



# Employment Sites Program Second Round Applications

April 2022

# ESP Annual Report



The first Annual Report was completed on February 16, 2022.

The report is posted on the Employment Sites Website – [PCED.org/esp](http://PCED.org/esp)



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# ESP – Second Round Timeline



Second Round for Applications Opened	June 2, 2021
Second Round Closed	July 6, 2021
Multi-Review Team	August 2021
Present Second Round Applications	April 7, 2022

# Second Round Applications



**Employment Sites Program**  
Supported by the Power for Pinellas

**Development:** Florida Seating Expansion  
**Organization:** Florida Seating, Inc.  
**Address:** 6120 Mears Court, Unincorporated Largo  
**Type:** Industrial Manufacturing  
**Total Square Footage:** 18,387  
**Total Development Costs:** \$22,132,269  
**Cost per SF:** \$120.37  
**ESP Request:** \$606,940  
**Per SF subsidy:** \$33.00  
**ESP Criteria Score:** 77.5



**Summary:** ESP application 45302, Florida Seating, is an expansion to an existing manufacturing campus located in the Unincorporated area of Largo, with the addition of a new 18,387 square foot pre-engineered structure along with the necessary stormwater improvements needed to meet Pinellas County Stormwater requirements.

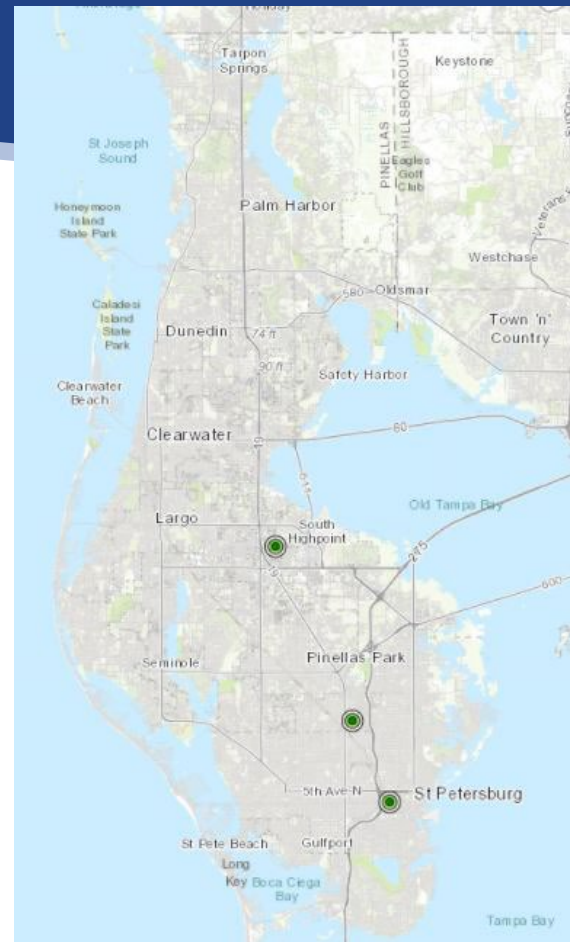
The subject property is part of a 6.9 acre industrial campus owned by Florida Seating that has building dating back to the early 1980's and late 1990's. The application is focused on the 3.55 acre site that currently has 72,184 square feet in structures and they are proposing to construct an additional 18,387 square feet. The existing site plan does not accommodate for onsite stormwater since it was not required when the original structures were built. The applicant will be required to bring the entire site up to county standards and they are requesting financial assistance on this along with assistance to underwrite demolition and required sidewalks for the project. The added costs to bring the site up to current county standards is \$606,940. These costs would make the project unfeasible for the ownership to construct the addition in order to expand operations. If provided ESP funding, the applicant will commence construction of the project within the year.

**Target Industry Linkage:** Florida Seating is woman-owned and operated since 2005 and is a leading supplier of commercial hospitality, restaurant and healthcare furniture. The manufacturer supplies furniture to a global market and works with award winning designers all over the world while striving to meet the highest standards and quality to the industries they serve. The expansion will allow Florida Seating to increase capabilities, streamline current operations and provide new manufacturing space to meet current and future trends in contract seating. The expansion will take the manufacturer from 49 employees to 59 after completion.

**Development Team:** PJ Callaghan Construction will be the General Contractor in charge of the project as well as the designer of the new structure. They have an extensive background in the development and redevelopment of industrial building throughout Pinellas County.

**Staff Recommendation:** Funding approval. This project aligns with the overarching goals of the program to assist in developing new space for target industries. The project is located on an industrial parcel. It provides space for the growth of a successful Pinellas County manufacturer and will generate new job opportunities.

