



PROFESSIONAL SERVICES AGREEMENT

This Professional Services Agreement ("Agreement") is by and between Hernando County, Florida hereinafter referred to as "Hernando County", and the Tampa Bay Regional Planning Council, hereinafter referred to as "TBRPC", and is effective this 12th day of Sept., 2023.

Hernando County desires to retain TBRPC to assist in the creation of an industrial land use strategy report.

TBRPC represents that it has the personnel with technical expertise, experience, and knowledge to perform such work for Hernando County.

NOW THEREFORE, in consideration of the mutual covenants contained herein, and other good and valuable consideration, the sufficiency and adequacy of which are hereby acknowledged the parties agree as follows:

1. SCOPE OF SERVICES

TBRPC Responsibility - TBRPC will provide the Services and Deliverables to Hernando County which are listed on Exhibit A, hereto.

Hernando County Responsibility – To enable TBRPC to perform these Services, Hernando County agrees to provide TBRPC in a timely manner, as identified and requested by TBRPC, data that is necessary for project completion that may not be obtainable from other readily-available sources and make available appropriate staff to assist TBRPC in performing the Services hereunder.

Hernando County agrees to review the Deliverables listed in Exhibit A within 5 days of receipt. In the event that additional days are required for Hernando County to review, due dates for subsequent Deliverables and Project Completion shall be extended day for day.

2. TIME OF PERFORMANCE

- A. **Term** - TBRPC shall begin performing the Services upon execution of this Agreement. This Agreement will terminate upon completion of the Deliverables and Project Completion date listed in Exhibit A.

3. **COMPENSATION**

- A. **Compensation Amount** – Hernando County will pay TBRPC the satisfactory completion of Services and Deliverables in the Scope of Services in **an amount not to exceed \$25,000**. Changes in the Scope of Services requested by Hernando County that result in costs in excess of \$25,000 will require a supplementary Agreement with cash compensation, as agreed to by the parties.

4. **CHANGES AND ADDITIONAL SERVICES**

This Agreement constitutes the entire agreement between Hernando County and TBRPC and it may not be amended or altered in any way except by a written amendment signed by both parties to this Agreement; provided, however, that at any time during the term of this Agreement Hernando County, by written notice to TBRPC, may modify the scope of the Services to be furnished by TBRPC under this Agreement. If such modification causes an increase or decrease in the Scope of Services to be provided by TBRPC or in the amount of time required for their performance, an equitable adjustment shall be made to the provisions of this Agreement for payments to TBRPC.

5. **TERMINATION**

- A. Each party reserves the right to terminate this Agreement at any time with or without cause by giving the other party fourteen (14) days advance written notice of such termination.
- B. In the event of any such termination, TBRPC shall deliver to Hernando County all reports, data, estimates, computations, memoranda, documents, and other papers or materials either furnished by Hernando County or prepared for Hernando County under this Agreement.

6. **INDEPENDENT CONTRACTOR**

TBRPC will act as an independent contractor in the performance of the Services under this Agreement. Accordingly, TBRPC shall be responsible for the payment of all required business license fees and all taxes including Federal, State and local taxes arising from TBRPC's activities under the terms of this Agreement.

7. **GOVERNING LAW**

This Agreement shall be interpreted under and governed by the laws of the State of Florida. Venue for any legal dispute arising out of this Agreement is Hernando County, Florida. The parties waive their right to a jury trial in any legal dispute arising out of this Agreement. Each party will be responsible for its own court costs, attorney fees, and alternative dispute resolution fees.

8. **RECORDS RETENTION**

TBRPC shall retain all records related to this Agreement as required by section 119.0701(2)(b), Florida Statutes (2022), for a minimum of five (5) years from termination/completion. TBRPC understands its obligations under Chapter 119, F.S. (2022), and will abide by same. IF TBRPC HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE ITS DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT: TELEPHONE: (352) 540-6426; EMAIL: PUBLICINFORMATION@HERNANDOCOUNTY.US; MAIL: 15470 FLIGHT PATH DR., BROOKSVILLE, FL 34604.


