

Concord
NORTH CAROLINA

Eli Lilly Comes to Concord

Introductions



- Alex Burris
- Began career with City of Concord Electric in 2000. Held many positions within the department and was promoted to Director in 2019.



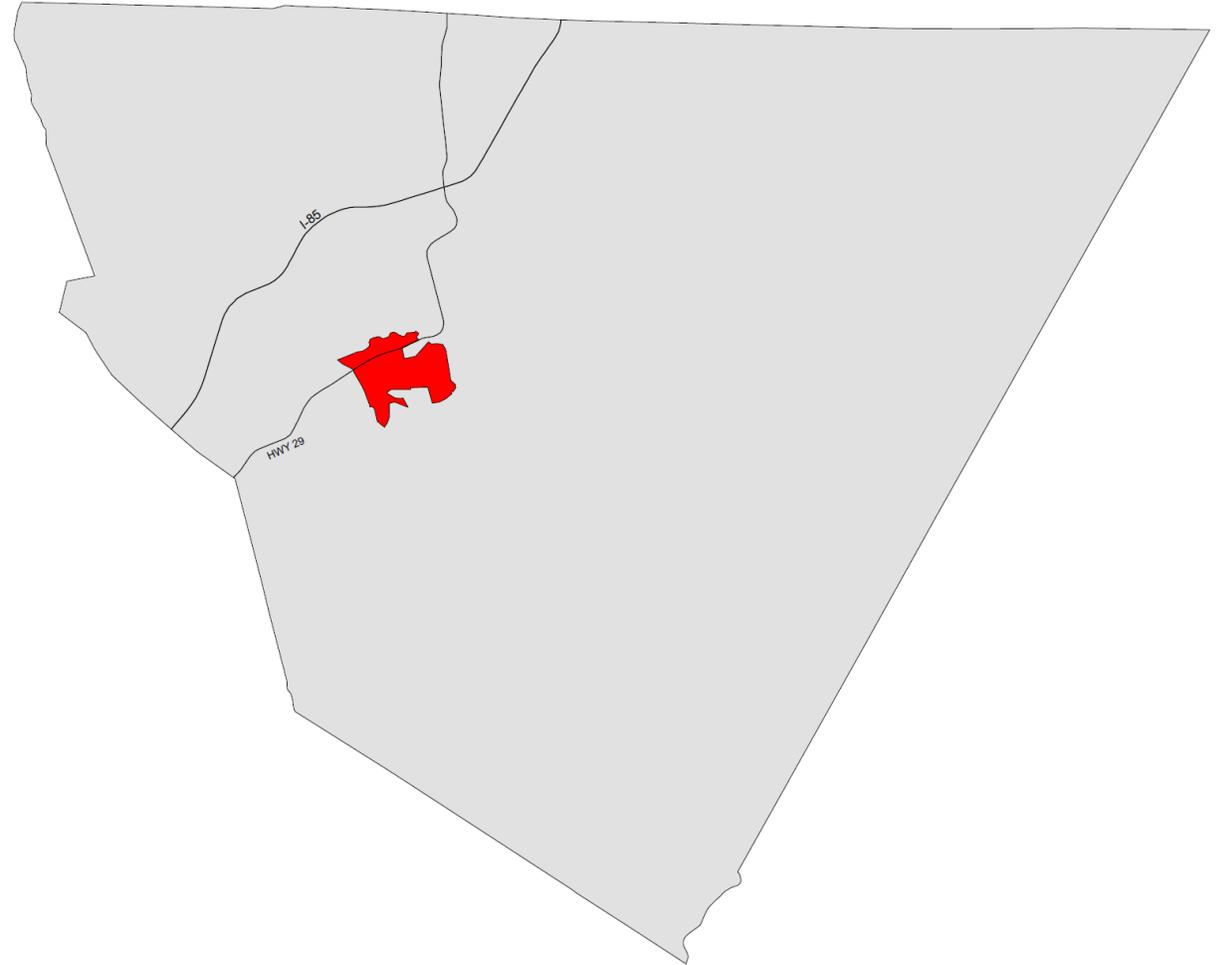
- Caleb Greene
- Started at the City of Concord in 2013
- Promoted to Special Projects Manager in 2023
- Managed the 2nd half of the Eli Lilly project in Concord

Eli Lilly Facts

- Currently a 1.05 **Trillion** Dollar Company, who has a workforce of about 47,000 employees worldwide
- Eli Lilly and Company is a major American multinational pharmaceutical corporation, founded in 1876 by Colonel Eli Lilly in Indianapolis, known for developing high-quality medicines, pioneering insulin production, and becoming a global leader in healthcare through innovation, especially in areas like diabetes and obesity treatments.

