S. Highway 172, which also provides access to Interstate 43 (12 miles)
	Airport • Site is located just outside Austin Straubel International Airport • American, Delta, and United fly nonstop to Chicago, Minneapolis, Detroit, and Atlanta. • The airport has customs agents that can clear corporate and private aircraft but does not have Federal Inspection Stations for clearing commercial international flights.
	Foreign Trade Zone Yes
Site Advantages	• Single owner with documented willingness to sell • Site is within a designated a Historically Underutilized Business Zone (HUBZone) by the U.S. Small Business Administration, qualifying it for exclusive government contracts, accelerated depreciation, and other benefits if an investor meets certain requirements.



Due Diligence Studies and Reports

- ✓ ALTA Survey
- ✓ Geotechnical Study
- ✓ Master Site Plan
- ✓ Topography
- ✓ Wetlands
- ✓ Environmental Assessment
- ✓ Archaeological/Historical
- ✓ Endangered Species



Reduce Risk - Increase Speed to Market

This site has been designated as "suitable for development"™ by Deloitte and the Wisconsin Economic Development Corporation (WEDC). The site meets pre-defined criteria for site size, availability of utility and transportation infrastructure, physical and technical condition, environmental assessments, support by local communities, and other factors.

Deloitte.

*Site designation is based on information that has been submitted to Deloitte and WEDC, and that Deloitte and WEDC believe to be true. Deloitte and WEDC have no liability or responsibility for existing or future conditions of the site.

WEDC @ The Hub | 2352 S. Park St., Suite 303 | Madison, WI 53713 USA | wedc.org **LOOK FORWARD ►**

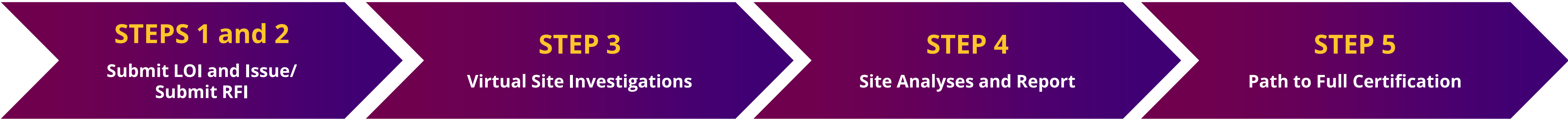
Example Activities

- **Dedicated Certified Site Landing Page:** Give prospects a centralized, easy-to-navigate destination featuring site documentation, mapping, and the information needed to evaluate the property with confidence
- **Investor-Ready Site Marketing Profile:** Showcase the site's strongest assets, infrastructure, verified readiness, and completed due diligence in a polished format designed to build credibility, reduce uncertainty, and generate prospect interest
- **Certification Announcement and Media Exposure:** Amplify the site's certification through coordinated social media promotion, with WEDC support to pursue earned media coverage and highlight future development activity.



Early-Stage Certification: Process and Timeline

Early-stage certification will focus on sites that may have development potential but need a clearer understanding of readiness gaps before pursuing full certification



Process Kickoff

- Webinar kickoff to detail process options and timeline
- Interested applicants submit a Letter of Interest (LOI) to WEDC
- Applicants will be notified of the invitation to proceed with certification

Request for Information (RFI)

- Online RFI to be issued
- RFI submission deadline

Virtual Site Investigations

- Deloitte will conduct a virtual site investigation, including:
 - Review of site photos, maps, other available documentation

Early-Stage Certification Report

- Communities will receive an Early-Stage Certification Report, including:
 - Desktop Analysis
 - Industrial Fit Analysis
 - Readiness Gap Assessment
 - Targeted Action Plan for Advancing to Full Certification

Site Visibility

- Early-Stage Certified sites will be listed on Location One for visibility, but will not hold the same weight as a fully certified site

Path to Full Certification

- Upon completion of activities in the Target Action Plan and a subsequent status review, site may proceed with Full Certification process



