



## Philip Morris chooses a broker for land deal

By [Eric Deines](#) | Independent Tribune

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CONCORD - Philip Morris USA has selected the land brokerage firm that will market the 2,000-acre Concord property the company will exit by the end of 2010.

The chosen company - Chicago-based property management firm Jones Lang Lasalle - has a history of handling large corporate sites, officials said.

"They have expertise in large, complex transactions," said Philip Morris spokesperson Paige Magness. "As well as a Charlotte office."

The flagship of the Concord site is the 2.4 million-square-foot manufacturing facility, which local leaders have said may work for a pharmaceutical or auto manufacturer.

Scott Miller, a managing director with Jones Lang Lasalle, said the marketing of the facility will be under the division that specializes in searching for "alternative uses" - in other words, not for cigarette manufacturing.

"That's correct," Miller said of the alternative-use designation. "The quality of the real estate is phenomenal."

In June 2007, Philip Morris announced it would close its Concord plant by the end of 2010, moving international production overseas and consolidating its U.S. manufacturing to its Richmond headquarters.

Since the day of the announcement, local leaders have stressed the importance of maintaining the site's industrial zoning and use for economic development, to make up for the loss of the county's biggest taxpayer.

Miller said there is no timeline for when the property will officially go on the market.

"Philip Morris is very careful and methodical," Miller said. "And they want to make sure they are doing the right thing."

Magness said Jones Lang Lasalle will work from a site assessment completed by PMU about the marketing of the property.

Miller said the team that will work to manage the Philip Morris property is spread around offices in Atlanta, Charlotte and Chicago.

Miller said his firm has handled the marketing for large General Motors sites in West Virginia and Baltimore.

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