

# CONNECTOR 2000 ASSOCIATION

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**Proposal to Provide a**

**Southern Connector**  
**Property Availability Study**

**PREPARED BY**  
**Coldwell Banker Commercial**  
**Caine**



**July 20, 2005**

Our Client's Best Interest is the Guiding Force  
Behind Our Services



Rick Cauthen, PE  
Commercial Realtor  
Coldwell Banker Commercial Caine  
PO Box 1908  
Greenville, SC 29602  
P:864.250.6814  
F:864.250.6844  
RCauthen@CBCCaine.com



July 20, 2005

Mr. Tim Brett  
President  
Brett Communications  
P.O. Box 2304  
Greenville, South Carolina 29602

Dear Mr. Brett:

Coldwell Banker Commercial is pleased to present this proposal to provide a Southern Connector Property Availability Study.

Coldwell Banker Commercial specializes in Real Estate, Site Location and Economic Development Services. We draw on the experience of 18 professionals in our Greenville office along with the experienced professionals in our worldwide locations. We believe, without question, our experience makes us well qualified to provide the Connector 2000 Association with a comprehensive Property Availability Study focused on identifying available properties for future development along the Southern Connector in Greenville County.

Our proposed Scope includes:

- Identifying all available and potentially available properties along the entire length of the Southern Connector, from I-385 to I-85.
- Identifying vacant land, land available for redevelopment, and vacant buildings.
- Providing property location map, zoning, ownership and other detailed information necessary to market identified properties.

We appreciate the opportunity to bid on the Southern Connector Property Availability Study. Please contact me at any time if I can provide additional information. We look forward to hearing from you soon.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Rick Cauthen'.

