



**TEAM**  
**KENTUCKY**  
CABINET FOR ECONOMIC DEVELOPMENT

 **KAED**  
KENTUCKY ASSOCIATION  
for  
ECONOMIC DEVELOPMENT  
*A commonwealth of opportunity*

# Kentucky Product Development Initiative of 2026: **Round 1**

# Message from KCED and KAED



**Jeff Noel**  
*Secretary*



**Terri Bradshaw**  
*President & CEO*



# WEBINAR AGENDA

- SSG Introductions
- 2026 Summary & Updates
- 2024 Round 2 Results
- 2026 Rd 1 Process & Timeline
- Program Materials: LOI & RFI
- Contact Information & Questions



# SSG Introductions

# Today's Webinar from SSG



**Analytics**

**Chris Schwinden**  
*Partner*



**Site & Infrastructure**

**Andrew Ratchford**  
*Vice President*



**Site & Infrastructure**

**Elijah Moore**  
*Senior Associate*

**Applicant's Point of Contact**

A blue-tinted photograph of an automotive assembly line. In the center, a car is being worked on. Several workers in white uniforms and hard hats are visible around the car. The background shows the complex machinery and structure of the factory. The overall scene is industrial and busy.

# KPDI Program of 2026 Summary & Updates

# Kentucky Product Development Initiative (KPDI) Program of 2026

No Changes!

## Why?

Stimulate transformational economic development projects that create quality jobs across the Commonwealth.

## Program Core Project Values

- **HOLISTIC APPROACH** - Taking a holistic approach to economic development, incorporating labor, target industry, infrastructure, operating environment, etc. into consideration when making grant recommendations.
- **RETURN ON INVESTMENT** – Recommendations for PDI funds and local matches will be based on expected return on investment, measured in jobs and capital investment.
- **RELATIVE IMPACT** – ROI metrics are relatively adjusted to ensure the entirety of Kentucky is fairly represented.
- **IMPACTFUL PROJECTS** - Improving the Commonwealth's and communities' competitive positioning to attract transformational projects.



# Five Key Updates for the KPDI Program of 2026

## 1. Total Program Funding

- **\$25,000,000** total funds statewide for each fiscal year.
- The KPDI Program of 2026 will be funded for 2 fiscal years, **so there will be another round in 2027.**
- Each project is eligible to receive up to \$2,000,000, but counties can pool funds for a Regional Project. Some counties are eligible for up to \$2,500,000.

## 2. Local Match

- Dynamic local match requirements
  - Range from 10% to 20% of total project cost.
  - Based on combination of county population density ranking and 10-year change in population.
  - See materials from CED for additional information.
- However, these are MINIMUM match requirements to apply.
  - Projects will still be evaluated in part by ROI to the Commonwealth.
  - For example, if two projects have the exact same estimated impact, but one requests \$1m, while the other requests \$2m, the first project would be favored.

## 3. More “Ready-to-Go” Sites for Impactful Projects

- Corporate project requirements continue to grow - utilities, capex, workforce skills, and overall speed to market.
- As a result, the KPDI Program of 2026 is placing more emphasis on identifying sites and projects that can meet the needs of impactful projects.
- SSG is making strategic updates to our RFI to better capture that information.
- **Regional Projects are highly encouraged to leverage available funds for larger projects and sites. However, regional projects must already have a Regional Industrial Authority established and provide its articles of incorporation and interlocal agreement at the time of the RFI.**

## 4. Utilities

- Natural Gas service is no longer a requirement. Propane is acceptable. Utilities must show reasonable connection plans.

## 5. Reminder: KPDI is a Competitive Process

- Meeting evaluation criteria or being the sole applicant in a county does not guarantee funding.
- It's more important than ever to submit a thorough, complete, and well-thought-out RFI to stand out!

No Changes!

