

Economic Development Ad Valorem Tax Exemption Program

July 28, 2022

**Dr. Cynthia Johnson, EDFP
Director**

Pinellas County Economic Development



STEP 1: PRE-APPLICATION SUBMITTED BY COMPANY

STEP 2: RESOLUTION TO BOARD OF COUNTY COMMISSIONERS

STEP 3: APPLICATION SUBMITTED BY COMPANY UPON PROJECT COMPLETION

STEP 4: COUNTY REVIEW

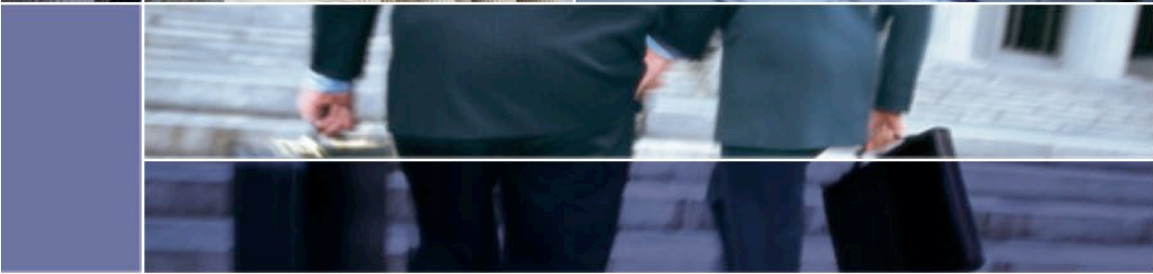
- Property Appraiser's Report
- PCED Scoring Matrix

STEP 5: ORDINANCE TO BOARD OF COUNTY COMMISSIONERS

STEP 6: AGREEMENT TO BOARD OF COUNTY COMMISSIONERS

STEP 7: COMPLIANCE PHASE/ANNUAL REPORTS

- **County Commission Adopted Governing Ordinance 2014-56 in December 2014**
- **Since Program Inception:**
 - **13 Projects from 11 Companies Submitted ADVTE Pre-Applications**
 - 6 Active Projects
 - 1 Company has entered the abatement phase
 - 7 Companies did not advance to application phase



***Pinellas County
Economic Development Ad
Valorem Tax Exemption
Scoring System***

**7/28/2022
www.ryan.com**





ADVTE Scoring System

- Unique, transparent, simple
- Bonus points for job creation
- “But For” competition for new businesses

» Capital Investment

- Points awarded: 10-35
- 5 Categories:
 - Under \$2M
 - \$2M-\$10M
 - \$11M-50M
 - \$51M-\$100M
 - \$101M+

» Qualifying Wage

- Points awarded: 10-35
- 5 Categories:
 - MQW
 - 125% MQW
 - 150% MQW
 - 200% MQW
 - 225%+ MQW

» Headcount

- Points awarded: 10-30
- 5 Categories:
 - Categories are based on minimum job creation criteria
 - » *Minimum 10 new jobs*
 - » *Bonus for increasing headcount 25%+*

ADVTE Scoring System

Total Points Obtainable by Applicant: 115 possible points = 100 base pts + 15 bonus pts

Capital Investment					
Capital Investment	Under \$2M	\$2M to \$10M	\$11M to \$50M	\$51M to \$100M	Above \$101M
Points Awarded	10	15	20	30	35

Wage Level					
Wage Level	Minimum Qualifying Wage	125% MQW	150% MQW	200% MQW	225%+ MQW
Points Awarded	10	15	20	30	35

Employee Headcount Increase					
Target Industry Business Headcount Increase	Meets Minimum Job Creation	11-39 New Jobs	40-99 New Jobs	100-149 New Jobs	150+ New Jobs
Points Awarded	10	15	20	25	30
Bonus for 25% Headcount Increase: 15 pts					



ADVTE Program Benefits

➤ Tier System

- Four Tier system based on cumulative points generated from the Scoring System.

	Tier 1	Tier 2	Tier 3	Tier 4
Total Points Awarded	30 - 49	50 - 75	76 - 99	100
Abatement Structure: Maximum	5 yrs. / 50%	7yrs. / 75%	10 yrs. / 85%	10 yrs. /100%



ADVTE Scoring System – Project ABC Example

Project ABC: Manufacturing Company

Scoring Criteria	#	Points	Tier	Maximum Abatement
Capital Investment	\$5M	15	2	7 years / 75%
Wage Level	125% MQW	15		
Headcount Increase Bonus	Yes	15		
Job Creation	10	10		
Total		55		



ADVTE Scoring System

➤ “But for” and competition

- What role would the ADVTE Program play in the decision to locate the project in Pinellas County?
- What other locations are being considered for the project?
 - Provides data on jurisdictions competing with Pinellas for “new to the county” company relocations

➤ Compliance

- ADVTE Annual Report Guidelines currently requires businesses to submit an annual payroll roster to Economic Development staff
 - Includes hire dates, job titles, annualized wages, and employee ID
- Failure of the company to submit the necessary paperwork and/or meet the terms of its agreement with the County should result in the termination of the agreement and their elimination from the ADVTE Program



ADVTE Assessment Outcomes

➤ Developed New Criteria and Scoring System

- Transparent to Businesses and Other Stakeholders
- Straight-Forward
- Creates an Equitable Standard for ADVTE Program Participation
- Provides data to Pinellas County on competing jurisdictions
- Employee headcount bonus can significantly benefit small businesses



Manatee County Incentive Programs

▶ Economic Development Incentive

- Eligibility: Qualified applicants creating new, high-wage jobs and capital investment by expanding an existing location or bringing a new location to the county
- Incentives: Customizable per business based off number of jobs created and the average annual wage

▶ Multi-Modal Transportation Impact Fee Incentive

- Eligibility: Creating at least 5 new quality jobs at or above 115% of the Manatee County average annual wage
- Incentive: Amount based off the square footage of the construction, use of the building, and the average annual wage of the company

▶ Ad Valorem Property Tax Exemption

- Eligibility: Any qualified new or existing business looking to locate or expand in Manatee County
- Incentive: Up to 100% exemption. Percent exemption based off current and projected employees, average wage of employees, and amount of capital investment in Manatee County



Pasco County Incentive Programs

Job Creation Incentive Fund

- Supported by County General Fund Dollars
- Eligibility: Qualified applicants creating new, high-wage jobs and capital investment by expanding an existing location or bringing a new location to the county
- Incentives:

Qualifying Wage Bracket	Average Wage	Incentive Award Per Job Created
115%	\$42,912	\$2,000
125%	\$46,644	\$3,000
150%	\$55,973	\$4,000
200%	\$74,6300	\$5,000

Mobility (Impact) Fee Waiver

- Eligibility: Any business located in Pasco County that is considered part of a targeted industry
- Incentive: All mobility (impact) fees are waived

Recent Project

- Touchpoint Medical has committed 116 new jobs at 150% the average county wage and \$24 million investment
 - Touchpoint will receive \$100,000 in training grants, \$150,000 permitting fee waiver, \$464,000 in job creation grants, and a 10-year tax abatement worth \$980,000



Contact Information

▶ Allea Newbold, Principal

Office: 813.371.0566

Cell: 813.830.2564

Allea.Newbold@ryan.com

▶ Matt Lowell, Director

Office: 321.251.2924

Cell: 813.624.2376

Matt.Lowell@ryan.com