



Case Study:

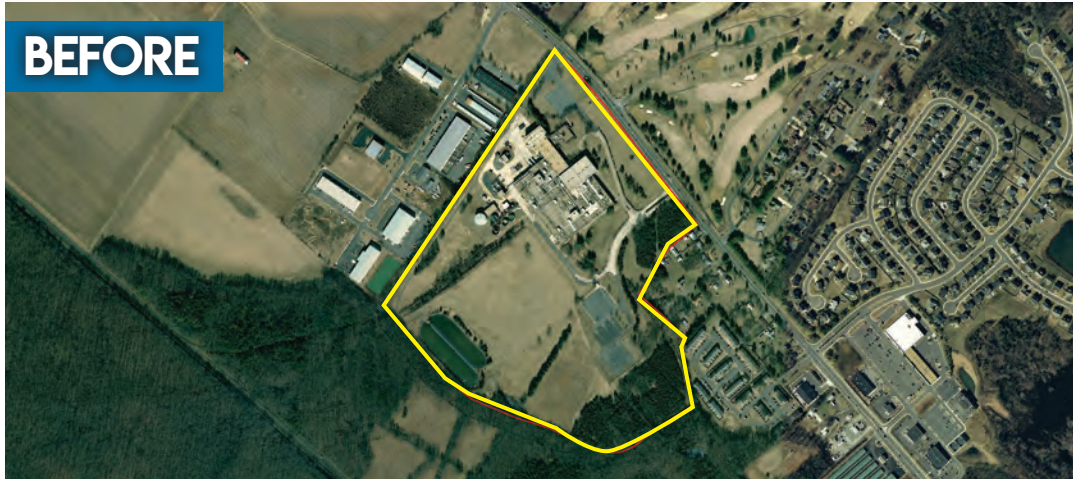
FREDERICKSBURG POWERTRAIN PLANT

11032 TIDEWATER TRAIL, SPOTSYLVANIA COUNTY, VA 22408

FACTS

Site ID: 12050
 Acres: 76.527
 SF at Time of Sale: 273,813
 FMV: \$2,000,000
 Congressional District: VA-01
 Date Sold: May 2, 2017
 Buyer: idX Corporation
 End-User(s): idX Corporation
 New Use: Reuse of existing structure for manufacturing of retail store interior products
 Jobs Pledged: 150
 Jobs Actual: N/A
 Investment Pledged: \$7.2MM
 Investment Actual: N/A
 Est. New Tax Base: \$3.595MM
 Lead Agency: VDEQ
 Regulatory Programs: N/A
 Remedial Activities: All EAs completed prior to creation of Trust; environmental covenant recorded in 2017
 Est. Cleanup Cost: \$25,922

BEFORE



THE CHALLENGE:

The Fredericksburg Powertrain Plant was built by Urban Systems Development Corp., a division of Westinghouse, in 1970 for construction of modular homes. American Poclair Corp. purchased the Property in 1973. It manufactured hydraulic motors and pumps at the site until 1977. General Motors acquired the Property in May 1978 and named it the GM Delco Moraine Division. The Property had two major challenges that materially limited its marketability — its location (five miles from the nearest interstate highway) is too distant for most manufacturing and logistics users, and the condition of the buildings, which were functionally obsolete (e.g., low ceilings and inadequate number/location of dock doors) and in need of significant repair. These challenges notwithstanding, the community expressed its desire for RACER to secure and sell to a buyer who would reuse the buildings and bring new manufacturing jobs to Spotsylvania County. RACER worked diligently to market the Property with the buildings intact, but the combination of tepid market interest and the deteriorating condition of the buildings had RACER preparing

to seek bids for demolition and to market the Property as vacant land for redevelopment.

THE OUTCOME:

RACER worked closely with its local economic development partners throughout the duration of the Trust's ownership, and this relationship ultimately produced a buyer for the Property with the buildings intact. idX Corporation, a preeminent global supplier of high-end retail environments, invested \$7.2 million to establish its Virginia manufacturing operation in the former GM plant. A manufacturing reuse was a critical priority for the community, which enthusiastically welcomed the creation of 150 skilled jobs. idX Corporation completed its purchase of the Property in May 2017. It undertook extensive renovations and began limited operations later in 2017. Then-Gov. Terry McAuliffe approved a \$400,000 grant from the Virginia Opportunity Fund to assist Spotsylvania County with the project. Funding and services to support the company's employee training activities are provided through the Virginia Jobs Investment Program.



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