

ECONOMIC BENEFITS of Certified Sites Programs



“...as a member of our strategic business attraction office, and the person here who manages warehouse/distribution prospects, I have not had one inquiry in the past 2 years that has not specified they wanted ‘shovel ready’ property only.”
 – Brenda Grober, Empire State Development (NY)

TIME SAVINGS

In NY, **regulatory requirements** associated with protection of endangered species or wetlands can drag on for years. However, for the most part, businesses want to come in and **be up and operational within 12 months!**

HISTORY

About 20 states offer “shovel ready” certified sites, e.g. NY, PA, IN, OH, MN, VA, CA, and GA.¹ NH’s ReadySetGo! Program is one of the latest to join²

Most major companies and their consultants focus primarily on Certified Sites not only because of the benefits but now that so many states have the program it has become the new standard.

– John Rhodes,
 Moran, Stahl & Boyer Consulting



CERTIFIED SITES
 enable rapid development and are attractive to companies seeking new locations

BENEFITS

NY Build Now and Shovel Ready Totals 1999 - 2009

	Capital Investment	Square Feet	New Jobs	Jobs Retained
Build Now-NY/ Shovel Ready	\$663,999,000	6,410,760	6,949	3,296
Shovel Ready only	-	(14 sites)	4,133	2,205

Altogether, the NY program has attracted **significant private-sector investment and created hundreds of jobs.**³ Large benefits were realized even without Build Now-NY grants

FOOTNOTES:

1. US Certified Sites (2013). <http://uscertifiedsites.com/> 2. SNHPC and Access Greater Manchester (2013). ReadySetGo! <http://readyssetgonh.com/> 3. Empire State Development (2013). Build Now-NY Program Impact. <http://tinyurl.com/ntn4hx4> 4. MN Dept. of Employment and Economic Development (2013). Benefits of a shovel-ready site. <http://tinyurl.com/kv3jmy4> 5. Frank, L. (2013). Governor Corbett: American Eagle Outfitters to Build New Distribution Center in Luzerne County; Create 369 Jobs. PA Dept. of Community and Economic Development. <http://tinyurl.com/kbkqx6r> 6. City of St. Cloud, MN (2012). 2011-2012 Annual Report—City of St. Cloud Economic Development . <http://ci.stcloud.mn.us/DocumentCenter/View/3557> 7. Burgio, K. & Caster, E. (2011). Evaluating the State Environmental Quality Review Act (SEQRA) Through a Case Study of Global Foundries. Skidmore College. <http://tinyurl.com/mw6ch38> 8. Hellstrom, J. (2009). GLOBALFOUNDRIES Breaks Ground at Luther Forest Technology Campus. PC Perspective. <http://tinyurl.com/nev5hb>

CONFIDENCE

Shovel-ready sites greatly reduce risk by eliminating most of the unknowns from the site selection decision and increasing the predictability of getting the land developed, the building constructed and the business up and running⁴

SUCCESS STORIES

PA, 2013: Hazle Township’s American Eagle Outfitters site = \$160 million investment and over 360 jobs⁵

MN, 2012: St. Cloud’s Geringhoff Worldwide site = \$20 million investment and 100 jobs⁶

CASE STUDY: MALTA, NY

GLOBALFOUNDRIES’ new semiconductor/nanotech facility located in Malta, Saratoga County represents a **\$4.2 billion investment and is expected to create some 1,400 high tech jobs.** Saratoga Economic Development Corporation (SEDC), had spearheaded the hunt for a potential shovel ready site, and the **“shovel ready” designation “was crucial in successfully attracting GlobalFoundries”** to Malta because it would allow construction to start immediately^{7,8}

