

PA Industrial Site Readiness Kick Off Webinar



TEAM PENNSYLVANIA

August 27, 2024

This webinar is being recorded and will be shared via email.

Agenda

- Brief Team Introductions
- Background/PA Realities
- Ramping Up on Site Readiness
- Building the Inventory
- Questions

Intros

- Team PA
- DCED/OTO
- Deloitte Consulting

Background/PA Realities



To read the report and watch the video:

www.pagetsitdone.com

One of Top Strategic Initiatives

- Boost State Investment in Site Development, Preparedness, and Marketing
- Ramp up existing site development programs to support site readiness and prepare shovel ready locations across all Pennsylvania regions.

Background/PA Realities



To read the report and watch the video:
www.pagetsitdone.com

Five Priority Industry Sectors

- Agriculture
- Energy
- Life Sciences
- Manufacturing
- Robotics/Technology

Background/PA Realities

→ **Long-Term Vs. Short-term**

→ **Large & Diverse State**

- ◆ Varied local economies
- ◆ Varied landscapes
- ◆ Infrastructure
- ◆ Local/regional priorities
- ◆ Local resources

→ **Peer Competitive Landscape**

Ramping Up

- **New action:** Build and analyze an inventory - **THIS IS TODAY!** (Team PA)
- **Existing actions that are continuing (PA DCED):**
 - ◆ GAT alerts
 - ◆ PA Site Search (website)
- **Future actions (PA DCED):**
 - ◆ PA SITES Funding
 - ◆ PA Certified Sites (pending)

Ramping Up

Guide rails for building and analyzing a state-wide inventory

- **Industrial Sector** - site that either is zoned for industrial, existing prior industrial use or has the potential to be an industrial site - think about sites that could accommodate certain types of investment (next slide!)
- **Level of Scale** - this is at a state-wide level; meant to capture larger scale potential (targets are >20 acres in suburban/rural and >5 acres for urban in-fill;) think about sites where state/local collaboration is needed
- **Readiness Level** - from pipe dream requiring years of time to 'shovel-ready'; what are your priority sites - what's the local need?

