Memorandum

MIAMI-DADE COUNTY

Date: October 7, 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: Resolution Approving Qualified Target Industry Tax Incentive for Confidential Project #08-00268

Recommendation

It is recommended that the Board approve the attached resolution related to the participation of Confidential Project #08-00268 in the Qualified Target Industry (QTI) program. The attached documents relating to the support for a QTI tax refund, under the State of Florida QTI tax refund program pursuant to Florida Statutes Section 288.106, have been prepared by the Office of Community and Economic Development in conjunction with the Beacon Council.

Scope

This is an existing business looking to expand its operations to a site in Commissioner District 5, however, this business will have a countywide impact through indirect employment and multiplier effect.

Fiscal Impact / Funding Source

The County uses general revenues to fund this incentive. Confidential Project #08-00268 has applied for a total of $560,000 in QTI funds. The County is requested to participate with $112,000 (20 percent) in matching funds of the overall amount over a six-year period.

Track Record/Monitor

This expanding professional services company is seeking to purchase new equipment and construct/renovate a 57,500 square feet facility in Miami-Dade County.

QTI funds provided for job creation are provided as a matching basis upon the State of Florida invoicing the County for jobs created that the State has verified. In essence, the State monitors the creation of the QTI jobs.

Background

Confidential Project #08-00268 is an expanding professional services company seeking to consolidate its Fort Lauderdale facility with its Miami office. If the project moves forward in Miami, it may transfer 30 jobs from the Fort Lauderdale office. However, the company is only requesting incentives for the net new jobs, and not for the 30 jobs that maybe transferred. It is expected that this consolidation will create 80 new jobs. The following page contains more information on the project.

APPLICANT:	Confidential Project #08-00268
HEADQUARTERS LOCATION:	Miami-Dade County
PROPOSED LOCATION IN MIAMI-DADE COUNTY:	District 5
OTHER LOCATIONS UNDER CONSIDERATION:	Atlanta
DATE OF QTI APPLICATION:	21-Jul-08
OVERALL BUSINESS ACTIVITY/MISSION:	Purchase new equipment and renovate a5 7,500 square feet facility to accommodate the consolidation of its South Florida offices.
PROPOSED LOCAL BUSINESS ACTIVITY:	Certified public accounting and general management consulting services.
PROPOSED CAPITAL INVESTMENT:	$10,000,000
TARGETED INDUSTRY:	Professional Services
PROPOSED LOCATION IN DESIGNATED PRIORITY AREA:	Yes
NEW BUSINESS OR EXPANDING BUSINESS:	Expanding
NUMBER OF DIRECT JOBS TO BE CREATED/RETAINED:	80
EFFORT IN HIRING RESIDENTS IN LOCAL AREA:	Miami-Dade County
ESTIMATED ANNUALIZED AVERAGE WAGES FOR NEW JOBS:	$56,706
ANNUAL EMPLOYEE BENEFIT PACKAGE:	$14,177
NUMBER OF INDIRECT JOBS TO BE CREATED:	40
NUMBER OF YEARS TO CREATE NEW JOBS:	3
MAXIMUM TAX REFUND PER JOB:	$7,000
MAXIMUM INCENTIVE AWARD APPLIED FOR:	$560,000
EST. INCREMENTAL COUNTY TAX REVENUE:	$263,802
COUNTY'S MAXIMUM 20% AWARD ON PROJECT:	$112,000
STATE 80% MAXIMUM CONTRIBUTION:	$448,000
TYPE OF FUNDS REQUESTED IN APPLICATION:	General Revenue Funds
COMMENTS:	Information for this item was provided by The Beacon Council

Attachment

Cynthia W. Curry
Senior Advisor to the County Manager

MEMORANDUM

(Revised)