Rick Cauthen, PE  
Commercial Realtor  
Coldwell Banker Commercial

# **Table of Contents**

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*Letter of Transmittal*

***Scope of Services.....Section I***

***Schedule & Deliverables.....Section II***

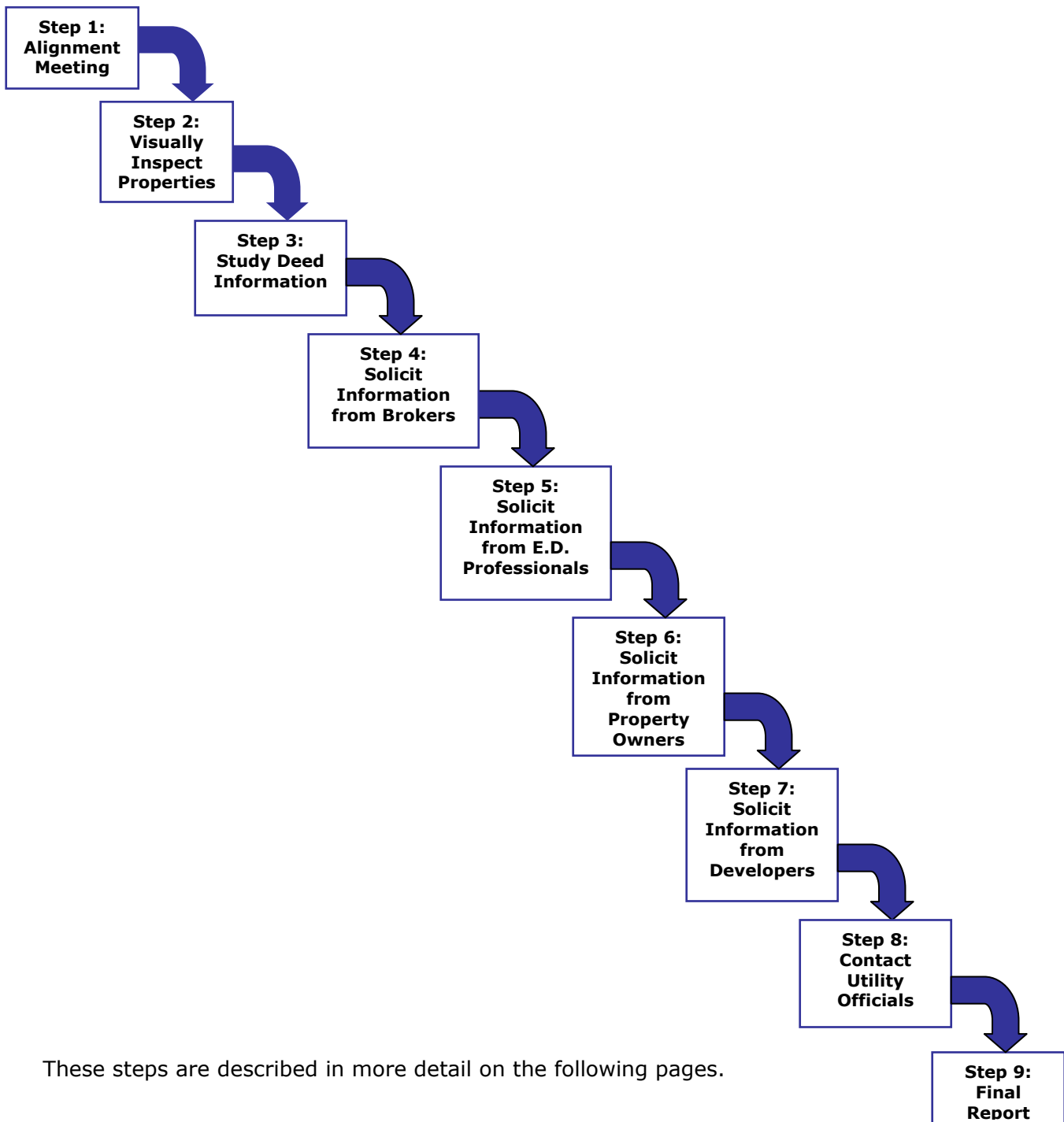
***Study Fee.....Section III***

***Detailed Experience & Resumes available upon Request***

## INTRODUCTION

We understand the Connector 2000 Association wishes to identify available property along the Southern Connector (I-185) to market to potential investors. This information will be helpful to the Association for targeted marketing efforts to encourage future development with the long-term goal of increased traffic on the Southern Connector.

We propose a nine step process for the Southern Connector Property Availability Study. This process is described in the graphic below:



These steps are described in more detail on the following pages.

## STEP 1: ALIGNMENT MEETING

### Step 1: Alignment meeting with Connector 2000 officials.

This meeting can be conducted by conference call or in person at a convenient place to all parties. You determine who will be present at this meeting.

- Define and discuss project objectives including purpose of study and expectations.
- Identify key issues and concerns about study.
- Establish lines of communication and point of contact. Our assumption is Mr. Brett will be the point of contact but this may change.
- Clearly define project timeline.
- Discuss confidentiality of project and how to handle questions regarding study.
- Discuss particular properties of interest to the Connector 2000 Association officials. If there are such properties, we will more carefully study these locations, if requested.
- Collect existing information the Connector 2000 Association may already have relative to existing studies, data sources, properties, sites, buildings, etc. This information will be validated, up-dated and used to supplement information gathered during the study.

## STEP 2: VISUALLY INSPECT PROPERTIES

### Step 2: Visually inspect properties along the Southern Connector and along connecting roads.

We will physically drive the Southern Connector and surrounding roads to identify existing available properties and potentially available properties. This will include:

- Documenting available and potentially available sites, parks and buildings.
- We will search for properties listed by real estate professionals and FSBOs (For Sale by Owners). The listing agents and owners will be contacted for detailed information on their properties including price, zoning, infrastructure, etc.
- We will identify and document proposed developments by contacting the developer to determine project details.
- Information will be compiled and studied in more detail in Steps 3 through 8.

## STEP 3: STUDY COUNTY DEED INFORMATION

### Step 3: Study and compile property ownership information for properties located along the Southern Connector and connecting roads.

We will visit the Greenville County real estate office and conduct on-line research to determine property ownership for properties located along the Southern Connector and on connecting roads. We will identify all properties not currently developed and that have potential for redevelopment. This information will be used as a foundation for the remaining steps of this study. Information gathered will include but not be limited to the following:

- Property Owner
- Zoning
- Property Size, Configuration and topography
- Deed information
- Recent ownership changes that might indicate forthcoming development. These new owners will be contacted in Steps 6 and 7

### STEP 4: SOLICIT INFORMATION FROM REAL ESTATE PROFESSIONALS

#### **Step 4: Contact real estate professionals for information about property availability along the Southern Connector and surrounding roads.**

We will contact and interview local, regional and national real estate professionals either by E-mail, phone or in-person to gather information on available properties. This will include:

- Compiling information on all listings including flyers.
- Compiling information on current and proposed developments in which they may be involved or be aware.
- Documenting their knowledge on real estate trends along the Southern Connector.
- Documenting forthcoming projects that can impact future development along the Southern Connector.

