Memorandum MIAMI-DADE COUNTY

Date: February 5, 2008

Agenda Item No. 8(K)(1)(A)

To: Honorable Chairman Bruno A. Barreiro and Members, Board of County Commissioners

From: George M. Burgess County Manager

Subject: Targeted Jobs Incentive Fund Program Participation for Confidential Project #07-00253

Recommendation

It is recommended that the Board of County Commissioners approve the attached documents related to the participation of Confidential Project # 07-00253 in the Targeted Jobs Incentive Fund (TJIF) program, Miami-Dade County's commitment of TJIF incentive awards, and the application and agreement, pursuant to Miami-Dade County Code, Chapter 2, Article LXXXVI as modified by Ordinance No. 02-251, which have been prepared by the Office of Community and Economic Development in conjunction with the Beacon Council.

Scope

It is expected that this project will primarily impact Commission District 6 but also have a positive countywide impact due to direct and indirect employment and project investment.

Fiscal Impact / Funding Source

The County uses general revenues to fund this incentive. Confidential Project No. 07-00253 has applied for $1,000,000 in TJIF assistance. If approved, the pay out is over six years, or approximately $166,667 annually.

Track Record/Monitor

This already established business in Miami-Dade County is seeking to expand its current facility from 200,000 to 632,000 square feet to accommodate its future growth.

TJIF funds are disbursed to a company after the capital investment requirements are met, jobs have been created, and the Office of Community and Economic Development conducts a site visit and verifies job creation.

Background

Confidential Project No. 07-00253 is an air cargo company seeking to expand its current facility located in Miami Dade County. Its detailed project information is outlined on the next page.

APPLICANT:	Confidential Project NO. 07-00253
HEADQUARTERS LOCATION:	Miami Dade County
PROPOSED LOCATION IN MIAMI-DADE COUNTY:	Expansion of current location
OTHER LOCATIONS UNDER CONSIDERATION:	N/A
DATE OF TJIF APPLICATION:	October 3, 2007
OVERALL BUSINESS ACTIVITY/MISSION:	Cargo Warehouse/Transportation
PROPOSED LOCAL BUSINESS ACTIVITY:	Expansion of current air cargo warehouse
PROPOSED CAPITAL INVESTMENT:	$123,000,000
TARGETED INDUSTRY:	Aviation/Transportation
PROPOSED LOCATION IN DESIGNATED PRIORITY AREA:	Yes
NEW BUSINESS OR EXPANDING BUSINESS:	Expanding
NUMBER OF DIRECT JOBS TO BE CREATED/RETAINED:	200
INDIVIDUAL ANNUALIZED WAGES FOR NEW JOBS:	$37,000
NUMBER OF INDIRECT JOBS TO BE CREATED:	N/A
NUMBER OF YEARS TO CREATE NEW JOBS:	3
MAXIMUM YEARS FOR TJIF AWARD:	6
MAXIMUM INCENTIVE AWARD PER JOB:	$5,000
MAXIMUM INCENTIVE AWARD APPLIED FOR:	$1,000,000
EST. INCREMENTAL COUNTY TAX REVENUE:	$4,276,400
COUNTY'S MAXIMUM AWARD ON PROJECT:	$1,000,000
TYPE OF FUNDS REQUESTED IN APPLICATION:	General Funds
COMMENTS:	Information for this item was provided by The Beacon Council

Attachments

Cynthia W. Curry

Cynthia W. Curry
Senior Advisor to the County Manager

MEMORANDUM

(Revised)

TO: Honorable Chairman Bruno A. Barreiro and Members, Board of County Commissioners

DATE: February 5, 2008

FROM: R. A. Cuevas, Jr. County Attorney

SUBJECT: Agenda Item No. 8(K)(1)(A)

