



# REGIONAL ECONOMIC DEVELOPER TRAINING PROPERTY INVENTORY & DEVELOPMENT



The **Kentucky Cabinet for Economic Development** is the primary state government agency responsible for encouraging **job creation** and **retention**, and **new investment** in the state.

[CED.ky.gov](http://CED.ky.gov)



The **Kentucky Association for Economic Development** is the state's premier professional development provider, a meaningful partner in KY's economic development, an advocate for ethics in the profession, and the voice of practitioners for state and federal governmental affairs

[kaedonline.org](http://kaedonline.org)

# **New Jobs and New Investment**

- **Existing Industry Expansions**
- **New Business Locations**



## **Expansion and Location Projects – State Level**

- **CED Project Managers (PMs)**
- **Other State entities (EEC), Utilities, Regional orgs/ADDs, Local EDs**

## **Maintain Inventory of Sites and Buildings**

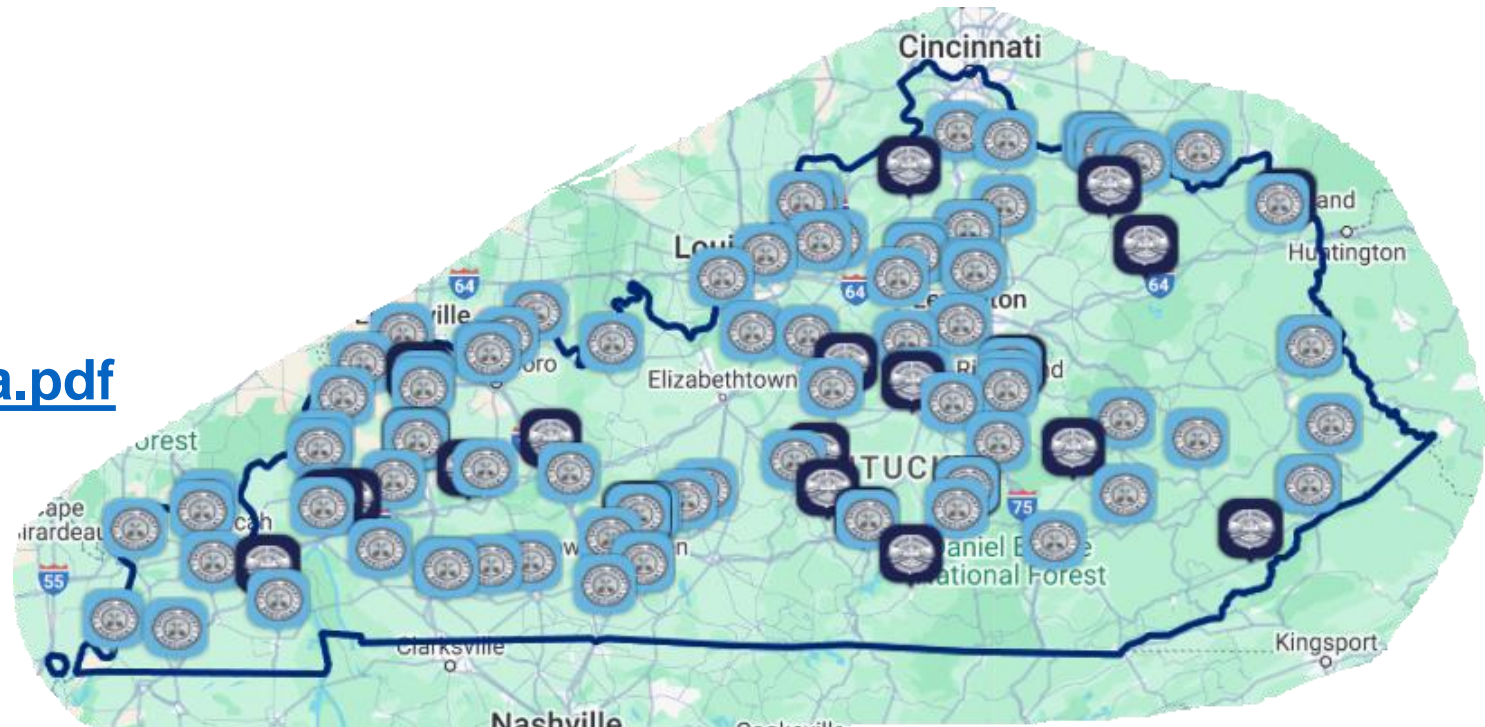
- **Shovel-Ready Sites, Build-Ready Program**
- **Site/Building Search on KY's ZoomProspector**
- **KPDI – KY Product Development Initiative**

# SHOVEL-READY SITES

Sites that are “**ready to go**” for industrial development:

- Site Size: at least 10 contiguous, buildable acres
- Utility Lines at site: electric, gas, water, sewer
- Excess Utility Capacities
- Highway/Truck Route Access
- Industrial Zoning
- Outside Flood Zones
- Property Control/Ownership

[ced.ky.gov/edis/PDF/Site/SiteCriteria.pdf](http://ced.ky.gov/edis/PDF/Site/SiteCriteria.pdf)





