

Development: Bardmoor Palms Redevelopment

Organization: BP Land Holdings West

Address: 8333 Bryan Dairy Road, Largo

Type: Industrial

Total Square Footage: 140,400

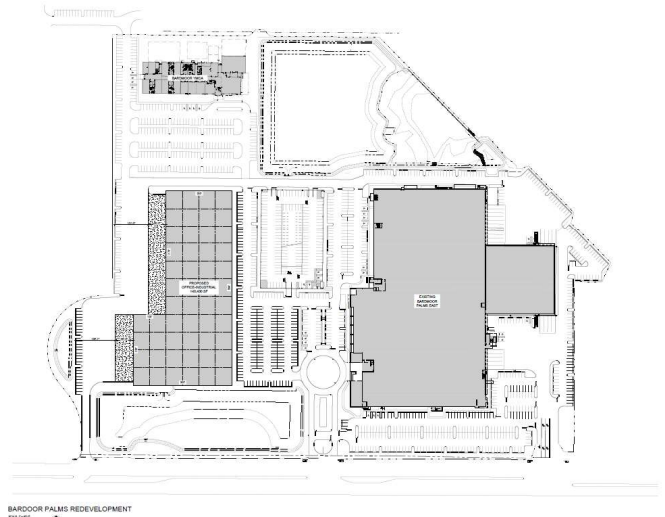
Total Development Costs: \$25,986,171

Cost per SF: \$185.09

ESP Request: \$3,750,000 (\$26.71 pSF)

Staff Recommendation: \$3,250,000 (\$23.15 pSF)

ESP Criteria Score: 123



Summary: ESP application 45437, BP Land Holdings West, plans to demolish two existing buildings in order to construct a new state of the art 140,400 square foot speculative industrial/manufacturing facility. BP Land Holdings West—Harrod Properties, intends to demolish an existing 150,000 square foot Class B office building that is not occupied and has not been occupied for the past two years along with an adjoining 500 car parking garage in order to construct the new industrial facility.

BP Land Holdings West is requesting \$3,750,000 in assistance through the ESP program to fund the necessary fill dirt required to raise the site for industrial use, to meet new stormwater requirements, the cost of demolition and the extraordinary development capital costs for the new facility. The applicant states that they will require 65,000+/- square yards of fill dirt (\$1,657,500) to bring the site up to a usable grade and provide dock high trucking access. Demolition costs are estimated at \$1.2 million, and stormwater improvements in the amount of about \$310,000. These costs make speculative development financially unfeasible given the current market rental rates.

Target Industry Linkage: The applicant states that they anticipate the project to attract a number of high-tech manufacturing and medical manufacturing companies due to the footprint of the space and the central location in mid-Pinellas County. BP Land Holdings West used "Impact DataSource", an economic development software, and based on a SIC code study of projected tenants, it projected that this project will create in excess of 323 direct jobs and 517 spinoff jobs. The 323 direct jobs stemming from this project will have an average salary of \$63,000 and the spin-off jobs will have an average salary of approximately \$39,000 according to the study.

Due Diligence Report: The report noted that the subject lease rates utilized by BP West in the application are slightly below market rates for new, high quality industrial product. Comparable market rent for the newest industrial development in the subject's market area is asking in the range of \$13.50 per square foot, whereas BP West's current \$12.50 per square foot lease rate assumption is moderately below market. A modified proforma increasing the base rent to market levels determined that the investment return parameters are above or at the very high-end of industry standards. Based on this analysis, the report recommends that the ESP grant funding for BP West should be \$3,250,000.

Staff Recommendation: Staff supports the funding approval for the amount identified in the due diligence report. This project aligns with the overarching goals of the program to assist in developing new space for target industries. The project is in a Target Employment Center and along a major corridor. The redevelopment of the site will provide the County additional new industrial space.

Development: Yo Mama's Foods Headquarters

Organization: St. Joseph's Holdings, LLC

Address: 1125 Eldridge Street, Clearwater

Type: Industrial Flex

Total Square Footage: 46,840

Total Development Costs: \$3,190,000

Cost per SF: \$68.10

ESP Request: \$400,000 (\$8.54 pSF)

Staff Recommendation: \$400,000 (\$8.54 pSF)

ESP Criteria Score: 100



Summary: ESP application 45447, St. Joseph's Holdings LLC, plans to redevelop a portion of their existing facility and then assume a lease agreement with the City of Clearwater for a facility across the street (former Armory) in order to expand their international headquarter operations. They intend to repurpose some manufacturing space in their existing facility into office space and then build out the former National Guard Amory space into a manufacturing and distribution location for Yo Mama's Foods. The planned improvements bring unique impacts of adding stormwater to a facility that has none currently along with installation of a fire suppression system to meet building code requirements with the conversion of the Armory from office to industrial use. The Armory site comes with a substantial financial investment since St. Joseph's Holdings will be responsible for funding the relocation of the City's Parks Department staff to a new location.

St. Joseph's Holding, LLC is requesting \$ 400,000 in assistance through the ESP program to fund the retrofits required to convert the manufacturing space into office space in the existing facility. Additionally the former Armory facility will require the construction of loading docks, reinforced concrete floors, LED lighting and new stormwater to offset paving of the drive and parking area, and a fire suppression system.

Target Industry Linkage: The expansion will create space for new roles across departments for Yo Mama's Foods such as production, sales, marketing, administration and research & development. Currently the company has 20 employees and they will create another 12 job opportunities with the renovation and expansion project. The international presence will continue to be a factor for economic growth with the organization. Economic Development's Business Development has been working with them on numerous levels including assistance with international outreach, export assistance, and Small Business Development Center lending programs.