Site Recertification: Process and Timeline

Previously certified sites that need an updated assessment of current conditions, documentation, and/or alignment with criteria are invited to complete a recertification process



Process Kickoff

- Webinar kickoff to detail process options and timeline
- Interested applicants submit a Letter of Interest (LOI) to WEDC
- Applicants will be notified of the invitation to proceed with certification

Certification Materials

- Site representatives provide update on current site status and confirm or update existing site documentation

Desktop Site Review

- Deloitte will review the current site status and updated documentation
- Follow-up meetings with site and community representatives to be conducted as needed

Recertification

- Issue formal recertification determination with updated observations
- Confirm site's current positioning for continued marketing and prospect response
- Open issues will be documented as needed

Site certification has an expiration date because the information that makes a site “ready” can change

- Sites retain their certification status for as long as the due diligence studies are valid
- Currently, the Wisconsin DNR requires an updated wetland delineation every five years



EVALUATION GUIDELINES AND APPLICATION REQUIREMENTS

Minimum Site Requirements

To be considered for the Wisconsin Certified Sites Process, a site must meet the following minimum requirements:

-  **Size:** 20+ contiguous, developable¹ acres
-  **Zoning:** Appropriately zoned or possible to rezone for industrial use within 90 days
-  **Utilities:** Adequate utility capacity (water, wastewater, electricity, and natural gas) and service to site to support industrial uses is available or planned with documented timelines
-  **Ownership:** Clear title and documented ownership, or exclusive option by a public agency or organization
-  **Community Support:** Local elected leaders, local partners, and site representatives are in support of industrial development and are willing and able to participate in the WEDC Certified Sites Process

¹ "Developable" acres are those that have no impediments to development, or mitigation for any known impediments can be accomplished in less than 90 days

Community Fee Structure + Process Benefits

Certification Type	Community Fees ¹	Scope of Services	Process Benefits
Full Certification Site Analysis Report (up to 4 in 2026-27)	\$10,000 per site (\$4,000 per site if Early-Stage Certification has been completed ²)	Deliverables Include: ▪ Desktop Site Review ▪ On-Site Visit ▪ Site Analysis Report – Executive Summary – Strategic Site Development Plan – Technical Site Readiness Evaluation – Industry Assessment – Labor Assessment – Competitive Benchmarking ▪ Formal Certification Determination	1. Hands-on experience navigating the site selection process 2. A site and community analysis from third-party experts 3. A customized strategic development plan 4. Marketing assets through WEDC 5. A foundational set of due diligence and site documentation needed to meet initial RFI screening requirements
Early-Stage Certification Report (up to 4 in 2026-27)	\$6,000 per site	Deliverables Include: Early-Stage Certification Report ▪ Desktop Analysis ▪ Industrial Fit Analysis ▪ Readiness Gap Assessment ▪ Targeted Action Plan for Advancing to Full Certification	
Recertification Report (up to 3 in 2026-27)	\$8,000 per site	Deliverables Include: ▪ Desktop Review of Previous Findings Report ▪ Updated Status Assessment	

¹Participating communities will be invoiced for their portion of the site readiness fee upon initiation of the Full, Early-Stage, or Re-Certification review, with payment terms of net thirty days from invoice date. Community fees do not include additional costs for completing due diligence documentation (e.g., Environmental Phase I, wildlife/endangered species, utility assessments)

²Communities should carefully evaluate what stage they would like to pursue grant funding for as the due diligence study grant is only available once

Key Dates

2027 Wisconsin Certified Sites Process	
<i>Schedule</i>	<i>Dates</i>
Kickoff Webinar	Thursday, September 10 th
Deloitte Virtual Office Hours #1	Monday, September 28 th , 10-11AM
Regional Readiness Seminar: <i>How to Complete an RFI</i>	October 9 th (details forthcoming)

Q & A



Appendix



Evaluation Guidelines

The Wisconsin Certified Sites Process evaluates properties across **a range of development stages**, including raw land, established industrial parks, and brownfield sites. The guidelines below represent **ideal conditions commonly considered in corporate site selection**; sites may **already meet these standards** or be **actively working toward them**

Property Availability

The property should be available for sale or lease with documented pricing and terms. The community should own or control the property through an exclusive option, and lease-only sites should offer a minimum 25-year term.