History of This Property in Cabarrus County

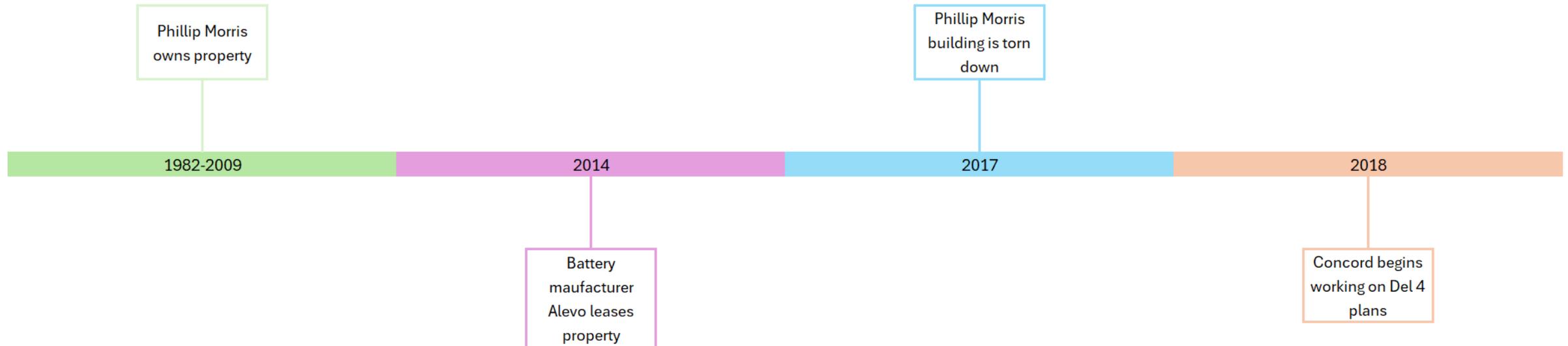
- A 2000-acre parcel right in the middle of Concord and Cabarrus County
- Was owned and used by Philip-Morris from 1982-2009 and was the largest tobacco processing and distribution facility in the world.
- Was on the market for sale for 6 years until a private investor group purchased it.



PM Property Sold to Investment Groups

- Philip Morris was fed by Duke (City had no footprint on the property)
- Building was demo'd in 2017 and property was subdivided

- Entire campus was in City limits, so at that time, the City gained service rights to this property (≈2000 acres).
- Electric Dept began planning and prep for how we're going to serve this property.