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

DATE: October 7, 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)
10-7-08

RESOLUTION NO. _____

RESOLUTION RECOMMENDING CONFIDENTIAL PROJECT NO. 08-00268 AS A QUALIFIED TARGET INDUSTRY BUSINESS PURSUANT TO FLORIDA STATUTES S-288.106, CONFIRMING THAT THE COMMITMENTS OF LOCAL FINANCIAL SUPPORT NECESSARY FOR CONFIDENTIAL PROJECT NO. 08-00268 EXIST; AND PROVIDING AN APPROPRIATION OF UP TO $112,000 FROM GENERAL REVENUE FUNDS AS LOCAL PARTICIPATION IN THE STATE OF FLORIDA QUALIFIED TARGET INDUSTRY TAX REFUND PROGRAM FOR FISCAL YEARS 2012 THROUGH 2017, INCLUSIVE, OR OVER A TIME PERIOD AS DETERMINED BY THE STATE OF FLORIDA IN ITS APPROVAL OF CONFIDENTIAL PROJECT NO. 08-00268 APPLICATION WITH THE PROVISION THAT ANY TAX ABATEMENT GRANTED TO CONFIDENTIAL PROJECT NO. 08-00268 UNDER FLORIDA STATUTE 196.1995 REDUCES ANY QUALIFIED TARGET INDUSTRY TAX REFUND TO CONFIDENTIAL PROJECT NO. 08-00268 BY THE AMOUNT OF ANY SUCH TAX ABATEMENT GRANTED, IN COMPLIANCE WITH FLORIDA STATUTE 288.106(5)9; AND PROVIDING FOR AN EFFECTIVE DATE

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, Economic Impact Overview, and application, 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 recommends that Confidential Project No. 08-00268 be approved as a qualified target industry business pursuant to Florida Statute 288.16, which created the Qualified Target Industry Tax Refund Program.

The necessary commitment of local financial support for Confidential Project No. 08-00268 as required under Florida Statute 288.106, exists in an amount not to exceed $ 112,000 from General Revenue Funds; and that this local financial support will be available in the following increments:

Fiscal Year 2012	$18,666.00
Fiscal Year 2013	$18,666.00
Fiscal Year 2014	$18,666.00
Fiscal Year 2015	$18,666.00
Fiscal Year 2016	$18,666.00
Fiscal Year 2017	$18,670.00
TOTAL	**$112,000.00**

Or payable over a time period and at annual amounts as determined by the State of Florida in its approval of Confidential Project No. 08-00268 application, as long as the $112,000 is not exceeded with the provision that any tax abatement granted to Confidential Project No. 08-00268, under Florida Statute 196.1995, reduces any QTI tax refund by the amount of any such abatement granted, in compliance with Florida Statute 288.106(5)(c) and will be paid to the Florida Economic Development Trust Fund with the stipulation that these funds are intended to represent the "local financial support" required by Florida Statute 288.106 for Confidential Project No. 08-00268 in compliance with the QTI Program, including the requirement that at least ten (10) jobs be created.

The necessary commitment of local financial support shall be contingent on Confidential Project No. 08-00268 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
Carlos A. Gimenez
Joe A. Martinez
Dorrin D. Rolle
Katy Sorenson
Sen. Javier D. Souto
Audrey M. Edmonson
Sally A. Heyman
Dennis C. Moss
Natacha Seijas
Rebeca Sosa

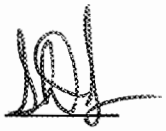
The Chairperson thereupon declared the resolution duly passed and adopted this 7th day of October, 2008. This resolution shall become effective ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board.

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

Qualified Targeted Industry Tax Refund (QTI)

Confidential Project #: 08-00268

Prepared by The Beacon Council
July 2008

Executive Summary

Confidential Project #08-00268 is a professional services firm. The Company is expanding and is evaluating locations in the South East US for this expansion. The expansion of CP #08-00268 will create 80 new jobs by 2011, with an average salary of $56,706 and a new capital investment of $10,000,000 for the purchase of new equipment and the construction/renovation of a facility. The location options for this company are Atlanta, GA or the Enterprise Zone in Downtown Miami.