Pinellas County Economic Development    PCED.org/ESP    727-464-7332



# Dairy Mix

## Details On the Project:

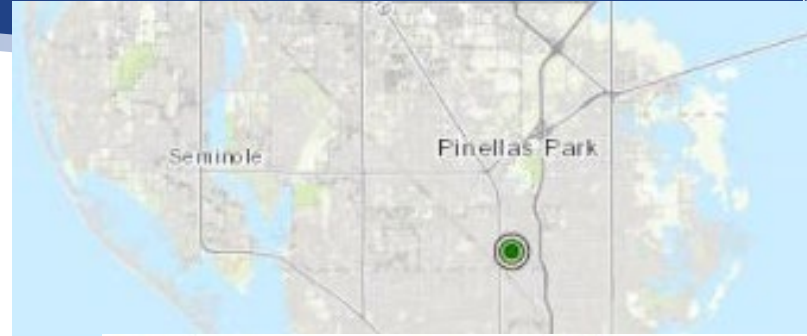
Project Cost - \$9,325,000 (\$1,004.30 per SF)

Funding Request - \$137,500

Building SF – 9,285 manufacturing addition

Based on evaluation criteria:

- The building addition and modifications to the loading docks support the requirements for manufacturing providing a strong link to target industry job creation,
- Located in a Target Employment Center,
- Entitlements in place providing an imminent timeline to complete,
- Anticipates at least 9 new jobs for the facility,
- Has a low public subsidy, and
- Is a long-time manufacturer in Pinellas County.





# Florida Seating

## Details On the Project:

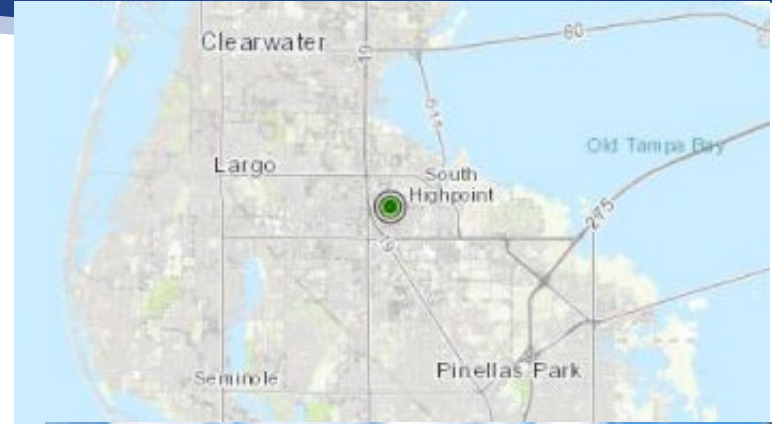
Project Cost - \$2,213,269 (\$120.37 per SF)

Funding Request - \$606,940

Building SF – 18,387 manufacturing structure

Based on evaluation criteria:

- The building addition along with its ceiling heights and floor plate support the requirements for a manufacturer use providing a strong link to target industry job creation,
- Located just outside of a Target Employment Center,
- Entitlements in place providing an imminent timeline to complete,
- Anticipates at least 59 jobs for the facility,
- Has a moderate public subsidy, and
- Is a known woman-owned manufacturer.



# Orange Station

## Details On the Project:

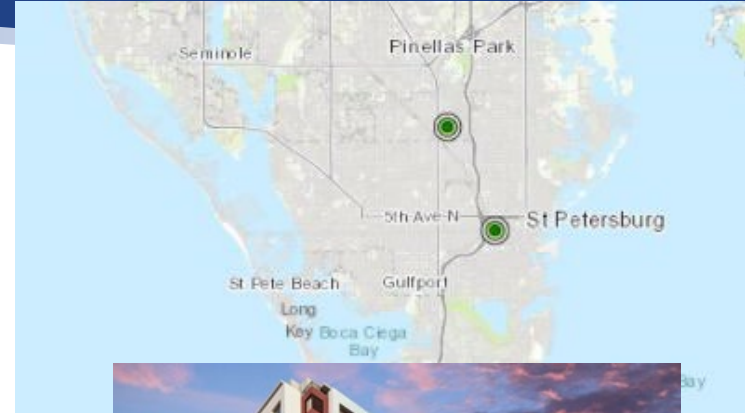
Project Cost - \$16.3 million (\$326.84 per SF)

Funding Request - \$3 million

Building SF – 50,000 Class-A Office

## Based on evaluation criteria:

- This would be the first speculative Class A office space built in downtown in the past 25 years,
- Located within a Target Employment Center,
- Entitlements in place providing an imminent timeline to complete,
- St. Petersburg has contributed more than \$8.4 million in financial assistance,
- This is a mixed-use product that has office and residential uses, and
- There is an experienced development team.



# Recommended Action

Recommendation to fund the three Employment Sites Program (ESP) applications. The recommended Board action is for conditional approval, and funding of the projects following successful completion of due diligence to comply with program guidelines as determined by the County Administrator.

It is further recommended that the Board delegate authority to the County Administrator to negotiate and execute all agreements and documentation associated with the ESP project funding in the amounts authorized by the Board of County Commissioners or less.



# Next Steps

- More in-depth due diligence to be conducted on applications
- Negotiate agreements – terms, benchmarks for payouts and claw-back mechanisms
- Review with County Administrator the final agreements for his signature.
- Project monitoring and funding