# Key Program Definitions

## Economic Development Project

Site and infrastructure improvements that could result in opportunity for any of the following projects:

- Manufacturing
- Agribusiness
- Headquarters Operations
- Nonretail Service or Technology Activities
- Coal Severing & Processing
- Hospital Operations
- Alternative Fuel, Gasification, Energy-Efficient Alternative Fuels, or Renewable Energy Production
- Carbon Dioxide Transmission Pipeline

## Eligible Grant Recipient

- Local government or economic development authority

## Eligible Project

- Publicly owned property
- Or either of the following only if the Eligible Use includes property acquisition or diligence studies:
  - Property with a legally binding LOI or option agreement to Eligible Grant Recipient.
  - Property with an agreement for the sale to an eligible recipient.

## Eligible Uses

- Due Diligence Studies
- Property Acquisition
- Infrastructure Extensions and Improvements
- Site Preparation Work
- Building Construction or Renovation
- Road Improvements

\*If you are applying for Property Acquisition, you must provide an appraisal. We will also carefully evaluate available due diligence especially for acquisition projects to determine risk to community and Commonwealth.

If limited diligence is available but you are considering Acquisition, we highly suggest you apply for Due Diligence Studies as the Priority Project, and Property Acquisition as a Secondary Project.

Complete list of Key Program Definitions can be found in the "Just the Facts: KPDI" recently published by the Cabinet at <https://newkentuckyhome.ky.gov/kpdi>



