Office of the City Manager
City of Greensboro

GREENSBORO

July 15, 2011

TO: Mayor and Members of Council

FROM: Rashad M. Young, City Manager *RMY for*

SUBJECT: Items for Your Information

Contact Center Feedback
Attached is the weekly report generated by our Contact Center for the week of July 4, 2011 – July 10, 2011.

July 19, 2011 City Council Meeting
Professional Service Contracts Agenda Item #38: As mentioned in the June 10, 2011, IFYI, the Greensboro Charter Amendment Bill (HB 150; Ch. SL 2011-111) that became state law on June 8 changed the City Manager's contracting authority. The City's charter now states that, 'a contract for the performance of services may be approved, awarded, and executed by the City Manager on behalf of the City, as provided by an ordinance duly adopted by the City Council.' In accordance with this change, it is necessary for the City Council to adopt an ordinance, which provides the City Manager the parameters and authority for adopting performance of service contracts. An ordinance will be presented at Tuesday's meeting for Council's consideration.

Initially, it was determined that the current process, which allows the City Manager to approve all service contracts, regardless of financial amount and purpose, would remain in effect until the ordinance is established. However, upon further review, the City Attorney's Office informed us that the change to the City's charter does not enable the City Manager to execute service contracts until Council adopts an enabling ordinance. Therefore, 96 contracts that were executed by the City Manager after June 8 will need to be ratified by the City Council. Attached is a list of those contracts, which will also be provided in your Council agenda packet. Given the volume of contracts, we did not include them with your agenda but a copy of the contracts are available for your review in the City Clerk's Office. Going forward, Council will receive a copy of the contract with the agenda at the time Council is being asked to consider the approval of a service contract.

Summary of Cancer Incidence Studies
Attached is a Summary of the Cancer Incidence Studies performed near the White Street Landfill in 2009, which was provided to us by Sandy Mort, Health Assessor, with the N. C. Division of Public Health. This information has been requested as a Public Record Request.

Crime Statistics
Attached is a memorandum from Ken Miller, Chief of Police, dated July 15, 2011, providing the 2011 Mid-year Crime Statistics, indicating that the City of Greensboro has experienced a -1% overall reduction in reported crime compared to last year. Although aggravated assaults and homicides are up by 5.7% (+17 offenses) overall gun violence has declined by 7.8% (-20 offenses).

City Set to Challenge Employees
The City has developed a sustainability plan that is set to go into effect in the fall of 2011. In an effort to educate employees on the importance of energy efficiency, and the role that they play in ensuring that the City is taking steps to be efficient and responsible, we are set to launch a "Sustainability Challenge" on August 1. As part of the Challenge, employees will play an active role in helping their respective offices – and thereby, the City – become more energy efficient. The Challenge will also create the opportunity for employee buy-in and provide an experiential program that promotes sustainability prior to the implementation and enforcement of the sustainability policies.

Energy Assessment Prize
The Challenge itself will be preceded by the awarding of an energy efficiency prize to the department or division in the Melvin Municipal Office Building that is deemed "most energy efficient." The City's sustainability team, led by Energy and Sustainability Manager Steve Randall, has recently completed an energy assessment of the MMOB. The sustainability team has identified one group within the building that is setting an example for energy efficiency. That group will be announced the week of July 18 and rewarded with energy star appliances for use in their break room or common area (up to $1,500).

The Challenge:
On August 1, the Sustainability Challenge kicks-off, as teams throughout the City will compete to implement a sustainability plan within their office, division or department. Individuals can also participate by offering sustainability and energy efficiency ideas through an online suggestion box on CityNet, while teams will have until September 30 to complete their plans. Every employee who offers a sustainability or energy efficiency idea, or who joins a team, will receive a prize (a refillable sport water bottle). In October, the Sustainability Challenge winner will be selected and awarded energy star appliances for their break room or common area (up to $1,500). The funding for the Challenge comes from the $2.5 million Energy Block Grant for funding programs and educational activities to improve energy savings and sustainability.

Shovel-Ready Sites
Attached is a memorandum from John Shoffner, Economic Development Manager, dated July 15, 2011, regarding an article on the value of shovel-ready sites.

Draft Solid Waste Management Request for Proposals (RFP) Online
The draft Solid Waste Management RFP, dated July 8, 2011, can be found at either of these websites: http://www.greensboro-nc.gov/departments/environmental/RFP.htm or http://www.greensboro-nc.gov/departments/fieldops/RFP.htm.

Zoning Commission Meeting
Attached are the results of the Zoning Commission Meeting on July 11, 2011.

RMY/mm
Attachments

cc: City Manager's Office
Global Media Distribution

Public Affairs Department
Contact Center Weekly Report
Week of 7/4/11 - 7/10/11

Contact Center
4659 calls answered this week

Top 5 calls by area

Water Resources	Field Operations	All others
Balance Inquiry– 1399	Bulk Guidelines - 144	Police/Watch Operations – 173
Payment Extensions – 225	Landfill/HHW/Transfer – 113	Clerk of Court - 55
New Sign up - 169	Repair Green Can - 59	Police Records - 42
Cutoff Requests - 144	No Service/Trash - 58	Privilege License - 29
General Info – 135	Dead Animal Pick-up - 39	Overgrown lots - 29

Comments

We received a total of **4** comments this week:

Field Operations – 3 comments:

- Caller states on yesterday there were boxes on the street. She called in about having them cleaned up. She wanted to say thank you for taking care of this so fast.
- Appreciates the good service on potholes. Customer has called in several and they are always taken care of quickly and well.
- Caller wants the supervisor to be aware that she likes the new green can we delivered to her. The can is much lighter. She does not like that the lid does not close after the can is emptied. When it rains, it is hard for her to pull the can back.

Transportation – 1 comment:

- Citizen complaint about flashing yellow turning arrows at signal which is confusing. Caller feels this is a negative for safety. They thought something was wrong with the signal.

Overall

Calls about dead animals increased last week. Calls about privilege licenses and overgrown lots remained steady. Call volume was busy through the end of the week due to the City being closed on Monday in observance of the Fourth of July holiday.

Agenda Item 38, Exhibit A

City Service Contracts

Amount:	Contractor:	Reason	Tracking #
$ 376,361.00	Beacon Management Care	CHDO Home Commitment Agreement	2834
$ 244,624.00	Greensboro Housing Coalition	ARRA Homeless Prevention: Rapid Rehousing Program	2814
$ 170,400.00	Selection Technologies	License + Service to Implement En Questa IVR Web Services	2839
$ 123,665.00	Davis Martin Powell	Detailed FEMA Studies	2817
$ 110,000.00	Learning Environments, Inc.	Aquatic Center - Stadium Seating	2813
$ 95,000.00	Ashpaugh & Sculco, CPAs, PLC	ROW Use Fee Study	2829
$ 72,622.00	Cline Design Associates	Amend. Gateway Gardens - design	2811
$ 70,000.00	407 East Market Street, LLC		2748
$ 62,600.00	U.S. Infrastructure & Carolina	Inspection for Sidewalk Construction	2702
$60,000.00	Guilford County Health Department	Lead Testing Agreement	2800
$ 41,916.00	Greensboro Housing Coalition	Lead Safe Housing Program	2752
$ 35,000.00	Roy Consulting Group	Lead Safe Housing Program	2776
$ 35,000.00	Matrix Health & Safety	Lead Testing	2710
$ 33,281.00	ADP	Payroll Services - Coliseum	2774
$ 29,040.00	Banks Property Co.	Hagan Stone Park - Landscaping	2875
$ 25,670.00	HDR Engineering	Horsepen Creek - Letter of Map Revision Permitting	2843
$25,000.00	NC A&T University	Services for Lead Program	2749
$ 25,000.00	Brown & Caldwell	Water Supply Chloramine System	2866

City Service Contracts

$	22,916.00	UNCG	Lead Safe Housing Program	2712
$	21,600.00	Confiance IP Solutions	Network Support Services	2755
$	21,000.00	Advocacy Associates	Communications & Training Planning	2799
$	14,900.00	Arcadis GrM	Flucculator Equip. Rehab for Townsend Water Treatment Plant	2773
$	14,400.00	Redwood St., LP	Culey Jenkins Housing Development Program	2797
$	10,000.00	Hazen & Sawyer, P.C.	CO - Water Quality Monitoring	2777
$	10,000.00	Greensboro Partnership/Chamber of Commerce	Money to fund Chamber	2666
$	7,299.56	Sutton-Kennerly & Assoc.	Carlyle Club Renovation	2730
$	6,750.00	Eastern Music Festival	Eastern Music Festival	2844
$	6,250.00	S & ME, Inc	40 hrs. Additional Testing, etc..	2775
$	6,200.00	Hart & Hickman, PC	Brownfields Program	2798
$	5,434.00	S&S Building & Development	CO - Lake Townsend & Mitchell	2742
$	5,000.00	Dana R. Brems	Quality Audit Program	2801
$	4,165.00	Greensboro Sports Commission	Amend. Support Services to Train Volunteers	2751
$	3,500.00	ECS Carolinas, LLP	Amend. Coliseum Amphitheatre	2778
$	3,300.00	Developmental Associates	Amendment Planning Director Search	2784
	$3,000.00	Josephus Thompson III	Mo Soul Poetry Festival	2854
$	2,167.00	Jessup Co, Inc.	CO - Hugh Medfund Service - HVAC Improvements	2758
$	2,000.00	David Bell	Set & Light Designer for "King & I" Production	2808

City Service Contracts

No Additional Funds	AECOM Technical Services, Inc.	Extension of Time to Complete Orig. Contract	2815
hourly	Patriot Services of Greensboro, Inc.	Coliseum Janitorial/Custodial Services	2772
hourly	HDR Engineering	On-Call Agreement for Consulting Services	2667
hourly	Delafield & Wood, LLP	Landfill Contract & Legal Advice	2837
hourly	Peidmont Triad Airport Authority	GPD Officers for Security at Airport	2871
percentage	Mendenhall Auction Authority	Auctioneer Services	2838
hourly	Law Enforcement Services, Inc.	Psych Test & Evaluation of Police Applicants	2896
revenue contract	NC Dept. of Transportation	NCDOT will reimburse GPD for police services rendered	2803
revenue contract	Greensboro Housing Authority	GHA's contribution to GPD Neighborhood Centers($309,700.00)	2,802

