

Commonwealth of PA Industrial Site Inventory and Readiness Analysis

Questions & Answers

Thank you for your engagement in ramping up Pennsylvania's competitiveness and participation in this RFI process!

The following list of questions were received during the August 27th kick off webinar, the September 3 Deloitte RFI Webinar, the office hours conducted from September 4th, 5th, and 6th, or via email before September 6.

Topic	Question	Response
Connection with PA Sites Funding	1. How does this RFI process connect with PA Sites funding?	The RFI process is not connected to the PA Sites funding program. PA Department of Community & Economic Development (DCED) will be releasing updated guidelines for PA Sites this fall that will follow its own application process. Submission to the RFI does not place a site or a project in the queue for PA Sites funding.
Connection with PA Sites Funding	2. Does a site's RFI scoring hold any preferred treatment in the evaluation for PA Sites funding? Will DCED use RFI site scoring as part of its evaluation?	No. There is no preferred treatment for sites that participate in the RFI process.
Types of Submissions	3. Should we think about sites that don't have the correct zoning?	Yes, if you believe such a site is suitable for industrial and could be viable for industrial..
Types of Submissions	4. Is this limited to strictly vacant sites, or does it include existing or spec buildings as well? Should a vacant spec building be submitted or not?	All sites (even those with existing buildings) should be considered and submitted. Those sites that are intended for new construction or redevelopment should be prioritized. Spec development intended for warehouse and logistics is not necessarily a focus of this RFI, but outside of this process, DCED and GAT will be interested in collecting this information.

Types of Submissions	5. Should sites already listed with a broker be excluded?	The RFI includes a placeholder for a CoStar or LoopNet link, if available. If it is a priority site for your community, and it supports an appropriate industrial end use, yes it should be considered for this initiative. If it is a fully loaded site already listed with a broker and likely coming off the market imminently, this is less of a focus of this initiative.
Types of Submissions	6. Do we need to have site control or know that they are for sale?	There does not need to be site control and the site does not need to be for sale.
Types of Submissions	7. Will the RFI include any guidance on what makes ideal sites for each priority sector?	No. The RFI does not provide guidance on what makes ideal sites for each priority sector. However, the feedback received by site submissions will provide guidance on how "ready" a site is for particular priority sectors.
Types of Submissions	8. For industrial parks with multiple pads/parcels: Do we need submissions for each pad or submit the entire park as a single location?	Given that each pad may have different attributes - wetlands, floodplains – the preference is to have individual submissions for each pad, if possible. It is recommended to submit the most competitive pads for the initial deadline, and subsequently submit the remainder of the pads for the second deadline.
Types of Submissions	9. Also, if it's per pad, if the pad is 15 acres and the actual parcel is 25 acres to support cut/fill requirements, would that meet the size criteria of 20 acres?	The 20 acres is a target, so if the 15 acre site is the pad but it has a buffer or a shared stormwater facility for example, and otherwise it is a really great site - then please submit it.
Types of Submissions	10. Does a planned and approved data center site qualify to be included in this inventory? (Private developer owned)	Yes.
Sustainability of Database	11. How will this inventory be sustained? How will sites be added or taken out as projects are being developed? How will the database be updated?	The state is aware of the importance of keeping up to date inventory of industrial sites, and has every intention of assigning dedicated resources and specific people to ensure that the database is updated. DCED is currently

		developing its approach and processes to maintain the inventory.
Sustainability of Database	12. What would be the process for submitting sites later on down the road?	DCED anticipates utilizing a survey instrument similar to this RFI by Deloitte, however, the program is still being developed and evaluated and no final decisions have been made.
Submitting Entity	13. If a developer has a site that fits the criteria, is it OK if we share the RFI with them and ask them to add their own property to the inventory?	Yes, however we recommend that the local EDC is listed in the contact section so that any feedback/follow up will flow through the local EDC and the local EDC will have visibility into how the site is reviewed.
Submitting Entity	14. Can external partners (developers, rail providers, utility partners) act as the submitting entity for a site?	Yes. See answer to Question 13.
RFI	15. Can mining activity also be considered/included as an impediment to development?	Yes, an option was added to Question 11 to indicate the presence of any mines on the site that would impede development. Further clarity is requested in Question 13 to document what type of mining took place.
RFI	16. Can natural waterways be included as a possible piece of water and wastewater infrastructure (i.e. for water intake and discharge)?	Yes, Question 16 and 18 were updated to capture a site's proximity to a natural waterway that can be used for water intake or discharge.
RFI	17. Can site studies be uploaded to the survey tool? The site has completed Phase I with some findings to report/summarize.	The survey tool does not contain the ability to upload site studies (onerous file sizes). For site studies that are completed and with findings of relevance, note in the appropriate text box that "File is available upon request", and Deloitte will reach out to you during its review, if necessary.
RFI	18. A site's wetland delineation is not yet received but it is in process and they're working on it. How should this be captured?	Indicate in the wetlands section that they are working to receive this delineation and indicate the date it is expected.
RFI	19. Site is 18 acres and it is a highly prioritized site. Can it be submitted?	Yes. See Question 9.

RFI	20. Is there an email confirmation for each submission?	Email confirmation is not automated, but we will be issuing confirmations for each site submitted.
RFI	21. Should an industrial park be submitted as an individual submission, or should it be submitted parcel by parcel?	See Question 8.
RFI	22. Is there an RFI section that captures site incentives?	Incentives are not being evaluated as a component of site readiness at this time.
RFI	23. Can a site submission be adjusted/changed after it is submitted?	Yes. Use the same link URL that is generated when you hit the "Save" button. Copy the link URL back into your browser to view your completed submission, and you are able to complete additional sections, and re-submit the site.
RFI	24. Can PDF's be submitted as attachments?	The survey tool only accepts image files and not PDFs. If you have site documents that you wish to be captured as part of the site evaluation, please email the documents to lisa@teampa.com with CC to erasmuson@deloitte.com . Deloitte will compile a background file that can be attached as an addendum to the site's inclusion as part of the statewide inventory.
	25. What does a competitive submission look like?	All submissions regardless of competitiveness (i.e. site readiness) are prioritized to be included in the statewide inventory. Section 1 of the RFI represents the bare minimum for sites to be included in the statewide inventory and comprises basic information about the site. Section 2 of the RFI represents information that is collected as part of a commercially-oriented site selection project (e.g. site readiness studies, utility capacities, environmental impact, etc). Sites that complete Section 2 of the RFI are considered to be the most competitive (i.e. the most ready) for a new investment.
	26. What will Deloitte's submission feedback look like? How will be feedback provided?	Sites will be scored across various measures of site readiness, including utility availability, status of site studies, existing impediments to development, proximity to infrastructure, etc., and on this basis assigned to a "Tier" of site readiness.

		<p>Sites will be assigned to an "End-Use" segmentation that corresponds to the Commonwealth's priority sectors.</p> <p>Each site will receive feedback in the form of which "Tier" it was assigned, as well as which "End-Use" segmentation it was assigned. Recommendations will accompany each "Tier" and "End-Use".</p>
RFI	27. On Q10, does surrounding use refer to at the current time, or in the area's development plan which covers future use.	Surrounding use in Q10 refers to any surrounding uses that are planned over the next 18 months.