# 2024 Round 2 Results

# 2024 KPDI (Round 2): By the Numbers

43

Full RFIs Received



13

New Sites



24

Multi-Project RFIs



4

Regional RFIs



7

First-Time Applicants



0

New Counties

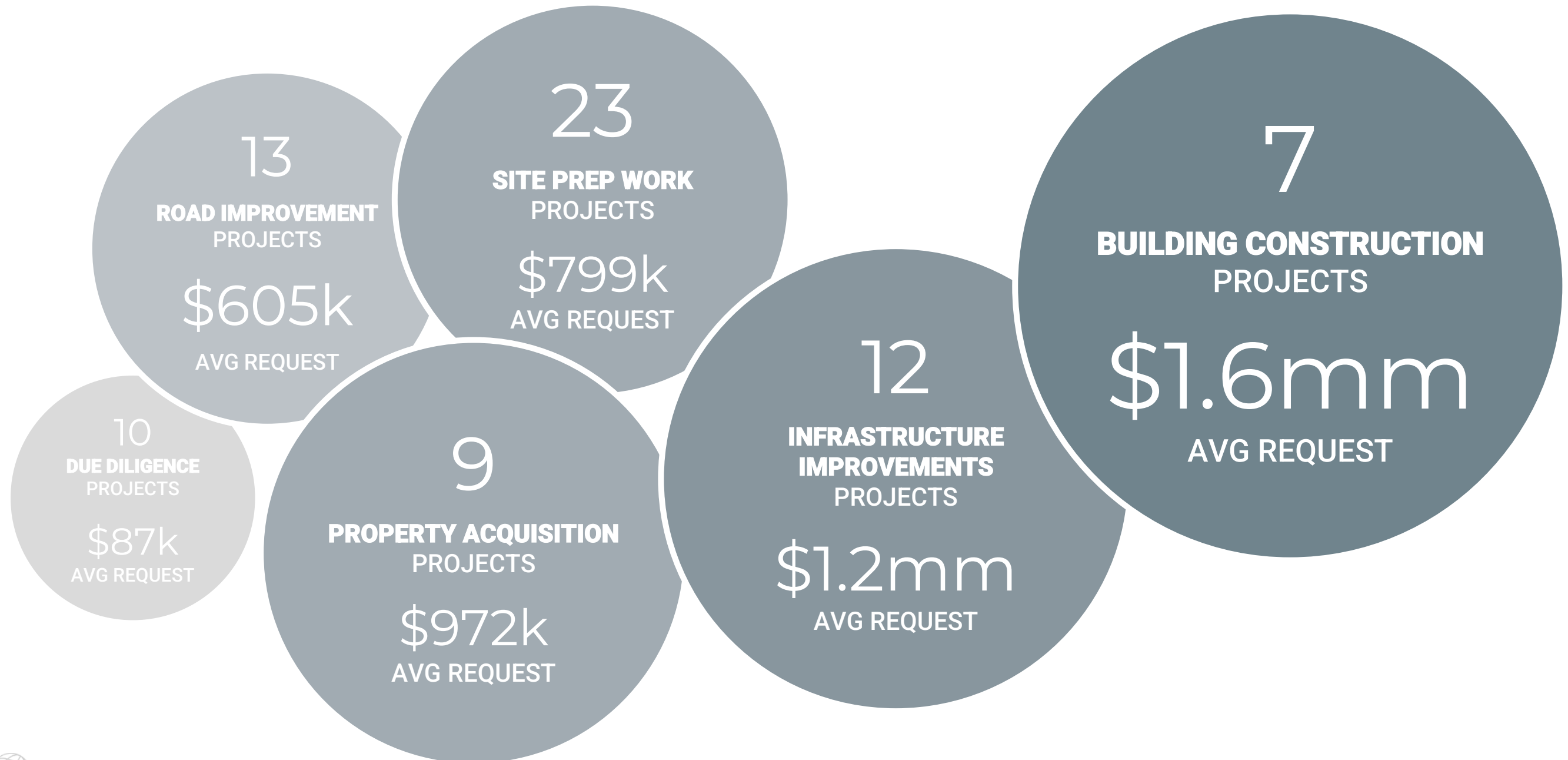
~\$61M

Total Grant Requests Amount

~\$35M

Total Funding Available

# Projects & Costs for In-Depth Review



A blue-tinted photograph of an automotive assembly line. In the center, a car is being worked on, with its hood open. Several workers in white uniforms and hard hats are visible around the car. The background shows a complex industrial environment with various machinery and equipment. The overall scene is busy and industrial.

# 2026 Round 1 Process & Timeline

# Overall KPDI Program of 2026 Round 1 Process

No Changes!



# Detailed Process & Key Points of Emphasis



A blue-tinted photograph of an automotive assembly line. In the center, a car is being worked on with its hood open. Several workers in white shirts and hard hats are visible around the car. The background shows a complex industrial environment with various machinery and equipment. The overall scene is busy and industrial.

# Program Materials: LOI & RFI

# Summary of Materials



## Participants will receive the following documents:

### Program Literature

- This PPT Deck & Webinar
- “Just the Facts”
- “Frequently Asked Questions”

### Letter of Intent Template

- To be submitted by community by July 31<sup>st</sup> indicating participation in the program.

### Request for Information

- Excel spreadsheet requesting property information and grant funding requests.
- Tab 1: Project Information & Grant Request
- Tab 2: Property Information (a traditional RFI)

*\*If selected to move forward with site visits, an Acknowledgement Letter will be required from the applicant, which guarantees (from the appropriate granting authority) the availability of local matching funds.*

# Letter of Intent: Due July 31<sup>st</sup>

## Objective

- Identify properties and projects with forthcoming full RFIs.
- Identify properties and projects that may be ineligible before investing time and effort in a full RFI.

## 2026 Round 1 Updates – NO CHANGE

- Adding basic questions to encourage alignment with utility partners.
- Clarifying questions about the Property vs. the Project/Grant Request.
- Please PDF the letter and any attachments as one PDF!
- Please name using consistent format "CountyName\_SiteName\_KPDI\_LOI\_2026"

## Overall Tips & Notes

- Include a snip/image/or property brochure– helps us identify the exact location of the site under consideration.
- Send via email to [KPDI@KAEDOnline.org](mailto:KPDI@KAEDOnline.org) – no need to send hard copies!
- Application fee not due until full RFI. But please send \$1,000 RFI fee under separate cover to KAED – don't send to SSG!

[Month Day], 2026

Kentucky Association for Economic Development & Site Selection Group

Via email to: [KPDI@KAEDOnline.org](mailto:KPDI@KAEDOnline.org)

[PLEASE PDF THIS LETTER AND ATTACHMENTS AS ONE SINGLE PDF PLEASE!]