# BUILD-READY SITES

Graded Pads that are “ready to go” for a Building

- **Identify** a Shovel-Ready site
- Ensure proper **zoning** is in place
- Resolve all **environmental** issues
- Provide an **engineer-approved plat** of the property
- Develop **site and building plans**
- Extend **utilities** to the site or establish plans to do so
- Plan **road access** to the site
- Construct a **50,000 sqft. building pad**, expandable to 100,000 sqft
- Outline project **costs** and construction **timeline**



[ced.ky.gov/BuildReady](http://ced.ky.gov/BuildReady)









## Property Search & Analysis

Build Ready | Shovel Ready

### LOCATION

Location

### PROPERTY

No Preference

### SIZE

sqft ☒ acres

Min

Max

### SALE / LEASE

No Preference

### TYPES

No Preference

### PROPERTY NAME/ADDRESS

Enter Address or Property Name

### PROPERTY ASSETS

No Preference

### KEYWORDS

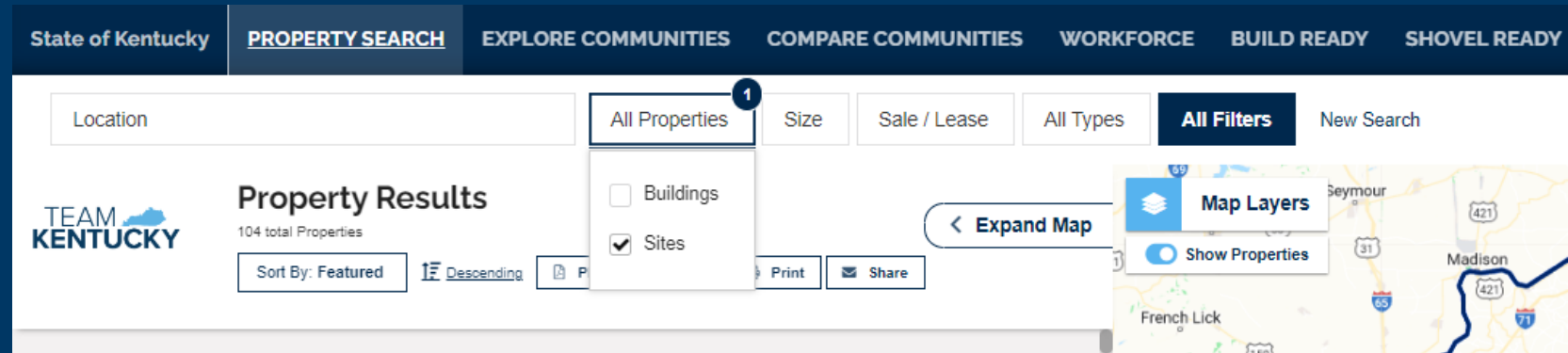
Enter Keywords

**Search**

Imperial ☒ Metric

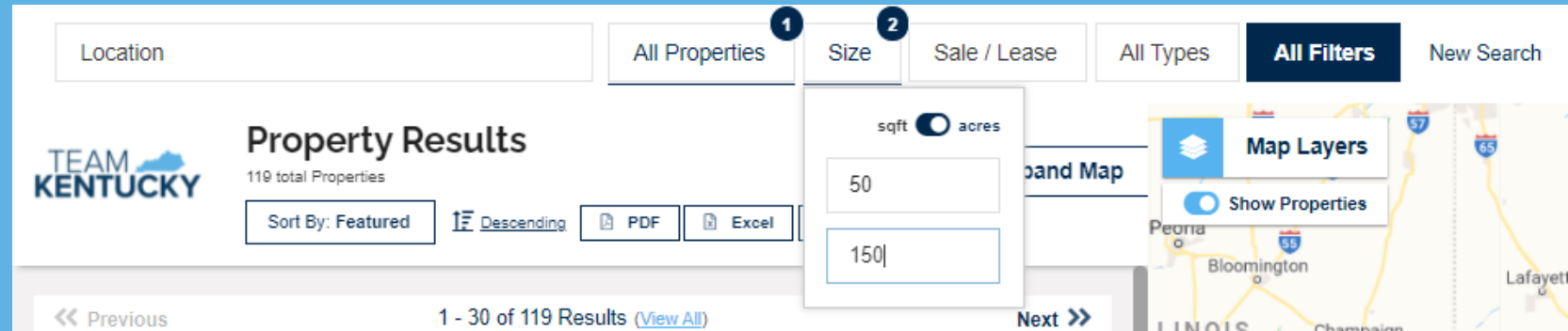
[Clear Filters](#)