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. 8(K)(1)(A)
02-05-08

RESOLUTION NO. ____________

RESOLUTION APPROVING CONFIDENTIAL PROJECT NO. 07-00253 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 CONFIDENTIAL PROJECT NO. 07-00253 EXISTS; AND PROVIDING AN APPROPRIATION OF UP TO $1,000,000 FROM GENERAL REVENUE FUNDS FOR FISCAL YEARS 2011 THROUGH 2016 WITH THE PROVISION THAT ANY TAX ABATEMENT GRANTED TO CONFIDENTIAL PROJECT NO. 07-00253, UNDER FLORIDA STATUTE 196.1995, REDUCES ANY TARGETED JOBS INCENTIVE FUNDS AWARD TO CONFIDENTIAL PROJECT NO. 07-00253 BY THE AMOUNT OF ANY SUCH TAX ABATEMENT GRANTED, 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 Confidential Project No. 07-00253, thereby approving Confidential Project No. 07-00253 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 expanding business activity is cargo warehouse/transportation and the location will be in one of the County's Designated Priority Areas.

The commitment of incentive awards for Confidential Project No. 07-00253 exists in an amount not to exceed $1,000,000 from General Revenue Funds, and is conditioned on and subject to specific annual appropriations by the Board in the following increments:

Fiscal Year 2011	$166,668.00
Fiscal Year 2012	$166,668.00
Fiscal Year 2013	$166,666.00
Fiscal Year 2014	$166,666.00
Fiscal Year 2015	$166,666.00
Fiscal Year 2016	$166,666.00
TOTAL	**$1,000,000.00**

with the provision that any tax abatement granted to Confidential Project No. 07-00253, under Florida Statute 196.1995, reduces any TJIF incentive award granted, by the amount of any such tax abatement granted, and will be paid to Confidential Project No. 07-00253 with the stipulation that Confidential Project No. 07-00253 is in compliance with the TJIF program including the requirement that at least 10 jobs be created.

The commitment of incentive awards shall be contingent on Confidential Project No 07-00253, 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:

Bruno A. Barreiro, Chairman
Barbara J. Jordan, Vice-Chairwoman

Jose "Pepe" Diaz	Audrey M. Edmonson
Carlos A. Gimenez	Sally A. Heyman
Joe A. Martinez	Dennis C. Moss
Dorrin D. Rolle	Natacha Seijas
Katy Sorenson	Rebeca Sosa
Sen. Javier D. Souto	

The Chairperson thereupon declared the resolution duly passed and adopted this 5th day of February, 2008. 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

By:______________________
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.______

Shannon D. Summerset

THE BEACON COUNCIL

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

RECEIVED OFC. OF COMMUNITY DEV 07 OCT -3 PM 7:06

CONFIDENTIAL

October 3, 2007

Ms. Tangie White Jackson
OCED
701 NW First Court
14th Floor
Miami, FL 33136

Dear Tangie:

Enclosed please find the updated TJIF application for Confidential Project #07-00253.

Confidential Project #07-00253 is a cargo company is expanding significantly and is considering Miami-Dade County for its headquarters and hub.

The impact of this project will be large. The company is planning to create 200 jobs over a three-year period. Each new position's annual salary will be in accordance with Miami-Dade's living wage ordinance and will be an average annual salary of $37,000. In addition, the $123,000,000 capital investment will cover construction and equipment costs and will employ local contractors and source construction materials locally.

The company is applying for a TJIF, with a ROI to the County of **4.28**. The TJIF is derived from a capital investment of $123 million, producing a payout of $1,000,000, paid out over six years. Attached is the project economic impact analysis prepared by the Beacon Council's Research Department.

We request that once all the necessary application materials are submitted and your review process is completed, that a resolution be prepared and placed on the agenda of an upcoming Economic Development and Human Services Committee.

Once you have reviewed the application, please feel free to contact me should you have any questions. I can be reached at (305) 579-1343 or by e-mail at sbeatus@beaconcouncil.com. If I am not available, you may contact Gisela Mohring at (305) 579-1339 or at gmohring@beaconcouncil.com.

