



Florida Job Growth Grant Fund Public Infrastructure Grant Proposal

Proposal Instructions: The Florida Job Growth Grant Fund Proposal (this document) must be completed by the governmental entity applying for the grant and signed by either the chief elected official, the administrator for the governmental entity or their designee. Please read the proposal carefully as some questions may require a separate narrative to be completed.

· ·	
Name of Governmental	Entity: Pinellas County
Government Federal En	nployer Identification Number:
Contact Information: Primary Contact l	Name: Mike Meidel
Title: Director, Pin	ellas County Economic Development
Mailing Address:	13805 58th Street North
	Clearwater, Florida 33760
Phone Number:	727-464-8114
)pinellascounty.org

Public Infrastructure Grant Eligibility

Governmental Entity Information

Pursuant to section 288.101, F.S., the Florida Job Growth Grant Fund was created to promote economic opportunity by improving public infrastructure and enhancing workforce training. Eligible governmental entities that wish to access this grant fund must submit public infrastructure proposals that:

- Promote economic recovery in specific regions of the state, economic diversification or economic enhancement in a targeted industry. (View Florida's <u>Targeted Industries here.</u>)
- Are not for the exclusive benefit of any single company, corporation or business entity.
- Are for infrastructure that is owned by the public and is for public use or predominately benefits the public.





1. Program Requirements:

Each proposal must include the following information describing how the project satisfies eligibility requirements listed on page 1.

A.	Provide the title and a detailed description improvements. The 501 Building Renovation - See Attachment A	of the	public infrastructure		
			201		
В.	Is this infrastructure owned by the public?	⊘ Yes	□No		
C.	Is this infrastructure for public use or does it predon	ninately be	enefit the public?		
		✓ Yes	□No		
D.	Will the public infrastructure improvements be for the exclusive benefit of any single				
	company, corporation or business entity?	☐ Yes	 ✓ No		
E.	Provide a detailed explanation of how the public is connect to a broader economic development vision additional current or future businesses.				
	See Attachment A				





- F. Provide a detailed description of, and quantitative evidence demonstrating, how the proposed public infrastructure project will promote:
 - Economic recovery in specific regions of the state;
 - Economic diversification; or
 - Economic enhancement of a Targeted Industry (View Florida's <u>Targeted Industries here.</u>)
 - O As part of this response, describe how the project will promote specific job growth. Include a description of the number of jobs that will be retained or created, the average wages of such jobs, and in which industry(ies) the jobs will be created using the North American Industry Classification System (NAICS) codes. Where applicable, you may list specific businesses that will retain or grow jobs or make capital investment.
 - o Further, include the economic impact on the community, region, or state and the associated metrics used to measure the success of the proposed project.

See Attachment A

If additional space is needed, attach a word document with your entire answer.





2. Additional Information: A. Is this project an expansion of an existing infrastructure project? ✓ Yes □No B. Provide the proposed commencement date and number of days required to complete construction of the public infrastructure project. The project will begin upon grant funding and requires nine months to complete. C. What is the location of the public infrastructure? (Provide the road number, if applicable.) 501 1st Avenue North, St. Petersburg, Florida D. Who is responsible for maintenance and upkeep? (Indicate if more than one are applicable.) City Other E. What permits are necessary for the public infrastructure project? A building permit is necessary to complete the public infrastructure project. F. Detail whether required permits have been secured, and if not, detail the timeline for securing these permits. Additionally, if any required permits are local permits, will these permits be prioritized? Permits have not been secured. The project will be initiated once a grant funding agreement is executed. It will take approximately 3 months for design drawings to be completed, 6 weeks for a building permit to be obtained, and then 4 1/2 months for completion of renovation (total 9 months). Discussions with the City of St. Petersburg indicate they are very amenable to prioritizing economic development projects. G. What is the future land use and zoning designation on the proposed site of the infrastructure improvements, and will the improvements conform to those uses? The Land Use is Activity Center. The Zoning Designation is Downtown Center 1 (DC-1). The improvements conform to these uses and designations.