# SEARCH FOR SITES AND BUILDINGS



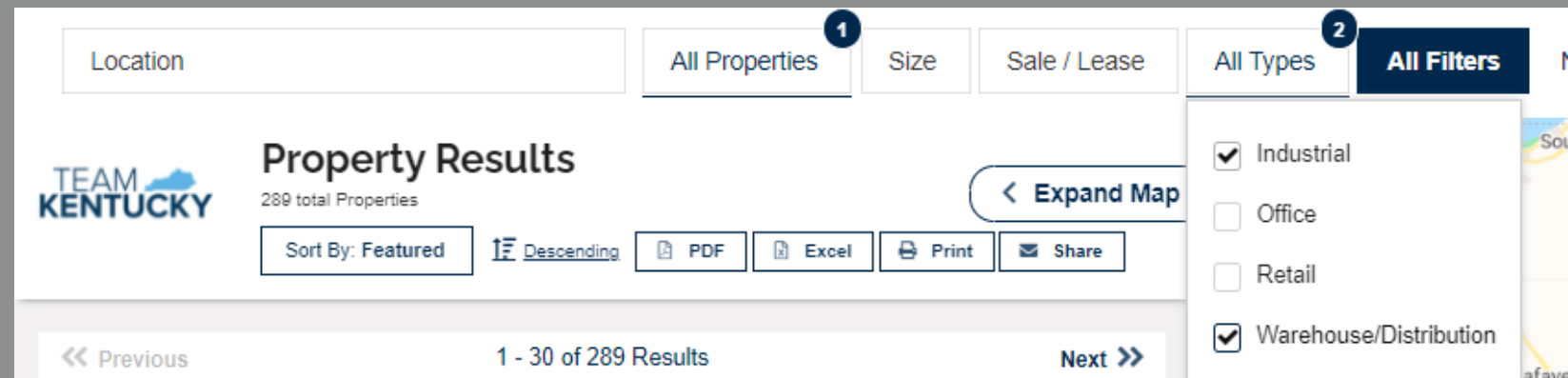
## BY SIZE

Default is square feet  
Choose Acres for sites



## BY BUILDING TYPE

Industrial, Office, Retail  
Warehouse/Distribution





# USE “ALL FILTERS” TO SEARCH FURTHER

State of Kentucky **PROPERTY SEARCH** EXPLORE COMMUNITIES COMPARE COMMUNITIES WORKFORCE BUILD READY SHOVEL READY

Location **All Properties** <sup>1</sup> Size Sale / Lease All Types **All Filters** New

## Search for:

- Shovel-Ready
- Build-Ready
- Regional Business Parks
- Rail Available
- River Access
- Agritech
- TIF District
- Opportunity Zones
- Size
- Lease Rate
- Sale Price
- Ceiling Height

State of Kentucky **PROPERTY SEARCH** EXPLORE COMMUNITIES COMPARE COMMUNITIES WORKFORCE BUILD READY SHOVEL READY

ALL FILTERS

LOCATION

Geography

Location

By Address or Property Name

Enter Address or Property Name

Zip Code

PROPERTY DETAILS

☐ Buildings ☐ Sale

☒ Sites ☐ Lease

Size

50 - 150

Lease Rate

Min - Max

Sale Price

Min - Max

Ceiling Height

Min - Max

KEYWORDS

Enter Keywords

PROPERTY TYPE

☐ Vacant Land

PROPERTY ASSETS

☐ Has Zoning

☒ Shovel Ready

☐ Build-Ready

☐ Regional Business Park

☐ Priority Property Y/N

☐ 3-Phase Available

☐ TIF District

☐ Located in Opportunity Zone

☐ New Market Tax Credit Eligible

☐ Product Development Initiative (PDI)

☒ Rail Available

☐ Agritech\_FoodBeverage

☐ River Access

☐ Proposed Development?

# EXAMPLE ZOOMPROSPECTOR SITE SEARCH

Bluegrass Crossings Business Centre | Ohio County  
Richmond - Begley | Madison County  
Commerce Park II Rail Site - CSX Select Site | Christian County  
Interstate 24 Build-Ready Business Park | Trigg County  
Paradise Regional Business Park | Muhlenberg County  
Pennyrile WestPark | Lyon County  
EastPark- Site B | Boyd County  
Elk Hill Regional Industrial Park (a Clay, Leslie, Knox County Venture) | Clay County  
Simpsonville 64 Logistics Park - Build to Suit | Shelby County  
Kentucky Enterprise Industrial Park | Pike County  
Paducah Commerce Park | McCracken County  
Southwest One Industrial Park -- Build Ready Site | Marshall County  
Gateway Industrial Park | Letcher County  
Coal Fields Regional Industrial Park | Perry County  
Flemingsburg Build Ready Industrial Park IV | Fleming County  
Oldham Reserve Business Park | Oldham County  
Crossroads Industrial Park | Marion County  
Madisonville -- 455 Bean Cemetery Road | Hopkins County  
Legacy Business Park | Fayette County

