MEMORANDUM

ED&HS
AGENDA ITEM NO. 4(D)

TO: Honorable Chairperson and Members
Board of County Commissioners

DATE: July 16, 2003

FROM: George M. Burgess
County Manager

SUBJECT: Resolution Approving Targeted Jobs Incentive Fund Program Participation for SAFE air LLC.

The attached documents relating to Targeted Jobs Incentive Fund (TJIF) program participation by SAFE.air LLC., Miami-Dade County commitment of TJIF incentive awards, and application and agreement, pursuant to Miami-Dade County Code, Chapter 2, Article LXXXVI as modified by Ordinance No. 02-251, have been prepared by the Office of Community and Economic Development and are recommended for approval.

APPLICANT:	SAFE.air LLC.
HEADQUARTERS LOCATION:	2875 NE 191 Street, # 512 Aventura, Florida 33180
PROPOSED LOCATION IN MIAMI-DADE COUNTY:	Opa-Locka Airport Enterprise/Empowerment Zone
OTHER LOCATIONS UNDER CONSIDERATION:	N/A
DATE OF TJIF APPLICATION:	May 29, 2003
OVERALL BUSINESS ACTIVITY/MISSION:	Training academy for pilots and flight crews using simulators
PROPOSED LOCAL BUSINESS ACTIVITY:	Pilots and flight crews training
TARGETED INDUSTRY:	Commercial Airlines Security
PROPOSED LOCATION IN DESIGNATED PRIORITY AREA?	Yes
NEW BUSINESS OR EXPANDING BUSINESS?	New
NUMBER OF DIRECT JOBS TO BE CREATED: (AT LEAST 10 JOBS TO QUALIFY)	60
AVERAGE ANNUALIZED WAGES FOR DIRECT JOBS:	$35,000
NUMBER OF INDIRECT JOBS TO BE CREATED:	N/A

NUMBER OF YEARS TO CREATE NEW JOBS:	3
MAXIMUM YEARS FOR INCENTIVE AWARDS:	10
NUMBER OF NEW AND EXISTING JOBS	61
MAXIMUM INCENTIVE AWARD PER JOB:	$13,476 per retained and created jobs
MAXIMUM INCENTIVE AWARD APPLIED FOR:	$822,064
ESTIMATED INCREMENTAL TAX REVENUE:	$822,064
COUNTY'S MAXIMUM AWARD ON PROJECT:	$822,064
COMMENTS:	Information for this item was provided by The Beacon Council

Attachments

MEMORANDUM
(Revised)

TO: Honorable Chairperson and Members
Board of County Commissioners

DATE: September 9, 2003

FROM: Robert A. Ginsburg
County Attorney

SUBJECT: Agenda Item No.

Please note any items checked.

_____ **"4-Day Rule" ("3-Day Rule" for committees) applicable if raised**

_____ **6 weeks required between first reading and public hearing**

_____ **4 weeks notification to municipal officials required prior to public hearing**

_____ **Decreases revenues or increases expenditures without balancing budget**

_____ **Budget required**

_____ **Statement of fiscal impact required**

_____ **Bid waiver requiring County Manager's written recommendation**

_____ **Ordinance creating a new board requires detailed County Manager's report for public hearing**

_____ **Housekeeping item (no policy decision required)**

_____ **No committee review**

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No.

RESOLUTION NO. _____

RESOLUTION APPROVING SAFE.AIR LLC., AS A TARGETED JOBS INCENTIVE FUND PROGRAM BUSINESS PURSUANT TO THE CODE OF MIAMI-DADE COUNTY, FLORIDA, CHAPTER 2, ARTICLE LXXXVI AS MODIFIED BY ORDINANCE NO. 02-251; CONFIRMING THAT THE COMMITMENT OF INCENTIVE AWARDS FOR SAFE.AIR LLC., EXISTS; AND PROVIDING AN APPROPRIATION OF UP TO $822,064 FROM GENERAL REVENUE FUNDS FOR FISCAL YEARS 2005 THROUGH 2014 WITH THE PROVISO THAT ANY TAX ABATEMENT GRANTED TO SAFE.AIR LLC., UNDER FLORIDA STATUTE 196.1995 REDUCES ANY TARGETED JOBS INCENTIVE FUND INCENTIVE AWARD TO SAFE.AIR LLC., BY THE AMOUNT OF ANY SUCH TAX ABATEMENT GRANTED, IN COMPLIANCE WITH FLORIDA STATUTE 288.106(5)(C); AND PROVIDING FOR AN EFFECTIVE DATE

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, Economic Impact Overview, and Application and Agreement, copies of which are incorporated herein by reference,

NOW THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board hereby finds that attracting, retaining and providing favorable conditions for the growth of target industries provide quality employment opportunities for residents of the County and enhance the County's economic foundations and authorizes the County Manager to execute the Application and Agreement between Miami-Dade County and SAFE.air LLC., thereby approving SAFE.air LLC., as a targeted jobs incentive fund program business pursuant to the Code of Miami-Dade County, Florida, Chapter 2, Article LXXXVI as modified by Ordinance No. 02-251.

The applicant's new business activity will be in one of the County's Designated Priority Areas.

