

## **Employment Sites Program (ESP) Publicly led Infrastructure Grant Funding**

### **Frequently Asked Questions:**

#### **Question: What is the purpose of the pre-app meeting?**

Answer: Pinellas County Economic Development (PCED) staff uses the pre-app meeting to ensure all applicants understand the program and to provide the same information to each applicant regarding the processes.

#### **Question: How many applications can one jurisdiction submit?**

Answer: There is no limit to the number of applications that can be submitted.

#### **Question: If I submit my application early will I receive a faster decision on funding?**

Answer: Application review will not begin until the application period ends.

#### **Question: What is a Target Industry?**

Answer: A Target Industry is identified as an export-oriented industry with a majority of its products or services sold outside of Pinellas County (preferably outside of Florida) and whose average annual wages are above the Pinellas County average annual wage. These are typically advanced manufacturers, aviation, aerospace, information technology, life sciences, medical technologies, defense, homeland security, business and financial services companies **that could locate anywhere, and do not primarily cater to the local market**. Some examples include:

A local bank is not a target industry, but a financial services firm serving a national or international market is typically a target industry.

A grocery store is not a target industry, but a company selling food products manufactured in Pinellas to a national market could be a target industry.

A local computer repair shop is not a target industry, but a technology solutions firm serving a national or international market is typically a target industry.

A local hospital is not a target industry, but a pharmaceutical manufacturer or a company that makes medical devices is typically a target industry.

#### **Question: How do I define the area of impact?**

Answer: The area that is being impacted the most by the project. For example, if you are constructing a new regional stormwater pond, then the area impacted would be those parcels that benefit from the new pond. Another example could be an expansion of sewer along a corridor, those parcels that would receive access to sewer would be the impacted area. For a roadway project, the area of impact could be the parcels that are adjacent to the project or if it impacts a larger identified area (i.e.– an industrial park) then that could be considered the area of impact.

**Question: How do I know the number of existing Target Industry businesses and employees impacted?**

Answer: Once you have defined the area of impact, you can reach out to David Chawk at PCED who can provide a listing of businesses within the area you have defined. The source of this listing is Data Axle. PCED will not review, verify or in any way analyze the data provided from Data Axle.

Points of Contact for Data Axle Business Lists: David Chawk, [dchawk@pinellas.gov](mailto:dchawk@pinellas.gov)

You will need to review the list to estimate those that are target industry businesses. By using the NAICS/SIC codes and descriptions provided for each business, you can determine whether they might be a target industry business. Please do not provide the list of business names in your application. The application only requests the total numbers of businesses and employees.

NOTE to Cities: Business Tax Receipts (BTR) data would be a more reliable source of data for the business list. You should derive your business list from the BTR data if possible.

**Question: How can I estimate new Target Industry businesses and employees?**

Answer: You will need to review the impacted area and estimate the amount of space that could be built and the number of employees that could be accommodated in that space.

**Question: How do I know if my project is located within or along an area that provides access to a Target Employment Business?**

Answer: Please review the Location Criteria map here <https://www.pced.org/infrastructure/>

**Question: How can I best align my public infrastructure application to address employment and locational benefits, projected fiscal and economic impacts, furtherance of county or municipal goals and/or environmental impact.**

Answer: Please review the Program Guidelines and Evaluation Narrative here <https://www.pced.org/infrastructure/>