Search for “Shovel-Ready Site with 200 acres” --  
Brings back **19 properties**

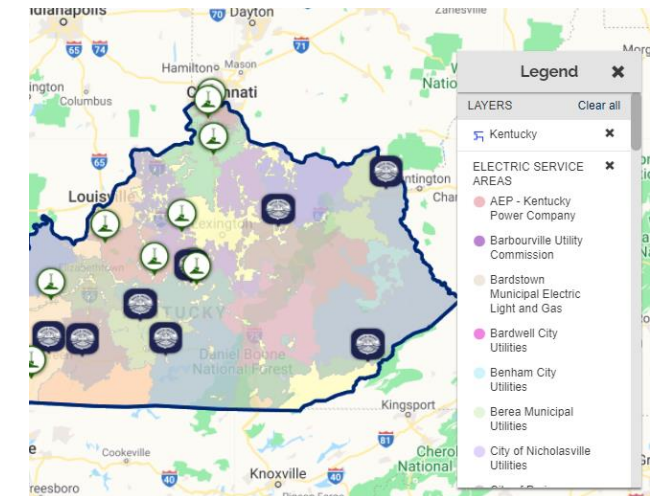
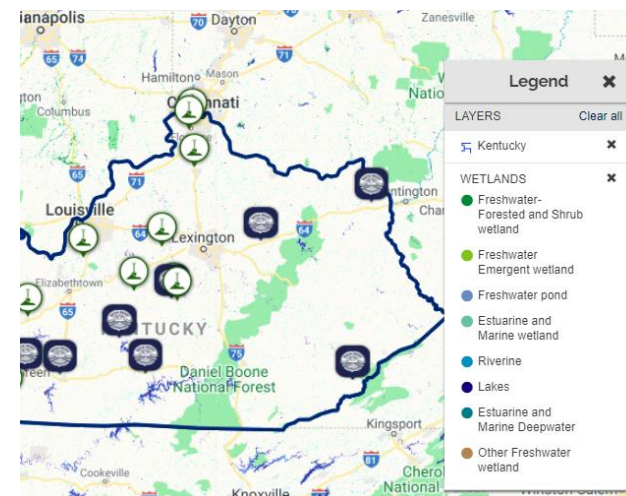
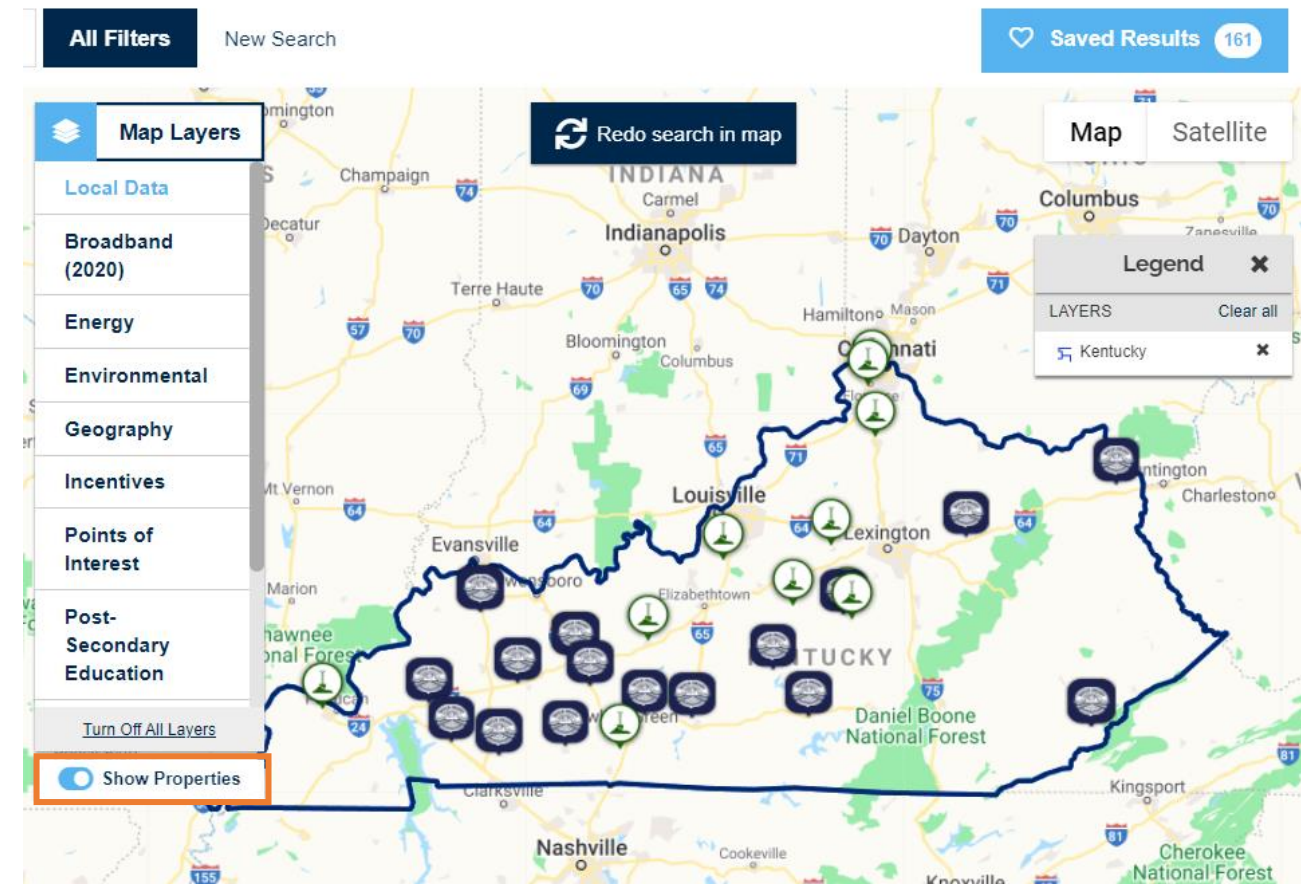
The screenshot displays the ZoomProspector website interface. At the top, there are navigation tabs: 'All Properties', 'Size', 'Sale / Lease', 'All Types', 'All Filters', and 'New Search'. The 'Size' tab is selected, and a dropdown menu shows '200' and 'Max' options. Below the navigation, the 'Property Results' section shows '21 total Properties (Save All)'. There are buttons for 'Sort By: Featured', 'Descending', 'PDF', 'Excel', and 'Expand Map'. The main content area displays three property cards. The first card is titled 'Build-Ready...' and shows a map of a site. The second card is titled 'Bluegrass Crossings Busin...' and shows a map of a site. The third card is titled 'Grant County Industrial Pa...' and shows a map of a site. To the right of the property results is a map of Kentucky with various locations marked. The map includes labels for major cities like Louisville, Lexington, and Nashville, and shows the state boundaries of Kentucky, Tennessee, and Indiana.

