



SITE Program - Development

Guidelines

For sites that have completed the due diligence necessary to demonstrate that the site is suitable for industrial development, Golden LEAF will award funding to begin development of the site.

Use of Funds

Grantees will use Golden LEAF funds to hire third-party professionals to complete eligible site development activities.

Golden LEAF funds can be used for:

- Extension of public utilities (typically water and sewer) to the site
- Clearing and grading of the site (publicly owned sites only)
- Stubbing an access road into the site (publicly owned sites only)
- Remediation of environmental conditions to enable industrial development (publicly owned sites only)

Eligible expenses include limited due diligence, design and engineering, construction, and related costs. The grantee will procure the contractors for the project.

Golden LEAF funds may not be used for:

- Shell buildings or construction of building pads
- Construction of roads (beyond stubbed access road)
- Extension of public utilities within the site
- Grant administration
- Acquisition of real property
- Development of more than one site or parcel within an industrial park

Sites must have completed the due diligence requirements established by Golden LEAF. If there are three or fewer elements of due diligence (see the **Due Diligence Checklist** on the [SITE Program Resources page](#)) not yet completed, the applicant may request funding to complete those elements through the Development phase. The maximum award in this phase is \$1.5 million.

Requirements

- Public ownership or control of the site on which the proposed project will be completed. For information regarding public ownership or control, please see the **Glossary and FAQ** found on the [SITE Program Resources page](#).
- Evidence that required due diligence has been completed for the site. (See **Due Diligence Checklist** on the [SITE Program Resources page](#).)

- An application for site development may also request funding for up to three elements of due diligence not previously completed; however, funds for development will not be released until the due diligence is completed.
- Successful applicants will be able to show a plan for economic development and how completing development with the proposed project will further the goals of that plan.
- 15% match commitment for projects in certain counties. For more information about the match requirement, see the [SITE Program Resources page](#).

Applicants in the Golden LEAF SITE Program - Development will be asked to provide information on the following topics in addition to general organizational information:

- [Project Description](#)
- [Strategic Goals and Commitment](#)
- [Expected Outcomes](#)
- [Need for Site Development](#)
- [Site Data](#)
- [Parcel Ownership or Control](#)
- [Transportation](#)
- [Known Existing Conditions](#)
- [Existing Utilities](#)
- [Additional Required Information](#)
- [Priority and Other Outcomes](#)
- [Project Activities](#)
- [Project and Grant Time Frame](#)

Resources

- [Contact Golden LEAF Staff](#)
- [SITE Program Resources \(including access to the application portal and Glossary and FAQ\)](#)
- [Due Diligence Overview \(explanation of technical requirements\)](#)
- [Application Attachments Checklist](#)

Application Process

Applications must be submitted via Golden LEAF's online portal. The purpose of this document is to provide an overview of the required short answer questions and supporting attachments.

Unless otherwise specified, please use the following document formatting guidelines for attachments:

- Use a font no smaller than 10 points
- Use only black as the font color—no colored text
- Documents should be single-spaced with 1" margins
- Format to standard, letter-sized paper (8.5" x 11") (technical reports and maps may be on larger paper sizes)
- Combine multiple documents into a single file for each requirement
- Label each document with your organization name and the appropriate label from the attachment title column of the [Application Attachments Checklist](#) below.

Project Description

Project Summary

Describe the project for which you are seeking Golden LEAF support. Why is development of this site a priority for the community? What improvements will be made? How will the requested funds be used? What is the projected timeline for the project?

Strategic Goals and Commitment

1. Economic development strategies and goals

Provide an overview of the applicant's economic development strategies and goals.

2. Economic development program

Describe the applicant's economic development program, including staffing, marketing, outreach, and similar activities.

3. Collaboration with other economic development organizations

List economic development organizations other than the applicant that are active in the applicant's county. Describe any collaboration between the applicant and those organizations, and provide details of any support the other organizations would provide in support of this project.

4. Project alignment with economic development strategy

How does this project align with your economic development strategy? How would support for site development address your strategies and goals?

Expected Outcomes

5. Expected five-year outcomes

If you were able to complete the proposed infrastructure for this project, please indicate the economic development outcomes at the site you would expect to achieve five years after project completion.