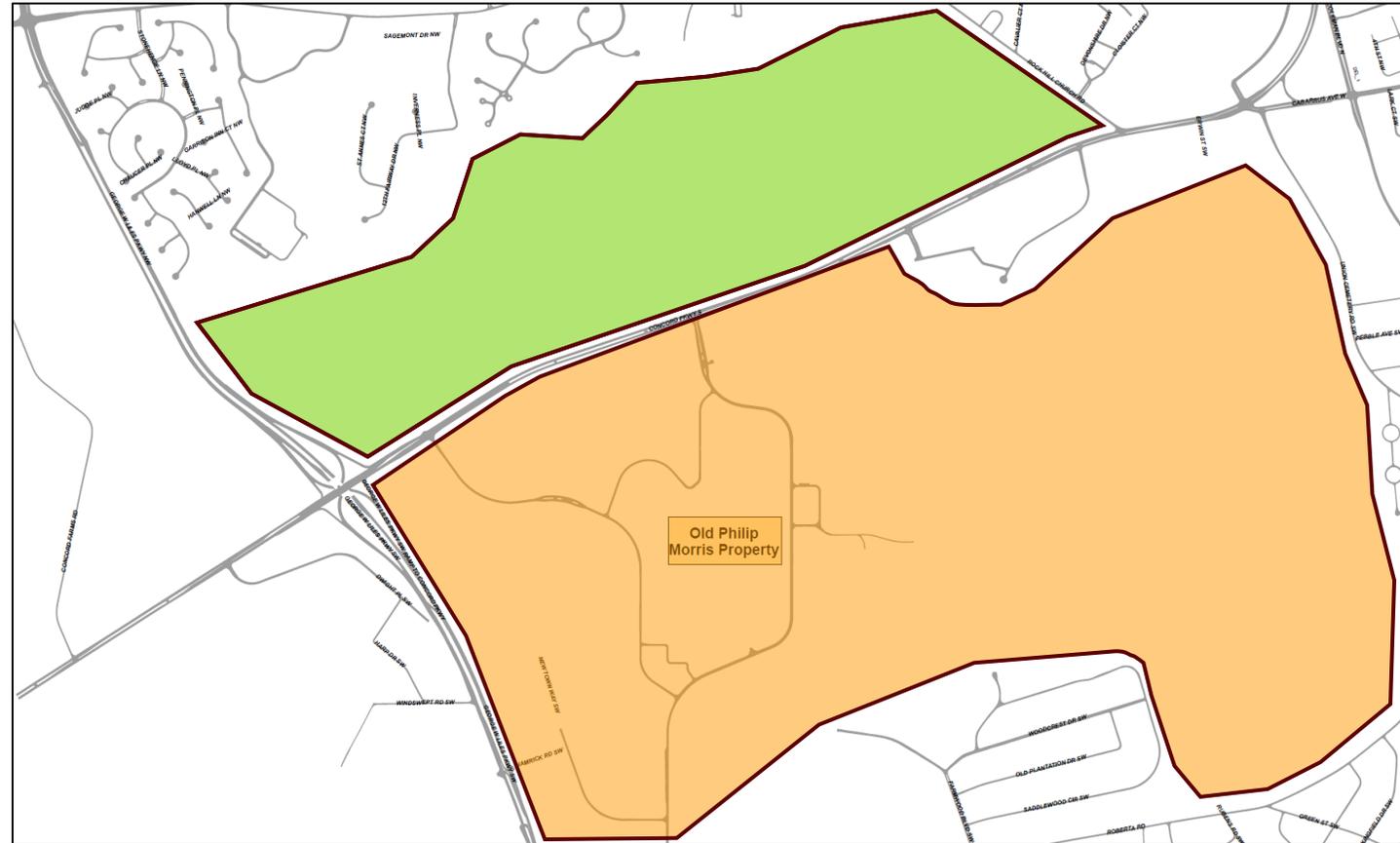
Prep to serve property

- Reached out to Duke in 2017 about adding a 100kV delivery
- 2 new retail 12kV substations in the area
- 100kV transmission line extensions to complete two 100kV loops



Eli Lilly Comes to Town

- Lilly started talking to County and City management about possibly locating here in 2021-2022
- City, County & Electric Economic Development incentives
- Initial investment of \$1.2B, but ended up over \$2B
- How fast could we get them to market?
- Questions before we move on?



Eli Lilly's Request

Initial Request (2021)

- 8MW load
- Power redundancy
- Large solar array
- Fully capacity by 1st quarter 2025

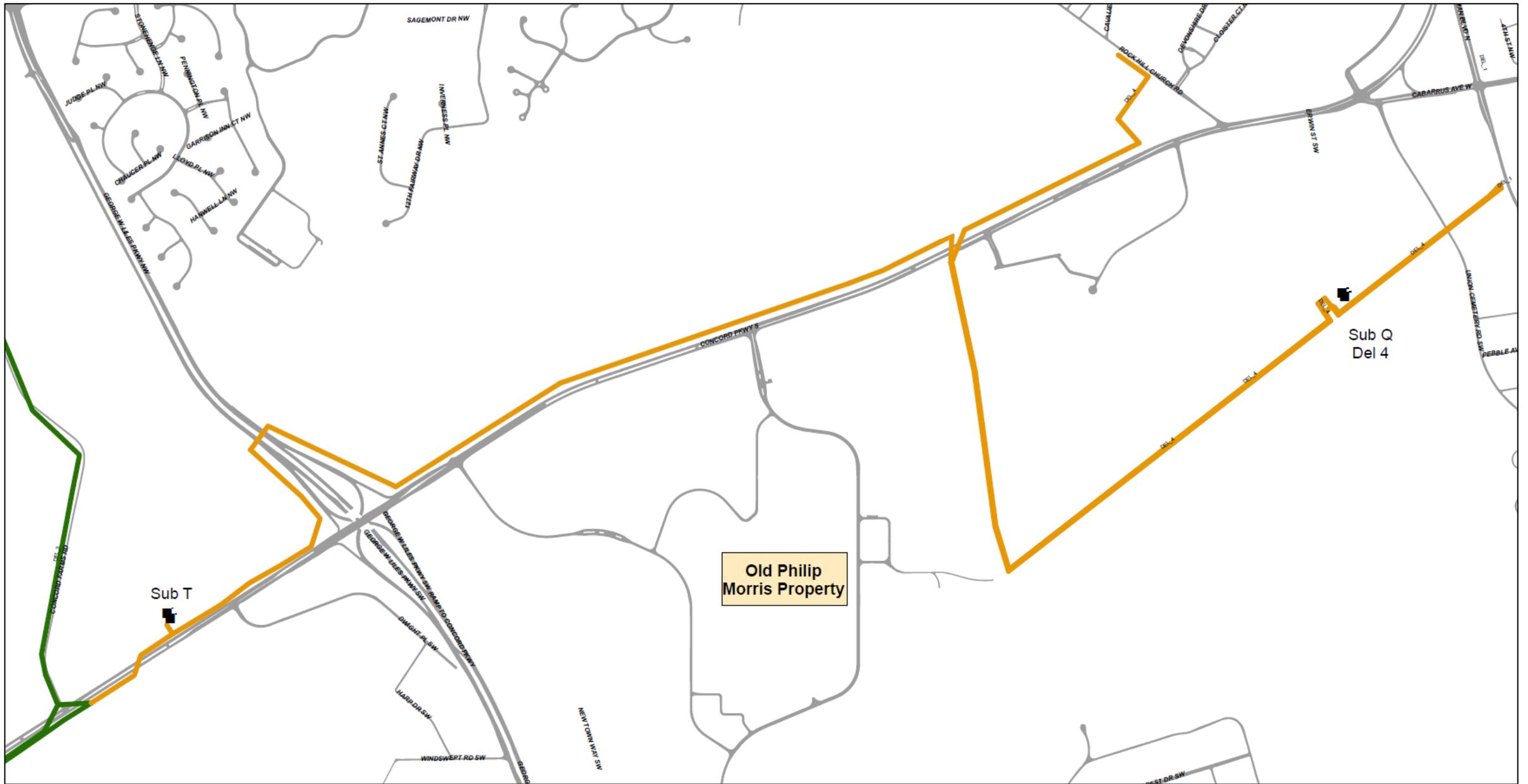
- Later requested to be the only customer

