

Site Readiness Program – Frequently Asked Questions

What is the Duke Energy Indiana Site Readiness Program?

The Site Readiness Program provides funding and expertise to help communities identify, assess, improve, and increase awareness of industrial sites and buildings in the Duke Energy Indiana service territory. Our Site Readiness Program is part of our economic development strategy to assist communities in becoming more competitive – and providing new opportunities to generate jobs and capital investment in Indiana.

What is the goal of the program?

The program goal is to help increase the inventory of good industrial sites and buildings throughout the state, and to advance the readiness of these properties to attract strong, healthy businesses to the communities we serve. The program works in tandem with local economic development organizations (LEDOs) to:

- Identify potential new sites for development and/or redevelopment
- Assess strengths and weaknesses of the development
- Recommend how to mitigate weaknesses
- Assist with marketing “build ready” sites
- Qualify, develop and sell sites to create jobs and economic opportunity in our service territory.

Does this replace the state’s site certification or shovel ready process?

No. It is not a “site certification” process, but rather a program to help advance prime sites for further development opportunities, easing the burdens for local economic development organizations through initial screenings and assessments. However, a site that has successfully completed the program recommendations will have completed the initial steps required for state “Shovel Ready” certification.

What are the program qualifications?

To qualify for the Site Readiness Program, Duke Energy must be the designated electric service provider, and the site must meet one of the following ...

- Industrial site (usually 60 or more acres), which can be a single site for a large facility or a potential industrial park (multi-tenant site).
- A vacant industrial building identified to support renewed industrial growth and sustainable development in a community. (Buildings of interest should be at least 20,000 square feet.)

How many projects will Duke Energy approve for the program?

Duke Energy works with LEDOs in its service territory to identify and review significant sites and/or buildings to be considered for the program. Up to 4 projects may be selected for the program annually.

How do I apply for the program?

LEDOs can submit an application to Duke Energy. Information should include preliminary site or building data such as size, location and marketing plans for the property. A letter of support is required from the property owner(s).

How does the program work?

Once a site is selected, Duke Energy’s program is managed in four phases:

1. A nationally-recognized site selection consultant, McCallum Sweeney Consulting, conducts an initial assessment of the industrial site through an in-depth meeting and tour with local economic development officials.
2. Duke Energy works with Banning Engineering to develop conceptual plans for the site(s).

3. Duke Energy, McCallum Sweeney, and Banning Engineering present recommendations at a final report meeting with the local economic development organization and community leaders. During this meeting, McCallum Sweeney also engages the audience in an economic development educational presentation.
4. Beginning in 2015, Duke Energy will present the local economic development organization with a \$10,000 grant at the closing presentation. The grant is designed to help the community implement recommendations and is accompanied by a full-color marketing fact sheet, highlighting the site's key attributes.

The above approach is similar for building evaluations – only the consulting partners may change.

How will Duke Energy handle the building component of the program?

Interested LEDOs will follow the same process by submitting an application and explaining their plans for the industrial building, which has been identified (20,000 SF building or more) to support industrial growth and sustainable development in the community. Each application will be reviewed and decided on a case-by-case basis. Duke Energy will follow a similar process with a site consultant and/or engineering firm to help the community analyze and make recommendations for repurposing and remarketing the building, and sustaining industrial growth in the area.

What engineering / evaluation services are typically provided during the building evaluation component?

- Review / RFI process with site consultant and A/E firm.
- Consultant / engineering services will meet with the County/LEDO for a full understanding of the building. (Typical of site visit approach.)
- Consultant / engineer will participate in community presentation meeting and provide evaluation results, building repurposing or remarketing recommendations, and potential cost analysis for community to make needed recommendations.

How can LEDOs prepare for the Site Readiness Program evaluation?

Duke Energy, in partnership with consultant/engineer, will schedule an initial site visit. The LEDO should treat this initial visit like a real client visit – providing a county and site overview. It is recommended that utility, zoning and other subject matter experts be present to answer detailed questions. Consultant will evaluate the quality of this site/building visit. The approved engineering firm will also attend this initial meeting.

Duke Energy will schedule the Final Report Meeting with the LEDO and county or city leaders. This meeting will consist of a 45-minute “economic development” presentation and a detailed final report on the site/building, including a presentation of the final recommendations.