



# FERNCLIFF INDUSTRIAL PARK EXECUTIVE SUMMARY

100 WESTFELDT ROAD  
MILLS RIVER, NC 28759  
35.43766618, -82.55180597  
PARCELS AVAILABLE: 42 ACRES, 15 ACRES, 17 ACRES

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# SUMMARY



Ferncliff Industrial Park is a 262+ acre park owned by Bright Star Associates, LLC and marketed by the Henderson County Partnership for Economic Development (HCPED). The park has 76.03 acres remaining for development. Available parcels have access to robust public and private infrastructure, major east coast transportation arteries, and 'through-the-fence' access to the Asheville Regional Airport (AVL) runway (8,001 x 150 ft) and parallel taxiway under construction. Established park covenants and design guidelines create an industrial park that is built for the customer, employee, and corporate brand in mind. The park is visually striking, positioned close to the French Broad River with views of Pisgah National Forest. Ferncliff's covenants reflect a focus on sustainability and environmental stewardship.

*This executive summary is designed to serve as a concise summation of the work that has been performed on the property – all focused on mitigating risk and delivering defined timelines for development. Extensive supporting documentation is available upon request.*

Price: \$119,300/acre

# BACKGROUND

The development of Ferncliff Park is a product of a strategic, long-term vision set forth by the landowner, Henderson County, the Town of Mills River, utility allies, and HCPED. The property now known as Ferncliff, was first identified in June 2006 during Phase II of an Industrial/ Business Park Identification Study performed by Leak-Goforth Company, LLC, a third-party economic development consulting firm. Following the identification process, HCPED and the landowner began correspondence that led to a written shared vision for the future of the property, noting overlapping interests and common goals. In 2008, the property was accepted into the Duke Energy Site Readiness Program, and Ferncliff was assessed by the McCallum Sweeney Consulting team and Duke Energy.

Utilizing recommendations produced by McCallum Sweeney Consulting, HCPED worked to complete due diligence items that would not only improve the marketability of the site but also reduce risk and compress the timeline for future industrial development. This process included a professional review of existing deeds, legal title searches, and identification of easements and right-of-ways. Other third-party verifications included the development of a master site plan, site development cost schedule, completion of a Phase I Environmental Site Assessment, geotechnical work, endangered species reports, and an archaeological and historic structures review of the property. Following a thorough review of these due diligence items, the community worked to develop a strategy to extend critical infrastructure to the site including water, wastewater, electricity, natural gas, and telecommunication services.

Ferncliff Park is a North Carolina Certified Site, which is a state-wide designation reserved for high-potential industrial properties. Only a small percentage of industrial property in North Carolina achieve this designation.

# RISK MITIGATION



## **DOCUMENTATION OF TITLE, BOUNDARY, DEED, RIGHTS-OF-WAY, EASEMENTS, ETC.**

A thorough legal review and 50 year title search of the property uncovered no recorded deeds of trust or encumbrances and states the site was, “vested with good, marketable, fee simple title” with the exception of transportation and infrastructure rights-of-way.

## PHASE I ENVIRONMENTAL SITE ASSESSMENT

S&ME, a licensed engineering and environmental services firm, performed a Phase I Environmental Site Assessment on August 6, 2008. This assessment revealed no evidence of recognized environmental conditions in connection with the property except for the identification of two fill port and vent pipes indicative of common, residential underground storage tanks (UST) for fuel oil. The identified UST fixtures do not constitute a serious or significant concern for development and are indicative of residential structures located on sites.

## GEOTECHNICAL REVIEW & ASSESSMENT

S&ME performed all subsurface and geotechnical work associated with the property. The first assessment was completed on August 22, 2008. Work included a visual reconnaissance of the property and the performance of 7 widely-spaced soil borings at depths ranging from 20 to 40 feet. Soil boring locations were established in the field by personnel from William G. Lapsley and Associates, PA. The final review of the August 2008 work resulted in a favorable assessment, indicating soils are generally adaptable for conventional development and can support lightly-loaded buildings. A second phase of geotechnical work was performed on September 9, 2009 in order



to comply with the proportional ratio of borings per acre required with the North Carolina Commerce Site Certification Program. Twelve additional soil borings were completed at depths ranging from 15.5 to 40 feet. This effort was designed to support the initial geotechnical work and obtain a more thorough analysis of the entire 262 acre project area. The final review of the second phase resulted in a similarly positive outcome. Analysis of the additional soil borings were indicative of the initial assessment and resulted in a favorable review indicating soils are generally adaptable for conventional development and can support lightly-loaded buildings.