Sincerely,

Steve Beatus
Associate Executive Vice President,
Expansion, Retention, Recruitment
& Urban Initiatives

SB/gim

Encl.

Cc: Jose Citron, Director of OECD

The Beacon Council
Miami-Dade County's Official Economic Development Partnership

Application and Agreement for Targeted Jobs Incentive Fund (TJIF)

Confidential Project # 07-00253

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

MIAMI-DADE COUNTY FLORIDA

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. Corporate Headquarters and Regional Offices;
b. Research and Development;
c. Chemicals and Allied Products;
d. Rubber and Miscellaneous Plasters;
e. Fabricated Metal Products;
f. Industrial Machinery and Equipment;
g. Electronic and Other Electric Equipment;
h. Transportation and Transportation Equipment;
i. Instruments and Related Products;
j. Miscellaneous Manufacturing;
k. Printing and Publishing;
l. Wholesale Distribution;
m. Business Services;
n. Security and Commodity Brokers;
o. Insurance Carriers;
p. Holding and other Investment Offices;
q. Non-Depository Credit Institutions;
r. Motion Pictures, Film and Entertainment, Sound Recording and Reproduction;
s. Communications;
t. Apparel and Other Textiles;
u. Lumber and Wood Products;
v. Furniture and Fixtures;
w. Paper and Allied Products;
x. Food Manufacturing;
y. Stone, Clay, and Glass Products;
z. Aviation;
aa. Biomedical;
bb. Financial Services;
cc. Computers and Information Technology;
dd. International Commerce;
ee. Telecommunications;
ff. 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.

2.2 The County Commission, in recognition of its responsibility to set a community standard that permits full-time workers to live above the poverty line, enacted the Living Wage Ordinance, Section 2-8.9 Miami-Dade County Code. The County, through this ordinance sets an example by providing a living wage to County employees and requires living wages to be paid for County services provided by contractors and similarly by companies receiving incentives for job creation and capital investment through the TJIF program. http://www.miamidade.gov/dbd/library/Living_Wage_Brochure.pdf

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 TJIF award is based on the number of new jobs created and the amount of countywide ad valorem property taxes, excluding debt service, and countywide portion of sales taxes paid per annual amounts addressed in the approved application/agreement. The TJIF award is tentatively ascertained, pending Board approval, during application processing by entering application information into the Economic Impact Model. Miami-Dade County will provide a qualifying Company up to ($9,000.00) per new job in TJIF incentives as follows:

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.

Up to $1,500 bonus for companies with a building or facility that qualifies as "green construction" and/or that incorporates alternative energy systems. Specially, a company can receive a bonus of up to $1,000 if the Company's building or facility qualifies as "green construction" and is certified through the Leadership in Energy and Environmental Design (LEED) Green Building Rating system by the Florida Green Building Council or by the U.S. Green Building Council; and an additional bonus of up to $500 if the Company's building or facility incorporates solar, thermal, photovoltaic, fuel cell, and/or co-generating energy generation. The alternative energy systems, with the exception of solar thermal, must be grid interconnected to the local utility to qualify.

Up to $1,500 bonus, if the company is in the business of Solar Thermal and Photovoltaic Manufacturing, Installation and Repair.

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 and one hundred (100) percent 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 (or higher amount as may be determined by the Board for inside or outside a Designated Priority Area) 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 <u>after</u> 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 Stephen Beatus, Associate Executive 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: Stephen Beatus, Associate Executive Vice President
Targeted Jobs Incentive Fund (TJIF)
80 S.W. 8th Street, Suite 2400
Miami, Florida 33130
Phone: 305-579-1343
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: Confidential Project #07-00253
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: ______

c) Primary Business contact -please include phone and fax numbers: ______

d) TJIF Business' federal employer identification number: ______

e) TJIF Business' unemployment compensation identification number: ______

f) TJIF Business' Florida sales tax registration number: ______

g) List SIC codes of all activities of the TJIF business: ______

h) Describe the TJIF business' primary business activities: ______

i) You may request that your project information (including the information contained in this application) be confidential per F.S. 288.075, Confidentiality of Records.