H.	H. Will an amendment to the local comprehensive plan or a development or required on the site of the proposed project or on adjacent prop- accommodate the infrastructure and potential current or future job of opportunities? If yes, please detail the timeline.			
	☐ Yes 🗸 No			
	If additional space is needed, attach a word document with your entire answer.			
l.	Is the project ready to commence upon grant fund approval and contract execution? If no, please explain.			
	✓ Yes			
	If additional space is needed, attach a word document with your entire answer.			
J.	Does this project have a local match amount?			
	☐ Yes ✓ No			
	If yes, please describe the entity providing the match and the amount.			
	See Attachment A			
K.	Provide any additional information or attachments to be considered for this proposal.			
	Attachment A - Responses that did not fit in text box; Attachment B - Letters of support; Attachment C - Maps, Attachment D - Photos			





3. Program Budget

Estimated Costs and Sources of Funding: Include all applicable public infrastructure costs and other funding sources available to support the proposal.

A.	Public Infrastructure Project Construction Reconstruction Design & Engineering Land Acquisition Land Improvement	\$ 825,000.00 \$ 125,000.00 \$	147
			Please
	Other	\$	Specify:
	Total Project Costs	\$ 950,000.00	
В.	Other Public Infrastructure Pr City/County Private Sources	roject Funding Source	es:
			Please
	Other (grants, etc.)	\$	Specify:
	Total Other Funding	\$ 0	-
	Total Amount Requested	\$ 950,000.00	•
		•	e difference between the public er public infrastructure project
C.	Provide a detailed budget na obtain the funding and any ot		timing and steps necessary to related information.
	See Attachment A		





4. Approvals and Authority

A.	If the governmental entity is awarde	ed grant funds	s based	d on this p	propos	al, what
	approvals must be obtained before	it can execu	te a gi	rant agree	ment v	with the
	Florida Department of Economic	Opportunity	(e.g.,	approval	of a	board,
	commission or council)?					

Approval by the Pinellas County Board of County Commissioners.

- B. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the governmental entity and the Florida Department of Economic Opportunity:
 - i. Provide the schedule of upcoming meetings for the group for a period of at least six months.

See Attachment A

ii. State whether that group can hold special meetings, and if so, upon how many days' notice.

Yes. Per F.S. 286.011.1 the County must provide reasonable public notice.

C. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the governmental entity. This evidence may take a variety of forms, including but not limited to: a delegation of authority, citation to relevant laws or codes, policy documents, etc.





I, the undersigned, do hereby certify that I l behalf of the above-described government	have express authority to sign this proposal on all entity.
Name of Governmental Entity: Pinellas Coul	nty
Name and Title of Authorized Representati	Mark S. Woodard, County Administrator
Representative Signature:	Woodard
Signature Date: 12/20/17	30

LIST OF ATTACHMENTS

- A. ATTACHMENT A RESPONSES THAT DID NOT FIT IN TEXT BOX
- B. ATTACHMENT B LETTERS OF SUPPORT
- C. ATTACHMENT C MAPS
 - a. FUTURE LAND USE
 - b. AERIAL WITH PROJECT LOCATION
- D. ATTACHMENT D PHOTOS OF EXISTING FACILITIES

ATTACHMENT A - RESPONSES THAT DID NOT FIT IN TEXT BOX

(PAGE 2) 1A. PROVIDE THE TITLE AND A DETAILED DESCRIPTION OF THE PUBLIC INFRASTRUCTURE IMPROVEMENTS.

The 501 Building Renovation - Renovation of approximately 23,000 square feet of office space for use as a regional incubator/accelerator located in downtown St. Petersburg. The specific spaces to be renovated include the entire eighth and ninth floors and Suite 110 on the first floor. The spaces will be for the benefit of multiple business enterprises and the community through the operation of the space as an incubator and technology center.