# MAP LAYERS

## Categories:

- Local Data
- Broadband
- Energy
- Environmental
- Geography
- Incentives
- Points of Interest
- Post-Secondary Education
- Transportation
- Utilities
- Industry concentrations

[Map Sample](#)





# ZOOMPROSPECTOR PROPERTY LISTING

## Features:

- Unique webpage link for each site
- Location/Address/Lat-Long
- Size (Acreage/Square Footage)
- Utilities
- Ownership
- Local/Agent Contact
- Photos/Videos
- Documents
  - Maps
  - Due Diligence Reports
  - Brochures
  - Hyperlinks to other webpages

The screenshot displays the ZoomProspector website interface. The top navigation bar includes links for State of Kentucky, PROPERTY SEARCH, EXPLORE COMMUNITIES, COMPARE COMMUNITIES, WORKFORCE, BUILD READY, and SHOVEL READY. The main content area is titled 'Build Ready Building Pad @ The S...' and provides details for a property in Russellville, Kentucky 42276. The page features a map view, a 3D rendering of the building, and a contact information section for Tammy Costellow, Executive Assistant. A sidebar on the right lists various documents and maps available for the property.

**Property Details**

- Street Address: 1 Forest Park Dr, Russellville, KY
- City: Russellville ([View City Profile](#))
- County: Logan County ([View County Profile](#))
- Zip Code: 42276
- Latitude/Longitude: 36.8532, -86.9067
- Type of space: Industrial, Warehouse/Distribution
- Min Size: 80,000 sqft
- Max Size: 100,000 sqft
- Last Updated: 5/16/2025

**General Information**

- PropertyID: 141-024

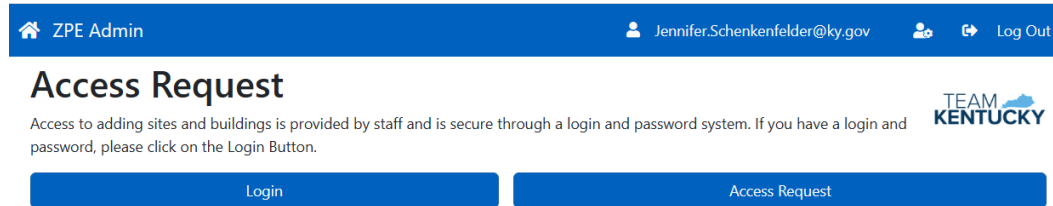
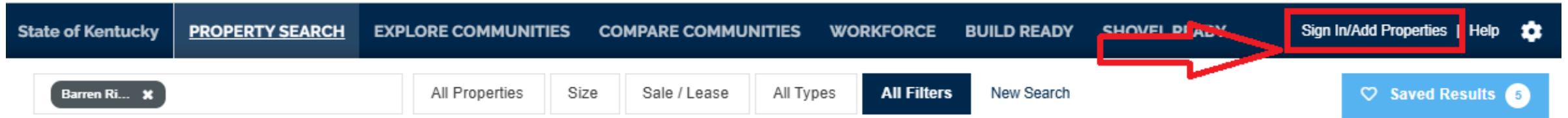
**Map**

- Shelton Lane Industrial Park Aerial Map
- Building Renderings
- Site Development Plans
- Shelton Lane Industrial Park Site Map
- Drone Picture of Build Ready Pad