Agenda Item 38, Exhibit B Service Purchase Orders For June 2011

$ 2,022.72	Hall Contracting Corp	Repair Flood Gates	41492
$ 1,565.79	Peterson Boat & Body Repair	Repair Front End Damage Equipment #152	41502
$ 3,734.61	Williams Fire & Hazard Control	Repair Ambassador Trailer Mounted Nozzle	41503
$ 1,122.90	Patriot Services of Greensboro	Custodial Labor for Museum	41504
$ 3,995.00	Crown Pointe Technologies Inc	Annual Support and Maintenance for Skills and Training Manager	41513
$ 3,794.00	Tech Logic Corp	Repair Motorized Pulley at Kathleen Clay Library	41514
$ 5,848.00	Brady Trane	Chiller Maintenance for MMOB and Central Library	41521
$ 9,670.00	Johnson Controls Incorporated	Prevetative Maintenance on Metasys Software	41522
$ 250.00	Triad Reporting & Typing Service	Minutes for Building Inspection RUCO Meeting May 5, 2011	41540
$ 2,030.00	Bill's Tree Service	Stump Griding at Various Locations	41541
$ 3,836.57	Trull Body & Paint	Repair Body Damage Equipment #554	41548
$ 385.00	Superior Mechanical Inc	Repair AC Unit at Bur-Mil Club House	41549
$ 382.50	Superior Mechanical Inc	Repair AC Unit at Bur-Mil Club House	41550
$ 19,021.08	Infoscore Inc	Annual Support and Maintenance for Infoscore Software	41559
$ 4,539.00	Agissar Corporation	Annual Maintenance on Mail Machine for Collections	41560
$ 1,733.31	ADT Security Systems	Annual Service Charge Security Alarm at Bicentennial Gardens and Greensboro Arboretum	41563
$ 3,000.00	In-Water Services Co Inc.	Inspect and Replace Bouy	41568
$ 2,930.62	Perdue Body Shop Inc	Repair Body Damage Equipment #3056	41573
$ 31,274.00	Perceptive Software Inc	Annual Maintenance on Image Now System	41574
$ 240.00	Alarmguard Security Inc.	Annual Monitoring for Central Station	41575
$ 2,051.15	Greensboro Body Company	Repair Front End Damage on Equipment #301	41592
$ 13,633.70	Green Ford Incorporated	Replace Engine iin Equipment 887 GTA	41619
$ 4,286.00	Edwards & Mills	Repair Underground Leak at Caldwell Park	41623
$ 538.21	ASC Construction Equipment	Repair Escavator Equipment #062372	41629
$ 1,147.82	Safety-Kleen	Clean Parts Washer at Osborne Plant	41636
$ 900.00	Sentry Watch Inc	Repair Alarm Systems	41638
$ 5,963.25	Green Ford Incorporated	Repair Engine Equipment #1567	41642
$ 2,800.00	AVAAP Inc	Upgrade to Lawson Security Dashboard	41647
$ 3,822.02	Trull Body & Paint	Repair Body Damage Equipment #430	41648
$ 14,357.00	Greensboro Tractor	Repair Utility Tractor Equipment #492	41653
$ 2,625.60	Mid-Town Body Repair Inc	Repair Left Side Body Damage Equipment #3118	41655
$ 273.48	Geneva LLC	Repair Transmission Equipment #2737 Fire	41657
$ 1,905.06	ProPump & Controls, Inc.	Repair Irrigation Pump Carolyn Allen Park	41662
$ 2,780.00	Diesel Equipment Company	Replace Alternator Equipment #2738 Fire	41676
$ 432.90	Petroleum Electronics Services	Repair Fuel Dispenser Meter Townsend Plant	41677
$ 1,207.72	Trull Body & Paint	Repair Front End Damage on Equipment #3104	41678
$ 6,200.00	Johnson Controls Incorporated	Install Chiller Controls at Museum	41682
$ 1,080.00	KM Machine Co Inc	Welding on Boiler Piping Osborne Plant	41690
$ 1,727.08	Piedmont Electric Motor Repair	Repair Electric Motor Corbin Lift Station	41694
$ 1,842.85	Bibey Machine Company	Paint Rollers at Osborne Plant	41696
$ 1,395.00	Aeroflex Wichita Inc	Repair Main Service Monitor GM911	41724
$ 4,977.07	General Fertilizer Equipment	Retro Fit Salt Brine System Equipment #1284	41726
$ 2,740.00	Seegars Fence Company of Gso	Fencing at Forrest Lawn Cemetery	41728
$ 1,224.15	DM Kennedy Plumbing Inc	Remove and Replace Hot Water Heater Burl Mil Park	41732
$ 1,389.34	Safety-Kleen	Service Parts Washers Equipment Services	41735
$ 4,956.02	Tigertek Industrial Services	Repair Seimens Motor Lake Brandt	41736
$ 1,920.00	Montgomery Landscaping &	Summer Plant Maintenance 2nd. Level MMOB	41745
$ 18,275.00	Carolina Recording Systems Inc	Annual Maintenance 911 Recording Equipment	41749
$ 30,895.75	Priority Dispatch	Annual Maintenance on 911 Call System Protocol	41751
$ 1,445.00	Petroleum Recovery Services	Program Fuel Tanks Osborne and North Buffalo Plants	41756
$ 3,873.91	Johnson Controls Incorporated	Repair Chiller at Cultural Center	41757
$ 1,157.00	Trull Body & Paint	Repair Door Equipment #487	41763
$ 1,819.52	Mid-Town Body Repair Inc	Repair Front End Damage Equipment #59	41764
$ 4,918.52	Peterson Boat & Body Repair	Repair Front End Damage Equipment #3021	41765
$ 1,393.38	ASC Construction Equipment	Repair Engine Equipment #072281	41768

Agenda Item 38, Exhibit B Service Purchase Orders For June 2011

$ 3,180.32	Professional Resources	Repair Antenna GM911	41772
$ 4,590.00	Call Processing Systems Inc.	Annual Computer System Maintenance	41775
$ 525.00	Carolina Electronic Service	Repair Rammax Remote	41779
$ 952.00	Sinopoli and Son Inc dba	Cash Register Maintenance Parks and Recreation	41782

Summary of Cancer Incidence Studies Performed Near the White Street Landfill in Greensboro, NC

N.C. Division of Public Health
June 17, 2011

Purpose of the this Report

In 2009 the Guilford County Health Department requested the North Carolina Division of Public Health (DPH) to determine if cancer rates were higher than would be expected in the area near the White Street Landfill (the "landfill"). Community members living near the landfill were concerned they were suffering negative health effects because of their proximity to the landfill. This report documents the process DPH staff used to determine the area to be included in the cancer rate analysis completed in 2009 ("the cancer study") and explains the findings of that study. This report also discusses results of a second pancreatic cancer rate evaluation that matched the racial make-up of the reference population to that of the study population, the community living near the White Street Landfill.

Information Sources Used in the Cancer Investigation

In June 2009 the City of Greensboro requested DPH investigate cancer rates in the community living near the White Street Landfill ("the landfill"). The County also identified that a former unregulated dumpsite, the E.H. Glass dump (the "dumpsite"), was in the same general area. Over the next few months DPH staff collected information for the study from the City of Greensboro, Guilford County and the North Carolina Department of Environment and Natural Resources (DENR).

To complete the cancer rate investigation DPH gathered the following:

1. Information on the regulations required by DENR for monitoring the operations at the White Street landfill.
2. Chemical analyses of groundwater, surface water and air samples collected at the White Street landfill.
3. Information on the history of the White street landfill and the E.H. Glass dumpsite, including the types of materials disposed of there.
4. Information about environmental studies underway or planned for the former E.H. Glass dumpsite.
5. The history of the types of chemicals that may have been disposed at the land fill and dumpsite.
6. The time period when people may have been exposed to chemicals from the landfill or dumpsite.
7. Environmental information to determine who may have been exposed to chemicals released from either facility. This included the direction of groundwater and surface water flow, and the predominant wind direction in the area.

8. Current and past information on private drinking water wells in the area.
9. The types of cancers that may be associated with landfills or chemical exposures common around landfills.

History of the White Street Landfill and E.H. Glass Dumpsite

The ***White Street Landfill*** is located in northeastern Greensboro, at the north end of White Street. The City owns and operates the landfill. The landfill is required to operate under operational and environmental monitoring requirements established by DENR and the U.S. Environmental Protection Agency (EPA). These regulations require a set schedule of groundwater and air testing at the landfill to determine if chemicals are being released from the landfill into the groundwater or the air.

The initial waste-handling activity at the landfill began in 1943 and consisted primarily of incineration. The incineration ash was buried on-site. Refuse ("trash") was buried in 3 distinct areas on the property beginning in 1965. The landfill has accepted municipal solid waste ("MSW"), land clearing and inert debris ("LCID"), and construction and demolition ("C&D") waste during its operation. Currently, the White Street Landfill accepts only construction and demolition waste.

The initial series of groundwater monitoring wells ("MWs") were installed on the perimeter of the landfill property in 1993 and the first samples collected in 1994. The landfill is required to collect groundwater samples twice per year. Monitoring wells are used to collect samples of groundwater moving under and away from the landfill. The groundwater samples are analyzed at a laboratory to determine if chemicals are escaping from the landfill into the groundwater. DENR and EPA establish what types of chemicals are to be tested in the groundwater and the acceptable levels allowed. The analyses and quality control measures that must be used by the laboratory are also specified in the regulations.

In 1997 several chemicals were detected at elevated levels in the groundwater. Additional monitoring wells were installed to determine how far the chemicals had moved away from the landfill. The groundwater under the landfill moves from the south/southwest to the north/northeast toward Buffalo Creek. Additional monitoring wells were installed between the northeast boundary of the landfill and Buffalo Creek. Chemical testing of groundwater collected in the new wells and tests run on the surface water flowing in Buffalo Creek downstream of the landfill indicated that the contaminated groundwater was not affecting the creek. Later investigations indicated that some of the elevated concentrations of metals detected in the groundwater were not the result of contamination from the landfill, but were due to high levels of these metals occurring naturally in the area soils. It was also determined at that time that there were no private wells in the area that could be affected by the contaminated groundwater.

Table 1 at the end of this report lists substances found at elevated concentrations in the landfill groundwater monitoring samples since 1994.

The 65-acre property that includes the former ***E.H. Glass dumpsite*** is located at 1103 Nealtown Road in Greensboro. It consists of 2 separate unlined disposal areas (7.5 acres at the southeast end of the property and 16 acres covering the northwest and central portions of the property). The property is privately owned. There are 2 small ponds in the southern portion of the property. An unnamed stream flows along the western side of the property. The remainder of the property is covered by trees and dense vegetation. Disposed material is exposed on the property and in the stream (55-gallon drums and metal, plastic, and glass debris). There is evidence of illegal dumping, hunting and fishing on the property by trespassers. Little is known about what was buried at the site, other than reports of Vicks™ cold products buried in the southeast disposal area.