Describe how you estimated these outcomes:

- a. Investment in publicly owned infrastructure for the site. (Expected project cost).
- b. Private capital investment at the site.
- c. Number of new full-time jobs created.
- d. Average annual wage of the new jobs. (Should be no less than the county average wage. Click [here](#) for "North Carolina County Average Wages" as calculated by the NC Department of Commerce, Labor & Economic Analysis Division.)

6. Anticipated enhancements and improvements

For utility extension and improvement projects only, describe the anticipated enhanced levels of utility service or site improvement that the project will create, if applicable.

7. Utility Delivery Capacity

For utility extension and improvement projects only, at the completion of the project, what is the anticipated utility delivery capacity to the site?

- a. Water (Gallons per Minute)
- b. Sewer (Gallons per Day)
- c. Electric (MW)

Need for Site Development

8. Current inventory of industrial sites

How many publicly owned or publicly controlled industrial sites are in your community, other than the site that is the subject of this application? Enter "0" if none. [You will be asked to provide a list of appropriate sites and their characteristics as an attachment to this application.]

9. Need for support

If there are currently industrial sites in your community offered for development by economic development organizations, why did your community decide to seek support for development of the site that is the subject of this application?

10. Previous industry interest in locating in the community

Describe the interest of companies or industries in locating in your community within the past three years. Specifically indicate any companies that expressed interest in locating on the site that is the subject of this request for funding. [You will be asked to provide both an example of a recent response to a Request for Information (RFI), if available, **and** a list of companies/projects that have shown interest in your community as attachments to this application.]

11. Unanswered RFIs or Prospect Inquiries

Describe specific RFIs or Prospect Inquiries received in the past three years to which your community has not been able to respond primarily because of lack of suitable industrial sites. What characteristics (site size, utility access, etc.) were requested that the community was not able to provide? If there have been no inquiries enter "None."

12. Target Industries

Describe the types of industries targeted for the site that is the subject of this application.

13. Unmet infrastructure needs

Does the site have infrastructure needs that will not be addressed by the proposed project? Please describe and indicate any plans to address those needs, including timeline and funding.

Site Data

14. Zoning

Does your community have zoning? Yes or no

15. General property description

- a. Site/Industrial Park name
- b. Parcel street address

- c. Parcel location descriptors
Detail landmarks and other physical characteristics that describe the site, the location, and/or boundaries
- d. Parcel Identification Number(s)
- e. Parcel size (acres)
- f. Parcel zoning designation
- g. Parcel zoning status
If the property is not currently zoned for industrial uses, has an application been filed to change the zoning designation? Please describe the status of that request.
- h. For industrial parks, lot number/descriptor (if available)
- i. Current use
- j. Former use(s) (if known)

Parcel Ownership or Control

Important: If the property is not publicly owned or controlled, it is not eligible for this program. For more information, please see the Frequently Asked Questions and Glossary on the [SITE Program Resources page](#).

16. Property Ownership/Control

Select one of the options below and upload the required document as indicated on the [Application Attachments Checklist](#).

- a. Property Ownership
If the property is owned by the applicant or another eligible entity (governmental entity or 501(c)(3) nonprofit organization), provide a copy of the recorded deed.
- b. Property Control
If the property is not currently owned by an eligible entity but is controlled by one, provide a copy of the agreement by which the eligible entity has secured control, e.g., a recorded sales contract or option agreement.
- c. Pending Ownership/Control
If the property is not currently owned or controlled by an eligible entity but an eligible entity has come to terms with the property owner and will secure ownership or control upon award of a grant for due diligence, provide a description of the agreement between the eligible entity and the owner, e.g., a term sheet or similar document.

Transportation

17. Access to publicly maintained roadway

Does the site have direct access to a publicly maintained roadway? If so, please identify and describe the road, e.g., two-lane road, four-lane divided highway, etc.

18. Access to interstate and/or interstate highway

Provide the distance from the site to the nearest Interstate or intrastate highway and the name of the nearest Interstate or intrastate highway.

19. Access to commercial airport

Provide the distance to and name of the closest commercial airport.