9. **ENTIRE AGREEMENT**


This Agreement cancels and supersedes all previous discussions, negotiations, understandings, representations and agreements, written or oral, relating to the subject matter of this Agreement, and contains the entire understanding of the parties hereto.

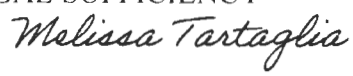
IN WITNESS WHEREOF, the parties hereto have signed this Agreement on the dates set forth below.

HERNANDO COUNTY, FLORIDA

TAMPA BAY REGIONAL PLANNING COUNCIL

By: 
Print Name John Allocco
Title Chairman
Date: September 12, 2023

By: 
Sean Sullivan, Executive Director
Date: September 21, 2023

APPROVED AS TO FORM AND LEGAL SUFFICIENCY
By: 
County Attorney's Office



TBRPC
TAMPA BAY REGIONAL
PLANNING COUNCIL

Exhibit A

Hernando County Industrial Land Use Study

Proposal, August 9, 2023

Prepared for:

Valerie Pianta
Economic Development Director
Hernando County

Summary

Hernando County is seeking an analysis of its industrial lands and strategies to preserve enough industrial land to support future employment growth. The Tampa Bay Regional Planning Council (TBRPC) is proposing a study to answer three central questions; these are:

1. How much vacant or underutilized industrial land does Hernando County have?
2. How does the supply of vacant industrial land compare to the likely future demand for it?
3. What are the leading land use and planning strategies to conserve existing industrial land and to better utilize them?

The study will be deliverable within six months from the date of contract signing and delivery of all required data files from Hernando County.

Please direct questions to Sarah Vitale, Planning Director (sarah@tbrpc.org).

Scope of Services

Many communities throughout the United States are facing the complex land use issues posed by a post-industrial economy, such as the best use of underutilized industrial land. For some communities, industrial land represents a legacy ripe for redevelopment. Others see industrial land as an opportunity to continue to foster new jobs and diversify the local tax base, and apply regulations, incentives, and even penalties to maintain the industrial land base against pressures to convert that land to other uses.

By articulating a land use strategy for economic development to the public, Hernando County will be better able to balance the supply of land for both good jobs and housing for its growing population. As detailed in the Tasks below, TBRPC staff proposes to develop an industrial land use strategy for Hernando County by answering three central questions:

1. How much vacant or underutilized industrial land does Hernando County have?
2. How does the supply of vacant industrial land compare to the likely future demand for it?
3. What are the leading land use and planning strategies to conserve existing industrial land and to better utilize them?

TBRPC proposes to address those concerns in a written report and will prepare the report by completing the following six tasks.

Tasks

1. Data Collection

- a. TBRPC staff will collect data on:
 - i. Data on industrial land, uses, and publicly available assessor data on the distribution of current land uses.
 - ii. Property Appraiser Parcel Data (e.g., assessed value, square feet of built space).
 - iii. Future Land Use and Zoning; environmental constraints.
 - iv. Recent Future Land Use amendments.
 - v. Hernando County list of target industries.
 - vi. Manufacturing and Wholesaling sector statistics for Hernando County.

2. Data Analysis and Simulations

- a. Data cleaning (GIS tasks of parcel and overlay boundary correction, such as property lines, mismatched Future Land Use boundaries, and buildable envelope based on wetland, upland, and setback constraints).
- b. Statistical profile of total industrial land by acreage and parcel characteristics.
- c. CoStar derived statistical profile of existing industrial uses (average age and obsolescent structures, lease rates, vacancy rates).
- d. Statistical profile of Hernando County's existing target industry jobs.
- e. Estimates of future spatial demand to support target industry growth.
- f. Scenario-based economic modeling in IMPLAN and/or REMI PI+ to estimate economic impacts of varying low-to-high industrial growth scenarios.
- g. GIS analysis of potential industrial land clusters using proximity to existing industrial land and supportive infrastructure, output in maps.

3. Literature Review and Best Practices:

- a. TBRPC staff will review and prepare a summary of the research literature on relevant aspects of trends in remote work, automation, logistics, and mixed-use industrial development projects considering the recent Florida Live Local Act.
- b. TBRPC staff will identify existing industrial land preservation strategies, such as regulation, incentives, and penalties in other parts of the US, focusing on policies that are most relevant to Hernando County.

