




Breakout Track 3: Analyzing Industrial Sites for Development with Limited Inventory



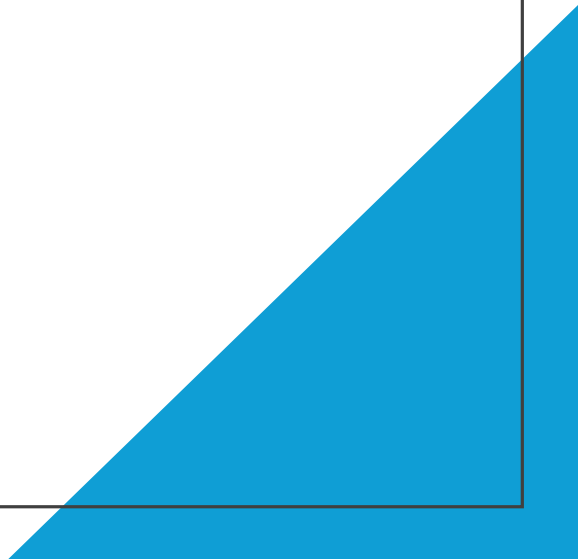
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Industrial Site Selection in Central Pennsylvania

- Where are the sites?
 - Two Types of Sites
 - Sites in Established Industrial Parks
 - Examples: Milton Industrial Park, Columbia County Industrial Park, Pawling Station, Great Stream Commons, Mifflin County Industrial Park, Summit Park in State College
 - Sites in Other Areas
 - Examples: Various sites around the interchange of 80 & 15, sites along Route 11 between Danville & Northumberland, sites surrounding the I-99 corridor in Bellefonte & Port Matilda, various sites along interchanges of I-80 & now I-99 & I-180

Industrial Site Selection in Central Pennsylvania

- Where do we find these sites?
 - Drive Website
 - <https://driveindustry.com/>
 - CoStar
 - Specialized Industrial Brokers



Industrial Site Selection in Central Pennsylvania

- What do these sites have in common?
 - Established industrial park
 - Zoning, topography, utilities, permissions, access to transportation routes, access to workforce, incentives
 - Other Sites
 - May have zoning, may have utilities, may have permissions and access to transportation and workforce, predominately do not have incentives



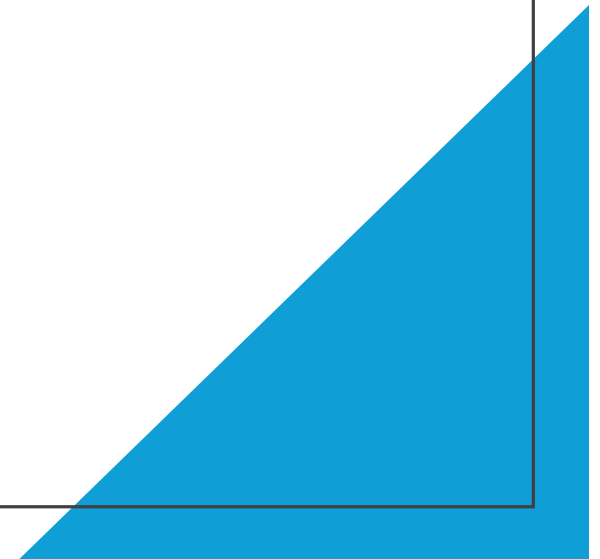
Industrial Site Selection in Central Pennsylvania

Established industrial parks offer shorter time periods to development with fewer challenges.

Other non-industrial park sites offer opportunities as well as additional challenges to development.

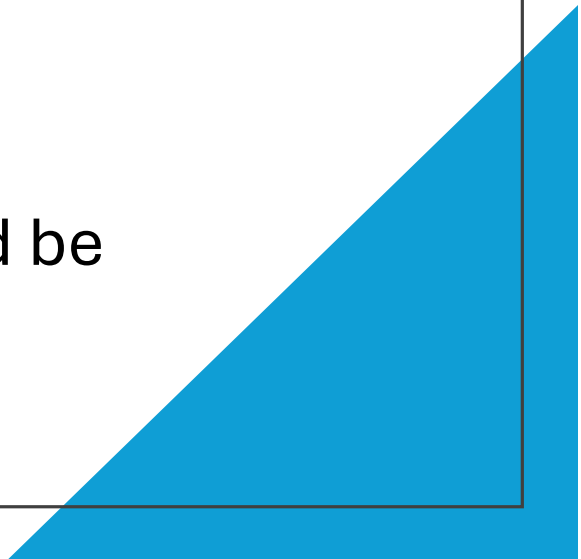
Industrial Site Selection in Central Pennsylvania

- Consideration of sites include
 - Zoning
 - Utilities
 - Access to transportation
 - Access to workforce
 - Topography
 - Taxation



Today's Goal

- Understanding one issue:
 - How are real estate taxes measured and estimated?
 - In order to weigh a real estate tax incentive like a LERTA or KOZ, it is important to know what the tax would be if the incentive did not exist.



- Real Estate Taxes =
 - Current Market Value Multiplied by the Effective Tax Rate
- Effective Tax Rate =
 - Common Level Ratio Multiplied by the Total Millage
- Example: Plant - \$5,000,000 Market Value Including Land & Building
 - Effective tax rate 1.5% yields an annual real estate tax of \$75,000 per year.

County	Municipality	Common Level Ratio	Total Millage	Effective Tax Rate
Columbia	Briar Creek Twp	16.00%	75.055	1.20%
Columbia	Hemlock Twp	16.00%	81.565	1.31%
Montour	Mahoning Twp	50.40%	17.78702	0.90%
Montour	Valley Twp	50.40%	16.65302	0.84%
Northumberland	Point Twp	10.90%	143.135	1.56%
Northumberland	Milton Boro	10.90%	128.945	1.41%
Northumberland	Mt Carmel Twp	10.90%	109.225	1.19%
Union	East Buffalo Twp	52.20%	28.56	1.49%
Union	Gregg Twp	52.20%	17.47	0.91%
Snyder	Penn Twp	10.50%	93.3125	0.98%
Snyder	Monroe Twp	10.50%	95.3125	1.00%
Centre	Boggs Twp	18.50%	74.32	1.37%
Centre	Benner Twp	18.50%	62.2403	1.15%
Mifflin	Derry Twp	25.60%	59.9815	1.54%
Lycoming	Muncy Twp	51.30%	25.72	1.32%
Luzerne	Plains Twp	69.40%	26.7573	1.86%
			Low	0.84%
			High	1.86%
			Average	1.35%
Example	\$5,000,000	0.84%	\$41,965.61	
	\$5,000,000	1.86%	\$92,847.83	
	\$5,000,000	1.35%	\$67,406.72	

Thank you for your attention today!