The commitment of incentive awards for SAFE.air LLC., exists in an amount not to exceed $822,064 from General Revenue Funds, and is conditioned on and subject to specific annual appropriations by the Board in the following increments:

Fiscal Year 2005	$ 82,206
Fiscal Year 2006	$ 82,206
Fiscal Year 2007	$ 82,206
Fiscal Year 2008	$ 82,206
Fiscal Year 2009	$ 82,206
Fiscal Year 2010	$ 82,206
Fiscal Year 2011	$ 82,206
Fiscal Year 2012	$ 82,206
Fiscal Year 2013	$ 82,206
Fiscal Year 2014	$ 82,206
TOTAL	**$822,064**

and with the proviso that any tax abatement granted to SAFE.air LLC., under Florida Statute 196.1995 reduces any TJIF tax refund by the amount of any such tax abatement granted, in compliance with Florida Statute 288.106(5)(c); and will be paid to SAFE.air LLC., with the stipulation that SAFE.air LLC., is in compliance with the TJIF Program including the requirement that at least ten (10) jobs be created.

The commitment of incentive awards shall be contingent on SAFE.air LLC., maintaining the jobs during the life of the incentive and ensuring that its hiring practices are consistent with and reflect the diversity of the Miami-Dade County community.

The commitment of incentive awards shall be contingent on SAFE.air LLC., maintaining the jobs during the life of the incentive and ensuring that its hiring practices are consistent with and reflect the diversity of the Miami-Dade County community.

The foregoing resolution was offered by Commissioner , who moved its adoption. The motion was seconded by Commissioner and upon being put to a vote, the vote was as follows:

Dr. Barbara Carey-Shuler, Chairperson
Katy Sorenson, Vice-Chairperson

Bruno A. Barreiro	Jose "Pepe" Diaz
Betty T. Ferguson	Sally A. Heyman
Joe A. Martinez	Jimmy L. Morales
Dennis C. Moss	Dorrin D. Rolle
Natacha Seijas	Rebeca Sosa
Sen. Javier D. Souto	

The Chairperson thereupon declared the resolution duly passed and adopted this 9th day of September, 2003. This resolution shall become effective ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board.

MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF COUNTY
COMMISSIONERS

HARVEY RUVIN, CLERK

Approved by County Attorney as
to form and legal sufficiency.

By:_____
Deputy Clerk

THE BEACON COUNCIL

May 28, 2003

Miami-Dade County's Official Economic Development Partnership

80 Southwest Eighth Street
Suite 2400
Miami, Florida 33130
Telephone: 305.579.1300
Facsimile: 305.375.0271
www.beaconcouncil.com

Ms. Tangie White
Director of Economic Development Division
Office of Community & Economic Development
140 West Flagler Street, Suite 1000
Miami, FL 33130-1561

Dear Ms. White:

Enclosed you will find an application for the Miami-Dade County Targeted Jobs Incentive Fund (TJIF). SAFE.air LLC., applying for the TJIF program will create approximately 60 new jobs. The Company is making a capital investment in the amount of $15,000,000 million for the construction of a new facility and purchase of new equipment.

The company intends to build an academy in which commercial airline pilots and flight crews will be trained in defensive methods in accordance with the TSA guidelines for FFDO (Federal Flight Deck Officer).

We are referring this application to your office for review and preparation of a resolution to the Miami-Dade Board of County Commissioners requesting a maximum of $822,064 to be paid over a period of 10 years (2005 - 2014). Attached is the economic impact analysis prepared by the Beacon Council Research Department.

We are requesting that the item be placed on the Agenda of The Economic Development and Human Services Committee Meeting scheduled for June 11, 2003 and the Miami-Dade Board of County Commissioners meeting scheduled for July 8, 2003.

We look forward to continuing to work together for the benefit of the economic development of Miami-Dade County. If you have any questions please contact me at 305-579-1343.

Sincerely,

Carlos Leonard
Senior Vice President
Business Development

CC: Tony Crapp
Bryan Finnie
Jurgen Teintze

Application and Agreement for Targeted Jobs Incentive Fund (TJIF)

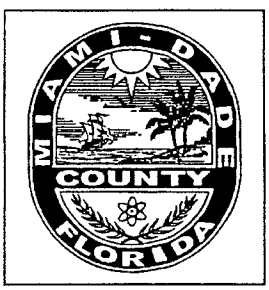
SAFE.air LLC.

Name of Business

(Note: if name of company is confidential at time of application, said company name shall be provided and appended to this Application and Agreement by _____.)

Important: This Application and Agreement for TJIF shall be in compliance with Miami-Dade County Board of County Commissioners Ordinance No. 00-98 as codified in the Code of Miami-Dade County, Chapter 2, Article LXXXVI, and as further modified by Ordinance No. 02-251, as may be amended.

The Beacon Council
80 S.W. 8th Street, Suite 2400
Miami, FL 33130
Phone: 305-579-1300
Fax: 305-579-7580
www.beaconcouncil.com



Section 1. Targeted Jobs Incentive Fund (TJIF) Background

1.1 The Targeted Jobs Incentive Fund is an initiative fashioned by The Beacon Council and Miami-Dade County and patterned after the State of Florida Qualified Target Industry Tax Refund Program (QTI). The program's intent is to attract relocating out-of-area businesses and encourage expansion of existing local companies by providing cash incentive awards. As with the QTI Program, a Company is required to create a certain number of jobs and must also generate enough new revenue to Miami-Dade County to fund its TJIF benefit. While the State's QTI program is limited to certain industries, including corporate headquarters relocation, the TJIF Program may also be utilized for the One Community One Goal (OCOG) industries, as well as the expansion and/or relocation of other operational components of a business (i.e. sales office, warehouse).