There is no required regulatory monitoring of the former dumpsite. A DENR-monitored environmental investigation is under way on the property to determine it's suitability for development. The investigation includes defining and mapping the waste disposal areas, searching for private wells in the area, testing the shallow groundwater on the site for chemicals, testing the pond water for chemicals, and monitoring for gases or vapors that may be released to the surface through the soil on top of the buried wastes. DPH has requested copies of the results of these investigations and will evaluate the data for potential exposures and health implications as the data becomes available.

Selection of the Cancer Study Area

To be harmed by an environmental contaminant a person must come into contact with that chemical, such as by:

- ingestion (eating the chemical),
- inhalation (breathing the chemical), or
- dermal contact (skin contact)

Having contact with a chemical does not necessarily result in harmful health effects. A chemical's ability to result in harmful effects is influenced by a number of factors, including:

- how much of the chemical a person is exposed to
- how long a time period a person is exposed to the chemical
- how often the person is exposed
- the amount and type of damage the chemical can cause to the body

To result in harmful health effects, the chemical must be present at concentrations high enough and for long enough to cause harm. Exposures at concentrations or time periods less than these levels do not cause harmful effects.

The evaluation process used by DPH to define communities near the landfill and dumpsite where people would most likely be harmed by chemicals potentially leaving the landfill included:

1. Determining how persons in the local community may come into contact with environmental contaminants moving off the landfill and dumpsite properties (drinking, breathing, skin).
2. Defining what areas of the local community would be most likely to come into contact with these chemicals.
3. What types of chemicals from the landfill and dumpsite people may have been in contact with.
4. Which of these chemicals have been identified as potentially causing cancer and what type of cancers they may cause.

Definition of the cancer study area - DPH defined the cancer study area as encompassing areas included in:

- the primary wind direction across and away from the landfill and dumpsite, and
- the direction of groundwater and surface water flow away from the landfill and dumpsite

The direction of wind, groundwater and surface water flow was determined from DENR environmental studies. The dominant direction of wind flow throughout most of the year is from the southwest to the northeast. To accommodate seasonal shifts in the direction of wind flow areas within 1/2 mile to the south/southwest were also included in the study area. Shallow groundwater in the area of the landfill and dumpsite flows north/northeast toward Buffalo Creek. Buffalo Creek flows from the southwest to the northeast, running along the northern border of the landfill property.

Using the above information, DPH defined the area of greatest potential contact with chemicals moving away from the landfill and dumpsite as the area to the northeast. A 1-mile area beyond the northeast boundary of the landfill was selected for determination of cancer occurrences. This distance was chosen to represent a distance identified as the likely maximum distance that airborne contaminants would travel away from the landfill area and be expected to be at potentially harmful levels. All census blocks with any portion of their area within 1-mile to the northeast or 1/2-mile distance to the southwest were included in the study area. This resulted in inclusion of census blocks to the northeast that covered an area up to 2-miles beyond the border of the landfill, and census blocks as far as 1 mile to the south/southeast. Figure 1 illustrates the cancer study area.

Source of cancer rate data – All health care providers in North Carolina who detect, diagnose, and treat cancer are required to report cancer cases to DPH's State Center for Health Statistics (SCHS) Central Cancer registry (CCR). Since

1990 more than 90% (and more than 98% in recent years) of cancer cases have been reported to CCR. The information provided includes the type of cancer and the patient's gender, age and address when the cancer was discovered. When DPH does a cancer study for a community, it uses the data gathered by the CCR.

Selection of the types of cancers to be included in the study - Not all chemicals cause cancer. "Cancer" is not one disease, but actually a group of individual diseases defined by the location in the body where the cancer initially develops. Cancers that develop initially in one part of the body may spread to other areas. It is the location in the body where the cancer first develops that is important for a cancer study.

Most cancers (likely 90-98%) are caused by factors other than exposure to environmental chemicals. Factors important in whether a person will develop cancer in their life-time include: whether or not they smoke, the quality of their diet, maintenance of a healthy weight, their overall health, and genetic factors they inherit from their parents.

We know that exposure to some chemicals can cause cancer under certain circumstances as discussed above. We determine what chemicals cause cancer by using laboratory tests exposing animals and studying accidental and work-related human exposures. We know that chemicals that can cause cancer each cause one or several specific types of cancer (such as lung, skin or brain cancer).

DPH physicians, epidemiologists and toxicologists reviewed the types of chemicals known or suspected to be in the landfill and dumpsite, determined which are known or expected of causing cancer and identified the types of cancer they may cause. There is little information about the types of wastes disposed in the E.H. Glass dumpsite. To be health protective, the types of cancers included in the study included those that have been reported as possibly associated with exposure to chemicals disposed of in older landfills and dumpsites. These cancers included:

- Liver cancer
- Pancreatic cancer
- Multiple myeloma[1]
- Leukemia[2]
- Brain and central nervous system cancers
- Hodgkin disease[3]

---

[1] Multiple myeloma is a rare form of cancer characterized by excessive production and improper function of white blood cells produced in the bone marrow. The white blood cells mass together to form a tumor somewhere in the body. Source: *Web*MD

[2] Leukemia is cancer of the blood cells. It starts in the bone marrow and is characterized by production of abnormal white blood cells (called leukemia cells). Source: *Web*MD

- Non-Hodgkins lymphoma[4]

Results of the N.C. DPH cancer study – The N.C. Central Cancer Registry (CCR) determined the number of the types of specified cancers in the selected study area. For the period from 1990 through 2006, a total of 114 cancer cases for the 7 types selected were identified to an address in the study area.

Next, the CCR determined the number of these types of cancers that would be expected in the area without any influence of the landfill/dumpsite ("the reference area"). This data is determined by looking at the rates of these cancers throughout North Carolina during the same time period (1990 – 2006).

A person's chance of developing cancer is strongly influenced by age. As we get older the chance of developing cancer increases. Developing some cancers is also influenced by gender. Because these factors may influence identification of elevated cancer rates they must be considered in a cancer rate study. CCR determined age and gender-specific cancer rates for the study area and for the state-wide reference data. Well-established statistical calculation methods are used for the age and gender adjustments and development of expected ranges of individual cancers in the study (the area of concern) and reference areas. The final determination of an elevated cancer rate for a specific type of cancer is based on comparison of the number of cases of individual cancers found in the study area to the number that would be expected based on the reference area data. The state-wide reference area averages were adjusted to match the age and gender characteristics of the study area to provide a suitable comparison. The number of cancers found in the White Street landfill study area, and the number that would be expected based on the state-wide reference data, are listed in Table 2.

Cancer rates in the study area greater than expected are identified by a 2-step criterion. The first indication of an elevated cancer rate is a number greater than 1.0 for the ratio of reported cases to expected cases. The second indicator is a value greater than 1.0 for the lower-end of the confidence interval ("range", Tables 2 and 3) that includes the study area cancer rate ("ratio", Tables 2 and 3). Both conditions must exist to indicate an elevated numbers of a cancer in the study area.

---

[3] Hodgkin disease is a rare type of lymphoma that starts in cells called lymphocytes. A lymphoma is a cancer of the tissue found in the lymph nodes, spleen, liver and bone marrow. Source: American Cancer Society

[4] Non-Hodgkin's Lymphoma (NHL) is cancer in the lymphatic system of the immune system. There are many types of NHLs. It is characterized by uncontrolled growth of the cells of the lymphatic system. Source: *Web*MD

Criteria to identify an elevated cancer rate in the study area:

$\frac{\text{observed number of a cancer}}{\text{expected number of a cancer}}$	*greater than 1.0*
	AND
lower range of expected numbers of a cancer	*greater than 1.0*

* *The expected numbers of a cancer* is adjusted to match the age and gender make-up of the study area to insure a statistical suitable comparison

The observed multiple myeloma, leukemia, brain and central nervous system and Non-Hodgkin's lymphoma cancer rates for the study community near the White Street landfill and the E.H. Glass dumpsite are greater than expected based on comparisons to the state-wide rates for these cancers. However, the second step of the analysis identified the calculated interval range for these cancers is less than one (1.0), identifying that the second criteria of the statistical comparisons for these cancers was not met, indicating that the rate of these cancers are not statistically significantly elevated in the study community.

The number of liver cancer and Hodgkin disease cases identified and expected were both less than 5, also indicating that rates for these cancers are not elevated in the study area.

The number of pancreatic cancer cases observed in the study area was 1.8 times the number expected based on the state-wide rates. The age and gender adjusted low-end confidence interval of expected number of pancreatic cancer cases is greater than 1.0. This combination of factors indicates that there appears to be an elevated rate of pancreatic cancers in the study area relative to typical rates observed state-wide in North Carolina.

Reference Populations Used for Comparison of Cancer Statistics - The above evaluation of higher than expected cancer rates was compared to age and gender adjusted rates for all of North Carolina. After identification of the potentially elevated rates of pancreatic cancer in the study area DPH repeated the statistical evaluation of pancreatic cancer rates using a reference population more closely matching that of the study area.

The study area around the landfills has a 55.540% African-American population. This percentage is higher than the state-wide average percentage of African-Americans. Since the African-American population is known to have a higher rate of pancreatic cancer and the African-American population in the study area is higher than the state average, a second comparison was made to provide an improved match of the reference population to the study area community.

CCR selected a reference population that is 55.596% African-American from Edgecombe, Northampton, Halifax and Warren counties. According to the 2000 U.S. Census the total population of the second reference area is 155,034. There were 307 pancreatic cancer cases identified in the reference area between 1990

and 2006. The total population of the study area is 12,078. The much larger population of the multi-county race matched reference area provides a more suitable statistical comparison point for the study area. Age and gender-specific pancreatic cancer rates for the reference and study areas were compared as described above.

Using the racially matched reference population, the ratio of observed to expected pancreatic cancer cases is 1.73 and the lower-end of the selected confidence interval is greater than 1.0 (ratio = 1.08). These values indicate that the observed number of cases of pancreatic cancer in the study community remains statistically significantly greater than the number expected. Based on this analysis, using a matched percentage of African-Americans in the reference population, DPH is 95% confident the pancreatic cancer rate in the study area is greater than what would be expected if the study area had the same distribution of pancreatic cancer that was observed in the reference population. The statistics for the pancreatic cancer re-analysis are summarized in Table 3.

The increased number of pancreatic cancers in the study community can not be attributed to differences in age, gender and race since the control population was selected for its demographic similarities to the reference population.

Identification of the elevated pancreatic cancer rates has not been linked to environmental exposures associated with the White Street landfill. There are no detections of substances moving beyond the boundaries of the landfill where people may come into contact with them, or that have been associated with an increased risk of pancreatic cancer.