## ARCHAEOLOGICAL & HISTORIC STRUCTURE REVIEW

On December 2, 2008, a background literature review and records search was conducted at the North Carolina Office of State Archaeology (OSA) and the North Carolina State Historic Preservation Office (SHPO) in Raleigh. The records examined at SHPO included a review of the National Register and survey files for properties listed in or eligible for inclusion in the National Register. Records examined at OSA included master archaeological site maps, state archaeological site files, and associated archaeological reports. The area studied included the entire 262 acre project area. A review of the files and records at OSA indicate there are no previously recorded archaeological sites within the project area. A review of the files and records at SHPO did indicate one structure within the subject property- the Green House (private residence). This structure had no official state survey number, nor were there any records for this structure other than

the survey map. A handwritten note on the location map said the site was “NR eligible,” but no official National Register determination was made. There were no other recorded historic structures within the project area. The Green House was deconstructed in Spring of 2012; the structure no longer exists.

## **THREATENED & ENDANGERED SPECIES REPORT**

An initial analysis of the site began in January 2009. The US Department of the Interior Fish and Wildlife Service performed an initial site visit. The visit evaluated direct, indirect, and cumulative impacts likely to occur as a result of a large-scale development project. Following the initial evaluation, the agency requested the opportunity to review additional information in an effort to further assess any potential impacts that may be associated with the property. In response, the Fish and Wildlife Service conducted an additional analysis and issued a letter stating, “we do not believe any endangered or threatened species will be affected by the proposed project; therefore, the requirements under section 7 of the Act are fulfilled.” In conjunction with this effort, S&ME researched and compiled readily available data for the site relevant to the presence of threatened and endangered species. This data search included a review of the online US Fish and Wildlife Service data for Henderson County, review of soils and topographic data for the site, and correspondence with appropriate staff. The results of the report uncovered no known issues.



## NC COMMERCE SITE CERTIFICATION

North Carolina offers an official Certified Sites program to provide a statewide inventory of industrial sites that have undergone a rigorous prequalification process to ensure they are “shovel ready” for immediate development. A North Carolina Certified Site reduces the risks associated with development by providing detailed information about the site including price and availability, utilities, access, environmental concerns, and potential development costs. Sites are periodically recertified in order to ensure accurate, reliable data. The certification documents for Ferncliff Park include:

- ✓ Sponsor’s Letter of Intent (HCPED)
- ✓ County’s Letter of Support (Henderson County)
- ✓ Municipal Letter of Support (Town of Mills River)
- ✓ Documentation of Ownership/Control of Site
- ✓ Copy of Current Deed to Property
- ✓ Copy of Current Boundary Survey
- ✓ Results of 50 Year Title Search
- ✓ Copy of County Tax Map
- ✓ Documentation of Sales Price & Conditions
- ✓ Documentation: Rights of Way, Easements, etc.
- ✓ Phase One ESA
- ✓ Wetlands Determination Map
- ✓ Plan for Mitigation of Wetlands
- ✓ Rare & Endangered Species Reporting
- ✓ Archaeological & Historic Structures Reporting
- ✓ Bodies of Water Map
- ✓ Geo-technical Study (2 Studies)
- ✓ DOT Road Improvements
- ✓ Site Development Plan
- ✓ Topographic Survey
- ✓ Engineer’s Site Development Cost Estimate
- ✓ Zoning Documentation
- ✓ Critical Area of Public Water Supply
- ✓ 100 Year Flood Zone Map
- ✓ Engineer’s Certification Regarding Filled Areas
- ✓ Letter from Power Supplier (Duke Energy)
- ✓ Letter from Natural Gas Provider (PSNC Energy)
- ✓ Letter from Water Provider (City of Asheville)
- ✓ Letter from Wastewater Provider (Cane Creek Sewer District)
- ✓ Letter from Rail Provider
- ✓ Information on Telecommunications (AT&T)
- ✓ Site Data Form