[AND PLEASE NAME USING CONSISTENT FORMAT "CountyName\_SiteName\_KPDI\_LOI\_2026"]

Dear KAED & SSG,

This letter is to express my intent to submit [Property Name] in [County] for the Kentucky Product Development Initiative Program of 2026. I understand that the purpose of the program is to improve properties specifically to attract corporate investment.

Please find an aerial attached that has the outlined boundary lines of the property in Appendix A.

The property is:

- [XX] total acres of which [xx] is estimated to be developable
- Currently Owned by [Ownership Entity]
  - If not currently publicly owned, please indicate whether a Letter of Intent or Sale Agreement is in place.
- Located at [Address] and [Latitude/Longitude Coordinates]
  - Please provide this in decimal form (XX.XXXX, -YY.YYYY). Right click on google maps and click coordinates to copy.
- [Is/Is Not] located in a state or local TIF
- Served or could be served by the following Utility providers:
  - Electric: [Electric Provider]
  - Natural Gas: [Natural Gas Provider] (if applicable)
  - Water: [Water Provider]
  - Wastewater: [Wastewater Provider]
  - Fiber/Telecom: [Fiber/Telecom Provider]

The preliminary project request for the KPDI Program of 2026 includes the following information:

- Select the category (or categories) of project that apply: [Due Diligence Study, Property Acquisition, Infrastructure Extension or Improvement, Site Preparation Work, and/or Road Improvement]
  - If Property Acquisition, please summarize the available due diligence on the property. Please note, an appraisal will be required when the full RFI is submitted.
- If the project is a "Regional Project", please identify the counties submitting as co-applicants and specify which county will act as the primary applicant.
  - If the applicant is a Regional IDA, a copy of the articles of incorporation and interlocal agreement will be required when the full RFI is submitted.
- Does the County have more than one grant request this round? [yes/no]
- Has this site been submitted for KPDI or PDI in a previous round? [yes/no and year]
- Has this site been funded for KPDI or PDI in a previous round? [yes/no and year]
- Estimated amount of grant request: [\$xx]
- Estimated amount of local matching funds: [\$xx]
- [Please include a brief description or background on the property and a brief narrative of the project]
- [Please outline your project's workplan and funding plan from this phase forward.]

In submitting this letter, I understand that participating in this program is voluntary, and grant funding is not guaranteed. Any costs incurred during the application process are at my own expense. I understand there is a \$1,000 application fee, which should be made payable to "KAED Foundation", sent under separate cover to KAED at 101 Burch Court, Frankfort, KY 40601, and is due upon submission of your full RFI.

Sincerely,

Name:

Title:

Organization:

Address:

Phone:

Email address:

# RFI - Project & Grant Information: Due September 4<sup>th</sup>

## Objective

- Simply, this is where we want to understand the details about your KPDI Program of 2026 – Round 1 Project and grant request.

## 2026 Round 1 Updates - MINOR UPDATES!

- Calculations for local match amount have been removed
- Updates to questions to clarify and gather information on previous KPDI requests, previous/future work on the site, and other items.
- Project Plan section clarified (work plan and financing plan)
- Please name Excel using consistent format  
"CountyName\_SiteName\_KPDI\_RFI\_2026"

## Overall Tips & Notes

- Tell a story. The best RFIs answer these questions to clearly explain why their project makes sense.
- We've included formulas and calculations to help ensure minimum local matches, regional participation, and other factors.