1.2 The TJIF is an inducement program available only to companies from outside the County (with the exception of Palm Beach, Broward, and Monroe Counties) wishing to relocate here, and to Miami-Dade companies which undertake a business expansion and which create jobs as a result of the local expansion. Nevertheless, a Palm Beach, Broward or Monroe County-located Company that is planning to relocate outside South Florida is eligible for this program. The Company must provide verifiable documentation supporting its consideration of other locales. Any business decisions, such as announcements, leasing of space or hiring of employees, made prior to the final TJIF approval will likely be grounds for disapproval unless waived by the Miami-Dade County Manager after a showing of good cause.

1.3 Although the TJIF is available to companies countywide, it is also used to encourage investment and the creation of jobs in Enterprise Zones, the Empowerment Zone and in Urban Targeted Areas by providing business with an additional award per job if the Company locates within these specified areas.

1.4 Another goal of the TJIF is to encourage companies to hire residents living in Enterprise Zones, the Empowerment Zone and Urban Targeted Areas. Companies hiring said residents will be eligible to receive an additional amount per new job created.

1.5 The TJIF program is strictly a performance-based incentive that is only paid out to the Company after it has met all of its job creation projections, capital investment commitments and must provide the incremental tax revenue necessary to fund the award.

Section 2. Criteria

2.1 The Targeted Jobs Incentive Fund (TJIF) is limited to the targeted industries as per the State of Florida QTI Program. In addition, the One Community One Goal (OCOG) target industries are also eligible, as are regional offices. They include, but are not limited to, the following:

a. Aviation
b. Biomedical
c. Film and Entertainment
d. Financial Services
e. Information Technology
f. International Commerce
g. Telecommunications
h. Visitor and Tourism

2.2 The Company must create at least 10 new jobs. If the project is an expansion, the number of new jobs to be created must be the greater of a minimum of five new jobs or at least ten percent of the Company's work force at the time of application.

2.3 The Company's countywide ad valorem property taxes, excluding debt service, and countywide portion of sale taxes paid must generate sufficient incremental tax revenue to the County in order to fund the award. Incremental revenue generated by the project shall be determined by utilizing an Economic Impact Model and analysis by both The Beacon Council and County staff. The project must exhibit a positive Return on Investment Incentive of at least 120%.

2.4 This Application and Agreement must be signed by the Company and Miami-Dade County stipulating the number of new jobs to be created, the projected amount of capital investment, the amount of the projected tax revenue and the time frame of when the project will be completed. Payment to the Company will only be made after it has achieved all economic benchmarks.

2.5 The TJIF is an inducement program that is only available to companies considering a relocation and/or expansion in Miami-Dade County and one or more other communities. The TJIF is utilized to induce "New to Market" companies to relocate to Miami-Dade County (not available for companies located within Palm Beach, Broward and Monroe Counties unless a Company is planning to relocate outside South Florida). Companies located in other Florida counties are eligible for TJIF for any net *new* jobs being created in Miami-Dade County. The Company must provide verifiable documentation supporting its consideration of other locales. Any business decisions, such as announcements, leasing of space or hiring of employees, made prior to the final TJIF approval will likely be grounds for disapproval.

Section 3. Program Funding

3.1 Incremental tax revenue generated by the companies locating or expanding within Miami-Dade County funds the program.

Section 4. Award Amounts Provided By Miami-Dade County

4.1 The total award is based on the projected number of new jobs to be created and the amount of countywide ad valorem property taxes, excluding debt service, and countywide portion of sales taxes paid. The base award amount per new job created is up to $3,000 if the Company is located outside any of the following areas:

Empowerment Zone
Enterprise Zone
Target Urban Area
Brownfields
Community Development Block Grant areas

If the Company is located within any of the above areas an additional bonus award of up to $1,500 per new job created is available. Likewise, if the Company employs a resident of one of the above areas an additional bonus award of up to $1,500 per new job created is also available.

Consideration for award within a municipality or unincorporated Miami-Dade County will be evaluated on a case-by-case basis.

4.2 A capital investment TJIF award may be provided to a Company when the minimum number of New Jobs has been created and when new capital investment by and/or for the Company exceeds $3 million in taxable property value. For a period of up to six (6) years (or longer as may be determined by the Board), the Company may receive said capital investment TJIF awards in the amount of eighty percent (80%) of the amount of countywide ad valorem property taxes paid-in on the subject property if it is located in a Designated Priority Area. This award is not applicable to the ad valorem property taxes paid-in on the subject property's land value nor to any improvements in place prior to the project.

4.3 A Company may not receive award payments of more than twenty five percent (25%) of the total awards specified in the approved application/agreement in any fiscal year even if all the New Jobs are created in one (1) year. Further, a Company may not receive more than $1.5 million in awards in any single fiscal year, or more than $2.5 million in any single fiscal year if the project is located in a Designated Priority Area. A Company may not receive more than $5 million in award payments in all fiscal years, or more than $7.5 million if the project is located in a Designated Priority Area. Further, the total award is capped by the lower of the above or the total of the applicable ad valorem property and sales taxes paid-in as a result of the project. Additionally, a Company cannot receive both a TJIF award and Enterprise Zone Tax Abatements unless the TJIF award is in excess of the Abatement; a Company cannot receive both the TJIF award on large capital investment taxes paid-in and the TJIF regular ad valorem property tax funded award; and, while a Company can receive both a tax refund under the State of Florida Qualified Target Industry Program and a TJIF award at the same time, it cannot receive more than an amount equal to what it has paid-in under the project at any time.