X YES, we Request Confidentiality
______ NO, we do not Request Confidentiality

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

b) If YES, please explain: Sole shareholder is a minority

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: ______

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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):

☐ New business to Miami-Dade County
X 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: 230

c) Full project description: The project will be developed in the northeast sector of Miami International Airport (MIA) on the site known as the Northfield Area. When the project is completed according to the Master Plan, the facilities shall provide specialized Air Cargo Warehouse with an annual processing capacity of 400,000 tons and with 100 truck doors, Administrative Offices intended for the project's World Headquarters Offices, special Customer Service Units (CSU Offices), Ground Support Equipment Maintenance Hangar fit for 3 wide body aircrafts, 500,000 square feet of ramp for 9 aircraft parking positions, and a 450 vehicle paved parking area. The total area of the site surpasses 1,000,000 square feet with a total area of building facilities of 632,000 square feet.

10.2 Check the appropriate box and complete the line item:

☐ Project's current location, if applicable: ____________________

☐ Project's proposed location, if different from above: ____________________

☐ Miami-Dade County Commission District: ____________________

10.3 Check the boxes that best define your project:

1 ☐ regional headquarters office
2 ☐ national headquarters office
3 X world headquarters office
4 ☐ Latin America headquarters office
5 ☐ manufacturer
6 X office
7 X sales & marketing
8 X 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 190

b) Total number of new jobs projected to be created by the project at the business indicated in item 9.2.a): 200

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	50	12/31/09
II	100	12/31/10
III	50	12/31/11

d) Annualized average wage (not including benefits) of all the new combined jobs created by the project at the business indicated in item 9.2.b): $ 37,000.00

e) Annualized average value of benefits associated with each new job created by the project at the business unit: $

f) Square footage: EXISTING: 200,000 NEW: 632,000

10.6 a) Anticipated commencement date of project: October 2007

b) Anticipated timeframe when the project will be completed: October 2009

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

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.

We have evaluated several airports in the Southern US to accommodate its future hub operation. Due to its geographical location MIA was selected. Cost comparisons have shown the other hubs to be comparable to MIA, but the proposed tax incentive has made us select MIA for its future hub operation. Therefore this tax incentive is very important since it will be critical to lowering our cost.

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.

The project will generate about 200 new jobs in the northeast sector of MIA. Each of these new jobs will contribute to a general positive economic development in the surrounding community. Several businesses on NW 36th St will benefit, as well as the new businesses created. The new jobs created will help reduce the unemployment rate in that area.

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?)

The company in the past 5 years has not been confronted with any fines or penalties based on a court decision.

11.5 **Capital Investment:**

a) Describe the capital investment in real and personal property (examples: construction of new The capital investment of $123 million will be used to refurbish an existing hangar for wide boy aircrafts and to build a new warehouse and office facility as described in part 10.1.

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 $__120 million__ Construction/Renovations __________

Amount $__________ Manufacturing Equipment __________

Amount $__3 million______ Other Equipment __________

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

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

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☐ Other ____________________
____

Section 12. Please initial below indicating your agreement:

12.1 ________ 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 ________ 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 ________ 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 ________ 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 ________ 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 $__________ Sales Taxes __________
Amount $__________ Property Taxes __________
Amount $__________ Other Taxes __________(List)

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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 $__________	Sales Taxes	________________
Amount $__________	Property Taxes	________________
Amount $__________	Other Taxes	________________(List)