4. Policy Recommendations

- a. TBRPC staff will consider the applicability of a range of potential regulatory actions, incentives, and penalties from other US communities to maintain the industrial land base in Hernando County.
- b. TBRPC will propose a set of policies to guide decisions on consolidating industrial land, redesignation to non-industrial and office uses, or adopting hybrid solutions.

Deliverables

TBRPC will provide the following deliverables:

1. Draft report for Hernando County staff to review (PDF format)
2. Public presentation of the draft report to the Hernando County Board of County Commissioners
3. Final report (PDF format) and presentation (PowerPoint slides and PDF format)

Timeline

Upon contract execution and Notice to Proceed, TBRPC will collaborate with the County to specify data needs. The TBRPC project team will begin analyses once the County provides all necessary data.

The County or TBRPC may request meetings to review progress or ask clarifying questions as needed during the data collection or analysis periods.

After the County accepts the final study document, TBRPC and the County will arrange a presentation at a time and location of the County's choosing.

Beginning Date:	• Upon contract execution/Notice to Proceed
Data Collection Completed:	• 6 weeks after Notice to Proceed
Draft Report Due:	• 14 weeks after data collection concludes
Presentation:	• To be determined by Hernando County
Client Comment Period:	• 2 weeks after presentation
Final Document Due:	• 2 weeks after comment period ends

With a start date of **August 14, 2023**, TBRPC will provide all deliverables as described in the Scope in draft format by **January 19, 2024**.

Depending upon revisions requested by the County, TBRPC plans to submit the finalized report by **February 2, 2024**,

Budget

TBRPC separates the timeline into five tasks, each with an associated subtotal price.

The budget will cover project team staff time, software and data costs, and administrative overhead. Costs are based upon TBRPC's estimate of required staff time and existing resources and consider Hernando County's membership dues in the project budget.

The table below outlines the project budget:

Task	Price
Task #1: Data Collection and Cleaning (includes one year of CoStar subscription)	\$10,000.00
Task #2: Data Analysis	\$5,000.00
Task #3: Draft Report	\$10,000.00
Task #4: Final Report	<i>No Charge</i>
Task #5: Presentation	<i>No Charge</i>
Total Price:	\$25,000.00

Client Data Responsibilities

Hernando County will provide TBRPC staff with the following data, but not limited to:

- o Future Land Use GIS files updated to the date of the execution of the Agreement.
- o GIS files for any environmental/conservation constraints.
- o List of target industries.
- o List of recent and pending future land use amendments affecting the supply of County industrial land.

While any data provided by Hernando County is at the County's discretion, the more detailed the data the more useful the final report will be.

Please direct questions to Sarah Vitale, Planning Director (sarah@tbrpc.org).

About the TBRPC

Since its founding in 1962 as Florida's first regional planning council, the TBRPC has served as a convener of the region for the six counties of Citrus, Hernando, Hillsborough, Manatee, Hernando, and Pinellas. The TBRPC maintains a Comprehensive Economic Development Strategy which keeps Tampa Bay eligible for federal funding opportunities as an Economic Development District. In this capacity, TBRPC provides technical assistance to member governments and non-government constituents to better inform decision-makers as to the impacts of their activities.

The TBRPC's Technical Assistance Program (TAP) enriches planning, design, and policy processes with data-driven insights gained using state-of-the-art economic modeling and 3D geospatial visualization software.



Economic Analysis

Economic and Fiscal Impact Analysis with IMPLAN® and REMI PI+®, Cost-Benefit Analysis, Public ROI in Urban Design



Urban Design & 3D Visualization

Modeling, Rendering, Animation, Data Visualization, Photo Compositing, Graphic and Document Design



Geographic Information Systems

Cartography, Spatial Analysis, Flood Modeling, Web Maps and Applications, GIS Workflows, and Database Design

Since TBRPC is created through an interlocal agreement, local governments may contract with TBRPC without issuing a bid for proposals.