Section 5. Payment of Incentive

5.1 The TJIF is a performance based incentive program; therefore, verification of the new jobs created, capital investment made by the Company, and new revenue generated to Miami-Dade County must be verified by the County prior to any disbursement of funds to the Company. This procedure must be repeated each year that the Company submits a claim for the TJIF payment. The year that is applicable for consideration of taxes paid-in resulting in incremental tax revenue is April 1 through March 31. Company award claims must be submitted each year during the period of April 1 through May 15. Any award appropriation, if made by the Miami-Dade County Board of County Commissioners will be paid in the County fiscal year that begins on October 1 following the May 15 claims-submission deadline date.

5.2 The TJIF incentive is paid out beginning after the first year the new jobs are created. For instance, if a Company has projected creating 400 new jobs, 100 per year during a four-year period, the incentive will be paid for the first 100 jobs in the year after the jobs have been created. Disbursement shall be over four years even if all the new jobs are created in one year. Payment to the Company will only be made after it has achieved all economic benchmarks. A Company's incremental tax revenue paid to Miami-Dade County must be sufficient to fund the Company's award. In keeping with the State QTI program requirements, a Company receiving a cash incentive award under this TJIF program and also applying for and receiving Enterprise Zone tax abatements, must, in any given year, have its TJIF cash incentive award reduced by the amount of any such tax abatement granted.

Section 6. Application Process

6.1 Any Company that meets the criteria and objectives of the TJIF must submit this Application and Agreement to The Beacon Council for review. The Beacon Council will prepare an economic impact analysis for the project, based on the information provided by the Company.

6.2 The completed Application and Agreement is submitted to Miami-Dade County for verification and concurrence with the economic impact analysis provided by The Beacon Council. The analysis should reflect a Return On Incentive Investment (ROII) of at least 120% if the Company is not located in a Designated Priority Area, at least 110% if the Company is located in a Designated Priority Area, and at least 100% if the Company is located in a Designated Priority Area and the Board of County Commissioners finds such increase is in the public's best interest and approves said ROII when jointly recommended by The Beacon Council and the County Manager. The Beacon Council presents Company Application and Agreement along with its analysis and recommendation to Miami-Dade County.

Section 7. Review and Approval Process

7.1 Upon Application and Agreement evaluation by the County, staff will recommend approval or denial to the County Manager and prepare an agenda item for the next available Board of County Commissioners meeting where the TJIF incentive is considered for approval. The County Manager will recommend Application and Agreement approval or denial to the Board of County Commissioners. Per Miami-Dade County Ordinance No. 00-98 creating this program as amended by Ordinance No. 02-251, the Board of County Commissioners shall have no obligation to approve any Application and Agreement before it.

7.2 The Beacon Council staff and a Company representative (when requested) will attend the Board of County Commissioners meeting to be available to answer any questions related to the project and the TJIF.

7.3 If the Board of County Commissioners approves the Application and Agreement, the Company and the County Manager will execute said document(s). Pursuant to Florida Statutes, § 288.075 and § 288.1066, confidentiality will be protected for any information regarding a project's location and/or expansion evaluation of any site in the State of Florida. If confidentiality is requested, the Company name and identifying information shall be provided by the Company by the date indicated on the cover page of this Application and Agreement and shall be appended hereto. Upon said approval, as the applying Company you will be sent a letter by The Beacon Council stipulating the conditions of the approval.

For more information please call Carlos Leonard, Senior Vice President, The Beacon Council, at 305-579-1343.

Section 8. Application and Agreement Instructions

8.1 Please carefully review all Application and Agreement materials.

8.2 Contact The Beacon Council at the below address to discuss your project and application before submitting a formal proposal.

8.3 Any information or documentation that cannot be supplied in the provided space should be placed in a notebook or other presentation format. The material should be indexed, tabbed or labeled with the number of the relevant question from the Application and Agreement form.

8.4 The completed and signed Application and Agreement must be filed with:

The Beacon Council
Attn: Carlos Leonard, Senior Vice President
Targeted Jobs Incentive Fund (TJIF)
80 S.W. 8th Street, Suite 2400
Miami, Florida 33130
Phone: 305-579-1300
Fax: 305-579-7580

8.5 Important note: This Application and Agreement must be filed prior to making the decision to locate a new business in Miami-Dade County or to expand an existing Miami-Dade County business. However, an applying Company that has initiated such a business decision may, upon request and Beacon Council recommendation, be considered by the County Manager for preserving inducement. If the County Manager authorizes preserving inducement the applying company maintains TJIF program eligibility.

Section 9. Employer Identification

9.1 **Please note: The following form may not provide enough space for required answers. Please attach a separate page with tabs that refers to the question number. Please include supporting documentation or explanation with responses where appropriate.**

9.2 TARGETED JOBS INCENTIVE FUND (TJIF)

a) Name of TJIF Business: SAFE.air LLC.
Must be a business unit or reporting unit of a business that is registered with or will be registered with the Florida Department of Labor and Employment Security.

b) Mailing Address: 2875 NE 191st STREET # 512, AVENTURA, FL 33180

c) Primary Business contact -please include phone and fax numbers: Aviv Tzur
305-4667778(W) 305-4667776(F)

d) TJIF Business' federal employer identification number: 65-1179047
e) TJIF Business' unemployment compensation identification number: N/A

f) TJIF Business' Florida sales tax registration number: N/A

g) List SIC codes of all activities of the TJIF business: 3699,9711

h) Describe the TJIF business' primary business activities: TRAINING ACADEMY FOR PILOTS AND FLIGHT CREWS USING SIMULATORS