- Confidential Project #08-00268 will have a new capital investment of $10,000,000 in Miami-Dade County. The Company is committed to creating 80 new full-time jobs within the first three years. The average annualized salary of the new jobs is $56,706.

- The Company plans to occupy approximately 57,500 square feet in the Enterprise Zone in Downtown Miami.

- The State of Florida is in the process of finalizing approval of the Qualified Targeted Industry Tax Refund application which will provide 80% of the incentive.

- This is a performance-based incentive. No funds will be provided to the Company until they meet all program requirements.

- **General Funds derived from the incremental tax revenue will be used to fund the county contribution. CDBG Funds will not be used.**

INCENTIVE PROPOSAL SUMMARY

Project Name	08-00268
New Jobs	80
Average Salary	$56,706
New Capital Investment	$10,000,000
Square Footage	57,500

QUALIFIED TARGETED INDUSTRY TAX REFUND (QTI)

State of Florida Amount (80%)	$448,000
Miami-Dade County Match (20%)	$112,000
Total QTI Amount	$560,000

RETURN ON INCENTIVE INVESTMENTS (ROII)

Miami-Dade Incremental Tax Revenue	$263,802
Miami-Dade County QTI Match	$112,000
Net Revenue Benefit to Miami-Dade	$151,802
Total ROII	2.4

INCENTIVE PROPOSAL CHECKLIST

CP 08-00268

1. Enterprise Zone:	Yes
2. Total Number of New Jobs Projected	80
3. Average Salary per Job	$56,706
4. New Capital Investment	$10,000,000
5. New Square Footage	57,500
6. Per Job Incentive	$7,000

QUALIFIED TARGET INDUSTRY TAX REFUND (QTI) BASED UPON THE CREATION OF

80 New Jobs Over **3** Year(s)

TOTAL QTI TAX REFUND

1. State of Florida Portion (80%)	$448,000
2. Miami-Dade County Match (20%)	$112,000
Total QTI Tax Refund Proposal	$560,000

RETURN ON INCENTIVE INVESTMENT (ROII)

1. Miami-Dade County Incremental Tax Revenue*	$263,802
2. Total Miami-Dade County (20%) QTI Match	$112,000
3. Miami-Dade County Net Revenue Benefit	$151,802
Total ROII Gain/Loss/Breakeven	2.4

* See Economic Impact Model

SUMMARY OF ECONOMIC IMPACT

CP 08-00268

Totals represent what Miami-Dade County would potentially gain over a projected six year period if the business expands in Miami- Dade County.

Employment	
Direct Employment	80
Indirect Employment	40
Total Employment Gain	**120**
Income from Wages	
Direct Employment	$21,570,282
Indirect Employment	$5,392,570
Total Income Gain	**$26,962,852**
Revenue to Miami-Dade County	
Total Property Taxes	**$250,698**
Total Local Sales Taxes	**$13,104**
Total Tax Revenue Gain	**$263,802**
Total Miami-Dade County (20%) QTI Match	**$112,000**
Miami-Dade County Net Revenue Benefit	**$151,802**