# INFRASTRUCTURE

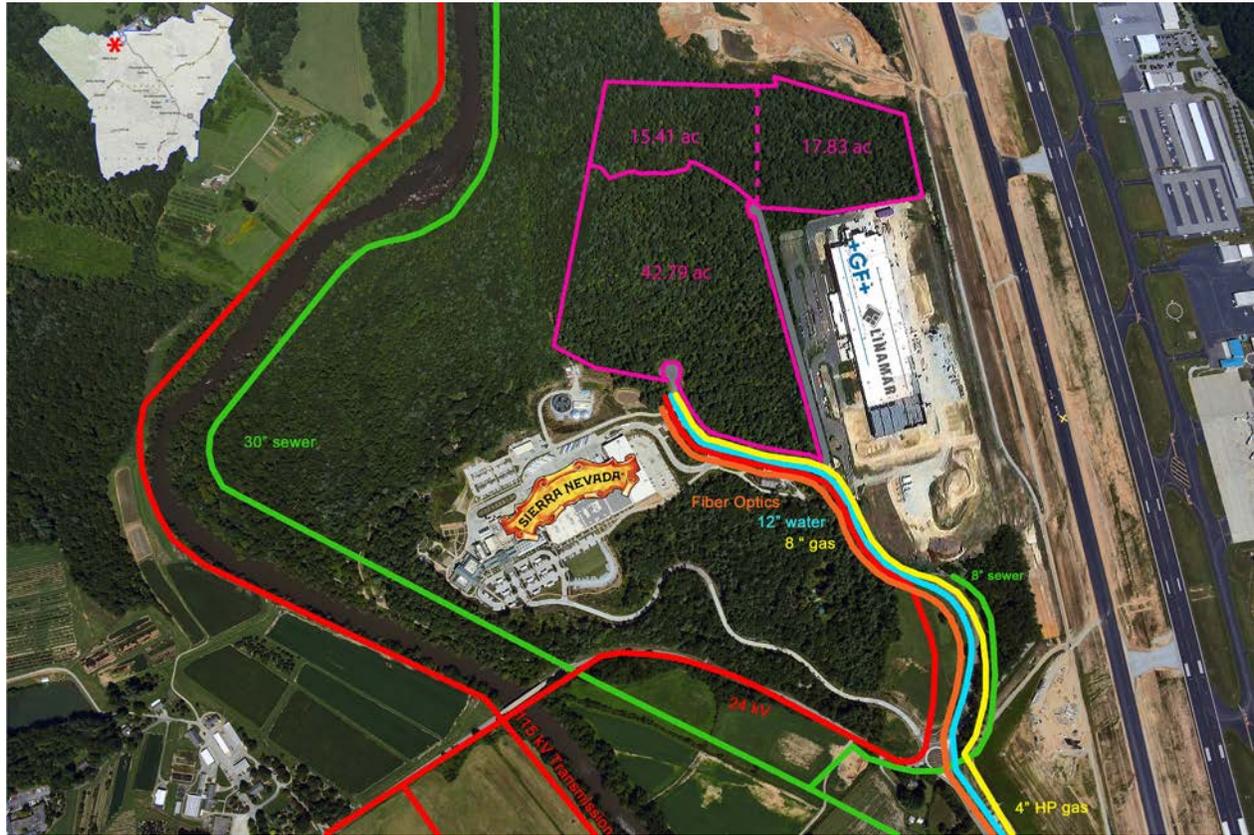


Figure 1

## ELECTRICAL SERVICE

Ferncliff Industrial Park is situated within the Duke Energy electrical territory. 24kV and 115 kV three-phase power lines serve the park. These lines are located in close proximity (or within) the park using a combination of underground and overhead transmission lines. Duke Energy Carolinas has provided written documentation that supports existing service arrangements and is committed to provide service to all future customers within the Ferncliff Industrial Park. Duke Energy is the largest electric utility in the United States, with 7.1 million customers. Electricity is delivered using a combination of hydro-electric, nuclear, coal, and renewable energy sources. Figure 1 illustrates the electrical service supporting the park.

## NATURAL GAS SERVICE

Dominion Energy has extended an 8” plastic gas line operating at 60 PSI into the park. The line is connected to a 6” steel main, located approximately 3,500 feet from the park entrance, which has a design operating pressure of 350 PSI. The 8” line has been designed to meet the natural gas needs of current and future clients. Figure 1 illustrates the gas service supporting the park.