9.3 a) Is the TJIF business 51% or more minority owned? _____ YES ___X NO

b) If YES, please explain: _____

c) Is the TJIF business certified as a Black Business Enterprise (BBE), Women Business Enterprise (WBE), Hispanic Business Enterprise (HBE), Community Small Business Enterprise (CSBE), Community Business Enterprise (CBE) and/or Disadvantaged Business Enterprise (DBE) pursuant to Miami-Dade County Code?
_____ YES _X__ NO

9.4 a) Has the TJIF business ever been subjected to criminal or civil fines and penalties?
_____ YES ___X__ NO

b) If YES, please explain: _____

Section 10. Project Identification / Information

10.1 Description of the type of business activity or product covered by the project:

a) Is the business unit a (please choose one):

X New business to Miami-Dade County
☐ An expansion of an existing Miami-Dade County business

b) How many Miami-Dade County-located employees are there currently in the expanding business unit: 1

c) Full project description: SAFE.air intends to build an academy in which commercial airlines pilots and flight crews will be trained in defensive methods in accordance with the TSA guidelines for FFDO (Federal Flight Deck Officer) _____

10.2 Check the appropriate box and complete the line item:

☐ Project's current location, if applicable: _____

x Project's proposed location, if different from above: Opa Locka Airport, an Enterprise/Empowerment Zone.

10.3 Check the boxes that best define your project:

1	☐	regional headquarters office	5	☐	manufacturer
2	x	national headquarters office	6	☐	office
3	☐	world headquarters office	7	☐	sales & marketing
4	☐	Latin America headquarters office	8	☐	warehouse / distribution

10.4 If the project is not a headquarters, or if it includes other target industries, indicate the major industry groups(s) and the four-digit SIC code of each target industry or industries included in this project:

Business Activities	2-digit SIC Code	4-digit SIC Code

10.5 Project employment and wages:

a) Existing jobs in Miami-Dade County 1_____

b) Total number of new jobs projected to be created by the project at the business indicated in item 9.2.a): SIXTY (60)

c) If new jobs are to be phased in, provide the date when each phase of employment will be fully implemented (please limit the job creation phases to three):

Phase	Total New Jobs	Date
I	6	12/31/03
II	19	12/31/04
III	35	12/31/05

d) Annualized average wage (not including benefits) of the new jobs created by the project at the business indicated in item 9.2.b): $ 35,000

e) Square footage: EXISTING:_____ NEW: 90,000

10.6 a) Anticipated commencement date of project: 12/1/2003

b) Anticipated timeframe when the project will be completed: 12/1/2004

10.7 Amount of cash incentive award requested from Miami-Dade County $ 822,064

Section 11. Project Impact Information

11.1 Miami-Dade County Ordinance 00-98 as amended by Ordinance 02-251 requires that Miami-Dade County review and evaluate the application based on the following issues. Therefore, thorough and concise responses to the items below are very important.

11.2 **Incentive Rationale:**
Provide a statement indicating why the incentive award is needed to further the project. What role will the incentive award play in the decision of the applicant to locate or expand in Miami-Dade County? Indicate whether or not there are other communities competing for this project, and if so, which communities, and what incentives are being offered by these communities. Also, specifically address the role the incentive will play in creating Miami-Dade County jobs. This statement should include an analysis of the impact of any incentive awards granted on the viability of the project and the probability that the project will occur in Miami-Dade County if such incentive awards are granted to the applicant, taking into account the expected long-term commitment of the applicant to economic growth and employment in Miami-Dade County.

Security training for pilots and flight crews became essential in the aftermath of the tragic events of Sept. 11. The TSA is committed to train these professionals, and other companies residing in various parts of the country (VA, TN, NJ)are vying to win this coveted contract. SAFE.air LLC. Believes that Miami is an ideal location for this project because of its' reputation as *the* flight training capital. Such a high exposure and prestigious project will draw attention to Miami Dade and positively affect its aviation and Hotel industries. The incentive award will allow SAFE.air LLC. To develop a state-of-the-art facility in an empowerment zone.

11.3 **Project Impact:**
Provide a brief synopsis on the impacts the project is expected to stimulate in the community, the state or regional economy focusing on economic conditions in the area, including the unemployment rate in the community where the project will be located.

It is estimated that of the 100,000 commercial pilots at least 30,000 will be certified as FFDO. Their initial training will be conducted over the next 2 years, and they will be required to have recurring training twice a year. The program lasts 60 hours which means the pilots will stay in town, in a hotel a minimum of 7 nights. In addition, constructing this facility and creating 60 new direct jobs will be a boost to the local economy.

11.4 **Environmental and Growth Management:**
Submit a brief review of the applicant's past activities in Miami-Dade County, Florida and in other states, particularly as they relate to environmental and growth management impacts and how these have been handled. Have any criminal or civil fines or penalties been assessed? Have any awards been recommended or received? (Basically, what kind of corporate citizen has the applicant been?)

SAFE.air LLC. CEO is Mr. Aviv Tzur, who has been a citizen of Miami-Dade county in the past 10 years. Mr. Tzur was the CEO of Avborne Heavy Maintenance and under his guidance 400 new jobs were created. Mr. Tzur has been active in promoting Miami-Dade County's economical development and the advancement of aviation businesses in Miami-dade.

