

SITE SELECTION

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批發投資

Low Frequency, High Yield

Unlike high frequency trading, this elite group of projects reveals the power of investing for the long haul.

by ADAM BRUNS

adam.bruns@siteselection.com

To choose the top economic development deals of 2013, we evaluated, as we do every year, such factors as capital investment, job creation and regional economic impact among all corporate facility projects we tracked. The analysis, based primarily on Site Selection's New Plant Database, always reveals compelling patterns.

For instance, when sorted by jobs created, about a third of the top 20 came from one company: Amazon. A few of those made it into the 40 projects we recognize here.

Other patterns among the projects honored here include a penchant

for free trade and special economic zones, and an awareness among such companies as Apple, Motorola/Flextronics, Cerner, IBM and Elio Motors that reuse can be as good as brand new.

That does not apply, however, to the projects landing in such emerging markets as Poland, Hungary, Nigeria, Vietnam and Thailand, where companies are building new facilities and new markets simultaneously.

One attribute common to all is the attribute any corporate investment looks to possess: being in the right place at the right time. Whether re-shored, near-shored or right-shored, these deals appear poised to prosper.

NORTH AMERICA

Apple

Mesa, Ariz.

\$1.5 billion 700 jobs

Apple purchased for just over \$113 million the never-used 1.3-million-sq.-ft. (120,770-sq.-m.) facility First Solar built but never commissioned for solar module manufacturing in DMB Associates' 3,200-acre (1,295-hectare) Eastmark development, situated where GM used to operate its Mesa Proving Grounds complex. Apple's supplier GT Advanced Technologies will make sapphire glass and other Apple product components, producing enough glass for up to 100 million iPhones annually. "Project Cascade" is a rallying cry in the Silicon Desert — a nickname meant to denote prosperity but which conjured images of corporate tumbleweeds during the Great Recession. The project also makes up for a narrow Apple project loss to Austin, Texas, two years earlier.

Even as Boeing commits to 777X production in the State of Washington, growth at the Boeing South Carolina factory in North Charleston, S.C., shows no signs of slowing.

Photo courtesy of Boeing



DMB's Arizona communities offer it all in one place...fast



Eastmark Visitors and Community Center

Businesses are rising in Phoenix's East Valley

In Phoenix's East Valley, a new aerotropolis community is rising. Developed by the award winning development company DMB, Eastmark has quickly risen to the top of lists for site selectors because the 3,200 acre community offers it all in one place.

Fully entitled under a uniquely flexible plan, Eastmark ensures that future employers can locate, and develop at record speed, with minimal approvals.

This speed to market, and available infrastructure, power and water, make this an especially attractive site.

"Design and construction of the 1.3 million square foot manufacturing facility that Apple purchased this year was completed in under one year. Companies need to be able to move quickly and Eastmark has a proven track record that you can be open for business in a matter of months," said Dea McDonald, Eastmark's general manager and senior vice president of DMB.

Connected and growing

Surrounded by completed freeways connecting Eastmark to every part of the Valley of the Sun, Eastmark also sits less

than two miles from the booming Phoenix-Mesa Gateway Airport, the Valley's largest reliever airport for commercial travel.

In one of the most high profile deals of the past year, Apple brought thousands of manufacturing jobs to Arizona when they purchased their facility within the masterplanned community. Grand Canyon University, a private university headquartered in Phoenix, will open a second college campus at Eastmark in 2015. A well educated workforce and highly ranked public and charter schools have drawn companies like Boeing, Intel, and Infusionsoft to Phoenix's East Valley.

At build out, Eastmark could include up to 15,000 homes and 20 million square feet of commercial uses on the five square miles.

Still growing in the West Valley

Launched just ten years ago on 8,000 acres in the foothills of the majestic White Tank Mountains, Verrado is opening its next residential phase this spring and its first active adult district in 2015. Banner Health has plans to expand their footprint with a future medical campus in Verrado and the global consulting firm Worley Parsons offices in the downtown core.

Verrado's home town charm and quality schools have drawn thousands of families to live in Buckeye, one of Phoenix's largest suburbs. Thirty minutes from downtown Phoenix, Buckeye is adjacent to Interstate 10 and near the new 303 highway

connecting to the northern reaches of the Valley. Major retailers like Cancer Treatment Centers of America, Amazon, and Dick's Sporting Goods have chosen this area because of the direct connections to regional airports, and interstates heading to California and Nevada.

Retail, commercial and industrial sites are still available within Verrado, and there are more than 200 acres ready to develop. Like DMB's other communities, Verrado's entitlements allow the developer to move quickly for companies to locate there.

DMB's proven speed to market

Spanning all of the Valley, every DMB community is market ready, with flexible entitlements that allow compatible uses to move through the development process quickly. DMB knows that attracting major employers requires not just great locations, but the ability to move swiftly, with minimal risk. Learn more about DMB's impressive portfolio of shovel ready sites in large and smaller masterplanned communities around the Valley at www.dmbinc.com.

SELECTED SPEED AND AGILITY CASE STUDIES: EASTMARK (PHOENIX EAST VALLEY)

180 A nationally renowned charter school opened a new 4-acre campus in under 6 months, from the initial land purchase to the first day of school.

365 In under 1 year, an international high-tech manufacturer completed its purchase of 80 acres, built, then opened its 1.3M-sq.-ft. facility.

Apple Inc. purchased their facility as a parts manufacturing plant for its product lines. They expect to create over 1,700 jobs as a result.

Move the needle. Move to *Arizona*.



A PASSION FOR GREAT PLACES®

Bottom line: we develop properties that develop business. Where can you go from a phone call and a piece of dirt to 1.3 million square feet in one year? California? Are you serious? China? Maybe. A DMB community in Arizona? Absolutely. For nearly 30 years we've built legacy communities, offering opportunities for businesses of all sizes. Accelerated relocation like this can't happen just anywhere. **It can happen with DMB.**

Transition your business to one of our communities.

Eastmark, One Scottsdale or Verrado.

Contact us at relocate@dmbinc.com.



**High tech manufacturer
at Eastmark**
1.3 million-sq.-ft.
in less than one year



Dial/Henkel at One Scottsdale
National headquarters with
freeway visibility
at Loop 101/Scottsdale Rd



BASIS Mesa at Eastmark
4-acre campus
in under six months

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