The 501 Building is located at 501 1st Avenue North and is owned, maintained and operated by Pinellas County. It was built in 1924 and was purchased by the County in 2001. The ten-story masonry vernacular brick structure contains a total of 117,133 gross square feet of office and first floor retail space with an attached parking garage. It is located on the same block as the courthouse and houses agencies that serve the public. Current tenants include the State of Florida Division of Administrative Hearings, Pinellas County Supervisor of Elections, Pinellas County Facilities Management, three non-profit agencies (Pinellas Opportunity Council, Community Law Program and Gulfcoast Legal Services) and Stacie's Cottage Café.

Currently, the entire eighth (10,251 SF) and ninth (10,245 SF) floors and Suite 110 (2,497 SF) on the first floor are vacant. The renovation will include mechanical, electrical, plumbing, ADA, building system services, fire and safety systems and interior renovations including fixed capital costs as permitted and defined as "Infrastructure" in F.S. 288.101. The finished Incubator spaces on the eighth and ninth floors will have approximately 40 offices, smaller meeting areas, conference room(s), restrooms, break rooms; and within the first floor street level space will be a larger area for collaboration, networking, training and community engagement.

(PAGE 2) 1E. PROVIDE A DETAILED EXPLANATION OF HOW THE PUBLIC INFRASTRUCTURE IMPROVEMENTS WILL CONNECT TO A BROADER ECONOMIC DEVELOPMENT VISION FOR THE COMMUNITY AND BENEFIT ADDITIONAL CURRENT OR FUTURE BUSINESSES.

The public infrastructure project is to accommodate a business incubator facility for Pinellas County and the Tampa Bay Region. Targeted job growth is a strategic initiative for Pinellas County as provided for in the Economic Element of its Comprehensive Plan. Goal one of the Economic Element is to facilitate a strong and robust local economy that provides growth opportunities for existing businesses, attracts new high-wage primary employers and promotes a diverse range of industries through innovative, sustainable methods that, in a responsible manner, enhance the county's vitality and the quality of life for residents and visitors. The top objective is to strengthen the local economy by attracting 50,000 new high-wage primary jobs to Pinellas County by 2030 through the active recruitment of targeted industry businesses. Another primary objective is to achieve a business climate that promotes and supports local business retention, expansion and diversity; and to support and promote a healthy environment for small businesses through ongoing programs and assistance.

Pinellas County has a strong historical and ongoing commitment to entrepreneurship, new business development and fostering and growing companies locally. The County, through its Industrial Development Authority, has committed funding and/or space for business incubator and accelerator activities since 2003. Its highly successful business incubator, the Tampa Bay Innovation Center (TBIC), was located in the County's STAR Center facility, and operated by STAR-TEC Enterprises, Inc. (STAR-TEC). Due to a pending sale of the STAR Center, STAR-TEC commissioned a feasibility study to determine if a new incubator elsewhere in the region would be successful. The feasibility study recommended a downtown St. Petersburg location, and subsequently STAR-TEC relocated the TBIC to the campus of St. Petersburg College. Dubbed the Technology and Entrepreneurship Center (TEC Garage), the relocated program includes both incubating and co-working space components. However, the 6,000 square feet of space is far too small to accommodate demand and its entrepreneurial support of the region has been jeopardized by the incubator transitioning from the STAR Center to an undersized operation that could never reach any type of sustainability. It is imperative that the incubator relocate out of the current location into one where it can serve the large and growing entrepreneurial population of the region.

Relocating and expanding the incubator to the publicly-owned 501 Building will allow the County and TBIC to better leverage local and regional entrepreneurship and innovation programs/activities to best support start-ups and small businesses to create high salaried jobs throughout the County and the region. The business incubator will support targeted industry clusters of research, innovation and entrepreneurial activity in the technology, life sciences, marine sciences, and/or advanced manufacturing sectors. The incubator shall provide two primary functions: (1) support programs and services such as business mentoring/coaching, education, idea validation, strategy development, marketing assistance, network opportunities, workforce development, access to capital, access to b-schools and interns, and standard office resources; and (2) a dedicated workspace that is a combination of affordable leased spaces and flexible collaborative workspaces. The incubator space will also include conference rooms, reception area and common areas serving the incubator tenants. The existing TEC Garage will relocate to the new incubator location.