The most likely exposure routes to which persons would be exposed to contaminants moving away from the landfill includes ingestion of contaminants in well waters or inhalation of gases or particles in the air. The available analytical data does not indicate that either of these routes presents an identified exposure route for the White Street landfill. A clean soil "cap" (layer of soil) is placed on the landfill at the end of each day and landfill gases are captured through an engineered system to prevent release to the air. Both of these activities reduce the potential for persons to be exposed to chemicals in the air. As discussed above, no chemicals released into the groundwater from the landfill have reached areas where there are private wells.

In addition, the mechanism of chemicals causing cancer involves typically long-term exposures or short-term exposures at a very high concentration. Generally, a period of many years and possibly decades occurs between exposure and a cancer developing to a size or effect that can be detected.

What is known about the history of the White Street landfill does not indicate the landfill is a likely source for environmental contaminants that have resulted in the elevated pancreatic cancer rate in the study area community. This does not

mean that other unidentified environmental contaminant sources that the community has been exposed to, including but not limited to the E.H. Glass dumpsite, may be contributing to the elevated pancreatic cancer rates. Environmental investigations of the unregulated dumpsite, E.H. Glass, are underway and DPH will evaluate that data as it becomes available.

It is possible there is no environmental contaminant related to the increased rate of pancreatic cancers in the community and they are the result of other risk factors, such as genetic and life-style factors.

Regardless of the cause or causes of the pancreatic cancers in the community near the White Street landfill DPH wishes to assist the community by providing information about the risk factors associated with pancreatic cancer to assist the community in taking steps to reduce their risks for developing this disease.

Limitations of the Study

- Cancer cases are recorded as the patient's residence at the time of diagnosis and do not consider latency of cancer development, genetic factors, lifestyle influences or occupational exposures.
- Other potential sources of historical environmental exposures in the community have not been investigated.
- There are limited disposal records for the E.H. Glass dumpsite and no historical analyses of air or groundwater.

Conclusions

NC DPH identified communities around the White Street landfill and former E.H. Glass dumpsite that had the greatest potential to be exposed to environmental contaminants leaving the landfill or dump site in the air or groundwater. Cancers believed associated with exposures to substances commonly disposed of in landfills were selected for evaluation in the potentially exposed community. The pancreatic cancer rates were identified as elevated relative to rates that would be expected in North Carolina populations matched by race, gender and age. No known release from the White Street landfill has been indentified that explains the elevated rate of pancreatic cancers in the community. Investigations at the E.H. Glass former unregulated dumpsite are on-going and chemicals found in the soil, groundwater and air from this location will be evaluated for their potential for adverse health effects, including pancreatic cancer.

Pancreatic cancer rates are often elevated in African-American populations. Regardless of future environmental investigations relevant to this community, DPH would like to assist the community and county with responding to the identification of elevated pancreatic cancer rates in this community. Information follows at the end of this document to begin these efforts.

Table 1. Substances detected in White Street landfill groundwater monitoring samples collected since 1994.

Volatile Organic Compounds (VOCs)	Inorganic Substances
methylene chloride	
cis-1,2-dichloroethene	cadmium [1]
2-butanone	chromium [1]
benzene	nickel
1,2-dichloroethane	thallium
trichloroethene	vanadium [1]
1,2-dichloropropane	zinc [1]
vinyl chloride	

[1] The high levels of these metals in groundwater were determined to be related to naturally–occurring high concentrations of these metals in local soils

Table 2. Number and types of cancers found and the number expected in the study area around the White Street Landfill and E.H. Glass dumpsite. Data compiled by N.C. Central Cancer Registry (CCR). Time period includes 1990 through 2006.

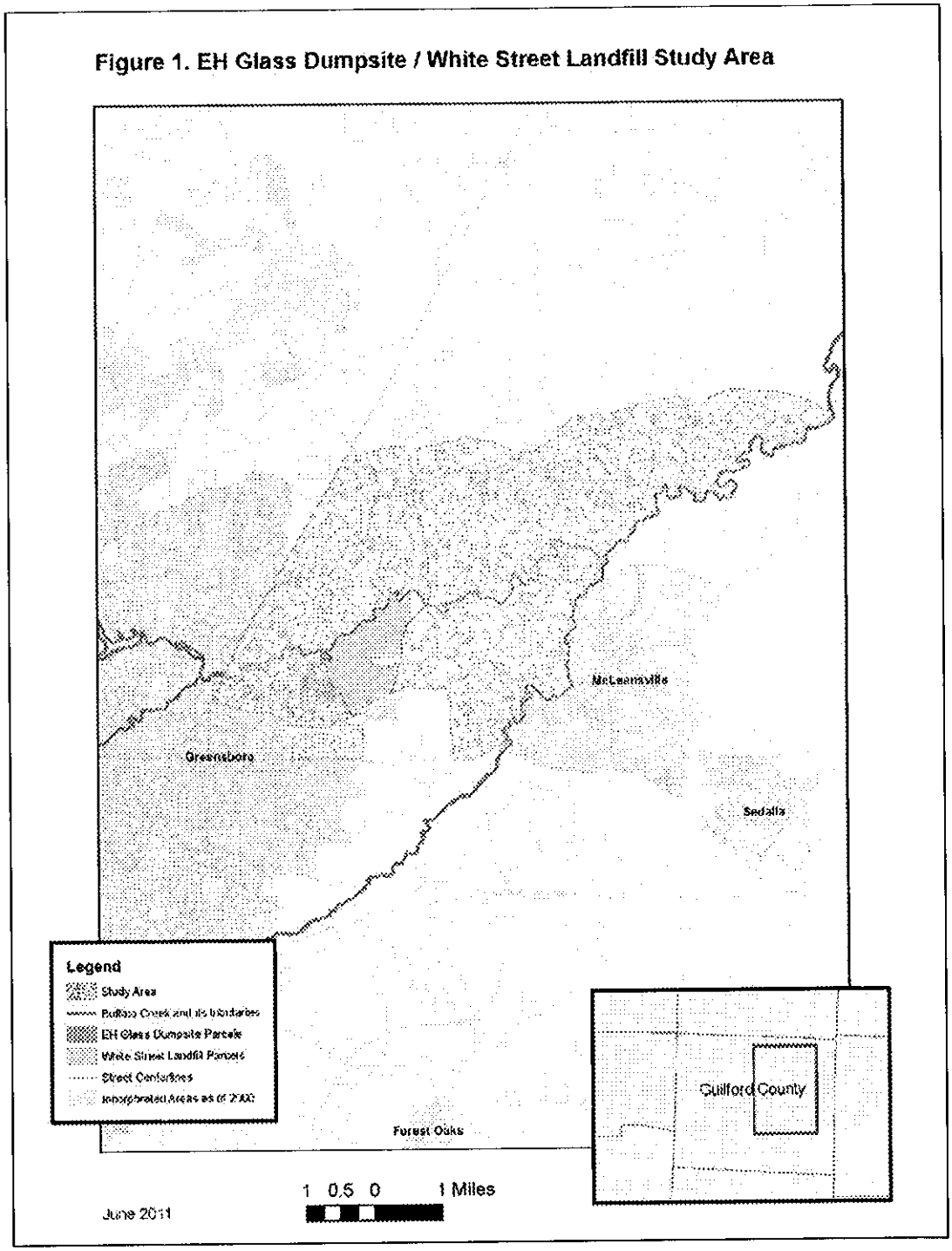
Type of cancer [1]	Number of cancer cases reported in study area	Number of cancer cases that would be expected in study area	Ratio of number of cancers reported to number found	Range determined to identify elevated number of cancers [2]	Cancer rate is elevated in study area [3]
Liver	Less than 5 [4]	Less than 5 [4]	Not applicable	Not applicable	Not applicable
Pancreatic	27	15	1.8	1.1 – 2.5	YES
Multiple myeloma	13	6	2.0	0.9 – 3.1	NO
Leukemia	17	14	1.2	0.6 – 1.8	NO
Brain/CNS [5]	22	16	1.4	0.8 – 1.9	NO
Hodgkin Disease	Less than 5 [3]	Less than 5 [3]	Not applicable	Not applicable	Not applicable
Non-Hodgkin's Lymphoma	27	26	1.0	0.6 – 1.4	NO

[1] Types of cancers determined to likely be associated with chemical exposures associated with landfills and dump sites
[2] Statistical analyses of the data are used by CCR to identify a range of ratios of reported cases to expected cases. Ratios not within this range may indicate unexpected numbers of cancers. Range represents a 95% confidence interval.
[3] Elevated rates of cancer in the study area are identified by statistical calculation comparisons to expected state-wide ranges of these cancers
[4] Cancer cases less than 5 are not specified in CCR reports to protect the identity of the patient
[5] CNS = central nervous system

Table 3. Re-analysis of pancreatic cancer data using a racially matched reference population. Data compiled by N.C. Central Cancer Registry (CCR). Time period includes 1990 through 2006.

Type of cancer	Number of cancer cases reported in study area	Number of cancer cases that would be expected in study area	Ratio of number of cancers reported to number found	Range determined to identify elevated number of cancers	Cancer rate is elevated in study area
Pancreatic	27	16	1.73	1.1 – 2.4	YES

Figure 1. Cancer rate study area selected for communities potentially impacted by White Street landfill or E.H. Glass dumpsite.



What causes pancreatic cancer?

We still do not know exactly what causes most cases of pancreatic cancer. But some risk factors have been linked to the disease. A risk factor is something that affects a person's chance of getting a disease such as cancer. Some risk factors, like smoking, can be controlled. Others, like a person's age or race, can't be changed. Having a risk factor, or even several risk factors, does not mean that you will get the disease. And some people who get the disease do not have any known risk factors.

Risk factors for pancreatic cancer

Age *– As we get older our chance of developing any cancer generally increases, including pancreatic cancer. 90 out of 100 persons that get pancreatic cancer are older than 55. The average age is 72.*

Gender *– Men are slightly more likely than women to get pancreatic cancer.*

Race *– African-Americans are more likely to get pancreatic cancer than whites.*

Smoking *– Smoking increases tour risk of pancreatic cancer 2-3 times. Smokeless tobacco use also increases your risk.*

Obesity and lack of exercise *– People that are very overweight or don't get much exercise are more likely to develop pancreatic cancer.*

Diabetes *- Pancreatic cancer is more common in people that have diabetes, especially type 2 diabetes. We don't know why.*

Chronic Pancreatitis *- Persons with this ailment have a slightly increased risk, but most people with chronic pancreatitis do not get pancreatic cancer.*

Cirrhosis of the Liver *– Cirrhosis is the scarring of the liver and may result from liver damage associated with hepatitis or alcohol use. People with cirrhosis of the liver may have an increased risk of pancreatic cancer.*

Work exposure *– Persons with heavy exposure to dyes, pesticides, and chemicals may have an increased risk of pancreatic cancer.*

Family history *- Cancer of the pancreas seems to run in some families. In some cases this may be related to inherited genetic characteristics. In other families we don't know why there is an increased risk.*

Stomach problems *- Having too much stomach acid or having bacteria called H. pylori in the stomach may increase the risk of pancreatic cancer.*

How can I reduce my chance of getting pancreatic cancer?