The TBRPC **does not** take a stance on projects instead sticking to 'just the facts' of the analysis. The study will not include any judgment on the efficacy of County activities as a part of the scope of work.

TBRPC Project Team

Sarah Vitale, AICP, *Planning Director*

Sarah Vitale, AICP serves as Planning Director for the Tampa Bay Regional Planning Council. She specializes in design visualization, GIS mapping, and 3D modeling, and provides planning and technical support across the Council's projects and programs. Sarah holds a Bachelor of Science in Interdisciplinary Social Science and a Master of Science in Planning, both from Florida State University. She is a member of the American Planning Association's American Institute of Certified Planners, the Urban Land Institute, and the Congress for New Urbanism.

Harry Walsh, *Economic Development Planner*

Harry Walsh is the Economic Development Planner for the Tampa Bay Regional Planning Council. In this role, he performs economic impact analyses on behalf of, and in partnership with, regional entities to maintain the Tampa Bay Comprehensive Economic Development Strategy and facilitate grant proposals to the Economic Development Administration. Harry has six-plus years of experience using economic modeling tools such as REMI PI+, IMPLAN, Esri, and RStudio. Harry has a BA in Economics from the University of Massachusetts Amherst.

Jamie Neville, *Disaster Recovery Coordinator / Economic Modeling and Analysis*

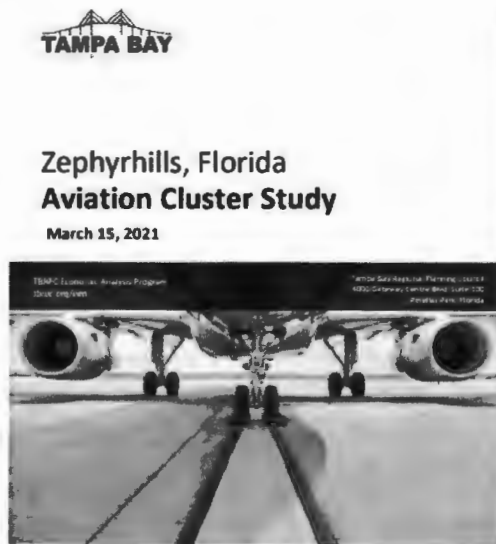
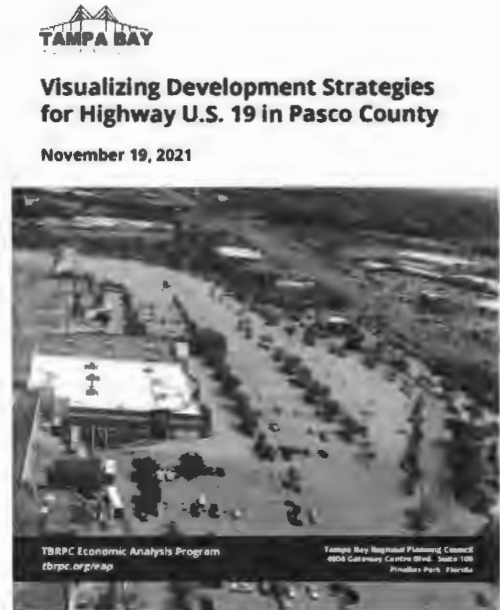
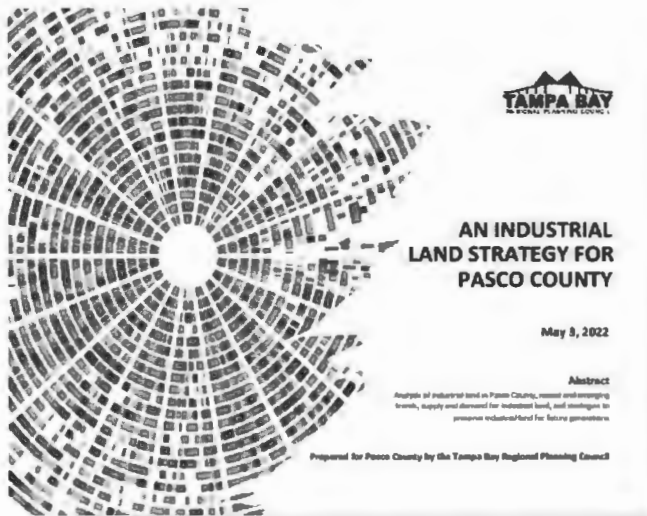
Jamie Neville is the Disaster Recovery Coordinator for the Tampa Bay Regional Planning Council. In this role she performs economic impact analysis on behalf of, and in partnership with, regional entities. Currently, her focus is the impact of COVID-19 on the state of Florida. Her experience is in modeling economic issues and contributing to the collection, analysis, and interpretation of data on topics spanning environmental policy, energy, resiliency planning, fiscal policy, economic development, and healthcare policy.