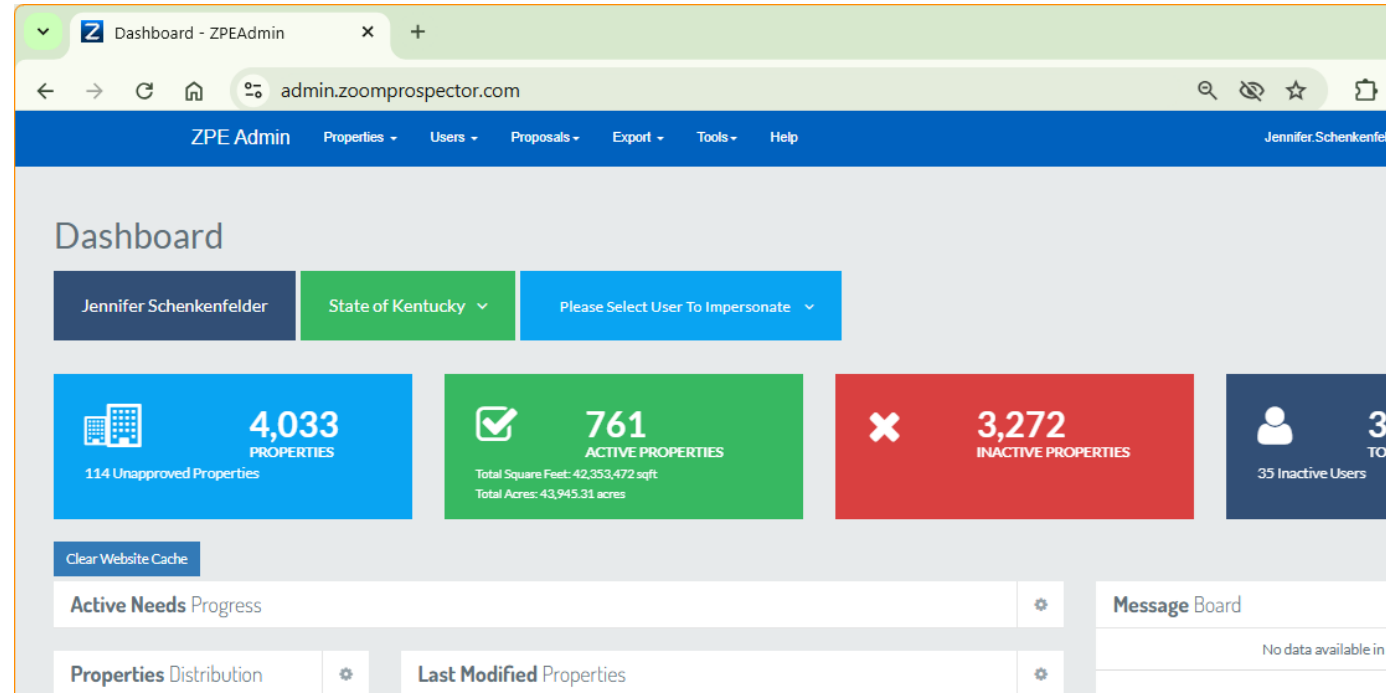
# ZOOMPROSPECTOR ADMIN

## Edit – Add – Delete/Inactivate Property Listings

Get a User Account from “Sign In/Add Properties” on Public ZoomProspector page



Or Log in Directly at  
[admin.zoomprospector.com](https://admin.zoomprospector.com)





# Kentucky Product Development Initiative (KPDI)



[ced.ky.gov/kpdi](http://ced.ky.gov/kpdi)

Statewide effort lead by CED  
and KAED to support  
upgrades at industrial sites  
throughout the  
commonwealth and position  
Kentucky for continued  
economic growth.



# KPDI PROGRAM DEFINITIONS

<b>Economic Development Project</b>	<p>Site and infrastructure improvements that could result in opportunity for any of the following:</p> <ul style="list-style-type: none"><li>▪ Manufacturing</li><li>▪ Agribusiness</li><li>▪ Headquarters Operations</li><li>▪ Nonretail Service or Technology Activities</li><li>▪ Coal Severing &amp; Processing</li><li>▪ Hospital Operations</li><li>▪ Alternative Fuel, Gasification, Energy-Efficient Alternative Fuels, or Renewable Energy Production</li><li>▪ Carbon Dioxide Transmission Pipeline</li></ul>
<b>Eligible Grant Recipient</b>	Local government or economic development authority
<b>Eligible Project</b>	<ul style="list-style-type: none"><li>▪ Publicly owned property, or</li><li>▪ Either of the following only if the Eligible Use includes property acquisition or diligence studies:<ul style="list-style-type: none"><li>▪ Property with legally binding LOI or option agreement to Eligible Grant Recipient</li><li>▪ Property with a sale agreement to Eligible Grant Recipient</li></ul></li></ul> <p>* Program requires a dollar-for-dollar match (<i>due diligence can be used as match for property acquisition</i>)</p>
<b>Eligible Uses</b>	<ul style="list-style-type: none"><li>▪ Due Diligence Studies</li><li>▪ Property Acquisition</li><li>▪ Infrastructure Extensions and Improvements</li><li>▪ Site Preparation Work</li><li>▪ Building Construction or Renovation</li><li>▪ Road Improvements</li></ul>

# KPDI Application

Really want to get to know your site?