11.5 **Capital Investment:**

a) Describe the capital investment in real and personal property (examples: construction of new facility; remodeling of facility; upgrading, replacing or buying new equipment):
construction of a new facility, purchasing new equipment

b) List the amount and type (purchase of machinery/equipment, construction of buildings, etc.) of major capital investment to be made by the applicant in connection with this Miami-Dade County project:
Amount $_10,000,000____ Construction _____
Amount $__3,500,000_____ Equipment (simulators, range)_____
Amount $__1,500,000 Other Equipment (computers, furniture & fixtures)____

11.6 **Indicate other incentive programs the Company will be applying for:**

- ☐ Enterprise Zone Program
- ☐ Refund of Impact Fees
- ☐ Jobs Tax Credit
- ☐ Qualified Target Industry
- ☐ Other _____
- ☐ Property Tax Abatement
- ☐ Sales Tax Refunds
- ☐ Transportation "Road Fund"
- ☐ Quick Response Training

Section 12. Please initial below indicating your agreement:

12.1 _____AT___ that Miami-Dade County may review and verify the financial and personnel records of the Company and/or perform on site visits to verify employment relating to the New Jobs, review said financial and personnel records, and ascertain whether the Company is in project compliance;

12.2 __AT_____ that compliance with the terms and conditions of the approved application/agreement is a condition precedent for the receipt of any TJIF award in a fiscal year and that Company failure to comply with the terms and conditions of the approved application/agreement results in the loss of eligibility for receipt of TJIF awards and the revocation by the County Manager or the TJIF Committee of the certification of the Company as a TJIF business;

12.3 ___AT_____ that the payment of TJIF awards are conditioned on and subject to specific annual appropriations by the Board sufficient to pay amounts under the approved application/agreement;

12.4 ___AT_____ that Miami-Dade County shall be notified in writing of any development that impacts the implementation or operation of this Agreement or the project that this Agreement covers. Such developments will include, but not be limited to: commencement of and full implementation of the project; significant project delays; cancellation of the project; and all material changes of the project; and

12.5 __AT_____ that the Company will maintain personnel and financial records related to jobs, wages, and taxes paid which are the subject of this Agreement and submit summary reports of said records to Miami-Dade County as part of each annual claims-submission. The Company will retain said personnel and financial records for a period of three (3) years after payment of the last cash incentive award.

Section 12. Please initial below indicating your agreement:

12.1 ___X___ that Miami-Dade County may review and verify the financial and personnel records of the Company and/or perform on site visits to verify employment relating to the New Jobs, review said financial and personnel records, and ascertain whether the Company is in project compliance;

12.2 ___X___ that compliance with the terms and conditions of the approved application/agreement is a condition precedent for the receipt of any TJIF award in a fiscal year and that Company failure to comply with the terms and conditions of the approved application/agreement results in the loss of eligibility for receipt of TJIF awards and the revocation by the County Manager or the TJIF Committee of the certification of the Company as a TJIF business;

12.3 ___X___ that the payment of TJIF awards are conditioned on and subject to specific annual appropriations by the Board sufficient to pay amounts under the approved application/agreement;

12.4 ___X___ that Miami-Dade County shall be notified in writing of any development that impacts the implementation or operation of this Agreement or the project that this Agreement covers. Such developments will include, but not be limited to: commencement of and full implementation of the project; significant project delays; cancellation of the project; and all material changes of the project; and

12.5 ___X___ that the Company will maintain personnel and financial records related to jobs, wages, and taxes paid which are the subject of this Agreement and submit summary reports of said records to Miami-Dade County as part of each annual claims-submission. The Company will retain said personnel and financial records for a period of three (3) years after payment of the last cash incentive award.

THIS INFORMATION TO BE COMPLETED BY THE BEACON COUNCIL

Section 13. Projected New Revenue to Miami-Dade County

List the amount and type of projected taxes this project will provide in the form of new revenue to Miami-Dade County:

Amount $_____ **Please see attached Economic Impact Analysis** _____
Amount $_____ _____
Amount $_____ _____(List)

Section 14. If Project will be locating or expanding in a targeted area

X Enterprise Zone
- ☐ Unincorporated Miami-Dade County
- ☐ City of Miami
- ☐ City of Hialeah
- X City of Opa-locka
- ☐ Miami Beach
- ☐ Perrine-Cutler Ridge
- ☐ Homestead/Florida City
- ☐ Satellite (Pro Player Stadium)

X Empowerment Zone
- ☐ Developable Site

☐ Target Urban Area (TUA)
- ☐ _____

☐ Community Development Block Grant area

☐ Brownfields

Section 15. Application Confirmation

15.1 Company telephone contact number (305)466-7778

15.2 Date Application Received 5/27/03

15.3 Date Application Completed/Finalized 5/28/03

15.4 Date Application presented to Miami-Dade County 5/29/03

Section 16. Maximum Award and Agreement End Date

(To be completed by The Beacon Council and/or Miami-Dade County.)

16.1 $ **822,064**: The maximum amount of TJIF cash incentive awards which the Company is eligible to receive on the project.

16.2

Maximum Award in Fiscal Year	Maximum Amount
FY_____	$_____
FY_____	_____
FY_____	_____
FY_____	_____
FY_____	$_____
FY_____	$_____
FY_____	$_____
FY_____	$_____
FY_____	$_____
FY_____	$_____

Please see attached Economic Impact Analysis

16.3 The term of this Agreement shall commence upon full execution of this Agreement and continue through _____, unless terminated earlier in accordance with the Code of Miami-Dade County, Chapter 2, Article LXXXVI, and as further modified by Ordinance No. 02-251, as may be amended.

Section 17. Parties

The parties designate the following offices and addresses:

County:

Director, Office of Community and Economic Development
Miami-Dade County
140 West Flagler Street, Suite 1000
Miami, FL 33130

Company:
Aviv Tzur - CEO

SAFE.air LLC.