Ashley Mott, *GIS Manager*

Ashley Mott serves as the Geographic Information Systems (GIS) Manager for the Tampa Bay Regional Planning Council. She coordinates geographic activities for the Council and supports planning efforts through GIS data management, analysis, modeling, and cartography. A native Floridian, but longtime Colorado resident, Ashley earned a Bachelor of Science in Land Use from the Metropolitan State University of Denver and a Master of Science in Geographic Information Science from the University of Denver. She is a member of the Urban and Regional Information Systems Association and volunteers for its GIS Corps program.

Relevant TBRPC Experience

Recent Technical Assistance Program (TAP) Studies;



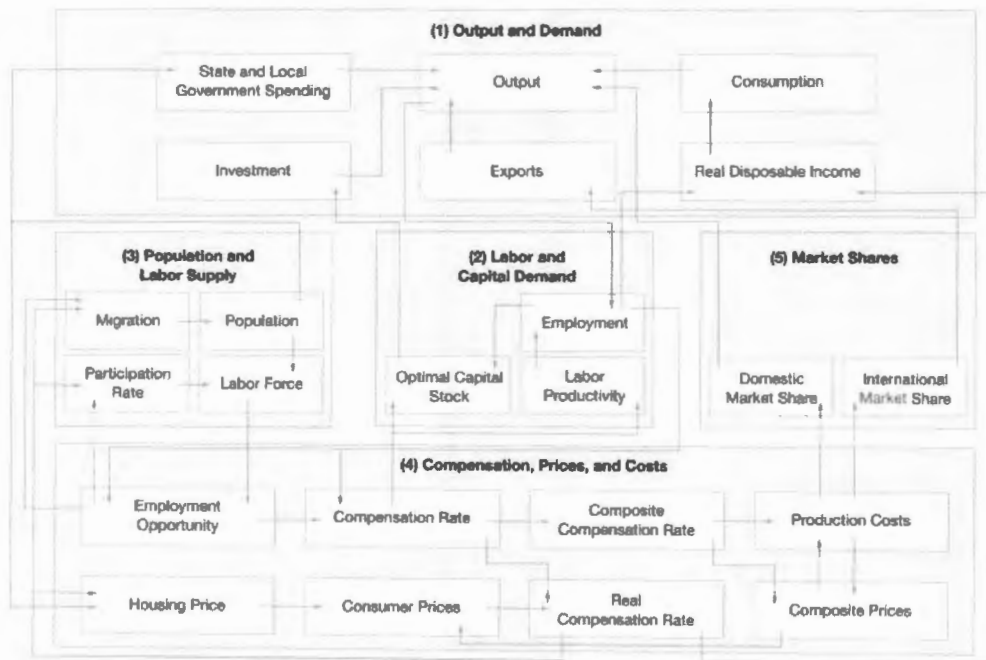
Download the full studies and more at www.tbrpc.org.

Economic Impact Analysis

TBRPC staff utilizes REMI PI+, IMPLAN, and Esri software models. REMI PI+ is an economic modeling tool that builds upon decades of research and various data sources, econometric models, and an input-output model that tracks the flow of spending through the economy from consumer or producer spending to all other sectors of the economy. Staff will model impacts using a selection of 'policy variables' which can capture employment, occupation, recreational spending, capital investment, as well as many other aspects of a region's economy.