20. Access to rail service

Does the site have direct access to rail service? If so, please identify the provider.

Known Existing Conditions

21. Known Existing Conditions

To the knowledge of the applicant are there any existing conditions such as zoning limitations, restrictive covenants, contracts, protective easements, utility usage moratoria or environmental concerns that would impact the future development of the subject property for industrial purposes? If so, please describe and attach relevant documents.

Existing Utilities

22. Water

What is the name of the water provider serving the site? You will be asked to provide information about distance, capacity, and planned upgrades for the water system in a required form as an attachment to this application.

23. Wastewater

What is the name of the wastewater provider serving the site? You will be asked to provide information about distance, capacity, and planned upgrades for the wastewater system in a required form as an attachment to this application.

24. Other Utilities

Provide information about the providers, the available capacity, and planned upgrades for the following utilities at the site.

- a. Electric
 - i. Name of provider
 - ii. Available capacity for the site (MW)
 - iii. Planned upgrades, including anticipated timeframe
- b. Gas
 - i. Name of provider
 - ii. Available capacity for the site (MCF)
 - iii. Planned upgrades, including anticipated timeframe
- c. Communications
 - i. Name of provider
 - ii. Available capacity for the site (Mbps)
 - iii. Planned upgrades, including anticipated timeframe

Additional Required Information

25. Other site programs or applications

If the applicant is seeking site certification through a program from another agency or another grant application, please provide the name of the other agency and program.

Priority and Other Outcomes

Select the priority outcome(s) to be achieved as a result of the project. For each outcome, provide the target(s) to be achieved, the target date(s) by which the outcomes will be achieved (typically within five years), baseline value(s), date of baseline, and the source(s) of data that will be used to verify the project results. **Outcomes should match the response to question 5, above.**

Priority Outcomes

Select all priority outcomes that apply for this project.

- Investment in publicly owned infrastructure
- Investment in privately owned property, plant, and equipment
- New full-time jobs created
- Average annual wage of new full-time jobs

Other Project Outcomes

List qualitative or other project outcomes with target results and achievement dates. These may include for example, jobs retained that were at risk without Golden LEAF support, comparison to average county wages, business start-ups or expansions, etc.

Project Activities

Project Activities

Identify key tasks required to achieve project outcomes. Provide a target completion date for each.

Activity 1

Activity 1 Target Date

Activity 2

Activity 2 Target Date

Activity 3

Activity 3 Target Date

Activity 4

Activity 4 Target Date

Activity 5

Activity 5 Target Date

Project and Grant Time Frame

Project Time Frame

Period of time to complete project outcomes, which may extend beyond the grant term

- Project Begin Date
- Project End Date
- Project Term (in number of months)

Grant Term

Period of time over which Golden LEAF funds would be used

- Start Date (Grant Award Date)
- End Date
- Duration in months

Application Attachments Checklist

This checklist includes items mentioned in the short answer questions as well as required attachments related to this phase of the SITE Program. Rows not marked as required are requested to be attached if available. Some numbers are intentionally omitted.

Required	Attachment Title	Description
✓	1 - Certification and Signature Form	Download the document from the SITE Program Resources Page . This document should be signed and dated by two authorized officials of the applicant organization. For 501(c)(3) organizations, one signatory must be a member of the applicant's board of directors.
✓	2 - Board of Directors	List of the applicant's board members along with their addresses and occupations. For governmental entities, this is the members of the governing body, e.g., town council or county commissioners.
✓	3 - Evidence of Tax-Exempt Status	For 501(c)(3) organizations– A copy of the current IRS exemption determination letter. For governmental entities– A description of governmental status.
✓	4 - Most Recent Fiscal-Year End Financial Statements,	A PDF including Balance Sheet, Statement of Financial Position, and Statement of Cash Flows, or a link to these documents if available online. Provide audited statements, if available.
✓	5 - Applicant's Budget for the Current Year	The applicant's budget for the current year.
✓	6 - Applicant's Budget for the Period Covered by the Grant Request	The applicant's budget for the period covered by the grant request, if available. If the budget is not available, provide a brief statement explaining why, e.g., it has not yet been adopted.
	7 - Most recent management letter/report on internal controls	For 501(c)(3) organizations and governmental entities. Provide from audited statements, if available.
✓	8 - Prior two years of financial statements	For 501(c)(3) organizations only– A PDF including Balance Sheet, Statement of Financial Position, and Statement of Cash Flows, or a link to these documents if available online.
✓	9 - Project Budget Form	Download the document from the SITE Program Resources Page and follow guidelines.