2875 NE 191st STREET , SUITE 512, AVENTURA FL 33180

Section 18. Termination

18.1 This Agreement may be terminated by Miami-Dade County upon failure of the Company to comply with any material term or condition of this Agreement or a decision by the Company not to proceed with the project. A termination will result in the loss of eligibility for receipt of all cash incentive awards previously approved and scheduled, but not paid, as well as the revocation of the certification as a TJIF business. The foregoing notwithstanding, in the event that Miami-Dade County fails to pay the Company a cash incentive award to which the Company is eligible under Agreement as a result of insufficient County funds or for any reason whatsoever, the Company shall have the right to terminate this Agreement and shall be entitled to retain any cash incentive award or credits previously paid or awarded to the Company by Miami-Dade County under this Agreement. Compliance with the terms and conditions of the Agreement is a condition precedent for receipt of cash incentive awards each year. The failure to comply with the terms and conditions of this Agreement shall result in the loss of eligibility for receipt of all cash incentive awards previously authorized pursuant to this section, and the revocation of the certification as a qualified applicant by the County Manager.

18.2 This Agreement may be terminated by Miami-Dade County if it finds that the Company has provided false or misleading information in any part of this Application and Agreement or if the Company attempts to meet any of its obligations under this TJIF Program through fraud, misrepresentation or material misstatement. If Miami-Dade County terminates this Agreement for breach of this Section 18.2, the Company shall within 90 days refund to the County all cash incentives awards paid to the Company as a result of the false information.

Section 19. Legal Requirements

19.1 This Agreement is executed and entered into in the State of Florida, and will be construed, performed and enforced in all respects in accordance with the laws and rules of the State of Florida. Each party will perform its obligations in accordance with the terms and conditions of this Agreement. Any and all litigation arising under this Agreement shall be brought in the appropriate court in Miami-Dade County, Florida. If any term or provision of the Agreement is found to be illegal and unenforceable, the remainder of the Agreement will remain in full force and effect and such term or provision will be deemed stricken.

IN WITNESS WHEREOF the Parties have caused this Agreement to be executed by their duly authorized representatives on this _____ day of _____, 2____.

ATTEST: (SEAL)

By: _____
Print: _____
Title: _____

MIAMI-DADE COUNTY, FLORIDA

By: _____
Print: _____
Title: _____

Approved as to form and legal sufficiency:

By: _____
Assistant County Attorney

State of Florida)
County of Miami-Dade)

The foregoing instrument was acknowledged before me by _____, County Manager, and _____, Deputy Clerk, respectively, on behalf of Miami-Dade County, Florida, this _____ day of _____, _____.

Notary Public – State of Florida
Print Name: _____
Commission expires: _____

ATTEST: (SEAL)

By: [signature]
Print: AVIV TZUR
Title: CEO

Company name: SAFE.air LLC.

By: _____
Print: _____
Title: _____

State of Florida)
County of Miami-Dade)

The foregoing instrument was acknowledged before me by Aviv Tzur, CEO (Title), on behalf of Safe Air LLC. (Company), this 30th day of May, 2003

Yamilet Cabrera
Notary Public – State of Florida
Print Name: Yamilet Cabrera
Commission expires: _____

NOTARY PUBLIC STATE OF FLORIDA
OFFICIAL NOTARY SEAL
YAMILET CABRERA
COMMISSION NUMBER
DD104753
MY COMMISSION EXPIRES
MAR. 31,2006

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Confidential Project
Real Property
Tax Benefits

Prepared by:

John B. Cordrey, Ph.D.
Senior Vice President
The Beacon Council

The Situation

This confidential project plans to invest $ 15 million in new real and tangible property in unincorporated Miami-Dade County. $10 million will be invested in buildings and $5 million in equipment.

The property tax revenue generated from this $15 million investment will benefit Miami-Dade County Government, Miami-Dade County Public Schools, as well as, the State of Florida and area special districts.

The Basic Assumptions

The latest Miami-Dade County mileage tax rates (2002) were used.

This latest mileage rate was used for the entire 10-year period analysis.

To adjust for the likely reduction in mileage rates over the next 10 years, the real property value was assumed to increase by 1.5 percent rather than the more typical 3 percent.

The equipment was depreciated at 10 percent per year.

Conclusions

Based upon this project investing $10 million dollars in new real property and $5 million in equipment, their 10-year property tax revenue (2005-2014) from this expenditure would exceed $3 million.

Miami-Dade County general fund would receive $822,064 over the next 10 years.

Miami-Dade County public schools would receive over $1,291,517 for the 10-year period.

The third highest tax revenue would go to special districts, including fire rescue, library and MSA.

Recommendation:

Since, Safe.air LLC. is located within a Designated Priority Area (DPA)(Enterprise Zone), we recommend that Safe.air LLC. receive a cash incentive of $822,064 to be paid out in increments over a 10-year period.