There is no sure way to prevent pancreatic cancer. The best advice is to adopt lifestyle choices that reduce the risk factors listed above and to get frequent physical exams. Your physician may use tests such as CT scans, MRIs or PET scan, ultrascund or biopsies to look for pancreatic cancer.

Signs and symptoms of pancreatic cancer include:

Jaundice *– A yellow color of the eyes and skin.*

Pain in the abdomen or middle of the back *may be caused by pancreatic cancer.*

Weight loss *– Also, feeling tired and loss of appetite*

Digestive problems, especially with fatty foods*. Stools may be pale, bulky, greasy and float in the toilet. Also, nausea, vomiting, and pain that increases after eating.*

Swollen gallbladder

Blood clots and fatty tissue changes *– May be associated with pancreatic cancer. Uneven texture of the fatty tissue under the skin.*

Diabetes *– Pancreatic cancer can cause problems with blood sugar and occasionally can cause diabetes.*

Police Department
City of Greensboro

GREENSBORO

July 15, 2011

TO: Rashad Young, City Manager

FROM: Ken Miller, Chief of Police

SUBJECT: Release of 2011 Mid-year Crime Statistics

Throughout the first six months of 2011, the City of Greensboro has experienced a -1% overall reduction in reported crime, or -72 fewer offenses, as compared to the same period in 2010. A review of the data indicates areas where the City and police department are experiencing challenges, as well as areas where there is improvement.

Offense	Jan-Jun 2010	Jan-Jun 2011	# Change	% Change
Homicide	4	10	6	150.0%
Rape	25	37	12	48.0%
Robbery - Business	57	55	-2	-3.5%
Robbery- Person	253	219	-34	-13.4%
Aggravated Assault	289	301	12	4.2%
Burglary - Residential	1,562	1,583	21	1.3%
Burglary – Non-Residential	360	338	-22	-6.1%
Auto Theft	388	395	7	1.8%
Larceny	2,527	2,748	221	8.7%
Larceny From Vehicle	1,789	1,496	-293	-16.4%
Total	**7,254**	**7,182**	**-72**	**-1.0%**

In addition, the breakout of total crimes among patrol divisions is as follows:

Division	Jan-Jun 2010	Jan-Jun 2011	# Change	% Change
Central	1,484	1,376	-108	-7.3%
Southern	2,426	2,538	112	4.6%
Western	1,481	1,314	-167	-11.3%
Eastern	1,863	1,954	90	4.8%
Total	**7,254**	**7,182**	**-72**	**-1.0%**

In March 2011, the Greensboro Police Department was restructured in order to place greater emphasis on proactive policing strategies which include:

- focused deployments of personnel
- addressing repeat offenders more effectively

- building problem solving partnerships to prevent crime.

In each patrol division, staff focused significant attention and resources to address burglaries and larcenies from vehicles; the two most pressing crime problems identified by our communities. Larcenies from vehicles are significantly lower than last year. Between March and June, burglary has continued to trend downward to its current level, and continues to trend downward in July. Although we have begun to see a reduction in burglaries, preventing this crime will remain a primary focus throughout the remainder of 2011 for all patrol divisions and the Criminal Investigations Division.

Larcenies reflect the single largest gain in the property crime categories, up 8.7% (+202 offenses) from 2010. The GPD analysis indicates that the majority of this increase is attributable to retail theft –or shoplifting—in stores that have significant security staff and capacities. The GPD has engaged these retail establishments to identify effective strategies to reduce theft.

Although there is a 1% reduction in violent crime overall, including a steady reduction in robberies, violence continues to present some challenges for our communities and the GPD in the areas of homicide, aggravated assault and rape. Rapes continue to be a challenge because more than 82% of reported rapes are committed by offenders with whom the victim has some kind of relationship. Although aggravated assaults and homicides are up by 5.7% (+17 offenses) overall gun violence has declined by 7.8% (-20 offenses). In the majority of these offenses the victim and offender had pre-existing relationship. The GPD has focused significant Criminal Investigations Division resources and patrol support on these investigations, resulting in a 12.4% increase in arrests in these crimes against persons from 372 arrests in 2010, to 418 in 2011. Vice and Narcotics has focused its efforts in areas of each patrol division where there are reported illegal drug markets and on alcohol establishments with histories of violent incidents. Finally, the Central Division has dedicated bicycle and foot patrols to the center city area, in their efforts to reduce crime associated with late night entertainment venues.

In addition, the GPD has steadily expanded its Priority Offender Program. Now 34 offenders are actively monitored electronically through GPS ankle bracelets, and over 70 offenders in pre-trial confinement have orders for electronic monitoring, should they be released before trial. This structured release program has resulted in most participants successfully managing their pre-trial release, and has also resulted in GPD making quick arrests for crimes committed by monitored participants.

It is always difficult to attribute crime reduction to any particular action or strategy. However, the GPD recognizes that close cooperation with our communities and the dedication of our employees are essential to successful policing and safer communities. The department continues to focus its efforts and resources on those crimes that have the greatest impact upon our neighborhoods, and pursue those solutions that prove the most effective.

KCM/gmr

cc: Mr. Michael Speedling, Assistant City Manager
Ms. Denise Turner, Assistant City Manager

City Manager's Office
City of Greensboro

GREENSBORO

July 15, 2011

TO: Rashad Young, City Manager

FROM: John Shoffner, Economic Development Manager

SUBJECT: Magazine Article on the Value of Shovel-Ready Sites

Please find attached a copy of an article that was recently published in Site Selection Magazine. The article was authored by Jeanette Goldsmith, a Principal with McCallum Sweeny Consulting. McCallum Sweeny is a national site selection consultant that has assisted many industrial companies in choosing the best site for their expansion and relocation projects.

The article identifies a shovel-ready site as one that is: (1) available, (2) fully served, and (3) developable. Sites possessing these characteristics are especially desirable to companies because of the elimination or mitigation of risk. Local prospects seeking to develop new facilities have also shared the same observations referenced in the article directly with us. Generally, in order to meet a market opportunity, the company is under a tight deadline to choose a location and start building the new plant. They are not able to risk encountering potential environmental, ownership, availability, or other obstacles that could result in a protracted development process.

Greensboro faces strong global competition on every relocation or expansion project. It is critical that we have shovel-ready industrial sites so that we can capitalize on coming opportunities associated with suppliers relocating to the area to service existing companies as well as new industry considering expanding or relocating to take advantage of our available workforce, logistics capabilities, quality of life, and pro-business climate.

The City of Greensboro, in cooperation with Greensboro Economic Development Alliance, is working to be proactive in creating shovel ready industrial sites. Our approach has been to partner with private developers and participate in the costs of the infrastructure necessary to serve the site. Our November 2006, $10 Million economic development bond has served as the means of financing the City's participation in infrastructure necessary for new industrial sites or corporate parks to move forward. Current successful partnerships have resulted in the McConnell Road Corporate Park in east Greensboro, the Boulder Road industrial sites, the Maple Avenue Office Park, and approximately 200 acres of shovel-ready industrial property with runway access at the Piedmont Triad Airport Authority. We anticipate bringing additional opportunities to partner with private developers and enhance our shovel-ready industrial site inventory for your consideration in the near future.

JCS
Attachment

What is the True Value of a Shovel-Ready Site?

by JEANETTE T. GOLDSMITH
Principal,
McCallum Sweeney Consulting

The topic of shovel-ready sites has been discussed in this journal for a number of years now. Companies that have made announcements in recent years have cited the presence of a "ready to go" site as one of the reasons that the company chose the location. Indeed, the presence of shovel-ready sites has helped and will continue to help companies make better location decisions faster.

What is the true value of a shovel-ready site? And are all shovel-ready sites created equal?

We will address these questions and others, but first we must start with a common definition of a shovel-ready site.

Simply put, a shovel-ready site must be truly for sale, preferably with established terms and conditions.

What is a Shovel-Ready Site?

Unfortunately, there is not one single definition of a shovel-ready site. For every program that exists there are probably just as many different definitions. And, of course, there are varying degrees of "readiness." In addition, what one industry may require in a site might not be relevant for another industry. Generally speaking, however, a shovel-ready site should have the following characteristics:

- **The site is available.**

While this statement may seem straightforward, it is in fact the most difficult hurdle for most communities to overcome. Simply put, a shovel-ready site must be truly for sale, preferably with established terms and conditions. This does not mean that somebody knows somebody who has talked to the owner (or, in most cases, owners) and they have said that they are willing to sell.

So many times, a community has determined that their 100 acres with Interstate frontage is an ideal piece of property for industrial development, but what they don't know is that there are five owners of that 100 acres and two of the owners have no intention

(continued on page 522)

Site Name	Sponsor	Location	Company	Direct Jobs	Investment
Commerce Park	TVA	Clarksville, TN	Hemlock	500	$1,200,000,000
Crossroads	TVA	Columbus, MS	Paccar	800	$500,000,000
Enterprise South	TVA	Chattanooga, TN	Volkswagen	2,000	$1,000,000,000
Golden Triangle	TVA	Columbus, MS	SeverCorr	650	$1,380,000,000
Wellspring	TVA	Tupelo, MS	Toyota	2,000	$1,300,000,000
Hickory Corporate Campus/ Startown Road	Duke	Newton, NC	Apple	50	$1,000,000,000
Hunter Industrial Park	Duke	Laurens, SC	ATW	320	$422,000,000
Plato-Lee Site	Duke	Shelby, NC	Clearwater Paper	300	$260,000,000

Courtesy of McCallum Sweeney Consulting

(continued from page 519)

