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# Keystone Opportunity Zone

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Program Guidelines

June 2016

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**Commonwealth of Pennsylvania**

Tom Wolf, Governor

**Department of Community & Economic Development**



**pennsylvania**  
DEPARTMENT OF COMMUNITY  
& ECONOMIC DEVELOPMENT

[dced.pa.gov](http://dced.pa.gov)

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## Section I – General

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### A. Introduction

The Keystone Opportunity Zone (KOZ) Program is one of the nation's boldest and most innovative economic and community development programs. This unique program develops a community's abandoned, unused, underutilized land and buildings into business districts and residential areas that present a well-rounded and well-balanced approach to community revitalization. The Department of Community and Economic Development (the "Department") administers this partnership between state and local government in collaboration with the Department of Revenue (state taxes) and the Department of Labor and Industry (Unemployment Compensation taxes), based on the act of October 6, 1998 (P.L. 705, No. 92) known as the Keystone Opportunity Zone, Keystone Opportunity Expansion Zone and Keystone Opportunity Improvement Zone Act (73 P.S. §§820.101- 820.1309) (the "Act").

Unless otherwise indicated, the term "Zone" or "Zones" refers collectively to a KOZ, KOEZ and KOIZ. Zones are designated by the local communities and approved by the Department, except for KOIZ, which are designated by Executive Order of the Governor and approved by the local communities. Zones provide specific state and local tax benefits. Zones entitle businesses and residents to certain tax benefits when they locate in a Zone. The number and size of Zones varies. Each Zone is comprised of Subzones. The term "Subzone" or "Subzones" refers collectively to KOZ Subzones, KOEZ Subzones and KOIZ Subzones unless otherwise indicated. Along with the remarkable tax advantages, these areas provide close proximity to major interstates, ports, rail lines and international airports.

### B. Program Qualifications

1. **Qualified Business:** A business authorized to do business in this commonwealth which is located or partially located within a Subzone and is engaged in the active conduct of a trade or business in accordance with the requirements of section 307 of the Act for the taxable year. An agent, broker or representative of a business is not engaged in the active conduct of trade or business for the business. In order to qualify each year for a tax exemption, deduction, abatement or credit under the Act, a business shall own or lease real property in a Subzone from which the business actively conducts a trade, profession or business. The qualified business shall receive certification from the department that the business is located and is in the active conduct of a trade, profession or business, within the Subzone. The business shall obtain annual renewal of the certification from the Department to continue to qualify as a qualified business.
2. **Relocation:** Any existing qualified business relocating into a KOZ must demonstrate a significant economic impact that will result from relocation into a KOZ. Any qualified business currently operating at an underutilized site at the time a new KOEZ is designated must satisfy the relocation requirements to receive KOEZ benefits. (See Section D)
3. **Recapture:** Any qualified business that has received KOZ benefits and moves out of the zone within the first 5 years may be subject to penalties.
4. **Property Owner Qualifications:** Please be advised that you must apply annually to the Department in order to receive approval for property tax abatement, as required by Section 907 of the Act. If you are found to be noncompliant with any tax or zoning requirements during the calendar year, your KOZ status will be revoked and you may be subject to penalties and/or recapture under the Act.
5. **Resident Qualifications:** Residents must maintain compliance with all state and local tax laws and must reside 184 consecutive days in the Zone during each tax year.

All KOZ applicants must file an annual application with the Department.

The KOZ Change of Status notification must be submitted to the Department if a change takes place.

## C. Taxes Eligible To Be Waived

Through credits, waivers and broad-based tax abatements, total taxes on economic activity in Keystone Opportunity Zones are significantly reduced. These benefits affect the following taxes:

### State

- Corporate Net Income tax
- Personal Income tax
- Sales and Use tax (purchases consumed and used by business in the Zone)
- Mutual Thrift Institution tax
- Bank and Trust Company Shares tax
- Insurance Premiums tax

### Local

- Earned Income/Net Profits tax
- Business Gross Receipts, Business Occupancy, Business Privilege and Mercantile tax
- Sales and Use tax (county/city; purchases exclusively used and consumed by business in the Keystone Opportunity Zone)
- Property tax

## D. Requirements / Penalties / Deadlines / Definitions

### 1. Change of Status Notification (Required)

KOZ applicants are required to immediately notify the Department when there is a change in status due to relocation, sale, local non-compliance, closure, death, business name change, parcel number change, address change or any change that may affect benefit status.