Property Developability

Developable acreage should be clearly defined and generally:

- Outside the 100- and 500-year floodplains
- Free of material environmental constraints
- Free of wetlands, protected species, or archaeological and historic resources, unless impacts can be mitigated within 90 days
- Have soils suitable for industrial development

Zoning

The property should be zoned for industrial use or capable of being rezoned within 90 days, with surrounding land uses compatible with industrial development.

Transportation

The site should have, or be capable of obtaining, roadway access suitable for tractor-trailers. Sites marketed as rail-served should have existing rail access or the ability to secure service within 12 months.

Utility Adequacy

The site should have, or be capable of obtaining, sufficient electric, natural gas, water, wastewater, and fiber telecommunications infrastructure. Where upgrades are required, estimated costs and timelines should be documented.

Documentation

Please note that all due diligence documentation must cover the entirety of the acreage evaluated during the certification process. For instance, if property is 100 total acres, but due diligence documentation only covers 50 acres, only 50 acres will be eligible for certification.

Submission Requirements

Requirement	Submission Guidance	Status
RFI Questionnaire	Complete all applicable tabs and submit as one Excel workbook. Coordinate with electric, natural gas, water, wastewater, and telecommunications providers to ensure utility information is accurate and complete.	Required
General Location Map	Show the site's location within the community and region, with the site boundary clearly identified.	Required
KML/KMZ Site Boundary File	Provide a Google Earth-compatible KML or KMZ file showing the precise boundary of the site proposed for evaluation.	Required
Aerial Photograph	Clearly identify the site boundary on a current aerial image.	Required
Regional Transportation Map	Show highways, rail lines, ports, and commercial-service airports within approximately 45 miles of the site.	Required
Nearby Businesses/Land Uses Map	Identify adjoining and nearby businesses, industrial users, residential areas, and other relevant land uses.	If applicable
Topographic Map	Show the site boundary and contour intervals of two feet or less.	Required
Property Availability Documentation	Provide one of the following: a real estate agreement, an exclusive option to purchase, or a signed owner letter confirming the intent to sell or lease for industrial use.	Required
Owner Letter with Price and Terms	Provide a signed letter from the owner or controlling entity stating the asking price and conditions of sale or lease. This may be combined with Attachment 8.	Required
Current Deed or Deeds	Submit documentation identifying the current owner or owners of the property.	Required
County Tax Parcel Map	Show parcel identification numbers and the full boundary of the proposed site.	Required
FEMA Flood Map	Include the applicable panel number and clearly identify the site boundary.	Required
National Wetlands Inventory Map	Show mapped wetlands and the site boundary.	Required
County Soil Survey	Show soil classifications across the site and clearly identify the site boundary.	Required
Site Access Map	Show the route from the site to the nearest interstate or major highway and identify existing or proposed site access points.	Required
Rail Service Documentation	Provide a map of existing or proposed rail infrastructure, a letter of support from the rail provider, and available cost and schedule estimates for any required extension.	If applicable
Zoning Map	Show the current zoning of the site and surrounding properties. If the jurisdiction does not have zoning, provide the applicable comprehensive or long-range plan	Required
Zoning Description	Describe the site's current zoning, permitted industrial uses, and relevant requirements. Include surrounding zoning descriptions where adjacent classifications differ.	Required
Codes, Covenants, and Restrictions	Submit current or draft CCRs governing development within the site or industrial park. CCRs are recommended but are not required for participation.	Recommended
Utility Infrastructure Map	Show the site boundary and the location of the nearest electric, natural gas, water, wastewater, and telecommunications infrastructure	Required

Due Diligence Documents (1/2)