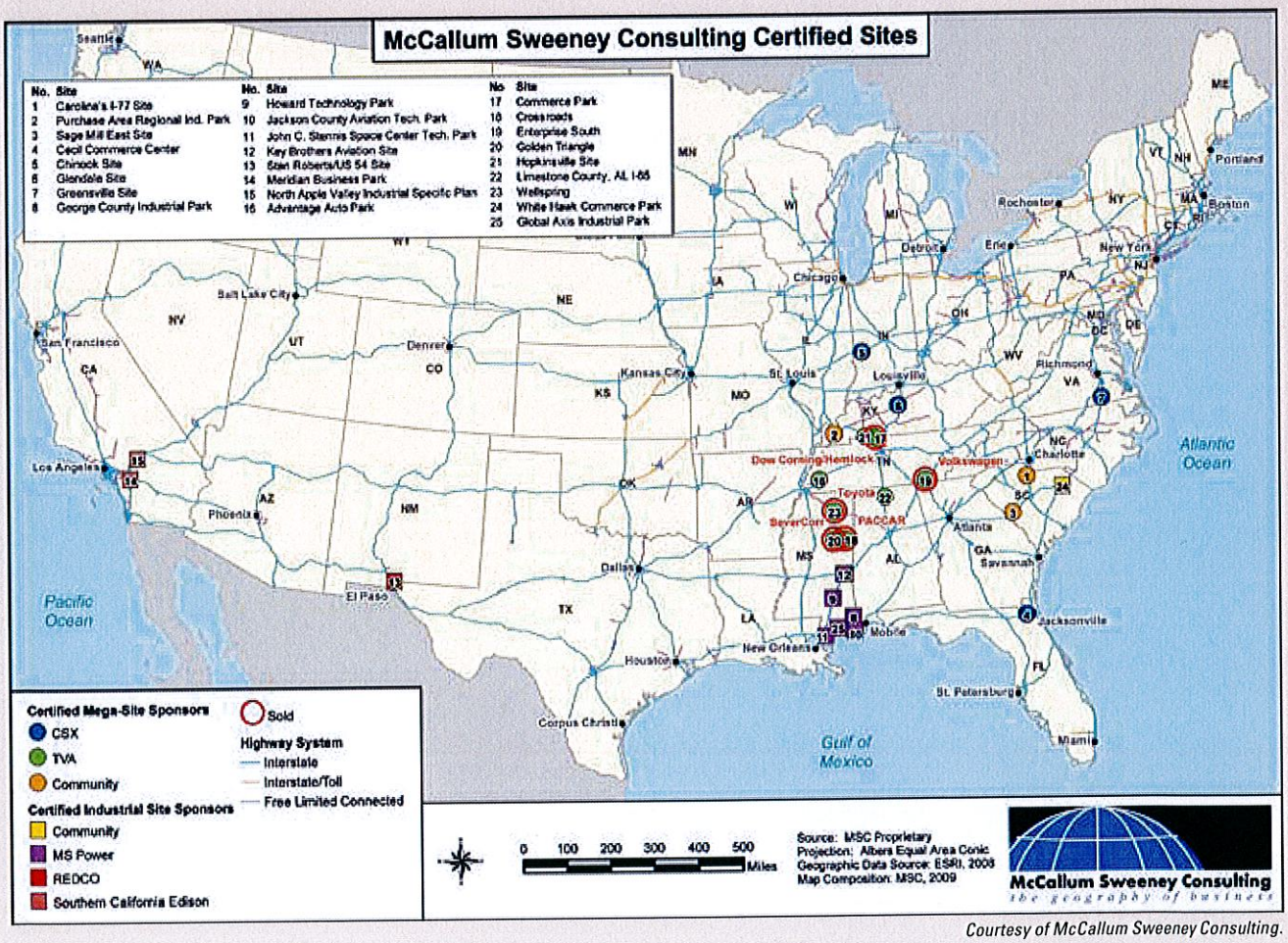
of selling. Or, the owners have told the economic development officials that they are willing to sell the property, but when your company comes calling they either change their mind or set an unrealistic price.

While the most ideal situation would be to have parcels owned by the economic development entity, it is often not feasible for communities to expend their capital buying pieces of property.

While the most ideal situation would be to have parcels owned by the economic development entity, it is often not feasible for communities to expend their capital buying pieces of property. An acceptable alternative would be long-term, renewable, assignable option agreements with land owners on key parcels. These options would lock in the terms and conditions of the sale, thereby reducing the risk that a landowner changes his or her mind on the price, once they realize there is a prospect in town.

- **The site is fully served.**

This is another critically important component of the definition of shovel-ready. It is also another area where there are lots of shades of gray between a community's definition and prospects definition of "fully served." In an ideal situation, all of the utilities (water, sewer, electric, natural gas, etc.) are already at the site and the systems have adequate excess capacities to meet potential demand. Again, it is not always economically feasible for a community or a utility to extend service to a potential site without an existing customer to serve at that site. Therefore, an acceptable alternative is to develop detailed plans with the service providers to extend and/or upgrade utilities. These plans should include appropriate rights-of-way studies as well as detailed cost and schedule estimates. If there are extensive rights-of-way to be obtained before utilities can be extended, then letters of commitment from the land owners should be obtained.



Courtesy of McCallum Sweeney Consulting.

• The site is developable.

This is one of the most significant ways that a community can reduce the risks associated with developing a new site. A shovel-ready site should have all necessary due diligence (i.e. environmental assessments, wetlands delineations, etc.) completed. Ideally, any necessary mitigation would also be completed.

If it is not feasible to have the mitigation completed, then the community should have a plan in place to mitigate whatever issues have arisen once a prospect has committed to the site.

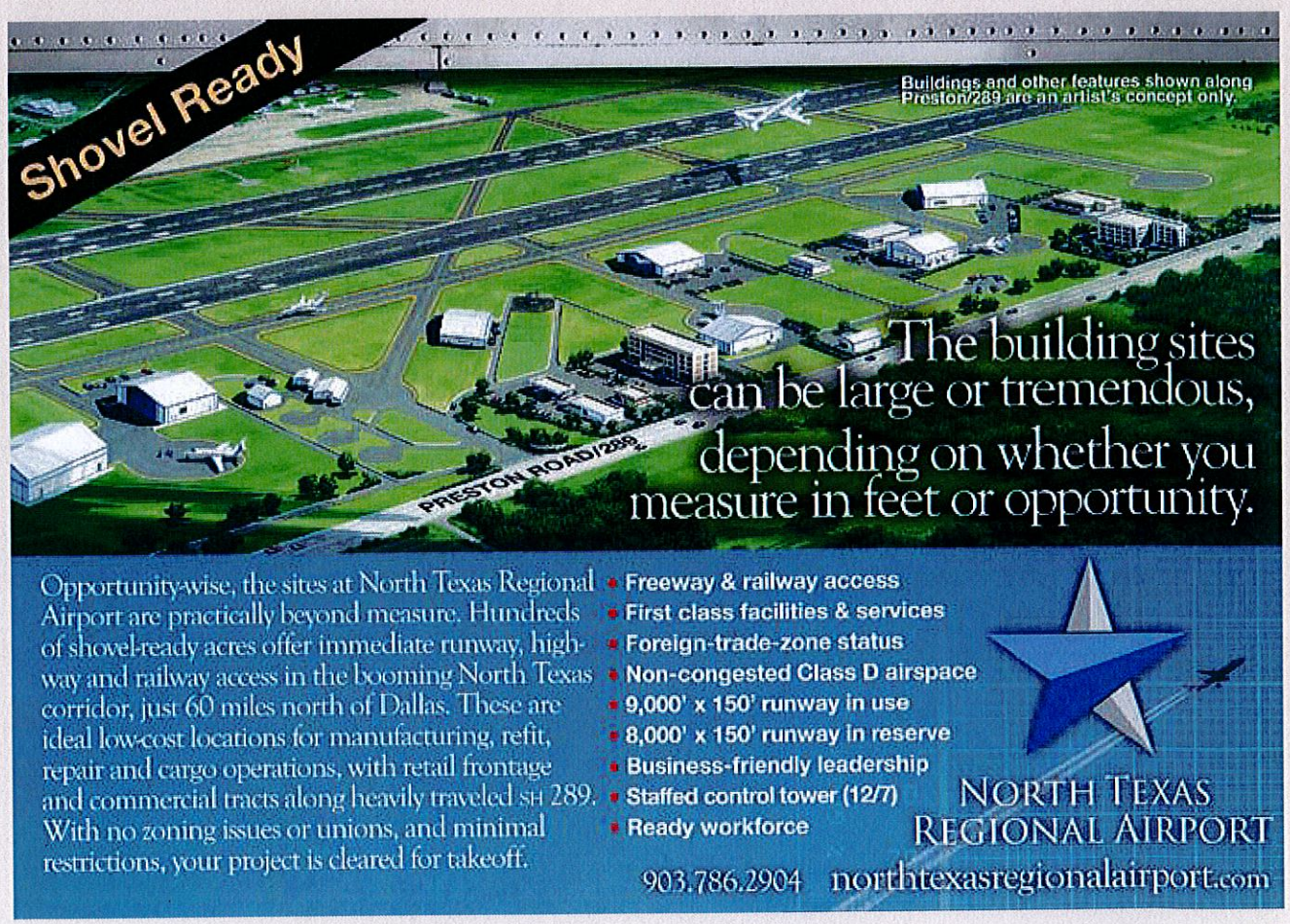
The other aspect of site "developability" is the presence of easements and rights-of-way. A shovel-ready site should be free of any utility easements or rights-of-way. If there are such easements on site, the community should be able to present detailed plans (prepared with the involvement of the owner of the easement) on the ability and willingness to move those utilities, providing details on cost and schedule.

In order to certify a site a community must gather a lot of information and data about their site. And, generally speaking, the more you know about the site, the better.

What Makes a Site So Valued?

What makes shovel-ready sites so valuable? The most obvious is the elimination or mitigation of risk. But what enables that risk mitigation? The first part of that answer is information. In order to certify a site a community must gather a lot of information and data about their site. And, generally speaking, the more you know about the site, the better. Along those same lines, the more in-depth the information gathered, the better. For example, certified sites should not just have the property optioned but also have detailed title searches completed. This type of information collection is an important part of the risk mitigation for potential prospects.

Simply having that information, however, is not enough. Doing something with that information is what makes having the certified site valuable. For example, if the title search reveals an historical mineral right ownership, then the community



Write in #28 for free info.

Write in #248 for free info.

Snyder, Texas —
it's time you checked us out!

...FREE DIRT
...Shovel-ready site
...Incentives
...Low interest loans
...Green labor force grants and initiatives
...No costs to run power to facility
Progressive community ready for your arrival
...Utilities are On Site!

DCOS Development Corporation of Snyder, Inc.
(325) 573-1544 | dcos@developsnyder.com
www.developsnyder.com

should have a plan for acquiring those rights. Being able to take the information learned about the site and either mitigate the negative aspect or accentuate the positive aspect makes the process valuable for both the community and the prospect.

The chart on page 519 shows the sites that have been through a site certification program of some sort and have sold in recent years.

The graphic on page 522 shows all of the sites that have been certified by McCallum Sweeney Consulting. There are certainly other sites out there. Some sites have been certified by other companies or organizations, and there are some sites that have been evaluated under other programs that are similar but not the same as a full site certification program. What is the difference? Are all sites created equal? As we have mentioned before, there is no one universal standard regarding the criteria for a shovel-ready site. So, how does a prospect know what they are getting when offered one?