THE BEACON COUNCIL ECONOMIC IMPACT MODEL

CP 08-00268

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	TOTAL
EMPLOYMENT							
Total Direct Jobs	10	30	80	80	80	80	
Indirect Employment	5	15	40	40	40	40	
TOTAL EMPLOYMENT	15	45	120	120	120	120	
INCOME ($1,000)							
WAGES & SALARY							
Total Direct Wages	$567.1	$1,752.2	$4,812.8	$4,812.8	$4,812.8	$4,812.8	$21,570.3
Total Indirect Wages	$141.8	$438.1	$1,203.2	$1,203.2	$1,203.2	$1,203.2	$5,392.6
TOTAL WAGES & SALARIES	$708.8	$2,190.3	$6,015.9	$6,015.9	$6,015.9	$6,015.9	$26,962.9
TOTAL INCOME	$708.8	$2,190.3	$6,015.9	$6,015.9	$6,015.9	$6,015.9	$26,962.9
INCREMENTAL PROPERTY TAXES ($1,000)							
Building & Equipment Taxes							
TOTAL PROPERTY TAXES	$185.7	$178.3	$171.6	$165.6	$160.1	$155.3	$1,016.5
MIAMI-DADE PROPERTY TAXES	$45.8	$44.0	$42.3	$40.8	$39.5	$38.3	$250.7
SALES TAXES ($1,000)							
Available Income	$708.8	$2,190.3	$6,015.9	$6,015.9	$6,015.9	$6,015.9	$26,962.9
Less Federal Income Tax	$567.1	$1,752.2	$4,812.8	$4,812.8	$4,812.8	$4,812.8	$21,570.3
Less Hous, Ins, Prop Tax	$425.3	$1,314.2	$3,609.6	$3,609.6	$3,609.6	$3,609.6	$16,177.7
Less Savings, Life Insur.	$382.8	$1,182.7	$3,248.6	$3,248.6	$3,248.6	$3,248.6	$14,559.9
Less Food, Drugs, Other Non-Tax	$287.1	$887.1	$2,436.5	$2,436.5	$2,436.5	$2,436.5	$10,920.0
Avail. Income For Sales Tax	$287.1	$887.1	$2,436.5	$2,436.5	$2,436.5	$2,436.5	$10,920.0
State Sales Tax Realized	$17.2	$53.2	$146.2	$146.2	$146.2	$146.2	$655.2
Local Sales Tax Realized	$0.3	$1.1	$2.9	$2.9	$2.9	$2.9	$13.1
TOTAL SALES TAXES ($1,000)	$17.6	$54.3	$149.1	$149.1	$149.1	$149.1	$668.3
TOTAL MIAMI-DADE PROPERTY & SALES TAXES ($1,000)	$46.1	$45.0	$45.2	$43.8	$42.4	$41.2	$263.8
TOTAL PROPERTY & SALES TAXES ($1,000)	$203.2	$232.5	$320.7	$314.7	$309.2	$304.4	$1,684.8

THE BEACON COUNCIL ECONOMIC IMPACT MODEL - ASSUMPTIONS

CP 08-00268

Employment Assumptions

New Direct Permanent Jobs

Year 1	10
Year 2	30
Year 3	80
Year 4	80
Year 5	80
Year 6	80

Incremental Multiplier 0.50

* For every 100 direct jobs, 50 indirect jobs will be created. Total multiplier effect is 1.50

Annual Income Assumptions

Yearly Salary, Direct Permanent Job	$56,706
Indirect Job Salary	$28,353
Inflation	103%

Capital Investment

	Total Cap. Inv.
Y1 Value	$10,000,000
Y2 Value	$9,600,000
Y3 Value	$9,240,000
Y4 Value	$8,916,000
Y5 Value	$8,624,400
Y6 Value	$8,361,960

	Realty Prop.	Equip.
Y1	$6,000,000	$4,000,000
Y2	$6,000,000	$3,600,000
Y3	$6,000,000	$3,240,000
Y4	$6,000,000	$2,916,000
Y5	$6,000,000	$2,624,400
Y6	$6,000,000	$2,361,960

Property/Real Estate Taxes

Mill Rate, Less Dade's Revenue	0.01399
Miami-Dade's Revenue Mill Rate	0.00458
Miami-Dade's Total Mill Rate	0.01857
Assessment Value of Real Property	90%

Sales Tax Rates

Calculation: Income Available For Sales Tax

Income Devoted to:	
Federal Income Tax Liability , 20%	0.80
Housing, Insurance, Real Estate Taxes, 25%	0.75
Savings, Life Insurance, 10%	0.90
Food, Drugs, Other Non-Tax Items, 25 %	0.75

Sales Tax Rates

Florida Sales Tax	6.00%
Miami-Dade County Sales Tax	0.12%
Total Sales Tax	6.12%

GENERAL PROJECT OVERVIEW

08-00268

Name of Business

Project Title or Code Name (1-5 word description)