Tax Revenue by Government Enity
FY 2005/2006 - FY 2014/2015
May 28, 2003

Fiscal Year	Equip. Invest Depreciation	Total	County General	County Debt	School	State	Other Districts	City
2005-2006	$15,000,000.00	$327,907.50	$88,335.00	$5,850.00	$138,780.00	$11,032.50	$83,910.00	$0.00
2006-2007	$14,650,000.00	$320,256.33	$86,273.85	$5,713.50	$135,541.80	$10,775.08	$81,952.10	$0.00
2007-2008	$14,352,250.00	$313,747.36	$84,520.40	$5,597.38	$132,787.02	$10,556.08	$80,286.49	$0.00
2008-2009	$14,101,783.75	$308,272.04	$83,045.40	$5,499.70	$130,469.70	$10,371.86	$78,885.38	$0.00
2009-2010	$13,894,135.51	$303,732.75	$81,822.56	$5,418.71	$128,548.54	$10,219.14	$77,723.79	$0.00
2010-2011	$13,725,290.04	$300,041.70	$80,828.23	$5,352.86	$126,986.38	$10,094.95	$76,779.27	$0.00
2011-2012	$13,591,637.64	$297,119.99	$80,041.15	$5,300.74	$125,749.83	$9,996.65	$76,031.62	$0.00
2012-2013	$13,489,933.63	$294,896.69	$79,442.22	$5,261.07	$124,808.87	$9,921.85	$75,462.69	$0.00
2013-2014	$13,417,261.92	$293,308.05	$79,014.26	$5,232.73	$124,136.51	$9,868.40	$75,056.16	$0.00
2014-2015	$13,371,002.20	$292,296.79	$78,741.83	$5,214.69	$123,708.51	$9,834.37	$74,797.39	$0.00
Total 10 Year Tax Period		**$3,051,579.22**	**$822,064.91**	**$54,441.38**	**$1,291,517.16**	**$102,670.87**	**$780,884.89**	**$0.00**

The total tax may be impacted by rounding.
Note: Based on the total taxes generated by the project to Miami-Dade County including General Revenue Fund, County Dept. Services and other districts such as Fire, Library, and UMSA, the total Return on Incentive Investment (ROII) exceeds 120%.
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Report date 6/17/03

Targeted Jobs Incentive Fund (TJIF) Cash Incentive Awards Program
Company List in Chronological Order

Company:	Goods/Services:	Date to BCC:	Reso No.:	Funding Source:	Current Status:	Maximum Project Cash Awards:	Designated Priority Area?	FY 2003-04 Estimate	FY 3 2004-05 a Estimate	FY 2005-06 Estimate	FY 2006-07 Estimate	FY 2007-08 Estimate	FY 2008-09 Estimate	FY 2009-10 Estimate	FY 2010-11 Estimate	FY 2011-12 Estimate	FY 2012-13 Estimate	FY 2013-14 Estimate	FY 2014-15 Estimate	FY 2015-16 Estimate
1. Ryder System, Inc.	Supply chain and transp. management	12/17/2002	R-1481-02	Gen. Fund	Agreement approved	$1,952,634	No	$0	$0	$0	$195,260	$195,260	$195,260	$195,260	$195,260	$195,260	$195,260	$195,260	$195,260	$195,294
2. Alienware Corp.	Computer games manuf.	12/17/2002	R-1480-02	Gen. Fund	Agreement approved	$293,493	No	$0	$0	$29,350	$29,350	$29,350	$29,350	$29,350	$29,350	$29,350	$29,350	$29,350	$29,343	$0
3. Colonial Press Intl.	Commercial Printing	5/6/2003	R-468-03	Gen. Fund		$199,660	yes	$0	$19,966	$19,966	$19,966	$19,966	$19,966	$19,966	$19,966	$19,966	$19,966	$19,966		
4. Dosal Tobacco Corp	Cigarette Manufacturing	5/6/2003	R-467-03	Gen. Fund		$176,598	No	$0	$29,433	$29,433	$29,433	$29,433	$29,433	$29,433						
5. Badia Spices, Inc.	Food kindred prod manufacturing	5/6/2003	R-466-03	Gen. Fund		$80,487	No	$13,415	$13,415	$13,415	$13,415	$13,415	$13,415							
6.Confidential Project	Pharmaceutical Mfg.	5/6/2003	R-470-03	Gen. Fund		$85,525	Yes	$0	$14,254	$14,254	$14,254	$14,254	$14,254	$14,254						
7. U.S. Cold Storage, Inc	Refrigerated Warehousing	before the BCC 7/8/2003		Gen. Fund		$313,805	Yes	$0	$52,300	$52,300	$52,300	$52,300	$52,300	$52,305						
8. PAL Laboratories, Inc	Nutritional Products Manufacturing	before the BCC 7/8/2003		Gen. Fund		$373,774	No	$0	$37,377	$37,377	$37,377	$37,377	$37,377	$37,382	$37,382	$37,382	$37,382	$37,387		
9. Conf. Proj. 03-00242	Communications Equipment Mfg/Mktg	to Committee 7/16/2003		Gen. Fund		$466,657	Yes	$0	$77,776	$77,776	$77,776	$77,776	$77,776	$77,777						
10. Safe Air	Pilot and Crew training academy	to Committee 7/16/2003		Gen. Fund		$822,064	Yes	$0		$82,206	$82,206	$82,206	$82,206	$82,206	$82,206	$82,206	$82,206	$82,206	$82,206	
Totals:						$4,764,697		$13,415	$244,521	$356,077	$551,337	$551,337	$551,337	$537,934	$364,165	$364,165	$364,165	$364,170	$306,809	$195,294
								FY 2003-04 Estimate	FY 3 2004-05 a Estimate	FY 2005-06 Estimate	FY 2006-07 Estimate	FY 2007-08 Estimate	FY 2008-09 Estimate	FY 2009-10 Estimate	FY 2010-11 Estimate	FY 2011-12 Estimate	FY 2012-13 Estimate	FY 2013-14 Estimate	FY 2014-15 Estimate	FY 2015-16 Estimate

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