

# 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  
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## ***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
<b>Total Points Awarded</b>	30 - 49	50 - 75	76 - 99	100
<b>Abatement Structure: Maximum</b>	5 yrs. / 50%	7yrs. / 75%	10 yrs. / 85%	10 yrs. /100%



## ***ADVTE Scoring System – Project ABC Example***

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





## ***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](mailto:Allea.Newbold@ryan.com)

### **▶ Matt Lowell, Director**

Office: 321.251.2924

Cell: 813.624.2376

[Matt.Lowell@ryan.com](mailto:Matt.Lowell@ryan.com)