Work through the KPDI RFI and its 10 tabs:

Background and development info  
County property portfolio  
Property information  
Property accessibility  
Electric questionnaire  
Natural gas questionnaire  
Water questionnaire  
Wastewater questionnaire  
Telecom questionnaire  
Existing employers

Download the RFI Excel spreadsheet from  
<https://ced.ky.gov/kpdi>

Look for “Request for Information”

[RFI Link](#)

The image shows a computer screen with two windows. The background window is a web browser displaying the KPDI website at [ced.ky.gov/kpdi](https://ced.ky.gov/kpdi). The website has a dark header with the 'TEAM KENTUCKY' logo and a navigation menu. Below the header is a video player showing a video titled 'Kentucky Product Development Initiative of 2024'. The main content area is titled 'KPDI Fact Sheet and FAQs:' and contains a paragraph about a fact sheet and FAQ available for download. Below this are two links: 'KPDI Fact Sheet' and 'Frequently Asked Questions'. Further down, under the heading 'Additional Resources:', there are two links: 'Request for Information' and 'Sample letter of intent'. A large green arrow points from the right towards these links. Below the resources section is a 'Key Dates:' section with two bullet points: 'LOI due 10/25' and 'RFI due 11/20'. At the bottom of the website is a 'Webinar:' section with a paragraph about a webinar held on Sept 26, 2024. The foreground window is an Excel spreadsheet titled '11202\_2023\_Request\_for\_Information\_-\_Kentucky...'. It shows the 'Background & Development Info' tab, which contains text about the KPDI program and a form for property information. The form includes fields for Property Name, City, Incorporated/Unincorporated, County, State, Zip, Latitude, Longitude, and a checkbox for 'Has this property been submitted previously for PDI?'. Below this is the 'Applicant Information' section with fields for Organization, Name/Project Manager, Title, Address, City, County, State, Zip, Office Number, Mobile Number, and Email Address. It also includes a checkbox for 'Is this a multi-county "Regional Project"?'. The 'Ownership and' section follows, with a text area for a brief background on the property and a checkbox for 'Is property publicly-owned?'. The bottom of the spreadsheet shows a table for 'Description of Potential Development Projects for the' with columns for '1. Priority Project', '2. Secondary Project', and '3. Secondary Project'. The status bar at the bottom of the Excel window shows 'Ready' and 'Accessibility: Investigate'.

AutoSave Off 11202\_2023\_Request\_for\_Information\_-\_Kentucky... N... Saved to this PC

File Home Insert

Default

Sheet View

D48

BACKGROUND & DEVELOPMENT INFO

The new KPDI program will provide... (PDI) scoring so that communities... have benchmarks to competitive... awards are not guaranteed. Other... represented by PDI should enhance...

Property Information:

Property Name:

City:

Incorporated/Unincorporated:

County:

State:

Zip:

Latitude, Longitude (in decimal form):

Has this property been submitted previously for PDI?

Applicant Information:

Organization:

Name/Project Manager:

Title:

Address:

City:

County:

State:

Zip:

Office Number:

Mobile Number:

Email Address:

Is this a multi-county "Regional Project"?

If so, please list participating...

Ownership and

Please provide a brief background on the property, including ownership.

Is property publicly-owned? If yes, please list property ownership. If not, please indicate whether a binding Letter of Intent, Option Agreement or Purchase Agreement is...

Please provide a prioritized list of site development projects for the property. Projects must be property-specific. (Please add more projects through this program are limited by General Assembly and the property...

Description of Potential Development Projects for the (Listed in Order of Priority)

1. Priority Project

2. Secondary Project

3. Secondary Project

(Add additional rows if needed.)

Please indicate total anticipated costs (C43) for the project and line item descriptions of costs

KPDI | Kentucky Cabinet for Economic Development

ced.ky.gov/kpdi

TEAM KENTUCKY

Kentucky Product Development Initiative of 2024

KPDI Fact Sheet and FAQs:

A fact sheet with overview of program and a FAQ are available for download below.

- KPDI Fact Sheet
- Frequently Asked Questions

Additional Resources:

- Request for Information
- Sample letter of intent

Key Dates:

- LOI due 10/25
- RFI due 11/20

Webinar:

A webinar was held on Sept 26, 2024, which provided a general overview of KPDI 2024.

Background & Development Info County Property Portfolio Property Information Property Accessibility Electric Questionnaire