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

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

☐ Empowerment Zone
- ☐ Developable Site

☐ Target Urban Area (TUA)
- ☐ ________________________

☐ Community Development Block Grant area

☐ Brownfields

Section 15. Application Confirmation

15.1 Company Telephone Contact Number ________________

15.2 Date Application Received ________________

15.3 Date Application Completed/Finalized ________________

15.4 Date Application presented to Miami-Dade County ________________

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Section 16. Maximum Award and Agreement End Date

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

16.1 $ 1,000,000 : 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

Maximum Award in Fiscal Year	Maximum Amount
FY 2008	$ 166,667
FY 2009	$ 166,667
FY 2010	$ 166,667
FY 2011	$ 166,667
FY 2012	$ 166,667
FY 2013	$ 166,667
FY	$
FY	$
FY	$
FY	$

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:

____

____

____

____

____

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: ______________________________
Print: ______________________________
Title: ______________________________

Company name: ______________________________

By: ______________________________
Print: ______________________________
Title: ______________________________

State of Florida)
County of Miami-Dade)

The foregoing instrument was acknowledged before me by ______________________________, *President & CEO* (Title), on behalf of ______ (Company), this *13th* day of *April*, *2007*.

Marta Blanco
Notary Public – State of Florida
Print Name: *Marta Blanco*
Commission expires: *March 7, 2009*

MARTA BLANCO
MY COMMISSION # DD 403598
EXPIRES: March 7, 2009
Bonded Thru Notary Public Underwriters

REAL PROPERTY TAX BENEFITS

Six Year Projection Study

07-00253
10/2/2007

Prepared by:

The Beacon Council

Jaap Donath
Vice President
Department of Research & Strategic Planning

Six Year Projection Study
Summary

PROJECT DETAILS

Project Name:	07-00253	**No. of Jobs:**	200
Investment Amount:	$123,000,000	**Annual Avg. Salary:**	$37,000
Type of Investment:	Real Property and Equipment	**Enterprise Zone:**	Yes

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

THE BASIC ASSUMPTIONS

The latest Miami-Dade County mileage tax rates (2006) were used. This latest mileage rate was used for the entire six-year period analysis.

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

CONCLUSIONS

Based on the investment of **$123,000,000** by the project in new real property and equipment, their six-year investment tax revenue is projected as follows:

Total Project Tax Revenue: **$15,800,823**

The Miami-Dade County's General Fund: **$4,276,400**

The Miami-Dade County Public Schools: **$6,172,791**

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

Total lease for 6 years= $22.2 million

Total incremental taxes for 6 years= $15.8 million

Total income for 6 years= $38.0 million

Anticipated refund on taxes paid= $1.0 million

Net proceeds for the county over 6 years = $37.0 million

The project's lease agreement has been approved by the County and FAA. However the agreement will not be consummated until a contract between the project, the County and aeroterm, the 3rd party guarantor is executed. That has not occurred as yet, pending the submittal of incentive applications and the issuance of a letter of preservation issued by the County.

The lease of the property generates $3.7 million per year in income. The amount will escalate annually based upon property valuation. Over a six year period the lease then generates $22.2 million (without any assumed escalation).

The project claims that the incentive is critical to lowering the cost of operating at MIA. At this time other airports were considered for the hub operation of the project, but have been eliminated in favor of MIA. The project is holding off on any further activity committing to MIA until the incentive application is filed. A letter preserving inducement will then be issued.

Based upon the above financial analysis and the decision by the project to not proceed until the incentive application process and the preservation of inducement are secured, we are proceeding ahead with an incentive proposal and will submit the updated TJIF application immediately.

RECOMMENDATION

The Beacon Council recommends that a tax refund in the amount of <u>$1,000,000</u> (using the discount rule: County general fund x 0.2338416) be distributed to the project over a six-year period. The tax refund amount is based on the project's creation of <u>$4,276,400</u> in County general revenue.