## WATER SERVICE

Water service is provided by the City of Asheville. The primary water source for this property is the Mills River water treatment plant located in Henderson County. Approximately 75 percent of the watershed for this river is classified as national forest. The property can also be served by the City’s North Fork and William DeBruhl water treatment plants. The combined treatment capacity of the City’s water treatment facilities is 41 MGD; average utilization is 21 MGD resulting in an excess capacity of approximately 20 MGD. Water is committed and permitted from the City of Asheville. The park is served by a 12” waterline that extends into the park and originates at the City’s 24” waterline at NC-280. Normal flow on this 12” waterline is 1,480 GPM (78 PSI) and operating pressure is 130 PSI; the current reserve capacity available to serve the park exceeds 1 MGD. Figure 1 illustrates the water service supporting the park.

## WASTEWATER SERVICE

Wastewater is committed from the Cane Creek Sewer District. An 8” designated, gravity line has been extended in the park and is situated in close proximity to the remaining parcels. An additional easement has been secured to extend waster from the 30” main line to serve the remaining parcels. The line terminates at the end of Ferncliff Park Drive and has been designed specifically to accommodate future capacity. Wastewater is treated by the Metropolitan Sewerage District located in Woodfin, North Carolina, approximately 15 miles from the property. The current capacity for the regional system is 40 MGD; peak utilization of the facility is approximately 19 MGD resulting in excess capacity of 21 MGD. Figure 1 illustrates the wastewater service supporting the park.

## TELECOMMUNICATIONS

Fiber optic cable is located on site. Infrastructure provided by Charter and the Education and Research Consortium (ERC) serve the park allowing dual, redundant fiber and telecommunications services. ERC offers dark fiber solutions, waves, optical transport circuits (point-to-point and WAN services) and internet on its network. Lit services (internet and transport) are available in increments up to 10Gbps. AT&T is also committed to serving the park, offering the opportunity for a fully redundant dual SONET private ring.