FOR EFI USE ONLY		
Date Received	Date Revised	Date Completed
EFI Project Number		

Contact Enterprise Florida to discuss your project and application **before** submitting a formal proposal. The completed and signed application must be filed with:

Enterprise Florida

The Atrium Building, Suite 201 • 325 John Knox Road
Tallahassee, Florida 32303
850/298-6620 • Fax: 850/298-6659
http://www.eflorida.com/

Private & Confidential – For Discussion Purposes Only

GENERAL PROJECT OVERVIEW

To add text outside of the gray fields or click the statutory reference link, de-select the "Protect Form" (lock) button on the Forms toolbar.

1. BUSINESS INFORMATION

A. **Name of Business Unit:** _____

B. **Mailing Address:** _____
Street Address

_____
City *State* *Zip Code*

C. **Name of Parent Company:** _____

D. **Primary Business Unit Contact:** _____

Title / Company: _____

Mailing Address: _____
Street Address

_____
City *State* *Zip Code*

Telephone: _____ **Fax:** _____

Email: _____ **Website:** _____

E. **Business Unit's Federal Employer Identification Number:** _____

F. **Business Unit's Unemployment Compensation Number:** _____

GENERAL PROJECT OVERVIEW

To add text outside of the gray fields or click the statutory reference link, de-select the "Protect Form" (lock) button on the Forms toolbar.

G. **Business Unit's Florida Sales Tax Registration Number:** _____

H. **Is the business unit minority owned?**

Yes ☐ No ☒ If yes, explain: _____

I. **What is the business unit's tax year** (ex: Jan 1 to Dec 31): June 1 to May 31

2. PROJECT OVERVIEW

A. **Which of the following best describes this business unit[1]:**

☐ New business unit to Florida

☒ Existing Florida business creating and / or r etaining jobs[2,3]

221 If an expansion, how many jobs are currently in the expanding business unit?

B. **How many individuals are employed at all Florida locations?** 714

C. **Are any jobs being transferred from other Florida locations[4]?**

Yes ☒ No ☐ If yes, how many jobs and from where? 30 jobs; from Fort Lauderdale

Why are these jobs moving and why is it justified in light of the statutory language governing the applicable incentive program(s)?

currently have 3 offices located in South Florida, with operations in Miami, Fort Lauderdale and Palm Beach County. The lease of the Fort Lauderdale facility is expiring soon and are considering consolidating these jobs into its other offices in South Florida.

If the project moves forward in Miami, it may consolidate 30 jobs from its Fort Lauderdale office into its Miami office. Some jobs may also be relocated from

[1] Must be a separate business unit or reporting unit of a business unit that is or will be registered with the State of Florida for unemployment compensation purposes.
[2] A QTI Tax Refund award cannot be granted for existing Florida jobs.
[3] Incentives may not be used in connection with a project that involves the relocation of jobs from one Florida community to another except in certain circumstances as described in statute.
[4] Incentives may not be used in connection with a project that involves the relocation of jobs from one Florida community to another except in certain circumstances as described in statute.

Fort Lauderdale office to its Palm Beach County office.

Please note that is only applying for incentives for net new employees of and is not requesting any incentives from the state and local governments for the 30 jobs that may be transferred. Also, it should be mentioned that have not received any state or local incentives for creating jobs in Florida in the past.

D. Give a full description of this project, including the primary business activities / functions:

professional services firm

serve clients through approximately 40,000 personnel in more than 90 cities in the United States. Due to its sustained growth in an increasingly complex and rapidly changing global business environment, must consider expanding and/or consolidating its current offices, as well as opening new offices from time to time.

currently evaluating its offices in the Southeastern United States, and determining at which of its current locations it should grow its headcount over the next three years. (As previously noted, currently maintain 3 offices in South Florida, with operations in Miami, Fort Lauderdale and Palm Beach County).