SITE SELECTION GROUP	
KPDI PROJECT & GRANT INFORMATION	
Please use this worksheet to provide information about your KPDI project, including partner counties for regional projects, description of the project, funding sources, and other information.	
Property & KPDI Information	Responses
Property Name:	
Has this property been submitted previously for PDI or KPDI?	[Yes/No]
If "Yes", what was(were) the year(s) of application(s)?	
If "Yes", briefly describe the previous project(s) request(s) submitted	
Has this property previously been awarded a PDI or KPDI grant?	[Yes/No]
If "Yes", briefly describe the previous grant(s) request(s) approved	
If "Yes", please confirm whether the project has been completed and all requested funds have been fully utilized.	
Applicant Information:	Responses
Organization that is applying (the "Eligible Grant Recipient")	
Has this organization submitted previously for PDI or KPDI?	[Yes/No]
Name of Key Contact and/or Project Manager	
Title:	
Address:	
City:	
County:	
State:	
Zip:	
Office Number:	
Mobile Number:	
Email Address:	
Is this a multi-county "Regional Project"?	
Total Number of Counties Participating (e.g. 1 if non-regional project)	
Primary County (or single county if not a Regional Project)	
County Name 2 (if regional)	
County Name 3 (if regional)	
County Name 4 (if regional)	
County Name 5 (if regional)	
County Name 6 (if regional)	
County Name 7 (if regional)	
County Name 8 (if regional)	
Property Background & Ownership	Responses
Please provide a brief background on the property (e.g. historical uses, current uses, future vision for the property)	[insert narrative comments]
Current Owner:	[insert narrative comments]
Is property publicly-owned?	[Yes/No]

# RFI - Property Information: Due September 4<sup>th</sup>

## Objective

- Gather the specific information on the site so that we can properly evaluate the property.
- Provides communities a standard template to respond to other corporate RFIs.

## Round 2 Updates - MINOR UPDATES!

- Very minor changes and fixing typos
- Fewer questions!
- Please name Excel using consistent format  
"CountyName\_SiteName\_KPDI\_RFI\_2026"

## Overall Tips & Notes

- Do not submit RFIs from previous rounds.
- Complete RFIs, even if the answer is "Unknown," are the most effective ones.
- Engage with your utility partners!
- Do not submit information from prior rounds without double checking it is still correct.

SITE SELECTION GROUP			
KPDI REQUEST FOR INFORMATION			
[Site Name]		KPDI 2026	
SITE INFORMATION		RESPONSE	COMMENTS
<b>BASIC INFORMATION</b>			
Site Information	Site Name	[text]	
	Site Address	[text]	
	Site City	[text]	
	Site County	[text]	
	Incorporated/Unincorporated Area	[Unincorporated/Incorporated]	
	Site State	[text]	
	Site Zip Code	[text]	
	Site Latitude	[0.00]	Please provide in decimal form - much easier for SSG to find on
Site Longitude	[0.00]	Please provide in decimal form - much easier for SSG to find on	
Owner	Owner Name	[text]	If more than one owner is involved in the site, please list all
	Owner Company	[text]	Provide information for all owners.
	Owner Phone	[text]	Provide information for all owners.
Ownership Type	Ownership Type	[text]	Provide information for all owners.
Site Control	Can the site be under control (ownership or option) allowing for a	[Public/Private]	
Tax Map ID Number	Tax Map ID Number(s)	[Yes/No]	Provide tax map ID numbers for all parcels that make up the site.
Developer/Broker Contact Information (if applicable)	Developer Name	[text]	
	Developer Company	[text]	
	Developer Email Address	[text]	
Brief description of the property and ownership background	(e.g. raw greenfield, existing industrial park, padded and graded site, infrastructure projects currently under construction, existing	[text]	
<b>SITE INFORMATION</b>			
Property Type	Property Type	[Property Type]	
	Single user or multi-user	[Site/Park]	
Property Size	Total Acres	[0.00]	
	Maximum # of Available Acres	[0.00]	
	Number of Acres Currently Graded	[0.00]	
	Total developable acreage	[0.00]	
Topography	Largest contiguous, developable acreage (single site)	[0.00]	
	Maximum topographic elevation (feet)	[0.00]	
	Minimum topographic elevation (feet)	[0.00]	
Real Estate Transaction	Preferred Real Estate Transaction	[Sale/Lease/Other]	
	Purchase: Provide the Asking Price Per Acre (if negotiable, please provide either market price, or recent comparable) - an appraisal is required to be attached if project involves property acquisition Lease: Provide the annual lease rate per acre.	[\$0.00]	Please do not leave blank or mark as "negotiable" or "TBD". Even if its just an estimate or market comp. Indicate if average price per acre or total for all acreage, if applicable.
<b>LAND USE</b>			
Zoning	Zoning Classification	[Select the best option]	Identify the site's current zoning (e.g., I-2, Industrial)
	Is a zoning change necessary to allow for industrial use?	[Yes/No]	Describe process, approvals, timeline, etc. for rezoning.
	Can the site be rezoned within 90 days of this RFI?	[Yes/No]	
Land Use	Indicate the jurisdiction in which the property is zoned (city, county,	[text]	If located in a county but subject to municipal planning, please
	Current Use Description of Adjacent Land Uses	[Select the best option] [text]	Note any specific classifications.