# TRANSPORTATION & ACCESS

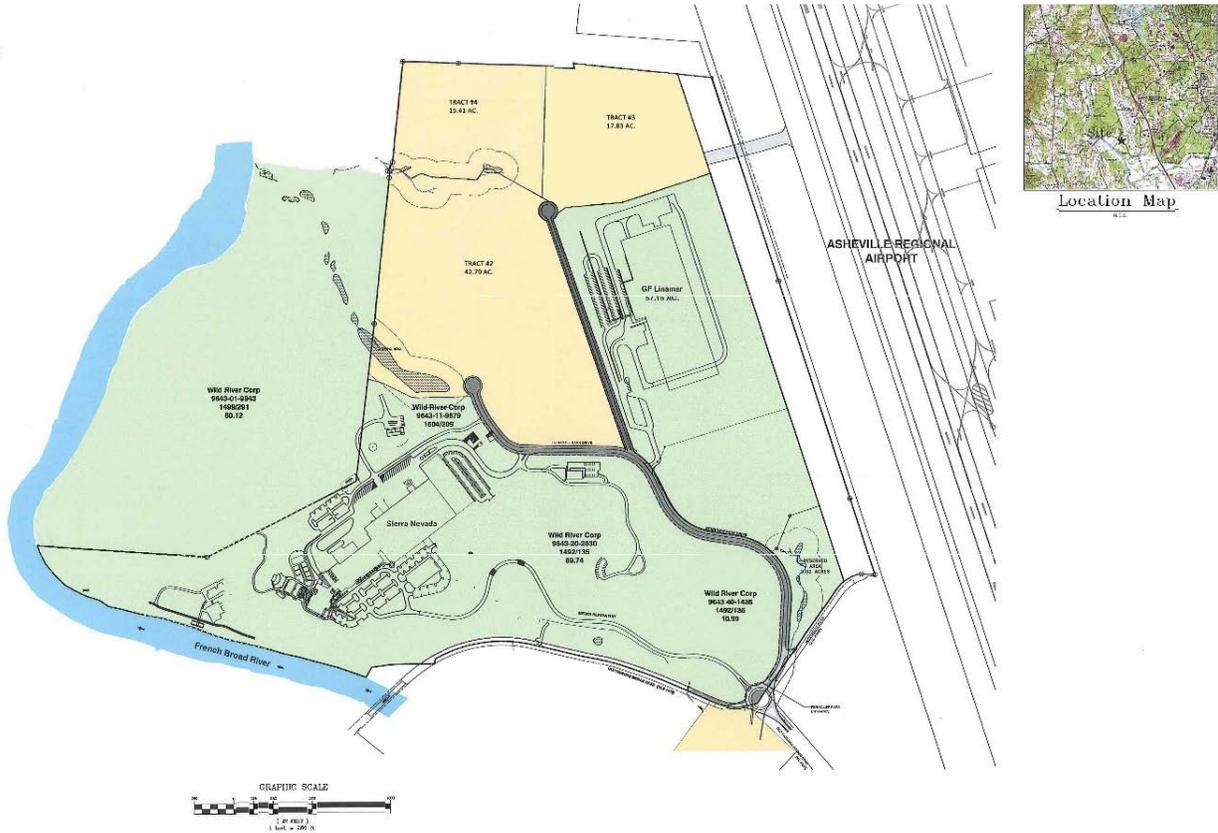


Figure 2

## PARALLEL TAXIWAY & RUNWAY ACCESS

A new parallel taxiway has been designed, engineered, and funded by the Federal Aviation Administration (FAA) and other public partners at the Asheville Regional Airport (AVL). The taxiway will be located west of the existing runway and east of Ferncliff Industrial Park. Sites, with qualifying users, on the east side of the park are afforded the ability to pursue entry through two committed 'through-the-fence' points of access. Figure 2 illustrates existing park tenants (Sierra Nevada Brewing Company & GF Linamar) and the remaining real estate opportunities, one with runway/taxiway access to AVL.

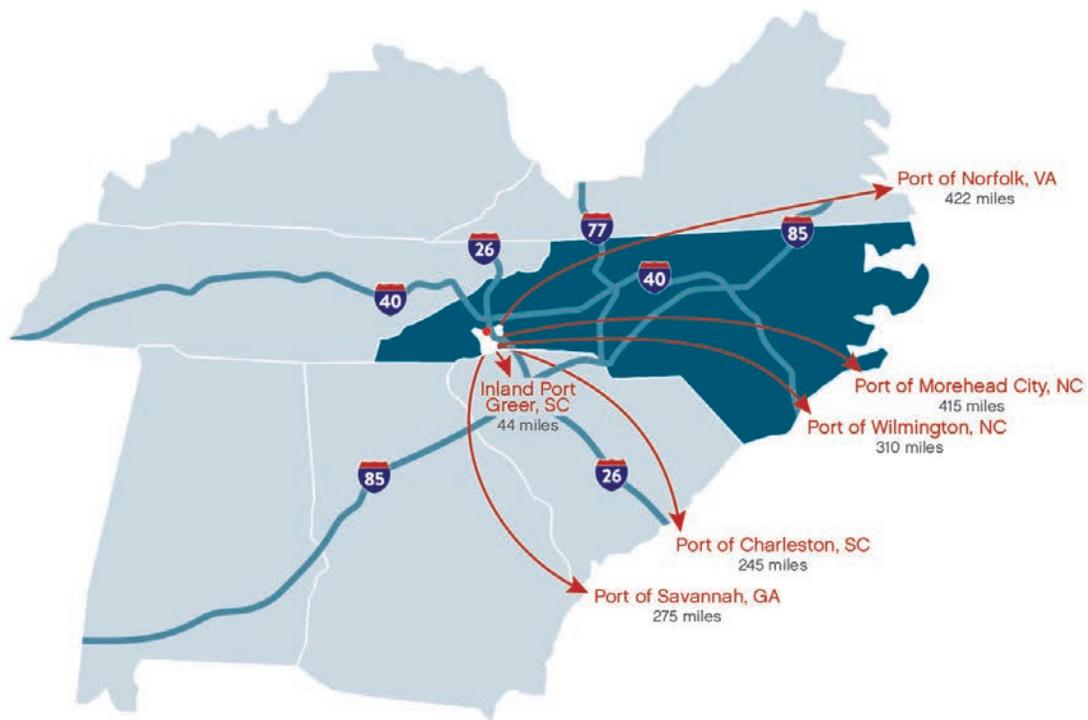


Figure 3

## INTERSTATE ACCESS

Interstate 26 serves as the primary transportation route to service the region. I-26 is located 2.0 miles from the Ferncliff Park entrance, via four-lane NC Hwy 280. Other nearby interstates include I-40 (10 miles), I-85 (50 miles), I-81 (85 miles), I-77 (111 miles), I-75 (123 miles), and I-20 (140 miles). Figure 3 illustrates interstate access to the park.

