



Good morning!

I am excited to share a number of updates and details related to the PA Industrial Site Readiness work. We are so grateful to the range of local and regional partners who have provided site information as part of our process.

RFI Submissions

- In total, we received 165 submissions via the RFI portal by the final 10/4 deadline. [Those submissions have been summarized here](#). As the summary shows, the RFI process generated a wide range of types of sites from across the state at various stages of site readiness. This response was tremendously helpful to deepen our understanding of the needs, opportunities and gaps that exist for PA to become more competitive in the area of site readiness.
- 104 of those sites were submitted by the 9/18 early deadline to receive feedback from Deloitte Consulting. Emails were sent out earlier this week to the points of contacts for those sites containing their individualized responses. If you submitted a site by 9/18 and did not receive an email from me, please contact me at lisa@teampa.com.
 - Please note that the Deloitte review and scoring was a 'point in time' analysis and is not going to be something updated regularly. The scoring in aggregate is helping us analyze the statewide inventory. We also hope that getting feedback on your RFI responses was useful to see, as usually there is no feedback given during project-related site selection RFIs. The feedback objectively reflects how a site consultant would review the information submitted.
 - Each site received a composite score. The score reflects the site's response to questions in the RFI that measure the various dimensions of site readiness (e.g. ownership, ease of development, environmental, utilities, etc). The scoring rubric is based on the categories developed by the Site Selector's Guild in its REDI Sites certification program.
 - In response to a few requests received already, we are keeping the [RFI portal open](#) in case you have interest in updating your submission with supplemental information or data, including in response to Deloitte's feedback. Please note that providing these updates is voluntary and you will not be receiving any



revised feedback or scoring from Deloitte. However, updated submissions will strengthen the site information (for those sites not marked confidential) as the information will be transitioned to a public database (see Future Sites Marketing below). If you emailed additional information to me in the past few days, I encourage you to supplement your submission directly if you are able to. If you need to get the unique link to access your submission, please let me know.

- As we've received several questions in the past few days, please note that there is no direct connection between the RFI submission process and the now open PA Sites funding. PA DCED expects that there may be overlap between sites submitted to this RFI process and for PA Sites funding, however Deloitte's scoring will not be factored into the assessment of PA Sites applications. We do hope that, in some cases, the exercise of pulling the RFI information together and receiving the feedback from Deloitte may be useful should you choose to submit the same site for PA Sites funding.

Future Sites Marketing

At our August kickoff webinar, PA DCED noted its intentions to ramp up marketing of sites across the Commonwealth, using the inventory compiled through the RFI process as a jumping off point. Details are still being finalized on how the current PA Site Search web-based tool may be adapted and what staff resources DCED will utilize to ensure the site inventory remains current and accurate while also working to collect information as new sites become available. PA DCED will provide updates on these important next steps in the near future.

PA Industrial Sites Readiness Next Steps

There are several next steps with this project underway that will run through the end of 2024. Analysis of the 165 sites, as well as other sites being marketed on commercial platforms such as CoStar and LoopNet, continues to get a clearer understanding of site readiness across the state. Deloitte Consulting will also be conducting a series of in-the-field site visits in the next few weeks to a select group of sites spread across the state to gain an even deeper understanding of the options available, and to hear from key local partners on the needs, challenges and opportunities of these sites. Finally, PA DCED is continuing to evaluate best practices and options for a PA site readiness/certification framework.



We continue to maintain the [project website](#), and are posting this update on that site. Please feel free to share this email or the website to any of your partners.

If you have any questions regarding this project, please feel free to contact me at lisa@teampa.com. Please also feel free to reach out to Scott Deitrich, Deputy Director for Operations, PA DCED Governor's Action Team, at sdeitrich@pa.gov as an additional resource.

Again, we thank you for your engagement in our efforts!

Lisa Riggs
Senior Managing Director
Economic Growth Strategy & Partnerships
TeamPA.com

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