At McCallum Sweeney, we make a distinction between site certification — the outcome of which is typically a shovel-ready site — and site evaluation. A site certification program involves much more stringent criteria and at the end MSC certifies that the property is ready for development for a specific use. Conducting a site certification effort, while much more highly marketable, is demanding for the communities. It requires a certain amount of due diligence be completed (on site ownership and site conditions), which consumes resources (both time and money). With a site assessment program, the goal is typically to build an inventory of potential sites for a wide variety of uses. In these programs, the criteria are clearly defined, but the required level of performance of the properties against the criteria is less

Shovel Ready...

Dearing Ford Business & Manufacturing Center is *Shovel Ready* for your next site. Visit www.campbellvirginia.com or give us a call for more information.

Campbell County Department of Economic Development
www.campbellvirginia.com • econdev@campbellcountyva.gov • 434-592-9595

Write in #231 for free info.

stringent. MSC provides an evaluation of those sites and their potential suitability for certain uses.

Similarly, for programs that are sponsored and/or implemented by different agencies or companies, one needs to be aware of differences in the requirements of those programs. For example, in terms of property control, you may find that one program simply requires a letter from the property owner indicating a willingness to sell (certainly not a binding agreement); while other programs may require that the property be under option with established terms and conditions. Similarly some programs require that the site sponsor indicate the location of the closest utility infrastructure, while others may ask for detailed, engineered cost and schedule estimates for bringing the infrastructure to the site.

All programs are not created equal and all sites are not created equal. To get the full value of a shovel-ready site, it is important to make sure that you understand the criteria under which the site has been certified.

Jeanette Goldsmith is a principal with McCallum Sweeney Consulting.

Harnett County, N.C. – Where Proximity Plus Planning Equals Opportunity

Located 40 minutes south of the famous Research Triangle Park, Harnett County has created an opportunity for those desiring proximity but also desiring less congestion, lower taxes, and a quality of life environment only more rural areas can provide. Harnett Health System will break ground in May for a brand new hospital, opening the new Brightwater Science & Technology Campus on a 100 acre tract on US 401. The hospital will start with 50 beds and offer full medical services in 2012, expanding to 150 beds over time. As the centerpiece of the Campus, the hospital will become a hub for medical care, medical training, research and development.

Training-Education Partnerships

Design work is also underway for the Health Sciences Building, which will provide space for training and research by students, faculty and staff of the Harnett Health System, Campbell University and Central Carolina Community College. Collaboration across disciplines and between students, faculty and staff will set the tone for the campus. A unique partnership preparing future medical personnel across a number of fields of study will produce highly qualified and experienced medical professionals.

Medical/Pharmaceutical/ Biotech Companies Welcome

Plans for the Campus include medical office space, pharmacies, laboratories, and space for pharmaceutical companies and other companies within the fields of science and technology. A key location advantage is the campus' proximity to Research Triangle Park. Phase II development of the Campus includes additional space for light manufacturing, additional medical offices, research and development labs and laboratories.

To learn more visit the web site at *www.harnettedc.org* or call Phyllis Owens at the Harnett County Economic Development Commissions, 910-893-7524.

Midway between Research Triangle Park & Fort Bragg

BRIGHTWATER
Science and Technology Campus

On-Site Hospital
Ground-Breaking May 2011

Parcels Available For:
- Technology
- Life Sciences
- Office/Medical Office
- Education
- Retail

- Affordable, available land and water
- Business-friendly regulatory environment
- Great access to workforce, Research Triangle Park, universities and interstates

Harnett COUNTY NORTH CAROLINA

Visit www.harnettedc.org
Harnett County EDC • 910.893.7524

strong roots • new growth

Write in #136 for free info.

GEORGIA GRAD SITES — When Time Is Money

With site selection projects typically on a fast track these days, finding a site that meets all of the critical development criteria — and finding it quickly — has never been more important.

Enter the Georgia GRAD Sites program. The brainchild of long-time Georgia economic developers, the program provides Georgia Ready for Accelerated Development grad sites to companies needing to move in a hurry.

"I remember when site selection projects could take many months or even years. That is very uncommon today," says Jim Bruce, principal of BFPC, LLC, a Norcross, Ga.-based site consulting firm. "Now, when a company needs a site, they needed it six months ago."

Bruce assisted the economic development group known as Georgia Allies in assembling the Georgia GRAD Sites program. "It communicates to the corporate end-user that the site developer or owner has gone through an extensive 12-step process of gathering the data and meeting some specific site requirements," Bruce says. "To date, we have 17 approved GRAD Sites around the state. In addition, there are about ten other sites going through the data gathering process and seeking approval now."

Among the work conducted on these sites in Georgia, notes Bruce, are a Phase I environmental study, geotechnical work, plus historical and archeological research. "It is a very expensive process to get to this point," he adds. "We had lots of discussions with state and local economic developers, along with many companies, in putting this process together. We wanted to do it very carefully, and we wanted to strike a balance so that this designation is achievable by communities that do not have a lot of money and yet still acceptable to the corporate end-user."

Randy Cardoza, the Georgia Allies leader who helped spearhead this program, says the purpose of Georgia GRAD Sites is to make shovel-ready sites available for quick and easy development.

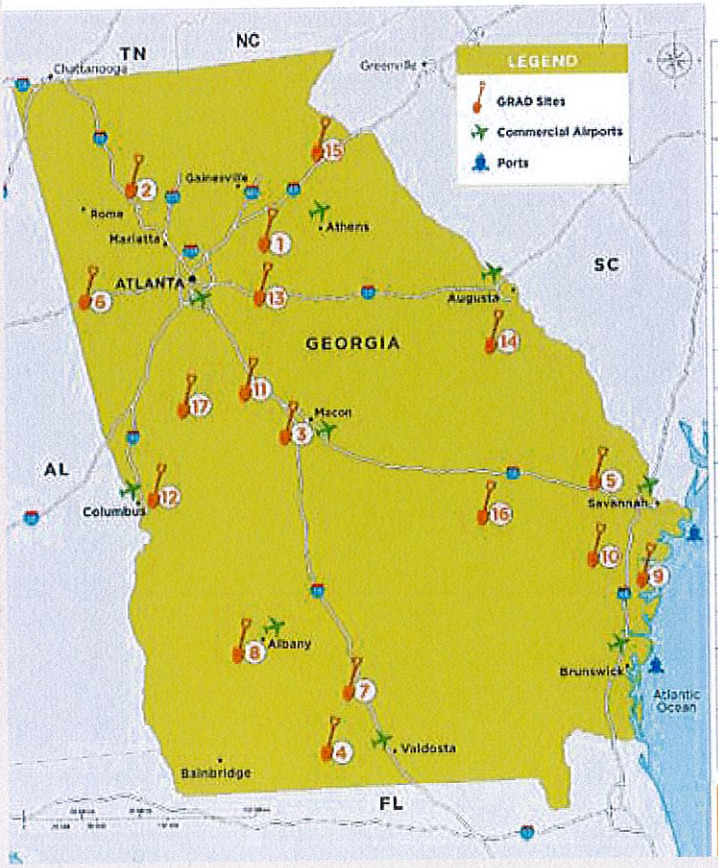
"It has all of the due diligence that you would expect," says Cardoza. "Our designated consultant, Jim Bruce, has gone over all of the data in great detail and has declared that it is a good site. Also, a set price point on the property has been established for a two-year period. After that, it can be renewed every two years."

GRAD Sites are available in such diverse locations as Cartersville, Covington, Barrow County, Liberty County and Newton County, as well as many others. The largest is in excess of 1,000 acres.

Bruce points out that it takes about three to six months for a site to go through the approval process. Once a site is approved, it receives a certificate of approval that is good for two years. Communities may then re-apply for a certificate if the two-year period lapses and no one builds on the site.

For more information, please contact Pat Wilson, Executive Director of Georgia Allies at: (404) 962-4000.

GEORGIA READY FOR ACCELERATED DEVELOPMENT (GRAD) SITES



	Name	County	Acres	Interstate	Railroad
1	University Parkway Manufacturing & Research Site	Barrow	7.95-78.15	17 Miles	No
2	Highland 75	Bartow	1.00-707.00	0.9 miles	No
3	Sofkee Industrial Park	Bibb	5.00-235.00	3.1 miles	Yes
4	Brooks County Industrial Park	Brooks	2.00-203.00	14 miles	Yes
5	Interstate Centre	Bryan	5.00-800.00	At site	No
6	Temple Industrial Park Phase II	Carroll	5.00-35.00	At site	No
7	South Cook Industrial District	Cook	5.00 - 2000.00	Adjacent	Yes
8	Pecan Grove Industrial Park	Dougherty	1.00 - 240.00	40 miles	No
9	Tradeport East Business Center	Liberty	1.00-293.00	0.6 miles	No
10	Tradeport West Business Center	Liberty	5.00 - 272.00	2.2 miles	Yes
11	Meridian 75 Logistics Center	Monroe	8.65 - 258.00	Adjacent	No
12	Muscogee Technology Park	Muscogee	4.00-200.00	6 miles	Yes
13	Stanton Springs	Newton	5.00 - 1618.00	At site	No
14	Augusta Corporate Park	Richmond	5.00 - 1734.00	9 miles	Yes
15	Hayestone Brady Business Park	Stephens	1.00-350.00	7 miles	No
16	Toombs Corporate Center at U.S. Highway # 1 - Lyons, Georgia	Toombs	5.00-75.00	12 miles	No
17	Central Georgia Business & Technology Park	Upson	1.00-192.00	26 miles	Yes

Business Parks: An Engine of Economic Growth

by John Troughton

Business parks are comprised of improved, ready-to-go lots upon which developers and owner-users can build distribution, manufacturing, research and development, and office facilities. Business parks are often located near major highways and airports to facilitate the value-added processes and movement of people, goods and services.