ROI: 4.28

Tax Revenue by Government Entity
2008 - 2013
07-00253

Year	Value of Real Property $120,000,000 1.015	Total 0.0207468	County General 0.005615	County Debt 0.000285	School 0.008105	State 0.0007355	Other Districts 0.0060063	City 0.0000
2008	$120,000,000.00	$2,489,616.00	$673,800.00	$34,200.00	$972,600.00	$88,260.00	$720,756.00	$0.00
2009	$121,800,000.00	$2,526,960.24	$683,907.00	$34,713.00	$987,189.00	$89,583.90	$731,567.34	$0.00
2010	$123,627,000.00	$2,564,864.64	$694,165.61	$35,233.70	$1,001,996.84	$90,927.66	$742,540.85	$0.00
2011	$125,481,405.00	$2,603,337.61	$704,578.09	$35,762.20	$1,017,026.79	$92,291.57	$753,678.96	$0.00
2012	$127,363,626.08	$2,642,387.68	$715,146.76	$36,298.63	$1,032,282.19	$93,675.95	$764,984.15	$0.00
2013	$129,274,080.47	$2,682,023.49	$725,873.96	$36,843.11	$1,047,766.42	$95,081.09	$776,458.91	$0.00
Total 6 Year Tax Revenue		$15,509,189.67	$4,197,471.42	$213,050.64	$6,058,861.23	$549,820.17	$4,489,986.21	$0.00

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Tax Revenue by Government Entity
2008 - 2013
07-00253

Year	Investment/Depreciation $3,000,000 0.9	Total 0.0207468	County General 0.005615	County Debt 0.000285	School 0.008105	State 0.0007355	Other Districts 0.0060063	City 0.0000
2008	$3,000,000.00	$62,240.40	$16,845.00	$855.00	$24,315.00	$2,206.50	$18,018.90	$0.00
2009	$2,700,000.00	$56,016.36	$15,160.50	$769.50	$21,883.50	$1,985.85	$16,217.01	$0.00
2010	$2,430,000.00	$50,414.72	$13,644.45	$692.55	$19,695.15	$1,787.27	$14,595.31	$0.00
2011	$2,187,000.00	$45,373.25	$12,280.01	$623.30	$17,725.64	$1,608.54	$13,135.78	$0.00
2012	$1,968,300.00	$40,835.93	$11,052.00	$560.97	$15,953.07	$1,447.68	$11,822.20	$0.00
2013	$1,771,470.00	$36,752.33	$9,946.80	$504.87	$14,357.76	$1,302.92	$10,639.98	$0.00
Total 6 Year Tax Revenue		$291,633.00	$78,928.76	$4,006.18	$113,930.12	$10,338.75	$84,429.18	$0.00

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SIX YEAR PROJECTION
2008 - 2013
07-00253

Year	Realty + Equipment $123,000,000	Total 0.0207468	County General 0.005615	County Debt 0.000285	School 0.008105	State 0.0007355	Other Districts 0.0060063	City 0.0000
2008	$123,000,000.00	$2,551,856.40	$690,645.00	$35,055.00	$996,915.00	$90,466.50	$738,774.90	$0.00
2009	$124,500,000.00	$2,582,976.60	$699,067.50	$35,482.50	$1,009,072.50	$91,569.75	$747,784.35	$0.00
2010	$126,057,000.00	$2,615,279.37	$707,810.06	$35,926.25	$1,021,691.99	$92,714.92	$757,136.16	$0.00
2011	$127,668,405.00	$2,648,710.86	$716,858.09	$36,385.50	$1,034,752.42	$93,900.11	$766,814.74	$0.00
2012	$129,331,926.08	$2,683,223.60	$726,198.76	$36,859.60	$1,048,235.26	$95,123.63	$776,806.35	$0.00
2013	$131,045,550.47	$2,718,775.83	$735,820.77	$37,347.98	$1,062,124.19	$96,384.00	$787,098.89	$0.00
Total 6 Year Tax Revenue		$15,800,822.66	$4,276,400.18	$217,056.82	$6,172,791.35	$560,158.92	$4,574,415.39	$0.00

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