### STEP 5: SOLICIT INFORMATION FROM ECONOMIC DEVELOPMENT PROFESSIONALS

#### **Step 5: Contact economic development professionals for information about property availability along the Southern Connector and surrounding roads.**

We will contact and interview local, regional and state economic development officials either by E-mail, phone or in-person to gather information on available properties. This will include:

- Interviewing professionals at the Greenville Area Development Corporation (GADC), the Upstate Alliance and the South Carolina Department of Commerce (SCDOC).
- Compiling information from their databases on available properties along the Southern Connector and surrounding connecting roads.
- Compiling information on current and proposed developments in which they may be involved or be aware.
- Documenting their knowledge on real estate trends along the Southern Connector.
- Documenting forthcoming projects that can impact future development along the Southern Connector. Some project information may not be disclosed due to confidentiality. However, every effort will be made to document this information using project code names and general scope.

### STEP 6: SOLICIT INFORMATION FROM PROPERTY OWNERS

#### **Step 6: Contact identified property owners along the Southern Connector and connecting roads.**

We will contact property owners along the Southern Connector and connecting roads, particularly those advertising properties for sale. We will also determine their propensity to sell in the future and possible asking price. Information gathered will include:

- Validating ownership.
- Land cost.
- Infrastructure availability.
- Knowledge of surrounding property use and development activity.

### STEP 7: SOLICIT INFORMATION FROM DEVELOPERS

#### **Step 7: Contact developers with projects located along the Southern Connector and surrounding connecting roads.**

We will contact developers with known developments along the Southern Connector and surrounding properties. Information learned by interviewing property owners, real estate professionals and economic developers will be helpful in determining which developers to contact. Information gathered will include but not be limited to the following:

- An overview of their development plans.
- A copy of their master plan, if available.
- Possible zoning changes.
- Phased plans.
- Absorption of surrounding property.
- Infrastructure improvements for development.

### STEP 8: CONTACT UTILITY OFFICIALS

#### **Step 8: Contact utility officials to determine utility availability at identified properties.**

We will contact utility officials to determine utility availability and future plans at identified properties. These utilities will include the following:

- Duke Energy.
- Laurens Electric.
- Piedmont Natural Gas.
- Western Carolina Regional Sewer Authority.
- Local Sewer Districts.
- Greenville County Water System.
- BellSouth.

### STEP 9: FINAL REPORT

#### **Step 9: Draft a final report of findings and present findings to the Connector 2000 Board of Directors.**

We will provide a summary report of our findings and present this report to the Connector 2000 Board, if desired. Our report will include a narrative describing our findings in Steps 2 through 8. Additionally, we will provide detailed property information for all identified properties including but not limited to the following:

- Property location map.
- Property deed information including ownership, owner address, deed book number, plat book number and page, deed date, land value, building value and total value,.
- Property size, configuration and topography map.
- Utility location map, if available.
- Plats, if available.
- Master plan, if available.
- Transportation map, if available.

## ***Scope of Services***

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- Property zoning and zoning map.
- Aerial photo of property.
- Building pictures, if available.
- Property price, if for sale.
- Property marketing flyers, if available.
- Listing brokers, if property is listed for sale.
- For Sale by Owner information, if available.

Material will be submitted in an executive format with a copy provided in MS Word, PDF format and PowerPoint, if desired.

### **SCHEDULE**

Coldwell Banker Commercial proposes to complete the Southern Connector Property Availability Study two months after contract signing.

***We welcome the opportunity to discuss the project timeline and scope modifications at your discretion prior to starting the Study.***

### **DELIVERABLES**

We will provide a final report identifying property available for potential development along the Southern Connector. The number of copies will be determined in our initial Alignment Meeting, Step 1. See Step 9, Final Report, in the Scope of Services for details on the information provided in the final report.

Copies of all reports and plans will be provided in written and CD-ROM format, including MS Word and PDF. If you desire a presentation, a copy of the PowerPoint will be provided.

We will be happy to provide other information as requested.

## **FEE PROPOSAL**

Coldwell Banker Commercial Caine will provide the Scope of Services described in this proposal for a lump sum fee of \$15,000. This fee includes all costs associated with this study including travel, materials, phone charges and other miscellaneous expenses associated with the professional execution of your project.

***We appreciate the opportunity to negotiate services and fees based on your needs.***

## **Payment Terms**

\$7,500 will be due upon initiation of contract and the remaining \$7,500 due after contract completion.

Payment terms are net 30 days with past due amounts bearing an interest of 1.5 percent per month commencing five days after each payment due date.

***These terms are negotiable to best meet your procurement policies.***

## **Proposal Validity**

This proposal will remain valid for acceptance by the Connector 2000 Association for a period of sixty (60) calendar days from July 20, 2005. After that time, Coldwell Banker Commercial reserves the right to modify the scope and pricing, as appropriate.

## **Specific Project Experience & Resumes**

We will be happy to provide detailed project experience and resumes of our professionals as requested.

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