### 2. Existing Pennsylvania Business Relocating to a Keystone Opportunity Zone

Any business that moves from a non-KOZ Pennsylvania location into a KOZ is not eligible to receive the exemptions, deductions, abatements, or credits set forth in the Act unless the business meets at least one of the following:

- a. Increases full-time employment by at least 20% in the first full year of operation within the Subzone or;
- b. Makes a capital investment in the property located within the Subzone at least equivalent to 10% of the gross revenues of that business in the immediately preceding calendar or fiscal year attributable to the business location or locations that are being relocated to a subzone.
- c. Enters into a lease agreement for property located within the Subzone for a term at least equivalent to the duration of the Subzone and with the aggregate payment under the lease agreement at least equivalent to 5% of the gross revenues of that business in the immediately preceding calendar or fiscal year.

The Department, in consultation with the Department of Revenue, may waive or modify the requirements of this subsection, as appropriate. Relocating businesses must request a modification to the requirements of this subsection within 30 days of receiving their Initial Relocation Notification letter.

Any questions concerning the relocation provisions should be directed to the KOZ Manager at the Department of Community and Economic Development (Attachment I).

3. **Compliance**

All “qualified businesses” and “persons” must be in full compliance with all state and local tax laws, and building and housing code provisions, in order to claim exemptions, deductions, abatements or credits offered in the Act. The Department of Revenue reserves the right to conduct an audit of an applicant for benefits to ensure full compliance with the Act.

4. **Illegal Alien Labor**

No person or business receiving a tax exemption, deduction, abatement or credit shall knowingly permit the labor services of an illegal alien in a Zone. A person shall be deemed to have knowingly employed or knowingly permitted the prohibited services if he has active knowledge or has reason to know that such services have been provided.

In the event of a violation, the department or political subdivision awarding the tax exemption, deduction, abatement or credit under the Act shall require repayment of the amount of tax exemptions, deductions, abatements and credits received by it for the year or years in which such violation existed.

5. **Penalty for violation of the Act**

Any party improperly receiving KOZ tax benefits must return all tax benefits received and will be subject to the applicable interest, civil and criminal penalty provisions in the Act.

6. **Repayment of Benefits**

Any qualified business located within a KOZ and receiving exemptions, deductions, abatements or credits under the Act, which relocates outside of the Zone within the first five years of locating in a Zone, may be required to refund all tax benefits received to state and local authorities as provided in the Act.

Any business that fails to meet the relocation obligations set forth in paragraph D.2. above will be subject to revocation of future benefits and repayment of benefits previously received.

7. **Deadlines**

- The deadline to file a KOZ application is December 31st of the year for which benefits are to be received.
- The deadline for compliance with code violation deficiencies is December 31st of the year for which benefits are to be received.
- The deadline for compliance with tax payment obligations is February 5th of the year following the year for which benefits have been requested.
- Sales tax exemption certificates issued by the Department of Revenue expire on March 31st of each calendar year. To ensure that a sales tax exemption certificate does not lapse, the KOZ Application should be filed no later than January 15th of the calendar year in which the exemption certificate expires.

9. **Definitions**

- a. **Applicant:** applicants can be a business/property owner, or resident with an approved KOZ application. An applicant is identified by a KOZ number assignment to an application.
- b. **Business Expansion:** an existing Pennsylvania business whose operations, equipment and employees remain at their present location when the business expands into a KOZ. If any part of the existing business operations, equipment or employees are relocated into the KOZ, the Department will deem such action a relocation.
- c. **Business/Property Owner:** an association, partnership, corporation, sole proprietorship, limited liability corporation or employer.

- d. **Capital Investment:** (I) an undertaking to construct, repair, renovate, improve, equip, furnish, or acquire any building, structure, facility, or physical betterment or improvement; (ii) land; or (iii) furnishing, machinery, apparatus of equipment for building, structure, facility or physical betterment or improvement, the term includes soft costs related to the project.
- e. **Domicile:** the place where a person has a true and fixed home and principal establishment for an indefinite time and to which, whenever absent, that person intends to return. Domicile continues until another place of domicile is established.
- f. **Full-Time Employment:** for the purpose of determining relocation requirements compliance "full-time employment" shall be defined as full-time, permanent employment in the specific industry sector within which the business operates.
- g. **Program Participant:** an approved entity (business/property owner, resident) participating in the KOZ program. The approved entity is identified by how it files with the federal government; an Employer Identification Number (EIN) for businesses and a social security number (SSN) for residents. A single program participant could submit multiple applications for multiple exemptions.
- h. **Out of State:** A business entity coming from another state that is submitting its initial KOZ application.
- I. **Resident:** A person who is domiciled and resides in an area that is designated a Subzone.
- j. **Soft Costs:** include items directly related to the completion of the project, e.g., professional services/consultants, architectural fees, engineering fees, inspection fees, insurance, environmental assessment, legal fees, closing costs and contingencies. Soft costs may not exceed 10% of capital investment.
- k. **Start-up:** A business applicant that is a new entity or expansion of an existing entity that is not a relocation.