# RFI - Requested Attachments: Due September 4<sup>th</sup>

## Objective

- Gather critical diligence and other information that helps us evaluate a property.

## Round 2 Updates - MINOR UPDATES!

- Listing as a “Checklist” at the top of the Property Information tab.
- Requesting an Appraisal for Property Acquisition requests.
- Requesting organizational documents for Regional Projects.
- Please name PDF attachments using a consistent format “CountyName\_SiteName\_00DocumentName”

## Overall Tips & Notes

- The most competitive sites (for KPDI Program and corporate projects) have this information on hand...
- However, a response can still be strong if it is complete and notes what is available, what is not, and why.
- Consistent naming helps us all stay organized.
- Good maps matter!

KPD I REQUEST FOR INFORMATION			
[Site Name]	KPD I 2026		
This worksheet is intended to collect detailed information about the site and/or building and is meant to replicate a typical corporate RFI.			
Please complete yellow shaded portions. Red shaded text means cell has data validation enabled so that only numbers or specific responses can be entered into key cells. Please provide any additional context in the commentary cells to the right of any "Response" cell. Some instructions may be listed in the "Comments" cell. Feel free to overwrite those notes with your comments.			
REQUESTED ATTACHMENTS	DESCRIPTION	SUBMITTED	COMMENTS
1.RFI Questionnaire (this Excel workbook) - completion of Project Info and Property Info worksheets	Please complete and submit this excel file that includes several tabs as one collated Excel file - please do not PDF!	[Yes/No]	
2.Grant Fund Request Supporting Documentation	Please provide an engineer's estimated cost and schedule for project being requested for grant funds. Where available, please	[Yes/No]	
3.General location map	Please provide a general location map that shows the site's location relative to the region and state.	[Yes/No]	
4.Aerial photograph	With property boundaries clearly identified as well as KML/KMZ file outlining the property boundaries.	[Yes/No]	
5.USGS historical map	USGS historical map - With property boundaries identified.	[Yes/No]	
6.General transportation map	Including roads, rail, ports, and commercial service airports within a 45-mile radius of the property.	[Yes/No]	
7.Map of adjoining and nearby businesses	With businesses identified (if applicable).	[Yes/No]	
8.Topographic map	With property boundaries identified (if available).	[Yes/No]	
9.Property availability	Documentation that ensures that the property is available and owned by a public entity. This can be a real estate listing, letter from the owner, etc. Alternatively, please submit the appropriate	[Yes/No]	
10.Owner letter with price	Letter from the owner or controlling entity stating a price and conditions of a sale or lease. (This letter can be combined with	[Yes/No]	
11.Copy of the present deed(s)	Indicating the current ownership of the property.	[Yes/No]	
12.County tax parcel map	With tax parcel identification numbers depicting the location and	[Yes/No]	
13.FEMA Letter of Map Revision/Amendment (if applicable)	If a revision to the FEMA flood map has been completed, please provide a FEMA LOMR	[Yes/No]	
14.National Wetlands Inventory (NWI) map	With property boundaries identified.	[Yes/No]	
15.IPaC Report	A Species Report from U.S. Fish and Wildlife's Information, Planning, and Conservation System (IPaC) using the Initial Project	[Yes/No]	
16.County soil survey	County soil survey - With property boundaries identified.	[Yes/No]	
17.Zoning map	Map illustrating the current zoning for the property and surrounding area with property boundaries identified. If there is no zoning in the jurisdiction, attach a comprehensive or long-range plan and/or	[Yes/No]	
18.Zoning description	If there is zoning in the jurisdiction, provide the property's current zoning description and outlines the acceptable uses. If the zoning for the area surrounding the property is different than the zoning for the property itself, a description of allowable uses under current	[Yes/No]	
19.Amended zoning description (if necessary)	If property is currently not zoned appropriately for industrial use, provide the zoning description(s) and acceptable uses of what the	[Yes/No]	
20.Transportation map	Map indicating the route from the property to the closest controlled-access highway or interstate.	[Yes/No]	
21.Rail infrastructure map	Map of existing rail infrastructure with property boundaries	[Yes/No]	
	Letter from the rail provider indicating its feasibility and willingness		