Due Diligence Report: ESP funding for the improvements associated with the prospective expansion into the Armory building totals \$1.49 million (or, \$82 per square foot of building area). The majority of cost is for site improvements which includes improved stormwater management systems for the 3.1-acre parcel and is considered reasonable given the extent of the site size and improvements need.

Staff Recommendation: Funding approval for total request. This project aligns with the overarching goals of the program to assist in developing new space for target industries. The project is located within a Community Redevelopment Area in Clearwater and the renovation will provide the County more updated industrial space.

Development: Monin HQ Expansion

Organization: Monin, Inc.

Address: 2100 Range Road, Clearwater

Type: Industrial Flex

Total Square Footage: 35,842

Total Development Costs: \$35,305,672

Cost per SF: \$985.04

ESP Request: \$4,409,097 (\$123.01 pSF)

Staff Recommendation: \$3,544,079 (\$98.88 pSF)

ESP Criteria Score: 97



Summary: ESP application 45448, Monin Incorporated, will be demolishing an existing building adjacent to their main plant operations in order to expand the facility to meet their future growth needs for the company. They intend to add to their main facility 35,842 square feet of LEED Certified office space on three floors that will replace Monin's current office space in the facility and provide new R&D space. In order to accomplish this they will be demolishing the structure at 2140 Range Road in order to accommodate a stormwater vault system along with a new parking lot to meet regulations.

Monin is requesting \$ 4,409,097 in assistance through the ESP program to fund the demolition of the existing structure, removal of an existing vault system and the construction of a new vault system along with fill dirt for the site, a concrete flume system to assist in local stormwater mitigation in the immediate area and solar canopy and EV charging stations.

Target Industry Linkage: Monin has called Clearwater home since 1993. 2100 Range Road is their Americas Headquarters. Currently they have 260 employees in Pinellas and will increase their employment by an additional 30 positions through this expansion project. Today, Monin Americas sells to all fifty states and an additional 31 counties in the western hemisphere. Economic Development's Business Development has worked with them on various resources that are available to them as well as assisting in opportunities for expansion.

Due Diligence Report: There are a number of key building design and site features that Monin is proposing as part of the redevelopment including but not limited to: designed and constructed using LEED and Well guidelines; vault system will be installed under the new parking lot and a concrete flume will be added; and solar parking and EV charging stations and sustainable design for HVAC systems. Of note, the ground floor area will include a state-of-the-art tasting, touring and meeting areas with outdoor gardens for clients/vendors to conduct business with Monin.

The overall redevelopment budget indicates a significant capital investment totaling \$33 million. Monin's ESP funding application focuses more narrowly on-site improvements and mostly related to the vault system and flume, as well as the solar canopy and EV charging station. However, to date, solar canopy and EV charging stations (\$865,018) have not been funded through the ESP program.

Staff Recommendation: Staff supports a funding approval amount without funding the solar canopy and EV charging stations since they are not considered a capital expenditure for the new building. This project aligns with the overarching goals of the program to assist in developing new space for target industries. The project is located within the Hercules Industrial park which is located within a Target Employment Center overlay area.

Development: Pharmetric Laboratory Expansion

Organization: Pharmetric Laboratory

Address: 7265 Ulmerton Road, Largo

Type: Industrial

Total Square Footage: 35,080

Total Development Costs: \$9,995,000

Cost per SF: \$284.92

ESP Request: \$1,645,000 (\$46.89 pSF)

Staff Recommendation: \$1,645,000 (\$46.89 pSF)

ESP Criteria Score: 92.5



Summary: ESP application 45450, Pharmetric Laboratory, has just purchased a former pharmaceutical building and plans to upgrade it to a sterile manufacturing facility for microbiological growth media for laboratory use throughout the United States. Renovations include demolish/removal of an unsafe boiler at the back of the building, complete landscaping / drainage / parking project associated with abandoned permit BCP 1912-0129, and update laboratory space with ISO 7 cleanroom which is required for Pharmetric to begin manufacturing and expansion of its business. Pharmetric also plans on updating to LED lighting, and update the sprinkler system to ensure it is functional.

Pharmetrics is requesting \$1,645,000 in assistance through the ESP program to fund the retrofits required to convert a non-sterile space into a sterile manufacturing space, and the re-engineering of the electrical system to mitigate future risk with natural disasters. They will also be replacing the fire protection system throughout the facility, and then completing an open permit from the last owners related to a inoperable stormwater pond. Also funds will be used to relocate the loading dock and assistance in the build out of Clean rooms that will be built to ISO standards.

Target Industry Linkage: Pharmetric provides an invaluable service to pharmaceutical outsourcing manufacturing facilities, compounding pharmacies, and hospitals, not only in the southeast, but also across the country. It is with this strong Client base that Pharmetric plans on expanding to manufacturing of microbiological growth media, a critical component of the environmental monitoring (EM) programs of pharmaceutical manufacturers. There are a limited number of competitors in pharmaceutical testing, and none who can provide microbiological growth media to its client base for EM. The new facilities purified water system will be key in meeting these goals. Currently the organization has 45 employees and with the completion of this project they will be adding an additional 60 positions. Economic Development's Business Development worked with them to identify the ESP program as a way to expand their operations for growth.

Due Diligence Report: The new facility provides a layout that is conducive to Pharmetric's operations; however, the structure was built 1971 and was previously home to a non-sterile pharmaceutical manufacturing company. For this, the ESP funding request is largely directed at rehabilitating the site and building with some critical needs including: ponding and drainage issues; mechanical, electrical, and plumbing systems; and, the cost associated with the non-sterile clean rooms that need significant improvements to meet the ISO standards to begin operations.

Staff Recommendation: Funding approval for total request. This project aligns with the overarching goals of the program to assist in redeveloping former industrial space for target industries. The project is located along a major corridor and the renovation will provide the County improved industrial space.