## E. Eligibility for Other Department Programs

Keystone Opportunity Zone benefit recipients may be eligible for other programs administered by the Department. The Department's Single Application for Assistance can be completed to apply for financial assistance from the Department's various funding sources.

The Department encourages you to visit our web site and submit your Single Application for Assistance via on-line submission at [dced.pa.gov](http://dced.pa.gov). In addition, you may call the Department's Customer Service Center at 1-800-379-7448, or your local KOZ Regional Coordinator (See Attachment II).

## Section II – The Application Process

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### A. General

1. KOZ Applications by applicants that are property owners, businesses and residents and guidelines to assist with the completion of the KOZ Application may be accessed in the following manner:
  - a. **Applications must be completed online.** The guidelines to assist with the completion of the application may also be viewed online. The application and guidelines can be accessed by going to [dced.pa.gov/koz](http://dced.pa.gov/koz). Your completed application will be electronically submitted to the Department and your local coordinator.
  - b. All questions marked with an asterisk must be completed on every application.
  - c. If you wish to obtain a copy of the guidelines please contact the Department's Customer Service Center at 1-800-379-7448 or download a copy at [dced.pa.gov/koz](http://dced.pa.gov/koz).
2. Applicants must file an annual application by December 31st of the year for which they are applying for benefits to maintain eligibility for KOZ benefits.

### B. Approval Process

1. Applicants must apply on an annual basis to maintain eligibility for KOZ benefits.
2. No qualified business may claim or receive an exemption, deduction, abatement or credit under the Act unless that qualified business is in full compliance with all state and local tax laws, ordinances and resolutions.
3. No qualified business may claim or receive an exemption, deduction, abatement or credit under the Act if any person or business with a 20% or greater interest in that qualified business is not in full compliance with all state and local tax laws, ordinances and resolutions.
4. The Local Coordinator will determine compliance with local taxes and codes and forward the application to the Department within 15 business days of receipt of the application, whether or not the applicant is locally compliant.
5. The Department will assign an official KOZ file number to the application and forward the application to the Department of Revenue to determine state tax compliance and to the Department of Labor and Industry for Unemployment Compensation tax compliance.
6. Compliant applications will receive an approval letter from the Department. The approval letter is verification of eligibility to receive KOZ benefits from state and local entities.
7. Non-Compliant applicants will receive a letter from the Department directing the applicant to the appropriate agency to resolve the compliance issue.
8. Applications with code compliance issues must be compliant by December 31st of the calendar year for which the KOZ benefits are requested.
9. Applications with tax compliance issues must be compliant by February 5th of the calendar year following the calendar year for which non-compliance occurred.
10. Applicants receiving KOZ benefits must report a change in status due to relocation, sale, closure, local non-compliance issues, death, business name change, parcel number change, address change or any change that may affect benefit status on a KOZ Change of Status notification. The Change of Status notification must be completed online by going to [dced.pa.gov/koz](http://dced.pa.gov/koz).



## Section III – Extensions

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***\*\* This Section Pertains to Local Taxing Bodies Only \*\****

### A. Extension of Unoccupied Parcels

The Department may approve an application from political subdivisions to extend the exemptions, deductions, abatements and credits. For a parcel in a Keystone Opportunity Expansion Zone or Keystone Opportunity Improvement Zone or Subzone that expires in 2013 or any year thereafter. The zone may be extended for an additional period of no less than seven years but no more than ten years from the date of occupancy or from the expiration date of the zone, as determined by the Department. For zones that expire in 2013, the extension shall apply to only those parcels that are unoccupied on February 14, 2012. For zones that expire after 2013, the extension shall apply to parcels that are unoccupied on a date determined by the Department.

The application for extension of benefits must comply with the application process described in Section III D of these guidelines. The Department, in consultation with the Department of Revenue, shall review the application and, if approved, shall issue a certification of all tax exemptions, deductions, abatements or credits under the Act for the extended time within three months of receipt of the application.