Ready Accessibility: Investigate



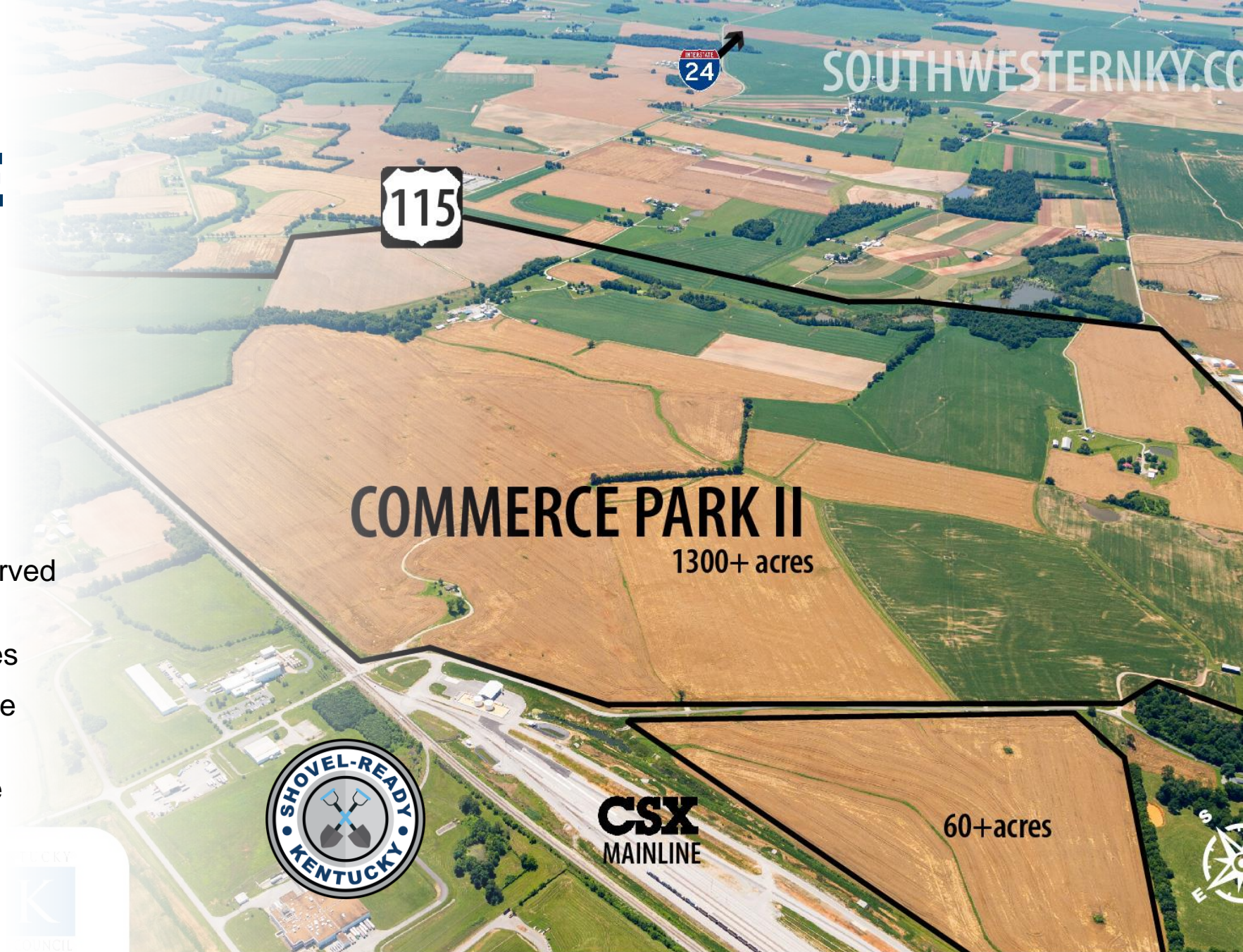
## KPDI PROJECT: HENDERSON BY-PASS RAIL SITE

- Received PDI Funding for Upgrades in 2019 and 2020
- Landed **Pratt Paper** in 2021 due to infrastructure improvement extending the natural gas, water, and wastewater lines to the site
- Less risk on timeline of startup operations by extending the line to the sites
- Over 98% of the due diligence had completed by 2019 to be certified by CSX under their Select Site program which elevated the site to the top 25 industrial, rail-served sites in the United States
- Prospective industries are searching for industrial sites that are shovel-ready and utility-served for expedited timelines and low-risk investments



# KPDI PROJECT: COMMERCE PARK II

- All due diligence completed
- 1000+ Acres
- 1 of estimated 70 rail sites
- Estimated 51 confirmed as rail served sites active
- The state has over 400 active sites
- Work with the rail provider to make sure that rail is possible
- Being near rail does not make the site rail served





# KENTUCKY ASSOCIATION FOR ECONOMIC DEVELOPMENT

FROM LAND TO LAUNCH:

TOP 10 WAYS LOCAL LEADERS CAN  
CHAMPION GROWTH BEYOND LAND  
DEVELOPMENT

# FROM LAND TO LAUNCH

1. Support sites & infrastructure: laying the foundation
2. Know what you have: Be the expert on your community
3. Tell your story effectively
4. Be ready when opportunity knocks
5. Partner for success
6. Align workforce & education
7. Use smart, responsible incentives
8. Rural success strategies
9. Engage in policy
10. Your role as a community leader





CABINET FOR  
ECONOMIC DEVELOPMENT

**Ashlee Chilton**  
Senior Project Manager  
[Ashlee.Chilton@ky.gov](mailto:Ashlee.Chilton@ky.gov)

Office: (502) 782-1953  
Mobile: (502) 330-1489

**Amy Mills**  
Sites-Buildings Manager  
[Amy.Mills@ky.gov](mailto:Amy.Mills@ky.gov)

Office: (502) 782-1562  
Mobile: (502) 229-5177

**Jennifer (Jenny)  
Schenkenfelder**  
Senior Sites-Buildings Manager/GIS Analyst  
[Jennifer.Schenkenfelder@ky.gov](mailto:Jennifer.Schenkenfelder@ky.gov)

Office: (502) 782-1956  
Mobile: (502) 229-1296



Your *New*  
**Kentucky**  
Home



**THANK YOU**

[newkentuckyhome.ky.gov](http://newkentuckyhome.ky.gov)



**Terri Bradshaw**  
President/CEO - KAED  
[terri@kaedonline.org](mailto:terri@kaedonline.org)  
Phone: (502) 330-1732