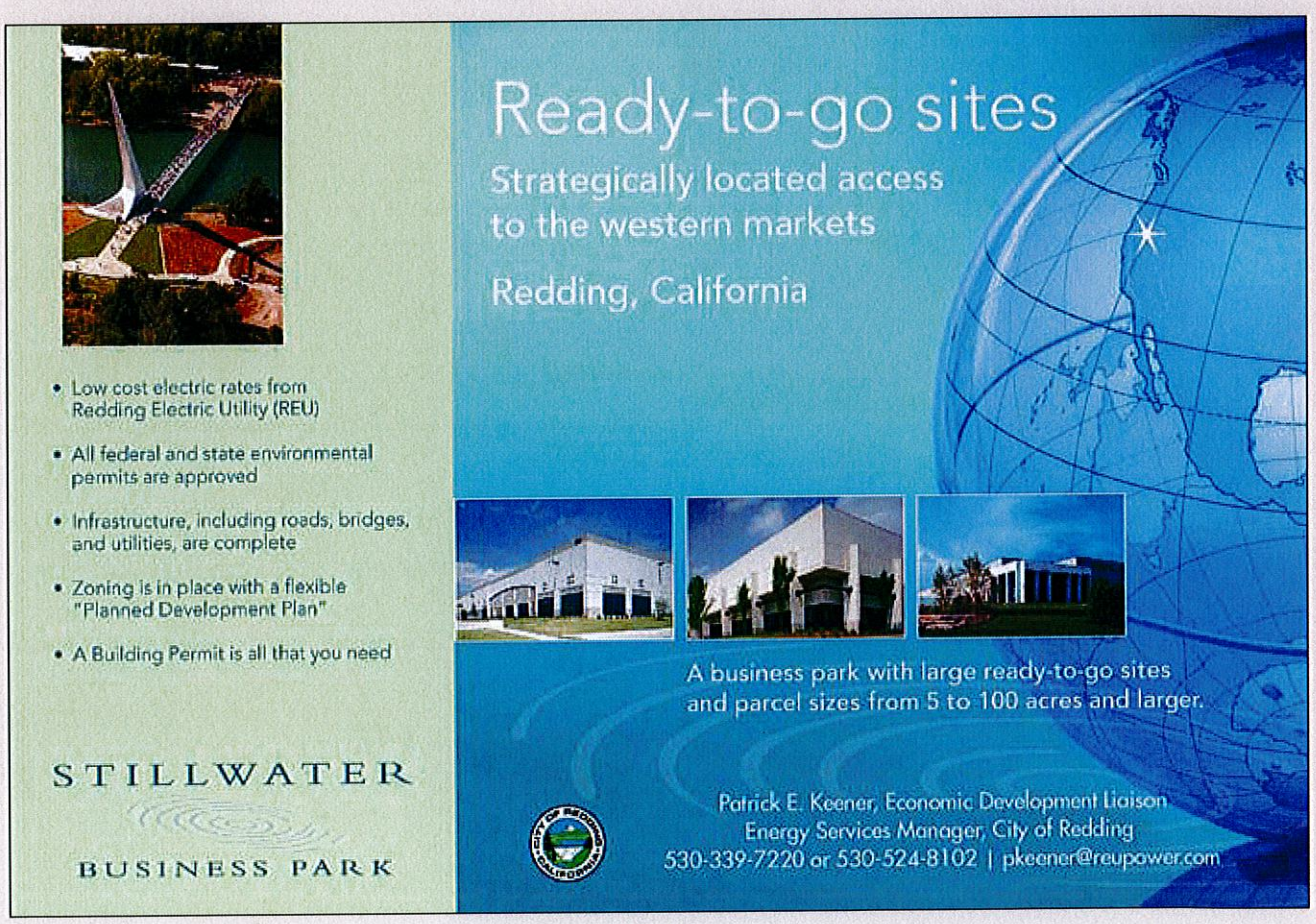
Most major urban areas are already "built out," making the development of new business parks of relevant size economically impractical because they would have to demolish existing buildings to create ready-to-go land. The development of a business park just outside a city, however, provides added economic stimulus for developers to create retail and housing near the business park for the benefit of current and future workers in the park, adding more value to the enterprise.

Corporations and their site selectors understand that the primary criterion for investing into a community is whether or not there is a business park with ready-to-go land nearby with lot sizes and other attributes that fit their needs. Area amenities, a good work force, and even attractive government incentives are often not enough to bring businesses to an area without shovel-ready land. The time cost and risk of obtaining necessary entitlements will often cause even a "good" un-entitled site to be less preferred than an "average" ready-to-go site in an existing business park. The best way for a community to signal the corporate world that they are ready and willing to participate more in the global marketplace for manufacturing, R&D, and distribution work is to facilitate the construction of a business park.

Redding, California — located in Shasta County mid-way between Seattle and Los Angeles — has worked with local partners since 2000 to create an approximately 700-acre business park called Stillwater Business Park. The first phase of the park has the capacity to provide approximately 100 acres of ready-to-go land for a single user. The City of Redding is the lead developer for the project and plans to benefit over time from the approximately 700-acre business park by attracting businesses and significantly expanding the local employment base with ready-to-go land in one of Northern California's largest cities surrounded by world-class recreational, cultural and sporting opportunities. Redding has made the initial investment to create this business park. By doing so, the community can look forward to enhanced employment opportunities and corporate investment near their homes.

In the current economic slowdown, the temptation for many private developers has been to shelve or postpone business park projects. Stillwater Business Park has continued forward and has recently received funding that will help create the second phase of the park. As the economy turns around and corporations and their site selectors expand their operations and seek more location alternatives, projects such as Stillwater Business Park will benefit from its forward planning and community commitment, which will ensure more economic growth for the area.

John Troughton is a Senior Director operating out of the Oakland, Calif., office of Cushman & Wakefield, Inc., a global real estate services company. His email is john.troughton@cushwake.com.



Write in #325 for free info.

Martinsville-Henry County, Virginia

62 Acres of Shovel-Ready Sites

Martinsville-Henry County, Virginia has 62 acres of shovel-ready sites available. Below is a quick look at them.

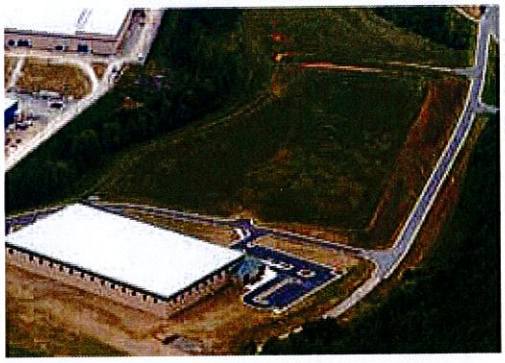
SITE PROFILE

Lot 4 at the Patriot Centre

Lot 4 in Martinsville-Henry County's Patriot Centre has been certified as a "Shovel-Ready" Food Processing Site. The 43-acre site has had over 200 location variables reviewed and evaluated by Ady-Austin. This designation confirms that the property is available for immediate occupancy. The information compiled to receive this designation will save companies and consultants months of research to determine if the site is suitable for client's specific needs. Data is available on everything from Phase 1 environmental information to daily water and sewer capacities.

Lot 4 Fast Facts

- 43-acre site (18.2-acre, graded pad)
- Can support building size of up to 400,000 SF
- Enterprise Zone
- Municipal Water/Sewer
- Natural Gas
- Electric Substation Located on Site
- MBC GigaPark Certified



SITE PROFILE

Lot 8 at the Patriot Centre

Lot 8 in Martinsville-Henry County's Patriot Centre also is shovel-ready. This 19-acre site has an 11.4-acre graded pad and is located within an Enterprise Zone and Technology Zone. The site can support a building up to 200,000 square feet.

This modern industrial park is equipped with its own electrical substation, redundant fiber, and its own fire station. The park also has natural gas and public water and sewer lines throughout. Other companies that are located nearby include: RTI International Metals, Nautica, Monogram Snack Foods and MasterBrand Cabinets.

For more information on these "Shovel-Ready" sites, contact Leigh Cockram at (276) 403-5942 or lcockram@yesmartinsville.com.

726-Acre Business Park Moving Forward

Commonwealth Crossing Business Centre is set to open in Martinsville-Henry County in 2013, after the Tobacco Indemnification and Community Revitalization Commission approved a $5 million grant for grading and other site work, finalizing the $16.5 million needed to complete the project.

The new business park will be developed on 726 acres along the North Carolina border, approximately 30 miles north of Greensboro's Piedmont Triad International Airport. The park is rail served and will have sites as large as 171 acres with 126 acres of construction-ready pad.

The new business park, located on U.S. 220 south at the North Carolina state line, is rail served and is approximately 30 miles from the Piedmont Triad International Airport in Greensboro, N.C.

Snapshot of Commonwealth Crossing

- Located near U.S. 220 south at the Virginia/North Carolina state line
- Four-lane access to nearby interstates
- Total Acreage: 726 acres
- Tracts 1 & 2 will be shovel-ready by Q1 of 2013
- Tract 1: 171 acres (126 pad acres)
- Tract 2: 109 acres (76 pad acres)
- Adjacent to the Norfolk Southern Railway Mainline
- Only 33 miles to the Piedmont Triad International Airport and the new FedEx Mid-Atlantic Hub in Greensboro, N.C.

With shovel-ready sites totaling 62 acres, Martinsville-Henry County has sites suitable for most prospective industries. These ready-to-go commercial and industrial parcels can get your construction project underway quickly and easily. And our detailed information on each site **will save you months of research to determine if the site is suitable for your needs.** To learn more about these ready-to-go sites and the many other advantages we can offer your company, contact us at 276.403.5942 or lcockram@yesmartinsville.com. Visit us at www.YesMartinsville.com. We're ready for you.

MARTINSVILLE
HENRY COUNTY VIRGINIA
ECONOMIC DEVELOPMENT

Write in **#71** for free info.

ZONING COMMISSION RESULTS

MEETING OF JULY 11, 2011

AGENDA ITEM	REQUEST/LOCATION	**PROPOSED USE * (Not binding if not stated as a condition)	ACTION/VOTE	STAFF RECOMMENDATION	STATUS	SPEAKERS
Z-11-04-006	R-3 to CD-C-N 2745 and 2737 Horse Pen Creek Road Mike Fox for Ronald Bryon Nelson	All uses allowed in the C-N zoning district	**Continued** **8-0-1**	Approval	Continued to the September 12, 2011 Zoning Commission Meeting	1 for; 2 opposed
Z-11-07-001	R-3 to CD-O 5113 Mackay Road Kevin Galvin for Adams Farm Community Church	A place of religious assembly	**Approved** **9 to 0**	Approval	Final unless appealed	1 for; 0 opposed
Z-11-07-002	County CD-RS-12 to City CD-RM-5 1934 Trosper Road Robert Millican for Griffin Mill, LLC	A maximum 44 twin homes	**Favorable Recommendation** **8-0-1**	Approval	August 1, 2011 City Council Meeting	2 for; 1 opposed
Z-11-07-003	County AG and County LB to City PNR 5950-5956 Lake Brandt Road and 5956 Near Lake Brandt Road For City of Greensboro	All uses allowed in the PNR zoning district	**Favorable Recommendation** **9 to 0**	Approval	August 1, 2011 City Council Meeting	1 for; 0 opposed
Z-11-07-004	C-M and CD-C-M to PUD 2000 Roseland Street and 2003 Golden Gate Drive Tom Flanagan for Alliance Commercial Investments LLC	A maximum of 12 dwelling units	**Approved** **9 to 0**	Approval	Final unless appealed	3 for; 0 opposed

** Please see staff report for full list of conditions and uses

If you have any questions about these results, please contact Frederick Boateng or Mike Kirkman at 336-373-2144