The economic analysis will include direct, indirect, and induced impacts on the Hernando County economy. Direct impacts are those impacts that result from the first-order business decision, a business opens and hires workers. If the business hires ten workers, there are ten direct jobs. To sustain the business, the firm then orders a variety of inputs from suppliers, creating indirect jobs at firms in the supply chain. Another layer of indirect impacts is the jobs that employees of the first business and the employees of firms in the supply chain create when they spend money on household consumption, creating jobs in supermarkets, doctors' offices, and many other business types. The relationship between direct and indirect effects is the multiplier effect. If the direct creation of one hundred jobs results in the creation of fifty more indirect jobs, the multiplier ratio is 1.5. The project team will report both the impact results and calculated multipliers.

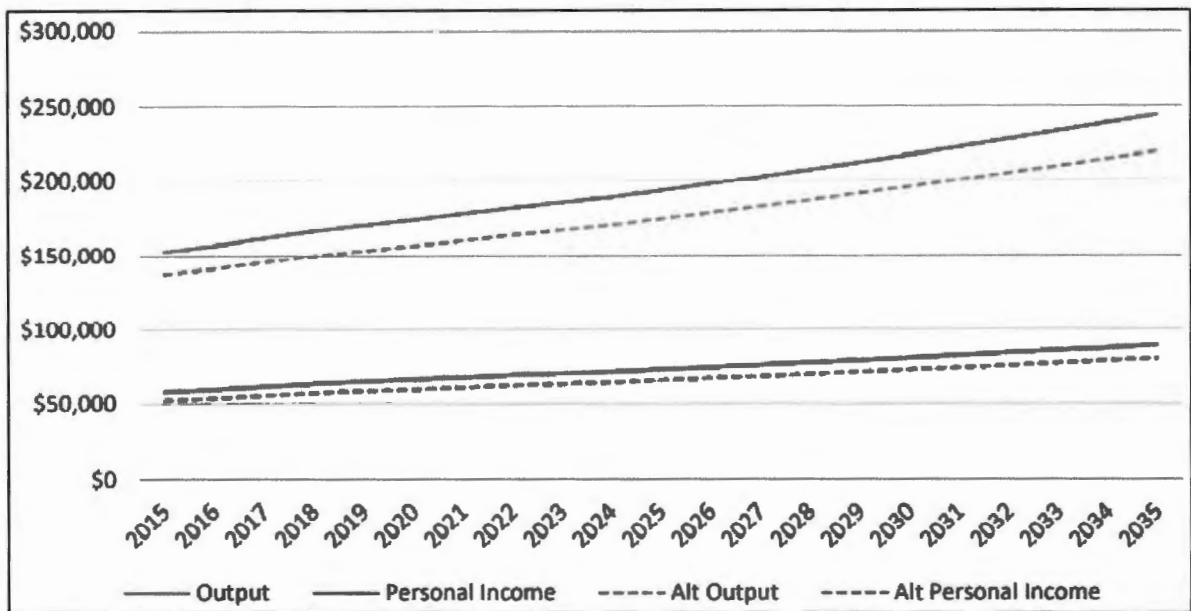
REMI Model Linkages (Excluding Economic Geography Linkages)



Source: REMI Model v3.0 Equations from remi.com

The REMI model natively has an economic forecast for the specified model region (the six-county Tampa Bay region and the state of Florida in TBRPC’s case) which goes from the last historical year until 2070. When performing an analysis, the model incorporates the user-selected policy variables into a counterfactual scenario that compares with the baseline. The project team will report the difference between the baseline forecast and the counterfactual forecast as the ‘impact’ of those inputs.

In the below chart, the TBRPC inputs a hypothetical decrease in output and personal income into a REMI model of Hernando County. The impacts reported will be the difference between the solid and dotted lines. The project team can report results as the cumulative difference between these two models over time (e.g., ‘Cumulative Difference from Baseline from 2022-2032’), or at a specific point in time (e.g., ‘Difference from Baseline in 2032’).



Source: TBRPC using REMI PI+, 2019

The geographical focus will be on the Hernando County economy. The project team will specify the methodology used for the study and list any external data sources that they use in addition to the data which the County provides.

Please direct questions to Sarah Vitale, Project Manager (sarah@tbrpc.org).