# Detailed Submission Instructions & Materials

## Letter of Intent (by July 31<sup>st</sup>)

- First, please email a copy of the Letter of Intent in Word to indicate a forthcoming full RFI.
- Please send no later than 5:00 pm CDT on August 1<sup>st</sup> to [KPDI@KAEDOnline.org](mailto:KPDI@KAEDOnline.org).
- Please use the subject line as follows: “KPDI LOI – County Name – Property Name”.
- **Please PDF the letter and any attachments as one PDF!**
- **Please name using consistent format “CountyName\_SiteName\_KPDI\_LOI\_2026**

## SSG RFI Questionnaire (by September 4<sup>th</sup>)

- Please fill out the 2026 Request for Information – Kentucky PDI (Excel file) and provide the Requested Attachments.
- These can be uploaded to Dropbox (or similar FTP site) and SSG will download the files – no need to send hard copies!
- Please submit Requested Attachments in the order requested in separate files, with a standardized naming format:
  - Please submit electronic attachments as separate files, clearly labeling each file with the Attachment number and title listed below. For example, the first attachment should be named “1 – SSG RFI Questionnaire”, and the second attachment “2 – Grant Fund Request Supporting Documentation”.
- Please send the link to the electronic submission no later than 5:00 pm CDT on September 4<sup>th</sup> to [KPDI@KAEDOnline.org](mailto:KPDI@KAEDOnline.org)
- Please use the subject line as follows: “KPDI Application – County Name – Property Name”. Thank you!
- Please send the \$1,000 application fee payable to “KAED Foundation” sent under separate cover to KAED at 101 Burch Court, Frankfort, KY 40601.

## Key Program Details from the Cabinet for Economic Development

- “Just the Facts”
- “Frequently Asked Questions”

A blue-tinted photograph of an automotive assembly line. In the center, a car is being worked on by several workers wearing hard hats and safety vests. The car's hood is open, and its engine is visible. The background shows a complex industrial environment with various machinery, conveyor belts, and structural elements. The overall scene is busy and industrial.

# Program Contact Information

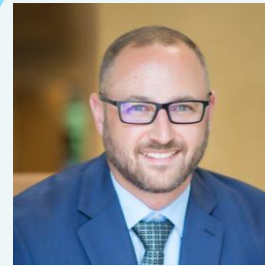
# Key KPDI Program of 2026 – Round 1 Contacts



**Chris Schwinden**  
*Partner*

cschwinden@siteselectiongroup.com  
(214) 271-0576

## Applicant's Point of Contact



**Andrew Ratchford**  
*Vice President*

aratchford@siteselectiongroup.com  
(864) 759-0324



**Elijah Moore**  
*Senior Associate*

emoore@siteselectiongroup.com  
(214) 271-0607



**Kristina Slattery**  
*Commissioner,  
Business Development*

Kristina.slattery@ky.gov  
(502) 782-1946



**Terri Bradshaw**  
*President & CEO*

terri@kaedonline.org  
(502) 227-9653

A blue-tinted photograph of an automotive assembly line. In the center, a car is being worked on, with its hood open. Several workers in white shirts and hard hats are visible around the car. The background shows the complex machinery and structure of the factory. The overall scene is industrial and busy.

Join us for the RFI  
Training on:

July 13 at 3pm ET/2pm CT



**Website for More Information:**  
<https://newkentuckyhome.ky.gov/kpdi>