Documentation	Process Requirement
Documentation of Control/Ownership	Documentation that ensures that the property is available. This should be one of the following: • An appropriate real estate listing agreement authorizing an agent to offer the property for sale; • An exclusive option to purchase; -or- • If the property owner is also the applicant, a letter from the owner (or its authorized representative) indicating the intent to sell or lease the property for industrial uses.
Title Search	Title attorney opinion or title insurance must be submitted that shows clear title to the property (the title search must encompass at least the prior 50-year history). Documentation must indicate: i. The owner has a saleable interest in the property. ii. Any restrictions on the use of the property covenants or easements; and iii. Any liens that may exist against the property
Phase I Environmental Site Assessment	A Phase 1 Environmental Site Assessment report by a qualified professional that meets all U.S. Environmental Protection Agency standards in effect at the time the assessment was conducted, specifies if “Recognized Environmental Conditions” (RECs) were found, and definitively recommends no further action. If any environmental conditions or concerns were identified by the Phase 1 ESA or other studies, the actions conducted as follow-up and results must be specified. For instance, a Limited Phase II ESA may be recommended and need to be completed prior to certification. Deloitte will discuss with community as issues arise on a case-by-case basis. Such a report requires a field survey. Report should have been completed within the past five (5) years and cover the entirety of the acreage evaluated during the certification process.
Wetlands Delineation	Report by a qualified professional which delineates all streams, bodies of water, wetlands, floodplains, and other features of the site that may be covered by the “Waters of the United States” Rule. Please note that such features are defined not by just permanent or periodic flowing or standing water, but also by the presence/absence of certain vegetation, soil types, and physical or hydrological conditions. If such water features are present on or close to the site, the report must provide preliminary indication of their impact on future development. Such a report requires a field survey. Report should have been completed within the past five (5) years and cover the entirety of the acreage evaluated during the certification process.
Jurisdictional Determination letter from the U.S. Army Corps of Engineers	Desirable but not essential for delineation to have been approved by the U.S. Army Corps of Engineers; in any case, proof that request for a Jurisdictional Determination (JD) letter has been submitted must be provided. Proof of submittal to the Corps will be sufficient for certification, and once the JD letter is received, please send to Deloitte. The expiration of certification will be determined upon the JD request documentation. Once/If a JD letter is received, Deloitte can extend the expiration of certification to match the date of that JD letter.
Threatened and Endangered Species Survey	Endangered Resources Review (ERR) by DNR or a Certified Reviewer. If any concerns are identified by the ERR, follow-up studies may be recommended. Deloitte will discuss with community as issues arise on a case-by-case basis.

Due Diligence Documents (2/2)

Documentation	Process Requirement
Archaeological and Historical Investigation	A report by a qualified professional documenting appropriate study of the site to determine presence of cultural resources, historic significance of the site, and other similar findings in accord with all current U.S. and state laws, regulations, and standards. Such a report requires a field survey. Report should have been completed within the past five (5) years and cover the entirety of the acreage evaluated during the certification process.
Geotechnical Assessment	Geotechnical Exploration should include one boring or sounding per 50 developable acres, but no less than five borings or soundings on total acreage. Borings must be at least 25 feet in depth. The study should also indicate the Seismic Site Class per the current International Building Code (IBC). Such a report requires a field survey. Report should have been completed within the past 15 years and cover the entirety of the acreage evaluated during the certification process.
Master Site Plan	Master Site Plan that illustrates the location of park access roads, rail, easements, utilities (existing and proposed), and proposed lot locations and sizes (total and developable acreage). The Master Site Plan should take into consideration and illustrate the location of development limitations, such as wetlands, floodplains, and permanent easements.
ALTA Survey	Boundary survey covering the entire acreage of the property that adheres to standards developed by the American Land Title Association (ALTA) and the National Society of Professional Surveyors (NSPS).
Fire Insurance Classification Rating	Fire Insurance Classification Rating Letter
FAA Flight Plan	FAA produced flight path map or letter from FAA indicating maximum building height on site (if site is less than two (2) miles from airport.)

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