## ACCESS ROAD

Access to the site is provided utilizing NC Highway 280 (Boylston Highway), a state-controlled and maintained four-lane, divided highway. Highway 280 connects to Ferncliff Park Road utilizing a signalized intersection designed to enhance access and safety.

## DEEP WATER PORTS

The park is located 256 miles from the Port of Charleston, 299 miles from the Port of Savannah, and 350 miles from the Port of Wilmington. Figure 3 illustrates deep water ports located near the site.

## SOUTH CAROLINA INLAND PORT

Ferncliff Park is located 55 miles from the South Carolina Inland Port, a new intermodal facility owned and operated by the South Carolina Ports Authority. Located 212 miles from the Charleston

Port, rail service is provided by Norfolk Southern five days a week and the facility can provide 40,000 lifts per year with the ability to double the capacity. Figure 3 illustrates the location of the South Carolina Inland Port.

## AIR SERVICE

Ferncliff Industrial Park is adjacent to the Asheville Regional Airport (AVL). The airport serves over 4,400 passengers a day, inbound and outbound, with an average of 130 daily flights on Allegiant, American, Delta, Spirit, and United.

Direct flights are offered from Asheville to 20 cities:

- Atlanta, GA
- Austin, TX
- Baltimore, MD
- Boston, MA
- Charlotte, NC
- Chicago, IL
- Dallas-Fort Worth, TX
- Denver, CO
- Fort Lauderdale, FL
- Houston, TX
- Newark, NJ
- New York, NY
- Orlando, FL
- Philadelphia, PA
- Punta Gorda, FL
- St. Pete-Clearwater, FL
- Sarasota, FL
- Sanford, FL
- Washington, DC
- West Palm Beach, FL

The Greenville Spartanburg Airport (GSP) is only 66 miles away and the Charlotte Douglas International Airport (CLT) is 106 miles away.

## RAIL SERVICE

Ferncliff does not have plans for direct rail service and access, however rail can be provided utilizing an off-site rail transload location situated 5 miles from the proposed property. The proposed rail location is in the Brickton Industrial Park and served by Blue Ridge Southern Railroad (Watco). Figure 4 outlines the 16.64 acre site that would accommodate the transload facility.



Figure 4

# LAND USE

## MILLS RIVER ZONING

Ferncliff was voluntarily annexed by the Town of Mills River in 2008 and rezoned to MR-Light Industrial, Mills River's sole industrial designation. No zoning alterations are required for industrial development.

## COVENANTS

The Declaration and Covenants, Conditions, and Restrictions (CC&R) and other provisions have been developed by the primary landowner and existing tenants. The CC&R outlines the governance and management of affairs relative to the park and association. Other elements prescribed within the CC&R include minimum requirements for the construction of applicable streets, easements, development and use restrictions, architectural controls, rights, duties and obligations, and assessments necessary to control and guide the ongoing development and management of Ferncliff Industrial Park.

## DESIGN GUIDELINES

Ferncliff Park is intended to be an industrial development that promotes quality, stewardship, job creation, and encourage the most current development and operational Best Management Practices (BMP's). In order to ensure this outcome, design guidelines have been created that establish specific performance requirements and qualitative standards that guide the design and implementation of development projects. The design guidelines are a living document and can be updated as necessary to respond to future projects. The design guidelines are a legal document, governed by the CC&R established for the property. The guidelines are administered by the Design Review Board, who is charged with reviewing submittals and determining compliance. Ferncliff Industrial Park is planned to provide attractive building sites for Industrial and Secondary Uses that comply with the Town of Mill's River's Zoning Code designation MR-Light Industrial.

# EDUCATION & WORKFORCE

Henderson County is at the intersection of the employment market in western North Carolina with a ready and available workforce.