Required	Attachment Title	Description
	10 - Community / County Partners	A list providing contact information for your partners in the communities by your project. Provide the roles and responsibilities for each.
✓	DV-2: Project and economic development staff list	List of staff who will be involved in the project, their length of service, brief job descriptions, and their roles in the implementation of the project. Include all economic development staff, including those that only provide part-time support for economic development.
✓	DV-3: Marketing documents	Applicant's marketing documents/website address.
✓	DV-4: Economic development budget	Applicant's annual economic development budget for the most recent fiscal year.
	DV-5: Economic development strategic plan	Economic development strategic plan
	DV-6: Marketed sites	<p>For each industrial site in the applicant's community that is marketed for development by economic development organizations:</p> <ul style="list-style-type: none"> • A spec sheet containing relevant data on the site (site size, utilities, etc.) • A map indicating the location of the site • An aerial or similar visual of the site
✓	DV-7: Current inventory of public industrial sites	Download document from the SITE Program Resources page and complete the table with key characteristics of publicly owned or publicly controlled industrial sites, including whether the site is currently marketed for development. This information should be consistent with your answer to Question 8 in the application.
	DV-8: Response to RFI	An example of a recent response by your community to a Request for Information (RFI)
✓	DV-9: Information from RFIs/company engagement	Download the document from the SITE Program Resources page and complete the table with a list of companies that have shown interest in location or expanding in your community in the last three years, including the expected job creation, wages, and capital investment (if known). Specifically indicate if there was interest in the site that is the subject of this request. This information should be consistent with your answer to Question 10 in the application.

Required	Attachment Title	Description
	DV-10: Water/sewer map	A PDF map of all water and sewer infrastructure in your community.
	DV-11: Zoning map	A PDF map of the zoning in your community including how much acreage is zoned for industrial development.
✓	DV-12: GIS topographical map	For the site that is the subject of this request, GIS topographic map of site.
✓	DV-13, DV-14, and/or DV-15	For the site that is the subject of this request, documents demonstrating public ownership or control. <ul style="list-style-type: none"> • DV-13: Deed • DV-14: Sales contract, option agreement, or similar document • DV-15: Term sheet or similar document
✓	DV-16: Will Serve letters	For the site that is the subject of this request, Will Serve letters or similar communication from each utility, including delivery capacities if known. If the utility declines to provide such a communication, please indicate. <ol style="list-style-type: none"> Water Sewer Electric Gas Communications
✓	DV-17: Existing Utilities Capacity Summary	Download document from SITE Program Resources page and complete table with system characteristics for water and wastewater utilities.
	DV-18: Other site studies	For the site that is the subject of this request, site studies not included in the Due Diligence Checklist (required if available).
✓	DV-19: Known existing conditions	For the site that is the subject of this request, documents regarding known existing conditions, if any. If none, a document so stating.
✓	DV-20: Map of proposed project	A map of the proposed project.
✓	DV-21: Opinion of Probable Cost or similar document	An Opinion of Probable Cost for the project prepared by an Professional Engineer licensed in the State of North Carolina. If an engineer's services are not required for the project, provide other evidence of cost such as estimates by service providers.

Required	Attachment Title	Description
✓	<p>DV-22: Due Diligence Checklist</p> <p>Upload a filled in checklist form as well as each supporting document labeled 22a through 22l.</p>	<p>Download and submit the Due Diligence Checklist and the attachments required in that form. For more detail about each of the items on the checklist, see the Due Diligence Overview or Frequently Asked Questions and Glossary. All of these documents are found on the SITE Program Resources Page.</p> <p>For the site that is the subject of this request, attach reports regarding due diligence previously completed for the property (all items for which you answered "Y" in the "Previously Completed" column of the Due Diligence Checklist).</p>