

THE SECRET WEAPON FOR ECONOMIC DEVELOPMENT: HOW GREYLOCK MADE THE IMPOSSIBLE POSSIBLE



PROJECT OVERVIEW

Community leaders were frustrated because the local gas utility could not serve their highest priority economic development site.

The local utility lacked the infrastructure needed to support a large user, requiring potential customers to pay for an \$8 million upgrade upfront and wait for 2 years while it was built. This combination of high costs and lengthy timelines rendered the site unviable for large job creating site selection projects.

CHALLENGES FACED

Inadequate Infrastructure: The local utility's inability to provide the necessary infrastructure significantly hindered the site's potential.

High Upfront Costs & Delays: Potential customers' requirement to cover substantial upgrade costs upfront, coupled with a lengthy project timeline, created a dead-end for site selection efforts.

STRATEGIC SOLUTIONS

To counter these challenges, Greylock devised a plan to fully develop a new system connecting the site to interstate gas markets. This proactive strategy allowed us to cut the projected project timeline in half, transforming a potential weakness into a competitive advantage for both the community and the company.

PARTNERSHIP DEVELOPMENT

Our longstanding relationships with state and local leaders facilitated a partnership that proved essential in delivering value for all stakeholders. Greylock helped the community secure a project they would have otherwise missed.

UNIQUE VALUE PROPOSITION

Greylock operates on a unique model that connects sites directly to interstate gas markets by constructing a single pipeline for an individual customer. This innovative approach offers large users greater control over energy costs, speeds up market access, and conserves capital. Furthermore, it expands the range of sites available for significant economic development projects.

COLLABORATION WITH STAKEHOLDERS

Key community leaders recognized Greylock's model and understood the limitations of the local utility. They partnered with Greylock on their RFP response and relied on our team to support them through site visits and final negotiations.

THE SECRET WEAPON FOR ECONOMIC DEVELOPMENT: HOW GREYLOCK MADE THE IMPOSSIBLE POSSIBLE



UNEXPECTED BENEFITS

The community gained a valuable tool that can be applied to all future site developments, enhancing their capacity for economic growth.

ENSURING STATE NEEDS WERE MET

We developed a detailed plan for submission with the state's RFP and maintained responsiveness throughout site visits and meetings.

These long-term partnerships are key, ensuring all parties are comfortable working together.

FEEDBACK FROM THE STATE

After the project was completed, state and local leaders expressed gratitude for our involvement and recognized Greylock as a valuable partner in securing the project.

RESULTS & IMPACT

The company ultimately selected a site previously deemed unsuitable due to perceived gas deficiencies.

The State secured two separate \$500MM projects.

Combined, the two state of the art facilities are expected to create over 600 new jobs.

LESSONS LEARNED

Engaging with communities open to creativity and innovative strategies is crucial for project success.

Had the local community not embraced a new model, they would have been unable to adapt and secure the project.