Final Product

- On-site substation fed by 2 100kV transmission circuits
- Dual station power transformers
- Metalclad switchgear with 6 breakers
- Two primary meter cabinets

Delivery 4/Sub Q/Sub T





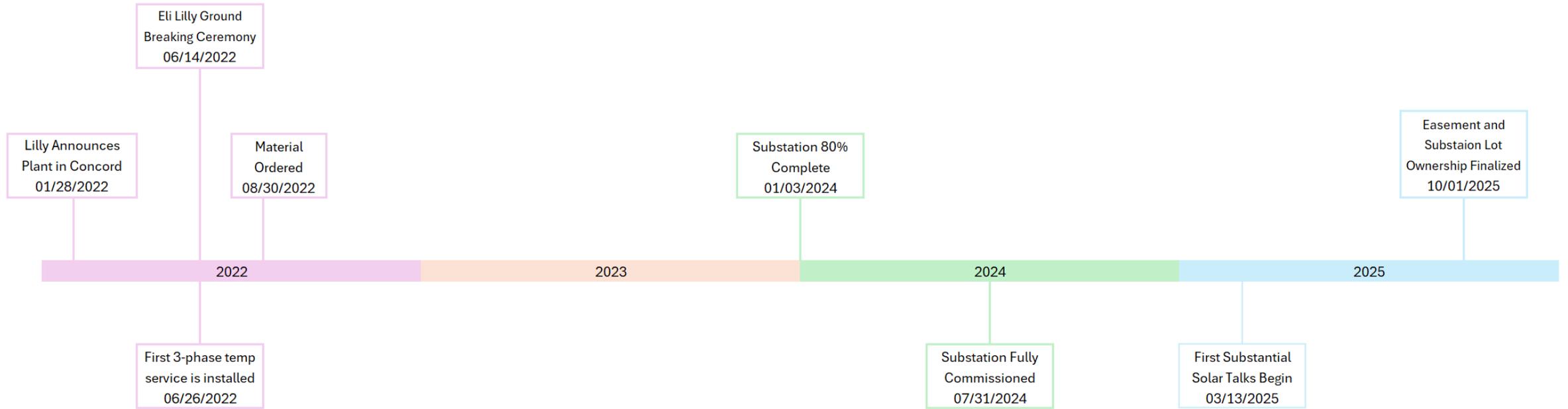
Building Lilly's Substation

- Cost Estimates were created by Concord and delivered to Lilly in March of 2022
- Concord would build the sub and Lilly would reimburse all costs
 - Substation land was deeded to the City after construction
- Weekly meetings with GC and Lilly management from March 2022 until March 2025

Challenges

- Covid related supply-chain issues
- Rapidly rising material & labor costs
- Environmental issues with transmission line
- Constantly changing project managers
- Access to substation
- 3 other projects going on at the same time

Project Milestones



701 days to complete (6 months ahead of schedule)

Final cost was almost 7% below estimate

City crews were onsite at Lilly's request nights, weekends and holidays

Solar

- Preliminary estimates included 10-15MW of solar
- Frequent mention of solar throughout the process
- Concord added solar breakers to their substation
- Submitted a 5MW solar request in December 2025



Final Thoughts

- Always be vigilant on open land, especially zoned commercial or industrial
- Be mindful of any low capacity areas on your system
- Collaborate closely with your state & local Economic Development