The project supports Governor Scott's Fighting for Florida's Future plan to grow the economy through job creation and support for small business using a public private partnership. Goal Number One of State of Florida's Job Creation Plan is to increase Florida's global competitiveness as a destination for business, capital, talent, innovation and entrepreneurship. This project specifically addresses two of the five tactics identified in this strategy. Specifically, it will 1) support the development of innovation resources and infrastructure vital to business development and growth and 2) attract capital and help introduce start-up companies to investors through program aimed at providing access to alternative and non-traditional capital to entrepreneurs.

(PAGE 3) 1F. PROVIDE A DETAILED DESCRIPTION OF, AND QUANTITATIVE EVIDENCE DEMONSTRATING, HOW THE PROPOSED PUBLIC INFRASTRUCTURE PROJECT WILL PROMOTE ECONOMIC RECOVERY IN SPECIFIC REGIONS OF THE STATE; ECONOMIC DIVERSIFICATION; OR ECONOMIC ENHANCEMENT OF A TARGETED INDUSTRY:

In October 2013, a Feasibility Study was conducted, by Greenwood Consulting Group, Inc., on behalf of the Tampa Bay Innovation Center (TBIC). Greenwood Consulting Group, Inc. has performed over 80 incubator projects in the United States and Canada using its proprietary feasibility assessment model which considers six factors: market, business assistance, champion, real estate, development cost and funding, and operating sustainability. The study concluded that there is a market for an incubator in the

region, in part because of interest by almost 200 market survey respondents in becoming part of the incubator, including 66 potential tenants. The preferred recommendation of the study concluded that a mixed-use business incubator facility in the City of St. Petersburg would be feasible.

In 2014, the St. Petersburg Chamber of Commerce commissioned a Competitive Assessment of the city and region. It confirmed that the city has experienced losses in some higher-wage skills-based sectors, including information technology and manufacturing. But it also noted that entrepreneurship was an excellent economic development opportunity for the City and region: "Positive signs abound in its entrepreneurial economy as an ecosystem builds around a host of key assets and skilled talent is attracted to the walkable and amenity-rich Downtown." This project included a comprehensive public input process, with an online survey available to all regional stakeholders that garnered 1,510 responses. That survey showed strong support for adding to the City and region both acceleration programs (supported by 46 percent of respondents), and incubation facilities (50 percent).

The existence of a tenant market, and its interest in a downtown St Petersburg location, are also evidenced by the successful operation of the TEC Garage and its continuing 100% occupancy. In less than 3 years since its October 2014 opening, the TEC Garage has received almost 600 inquiries from entrepreneurs, and has served approximately 40 clients per year, despite being constrained to a small, 6,000 square foot space with limited programming and other resources necessitated by its relocation into its temporary location at St. Petersburg College.

While the City of St. Petersburg is the actual location of the incubator, the economic impact will accrue to Pinellas County and the Tampa Bay region, as the incubator will serve entrepreneurs throughout the counties of the Tampa Bay. The business incubator will support targeted industry clusters of research, innovation and entrepreneurial activity in the technology, life sciences, marine sciences, and/or advanced manufacturing sectors. The anticipated economic impacts of the proposed incubator is based on data from STAR-TEC (from operating the TBIC and TEC Garage), a business incubation program in nearby Orlando, and the National Business Incubation Association (now known as iNBIA). Using these data, estimates of the economic impacts of the proposed incubator are shown in Table 1. The number of jobs to be created and retained will be approximately 670 positions, and client revenues will be about \$100 million.

Table 1. Economic Impact of TBIC Incubator

Impact	Lowest Estimate	Highest Estimate	Midpoint
Jobs	252	1086	669
Client Revenues	\$30 million	\$171 million	\$101 million

(PAGE 5) 2J. IF YES, PLEASE DESCRIBE THE ENTITY PROVIDING THE MATCH AND THE AMOUNT

While there is no direct match for the construction project, STAR-TEC has initiated fund raising efforts to secure \$75,000 through smaller public and private donations of cash, in kind services, and equipment and furniture to complete the interior set-up of the facility. STAR-TEC has an established track record of raising funds for its special projects. Staff costs for project and construction management will be provided as an in-kind match by Pinellas County. The County, through its Industrial Development Authority, has committed funding and/or space for business incubator and accelerator activities since

2003. In the past year, the County has made more than \$500,000 in improvements to the public parking garage at The 501 Building, following a multi-million project upgrading the exterior openings. The County's intent is to provide a lease, with optional renewals, at a nominal cost to support the incubator at The 501 Building.