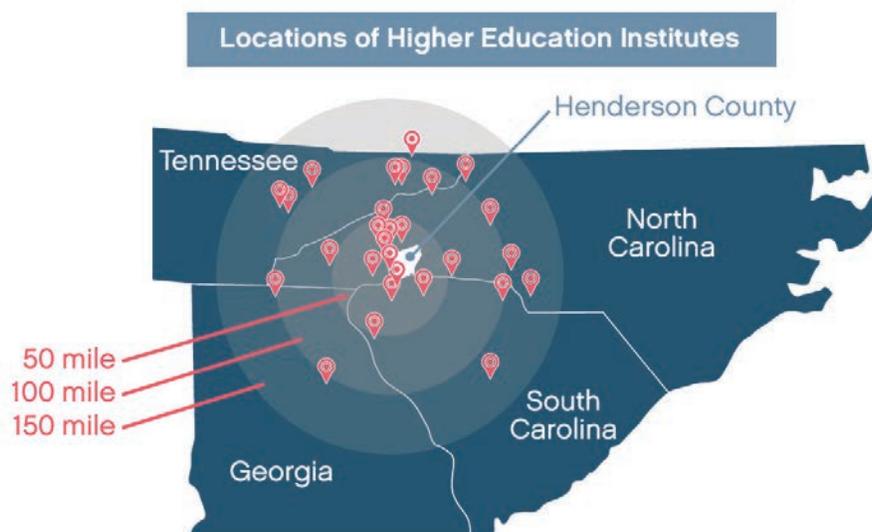
## BLUE RIDGE COMMUNITY COLLEGE & CUSTOMIZED TRAINING

In partnership with Blue Ridge Community College (BRCC), customized training is a robust training incentive program available through the North Carolina Community College System. It provides education, training, and support services for new, expanding, and existing industry, based on the specific demands and needs of the employer. Customized training is commonly utilized to create training programs for skillsets that previously did not exist in the community or to create a training curriculum around a process specific or unique to an individual employer.

BRCC is also home to the Southeastern Advanced Molding Technology Education Center (SAMTEC) that provides quality workforce training in high-pressure die cast of aluminum parts and in the production of plastic molding processes.

## COLLEGES & UNIVERSITIES

There are an abundance of four-year colleges and universities within a 150 mile radius of Henderson County, ranging from major public research universities to small liberal arts colleges. There is no shortage of higher educational opportunities in western North Carolina.



| LOCAL (<60 MILES)                         | REGIONAL (<150 MILES)                     |
|---|---|
| Brevard College                           | Appalachian State University              |
| Clemson University                        | Carson-Newman University                  |
| Furman University                         | East Tennessee State University           |
| Gardner Webb University                   | Johnson University                        |
| Lenoir-Rhyne University at Asheville      | King University                           |
| Mars Hill University                      | Lees-McRae College                        |
| Montreat College                          | Lenoir-Rhyne University                   |
| North Greenville University               | Milligan College                          |
| University of North Carolina at Asheville | University of Georgia                     |
| University of South Carolina - Upstate    | University of North Carolina at Charlotte |
| Warren Wilson College                     | University of South Carolina at Columbia  |
| Western Carolina University at Asheville  | University of Tennessee                   |
| Wingate University - Hendersonville       | Western Carolina University               |

## MADE IN HENDERSON COUNTY PROGRAM

Since 2012, Henderson County has been strategically growing the pipeline of our future workforce through the Made in Henderson County (MIHC) initiative. This program is a coordinated effort to connect industry with education in partnership with Henderson County Public Schools (HCPS). The program markets manufacturing positions to middle and high school students through manufacturing tours, career readiness and workforce training seminars, and by hosting a job fair for graduating seniors.

More recently, the program established a Made in Henderson County Apprenticeship Program focused on advanced manufacturing workforce training. In partnership with HCPS, Blue Ridge Community College (BRCC), and local manufacturers, students receive both on-the-job training and in-the-classroom education through the apprenticeship program that provides them with the necessary skills to work in advanced manufacturing.