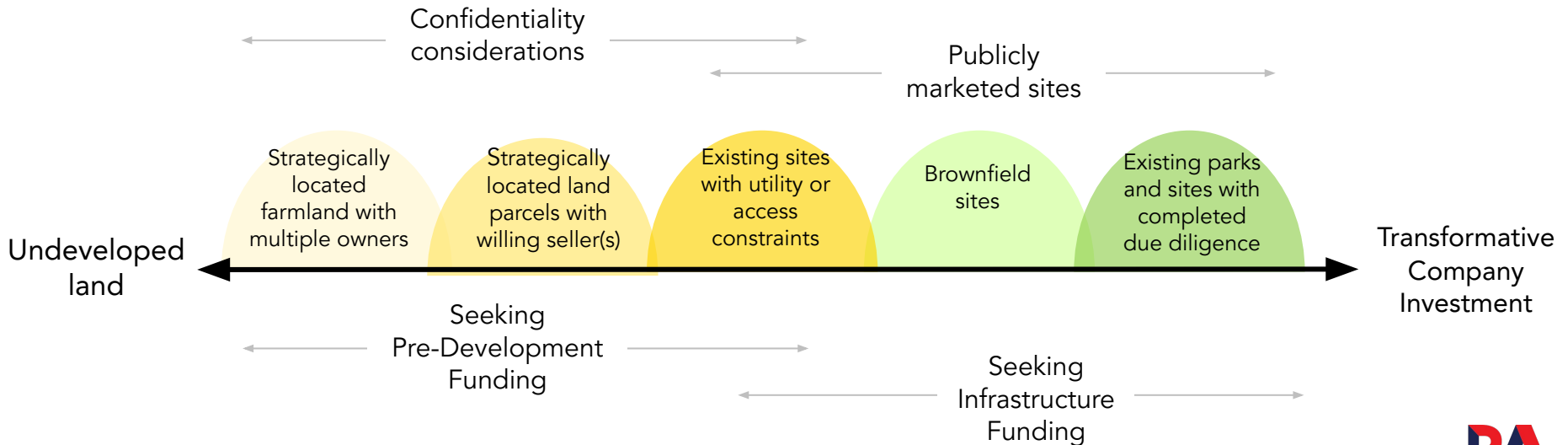
Ramping Up

Priority Sector	Possible Types of Investment	
Agriculture	<ul style="list-style-type: none">• Food and beverage production• Livestock and poultry processing• Controlled agriculture	
Energy	<ul style="list-style-type: none">• Natural gas production• Hydrogen development• Nuclear power development	<ul style="list-style-type: none">• Solar - Wafer/cell• Wind turbine
Life Sciences	<ul style="list-style-type: none">• Pharmaceutical production• Biomanufacturing	
Manufacturing	<ul style="list-style-type: none">• Plastics production• Forestry• Metallurgy/Metals	<ul style="list-style-type: none">• Defense• Semiconductor Supply Chain• Auto/EV-related
Robotics/ Technology	<ul style="list-style-type: none">• Electric/navigational equipment• Technology hardware	

Ramping Up

Cast a wide net to build an inventory that features a broad range of sites from undeveloped land to existing sites ready for transformative company investments.

This continuum gets at short and long-term opportunities.



Building the Inventory

Key steps to a state-wide inventory across the readiness continuum

- **Local/Regional RFI** - broad distribution of a two-section RFI to local EDCs, industrial development authorities, utilities - some coordination will be necessary so multiple individuals don't waste time submitting the same local sites
- **Additional research** - consulting team is also mining LoopNet and CoStar to supplement RFI submissions
- **Technical support** - hosting a webinar on September 3 (2-3:30pm) to walk through the RFI and providing office hours to make completing the RFI as easy as possible
- **Applying the Evaluation Framework** - Deloitte will score each site submitted
- **Feedback** - submitting entity will receive site feedback from Deloitte

Building the Inventory

Deloitte will utilize an Evaluation Framework to conduct a quantitative assessment of site readiness

Current State: What Can Be Done Today



Ownership / Entitlements

- Control/Titling
- Property Survey
- Zoning



Ease of Development

- Pad-ready parcel
- Topography
- Surrounding use
- Floodplain
- Wetlands
- Existing buildings
- Covenants/restrictions
- Easements



Environmental

- Air Quality
- Phase 1
- Geotechnical
- Archaeological
- Endangered Species
- Remediation



Utilities

- Power
- Natural Gas
- Potable Water
- Reclaimed Water
- Wastewater
- Telecom



Logistics

- Access Roads
- Highways
- Airports
- Rail
- Port



Workforce*

- Labor supply
- Labor concentration
- Labor growth

*Workforce factors will be analyzed separate from the RFI process through data from the Bureau of Labor Statistics

Immediate Next Steps

DATE	ACTION
Today, August 27	Virtual Webinar
August 28	Distribute RFI link, recorded webinar & .ppt, Deloitte webinar link and office hours info
September 3 2:00 - 3:30 pm ET	Deloitte webinar on RFI (optional)
September 4 - 6 9:30 - 10:30 am ET daily	Deloitte 'office hours' to assist with troubleshooting RFI (optional)
September 18	RFI responses due (as much as possible) to access Deloitte feedback on your submissions
October 4	RFI responses due for inclusion in the inventory (but will not receive Deloitte feedback)
October 9	Deloitte feedback (Evaluation Framework) for sites submitted by 9/18

RFI Preview

→ **Deloitte brief walk through of the RFI**

Questions & Answers

Wrap-Up

PA Industrial Site Readiness

- Thank you for your time and engagement today
- Important long-term initiative with near-term opportunities
- Asking for your help, participation and continued engagement
- Email follow up tomorrow!

Thank you!

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Accelerating Economic Growth Through Public-Private Partnership