(PAGE 6) 3C. PROVIDE A DETAILED BUDGET NARRATIVE, INCLUDING THE TIMING AND STEPS NECESSARY TO OBTAIN THE FUNDING AND ANY OTHER PERTINENT BUDGET-RELATED INFORMATION.

There is no present existing funding for the renovation of this space. This request is for a 100% funding grant for design and construction of the project. Staff costs for project and construction management will be provided as an in-kind match by Pinellas County.

Upon a Notice of Grant Award from the State of Florida, Pinellas County will work as a priority with the State of Florida to finalize and executive a Grant Funding Agreement. We estimate this will require two months.

Upon Execution of the Grant Funding Agreement, it take approximately three months for design drawings to be completed and six weeks for a building permit to be obtained. A total of \$125,000 will be required to complete the design and engineering drawings.

The remaining amount of \$825,000 will be required over the remaining 4.5 months to complete the renovation. Renovation consists of demolition of existing partitions, ceilings, floor finishes, and reengineering and renovation of mechanical, electrical, and plumbing systems on the first, eighth, and ninth floors of the 501 Building to accommodate the new tenant. Bathroom facilities will be upgraded to meet the latest ADA codes, and all building systems serving these areas will be upgraded. The layout of each area will be renovated with a combination of new partitions and the installation of new systems cubicles and floor, wall, and ceiling finishes to accommodate the new occupancy. Finally, fire alarm and safety systems will be fully upgraded.

(PAGE 7) 4BI. PROVIDE THE SCHEUDLE OF UPCOMING MEETINGS FOR THE GROUP FOR A PERIOD OF AT LEAST SIX MONTHS.

The remaining 2017 Board Meetings will be held on November 28th and December 12th. The first five months of 2018 Board meetings will be held on January 9th, January 23rd, February 6th, February 27th, March 20th, April 10th, April 24th, May 8th and May 22nd.

(PAGE 7) 4C. EVIDENCE THAT THE UNDERSIGNED HAS ALL NECESSARY AUTHORITY TO EXECUTE THIS PROPOSAL ON BEHALF OF THE GOVERNMENTAL ENTITY.

Section 2-62 of the Pinellas County Code delegates the approval authority of grant applications, \$1 Million or less, to the County Administrator.

FLORIDA JOB GROWTH GRANT FUND

PINELLAS COUNTY ECONOMIC DEVELOPMENT PROJECT: THE 501 BUILDING RENOVATION

ATTACHMENT B - LETTERS OF SUPPORT



CITY OF ST. PETERSBURG, FLORIDA

RICK KRISEMAN, Mayor

Office of the Mayor

August 11, 2017

Cissy Proctor, Executive Director Florida Department of Economic Opportunity Caldwell Building 107 E. Madison Street Tallahassee, FL 32399

Dear Ms. Proctor,

I am writing to let you know of my support for the **501 Building** application submitted by our economic development partner, Pinellas County Economic Development, to expand a regional incubator in downtown St. Petersburg. St. Petersburg has long-supported an Incubator Project, to the extent that it committed to provide city property for the Incubator, but this proposed site is a much better fit for this project.

The currently proposed downtown location is easily accessible to thousands of people in the region, the city's250,000 + population, and is proximate to hundreds of new apartments, residents, employees that want to be downtown and in the revitalizing south and west sides of downtown.

Downtown St. Petersburg is the location for many businesses within the City's Target Industry Clusters, including: Data Analytics, Financial Services, Marine and Life Sciences, Creative Art and Design and Specialized Manufacturing.