**The Department must receive an application no later than three months prior to the expiration date of the Zone.**

### B. Application Process

Submit the following to the Department by the deadline(s) indicated above:

1. A KOZ Designation, Expansion & Extension Application, found at [dced.pa.gov/koz](http://dced.pa.gov/koz).
2. A cover letter identifying the option (7 or 10 year extension) the applicant is selecting, if applicable.
3. A narrative that includes a description of the property, including the former use, present use, proposed future use and the strategic economic importance of the site. Identify the amount of the proposed capital investment and the proximity of the site to transportation modes including water, rail, air and major highways.
4. A spread sheet listing the properties you are submitting for designation or extension (must contain the same information that is on the attached spread sheet sent by the Department). Name of property owner, location with complete address, municipality, school district, parcel numbers, acreage, dimensions of the site. All information must be included.
5. Photographs of the property to be designated or extended.
6. A detailed map of the proposed Keystone Opportunity Expansion Zone, including geographic boundaries, total area and present use and conditions of the land and structures of the proposed Keystone Opportunity Expansion Zone.

7. A formal, binding ordinance or resolution passed by every political subdivision in which the proposed subzone or proposed expansion subzone is located that specifically provides for all local tax exemptions, deductions, abatements or credits for persons and businesses set forth in this act.
8. Any PILOT agreements that may be executed in connection to the designation.
9. Evidence that the proposed keystone opportunity expansion zone shall meet at least two of the following criteria:
  - At least 20% of the population is below the poverty level.
  - The unemployment rate is 1.25 times the statewide average.
  - At least 20% of all real property within a five-mile radius of the proposed Keystone Opportunity Expansion Zone or proposed Expansion Subzone in a nonurban area is deteriorated or underutilized.
  - At least 20% of all real property within a one-mile radius of the proposed Keystone Opportunity Expansion Zone or proposed Expansion Subzone in an urban area is deteriorated or underutilized.
  - At least 20% of all occupied housing within a two-mile radius of the proposed Keystone Opportunity Expansion Zone or Proposed Expansion Subzone in a nonurban area is deteriorated.
  - At least 20% of all occupied housing within a one-mile radius of the proposed Keystone Opportunity Expansion Zone or Proposed Expansion Subzone in an urban area is deteriorated.
  - In an urban area, the median family income is 80% or less of the urban median family income for that metropolitan statistical area.
  - In an area other than an urban area, the median family income is 80% or less of the statewide nonurban median family income.
  - The population loss exceeds 10% in an area that includes the proposed Keystone Opportunity Expansion Zone and its surrounding area, but is not larger than the county or counties in which the proposed Keystone Opportunity Expansion Zone is located, based on census data for the period between 1980 and 1990 or census estimates since 2000 establishing a pattern of population loss.
  - The political subdivision in which the proposed Keystone Opportunity Expansion Zone is located has experienced a sudden and/or severe job loss.
  - At least 33% of the real property in the proposed Keystone Opportunity Expansion Zone in a nonurban area would otherwise remain underdeveloped or nonperforming due to physical characteristics of the real property.
  - The area has substantial real property with adequate infrastructure and energy to support new or expanded development.

## Attachment I – Contacts

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### **Department of Community & Economic Development (DCED)**

Tara Santore  
KOZ Manager  
400 North Street, 4th Floor  
Commonwealth Keystone Building  
Harrisburg, PA 17120-0225  
Phone: (717) 346-0327  
Fax: (717) 772-3581  
E-mail: tsantore@pa.gov

Tracy Brown  
Economic Development Analyst  
400 North Street, 4th Floor  
Commonwealth Keystone Building  
Harrisburg, PA 17120  
Phone: (717) 720-7428  
Fax: (717) 772-3581  
E-mail: tracbrown@pa.gov

Cathy Phoenix  
Economic Development Analyst  
400 North Street, 4th Floor  
Commonwealth Keystone Building  
Harrisburg, PA 17120  
Phone: (717) 720-7421  
Fax: (717) 772-3581  
E-mail: caphoenix@pa.gov

### **Department of Revenue (DOR)**

Matthew Forti, DCED Liaison / KOZ Coordinator  
11<sup>th</sup> Floor, Strawberry Square  
Harrisburg, PA 17128-0905  
Phone: (717) 772-3896  
Fax: (717) 705-8994  
E-mail: mforti@pa.gov

### **Department of Revenue (Tax Issues Only)**

Office of Chief Counsel  
10<sup>th</sup> Floor, Strawberry Square  
Harrisburg, PA 17128-1100  
Phone: (717) 787-1440  
Fax: (717) 772-1459  
E-mail: chzettlemo@pa.gov