# TAXES & DEMOGRAPHICS

## TAXES

The cost of doing business at a specific location often outweighs even the most aggressive incentive offerings, sometimes in only a matter of years. Once the value of incentives has been received, you will have significant ongoing costs related to utilities and infrastructure, payroll and property taxes. Both Henderson County and the Town of Mills River have an aggressive tax rates which minimize the costs of doing business.

| ENTITY                              | TAX RATE                                |
|-------------------------------------|---|
| Henderson County                    | \$0.561 per \$100 of assessed valuation |
| Town of Mills River                 | \$0.080 per \$100 of assessed valuation |
| Town of Mills River Fire District   | \$0.110 per \$100 of assessed valuation |
| North Carolina Corporate Income Tax | 2.5%                                    |
| North Carolina Personal Income Tax  | 5.25%                                   |
| Inventory Tax                       | None                                    |
| Sales Tax on Utilities              | None                                    |

## DEMOGRAPHICS

### FACTS

|                             | HENDERSON COUNTY | ASHEVILLE METROPOLITAN STATISTICAL AREA |
|-----------------------------|------------------|---|
| Population, 2018 Estimate   | 113,625          | 449,937                                 |
| Labor Force Population      | 53,364 (56.6%)   | 221,360 (59.2%)                         |
| High School Graduate        | 23.5%            | 23.3%                                   |
| Associate's Degree          | 11.6%            | 11.0%                                   |
| Bachelor's Degree           | 20.9%            | 22.9%                                   |
| Median Household Income     | \$52,815         | \$50,726                                |
| Total Housing Units         | 56,939           | 224,820                                 |
| Median House Value          | \$203,400        | \$208,253                               |
| Mean Commute Time (Minutes) | 21.2             | 21.2                                    |

# FERNCLIFF INDUSTRIAL PARK & IMMEDIATE AREA

## EXISTING PARK TENANTS

**SIERRA NEVADA BREWING COMPANY (SNBCO)**, established in 1981, specializes in the development and production of craft beer. The North Carolina facility represents the company’s east coast brewing and distribution and was designed according to LEED Silver Standards. SNBCo and an affiliate land-holding company own and control 100.73 acres of the park, in addition to 83 adjacent acres outside of the park. SNBCo encompasses approximately 300,000 square feet of office, production, warehouse, and visitor experience facilities. Estimated cost of development exceeded \$175 million.



**GF LINAMAR**, completed in October 2017, is a joint venture between Georg Fischer AG and Linamar Corporation. Located in Ferncliff Industrial Park, GF Linamar is a state-of-the-art aluminum die casting operation providing components to the automotive industry. In August 2018, the facility was certified LEED Silver by the US Green Building Council.



## AREA COMPANIES

**CONTINENTAL AUTOMOTIVE SYSTEMS GROUP** is an international automotive supplier, tire manufacturer, and industrial partner. The Mills River facility operates in the Chassis & Safety division. In 2013, the company expanded operations by 125,000 square feet and is now 335,836 square feet in size.

**UPM RAFLATAC** is a Finnish company that produces pressure sensitive labels. The facility is currently 237,135 square feet in size.

**GAIA HERBS**, a grower and producer of high quality herbal supplements and medicines, broke ground in 2018 with future plans to construct a 140,000 square foot facility.

**FEDERAL EXPRESS GROUND DISTRIBUTION** located in a 90,000 square feet facility.

**EMPIRE DISTRIBUTORS** is a 171,833 square foot beer and wine distribution, with construction completed in 2014.

**AMERICAN COATING / PRINCE MANUFACTURING**, a contract manufacturer and Tier 2 automotive supplier providing fabrication, forming, finishing, and assembly of metal and composite products. The facility is 107,550 square feet in size.

**SMART PRODUCTS, INC.** was announced in 2016 and is a manufacturer of check and pressure relief valves and related components. The facility is 33,550 square feet in size.

**RAUMEDIC AG**, a German manufacturing company making polymer components for the medical industry, is building a 75,000 square foot initial phase and plans for a 75,000 square foot expansion.

**AMAZON DISTRIBUTION** is a regional distribution facility that serves the Asheville Metropolitan Statistical Area with “last mile” delivery services. It was constructed in 2020 and is 200,000 square feet.

PLEASE DON'T HESITATE TO CONTACT US SHOULD YOU HAVE ANY MORE QUESTIONS.

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Henderson County, NC  
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