The Incubator at the **501 Building** would have partnerships with entrepreneurial and education organizations, as well as the developing Innovation District, which brings together seven major institutions including the Johns Hopkins Medicine/ All Children's Hospital, the University of South Florida St. Petersburg, and Bayfront Health and over 20 operational partners. There is a unified vision for the District for the first time in the City's history, to bring new opportunities for entrepreneurs, investors, and cutting-edge industries to locate in downtown St. Petersburg.

Additionally, the partnership of the City and St. Petersburg Chamber, for the operation of The Greenhouse is St. Petersburg's front-door to small business growth, providing business owners and entrepreneurs with the education, resources and assistance necessary to thrive in the local economy. Comprised of an expert team from the City of St. Petersburg and St. Petersburg Area Chamber of

Commerce, along with a wide network of partners, the Greenhouse is steps from the **501 Building** and can be a major feeder to the Incubator.

Please accept this letter of support for this important project and please contact me with any questions that you have.

Sincerely,

Rick Kriseman, Mayor

cc. Peter Antonacci, Enterprise Florida





August 15, 2017

Florida Department of Economic Opportunity Enterprise Florida, Inc. 107 East Madison Street/Caldwell Building Tallahassee, FL 32399

Subject: Florida Job Growth Grant Application

Dear Sir/Madam:

The St. Petersburg Area Chamber of Commerce urges you to support Pinellas County's application for a Florida Job Growth Grant for infrastructure improvements for renovations to the 501 Building. These improvements will allow the County and its partners to re-establish a regional incubator in Pinellas County.

In 2014, the Chamber commissioned a Competitive Assessment of the city and region that confirmed that St. Petersburg had experienced losses in some higher-wage skills-based sectors, including information technology and manufacturing. But it also noted that entrepreneurship was an excellent economic development opportunity for the City and region: "Positive signs abound in its entrepreneurial economy as an ecosystem builds around a host of key assets and skilled talent is attracted to the walkable and amenity-rich Downtown." A regional stakeholder survey showed strong support for adding both acceleration programs and incubation facilities.

Our Chamber represent some 1,300 members and is very active in economic development. A high performing incubator is a vital part of any effective innovation ecosystem that strives to start and grow high impact businesses.

The Chamber looks forward to working with our partners and the State of Florida to advance this critical initiative.

Sincerely,

Chris Steinocher President/CEO

St. Petersburg Area Chamber of Commerce



Florida Department of Economic Opportunity Enterprise Florida, Inc. 107 East Madison Street/Caldwell Building Tallahassee, FL 32399

Subject: Florida Job Growth Grant Application

Dear Sir/Madam:

The St. Petersburg Area Economic Development Corporation urges you to support Pinellas County's application for a Florida Job Growth Grant for infrastructure improvements for renovations to The 501 Building. These improvements will allow the County and its partners to re-establish a regional incubator in Pinellas County.

In 2014, the City of St. Petersburg and the St. Petersburg Area Chamber of Commerce commissioned the Grow Smarter Initiative, a Competitive Assessment of the city and region that confirmed that St. Petersburg had experienced losses in some higher-wage skills-based sectors, including information technology and manufacturing. It also noted that entrepreneurship was an excellent economic development opportunity for the City and region: "Positive signs abound in its entrepreneurial economy as an ecosystem builds around a host of key assets and skilled talent is attracted to the walkable and amenity-rich Downtown." A regional stakeholder survey showed strong support for adding both acceleration programs and incubation facilities.

The St. Petersburg Area EDC works to support and retain local organizations, as well as recruit new businesses for our community. A high performing incubator is a vital part of any effective innovation ecosystem that strives to start and grow high impact businesses. It is attractive to companies considering moving their business here, supports local talent and provides a space for existing companies to grow. The St. Petersburg Area EDC looks forward to working with our partners and the State of Florida to advance this critical initiative.

Sincerely,

J.P. DuBuque President

ATTACHMENT C - MAPS

- a. FUTURE LAND USE
- b. AERIAL WITH PROJECT LOCATION

Future Land Use Map



Aerial of Site



ATTACHMENT D – PHOTOS



