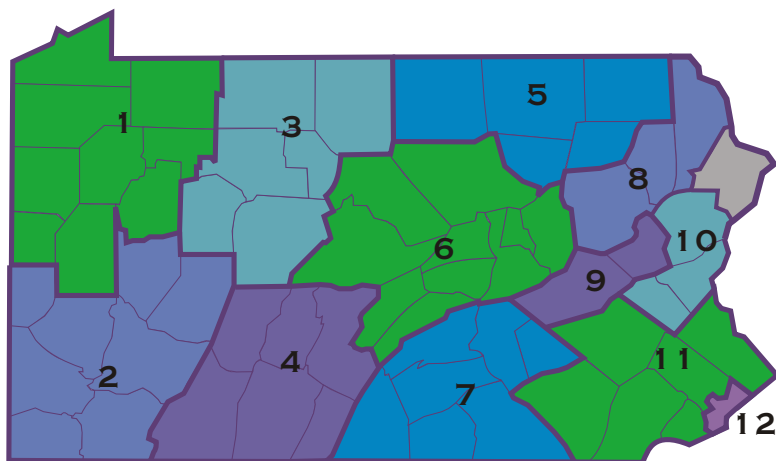
### **Department of Labor & Industry (L&I)**

Room 916 Labor & Industry Building  
7th and Forster Street  
Harrisburg, PA 17121  
Phone: (717) 772-2021  
(866) 403-6163 (option 1)  
Fax: (717) 787-8373  
E-mail: uctides@pa.gov

### **Local Tax and Code Issues**

Local tax and government issues should be directed to the appropriate local authority.

## Attachment II – KOZ Coordinators



### 1. Northwest

Travis Siegel  
Marketing Specialist  
Northwest Commission  
395 Seneca Street  
Oil City, PA 16301  
814-677-4800 ext 123  
Fax: 814-677-7663  
traviss@nwcommission.org

### 2. Southwest

Jamie Colecchi  
Southwestern Planning Commission  
Two Chetham Center, Suite 500  
112 Washington Place  
Pittsburgh, PA 15219-3451  
412-391-5590 ext 325  
Fax: 412-391-9160  
jcolecchi@spcregion.org

### 3. North Central

Eric Bridges  
Executive Director  
North Central PA  
Regional Planning & Development  
Commission  
49 Ridgmont Drive  
Ridgway, PA 15853  
814-773-3162 x3004  
Fax 814-772-7045  
ebridges@nccentral.com

### 4. Southern Alleghenies

Brandon Carson  
Director, Planning and Community  
Development  
Southern Alleghenies Planning  
& Development Commission  
3 Sheraton Drive  
Altoona, PA 16602  
814-949-6506  
Fax: 814-949-6505  
bcarson@sapdc.org

### 5. Northern Tier

Rachel Hauser, Program Manager  
Northern Tier Regional Planning &  
Development Commission  
312 Main Street  
Towanda, PA 18848  
570-265-9103  
Fax: 570-265-7585  
hauser@northerntier.org

### 6. Central PA

Betsy Lockwood, Project Development/  
Grants Manager  
SEDA-Council of Governments  
201 Furnace Rd.  
Lewisburg, PA 17837  
570-524-4491  
Fax: 570-524-9190  
elockwood@seda-cog.org

### 7. South Central

Shaun Donovan  
Economic Development Specialist  
Harrisburg Regional Chamber  
& CREDIC  
3211 North Front Street, Suite 201  
Harrisburg, PA 17110  
Phone: 717-213-5033  
Fax: 717-232-5184  
sdonovan@hbgrc.org

### 8. Lackawanna/Luzerne

Nicole Davis, Zone Coordinator  
Redevelopment Authority  
of Luzerne County  
Suite #210  
16 Luzerne Avenue  
West Pittston, PA 18643  
570-655-3329 ext 0  
Fax: 570-655-3287  
lcranmg@epix.net

### 9. Schuylkill/Carbon

Gary Bender, Director  
County of Schuylkill Community  
& Economic Development Office  
401 North Second Street  
Pottsville, PA 17901  
570-628-1222  
Fax: 570-628-1210  
gbender@co.schuylkill.pa.us

### 10. Lehigh Valley

Andrew Kleiner  
KOZ Program Coordinator  
Lehigh Valley Economic Development  
Corporation  
2158 Avenue C, Suite 200  
Bethlehem, PA 18017  
610-266-7619  
Fax: 610-266-7623  
akleiner@lehighvalley.org

### 11. Southeast

Jade Utz  
Montgomery County Department of  
Economic & Workforce Development  
140 DeKalb Street  
Human Services Center  
5th Floor, P.O. Box 311  
Norristown, PA 19404  
610-278.3819  
Fax: 610-278-5944  
jutz@montcopa.org

### 12. City of Philadelphia

Vincent Dougherty  
Philadelphia Department of Commerce  
One Parkway  
1515 Arch Street, 12th Floor  
Philadelphia, PA 19102  
215-683-2021  
Fax: 215-557-8538  
vincent.dougherty@phila.gov