As part of this review, considering whether it should increase its Miami office's headcount by 80 employees and lease additional office space to accommodate this potential growth, or explore out-of-state alternatives and expand one of its other offices in the Southeastern United States. Please note that should this project proceed in Miami, may initially house its new and existing employees in temporary space located or potentially another location including the existing offices on , for between 16 – 18 months to facilitate build out of its proposed new office location. Currently, the proposed new location for future Miami office for these new and existing employees is

Also, as part of this current assessment, are evaluating whether to consolidate its Fort Lauderdale office into its other South Florida operations. As previously noted, is not requesting incentives related to the potentially transferred jobs from Fort Lauderdale to Miami or Palm Beach County.

estimates that must spend approximately $10 million in tenant improvements and equipment alone to make the office space under consideration functional for its purposes. In addition to this cost estimate, there will be significant costs related to recruiting and hiring new employees, as well as other substantial costs will have to incur if this project moves forward in Miami.

The decision to invest in the Miami office could potentially affect employment allocation and future growth of operations in South Florida during the next

several years, since an expansion of its operations in Miami now could result in additional growth in the future. As such, must evaluate its return on investment before proceeding with any project. Since incentives can offset upfront capital costs, as well as reduce the operational costs of doing business in a particular jurisdiction, their availability will have a significant impact return on investment analysis and ultimate decision. In addition to the availability of incentives, the project's overall return on investment, operational costs and comparative real estate costs will also influence the analysis and ultimate decision.

If were to receive tax refunds from the QTI incentive program, it will allow to offset some of the costs it will incur as a result of this project. As a result, would be more likely to realize an acceptable rate of return on its investment, and proceed with this project, which is estimated to create 80 net new jobs in Miami-Dade County. Please note that not received any state or local incentives for creating jobs in Florida in the past.

E. What is the project's Targeted Industry(ies)[5]: Professional Services

F. Break down the project's primary function(s) and the corresponding wages:

Business Unit Activities	NAICS Code	Project Function (total = 100%)	Annualized Wage ($)
Offices of Certified Public Accountants	541211	50%	$56,706
Administrative Management and General Management Consulting Services	541611	50%	$56,706

G. What is the project's proposed location address:

Street Address

Miami – Dade County FL

City/County *State* *Zip Code*

What is the project's current location address (if different)**:**

Street Address

Miami FL

City *State* *Zip Code*

**Note: Additional locations in both Broward and Palm Beach Counties.*

H. Is the project location within a current or proposed Brownfield site / area?

Yes ☐ No ☒ If yes, attach a copy of the official document designating the Brownfield area.

[5] Refer to the QTI Target Industry list.

GENERAL PROJECT OVERVIEW

To add text outside of the gray fields or click the statutory reference link, de-select the "Protect Form" (lock) button on the Forms toolbar.

Is the project location in an Enterprise Zone?
Yes ☒ No ☐ If yes, which zone? Miami-Dade County EZ.

Is the project location in a designated Rural area?
Yes ☐ No ☒ If yes, which Rural area? _____

I. **Which of the following describes the applicant's operations** (select all that apply):
- ☒ Multi-state business enterprise
- ☐ Multinational business enterprise
- ☐ Florida business enterprise (eligible for Brownfield Redevelopment Bonus incentive only)

J. **Which of the following describes this business unit** (select all that apply):
- ☐ Regional headquarters office
- ☐ National headquarters office
- ☐ International headquarters office
- ☒ This is not a dedicated headquarters office

K. **What is the estimated percentage of gross receipts or final sales resulting from this project that will be made outside of Florida** (if sales is not a reasonable measure, use another basis for measure and provide explanation below):

More than 50% Explain if necessary: _____

3. JOB AND WAGE OVERVIEW

A. **How many jobs[6] are expected to be created as part of this project?** 80

B. **If an existing business unit, how many jobs are expected to be retained as part of this project?** (jobs in jeopardy of leaving Florida should only be included here; these jobs are not eligible for QTI) N/A

C. **What is the anticipated annualized average wage (excluding benefits) of the new to Florida jobs created as part of this project?** (Cash payments to the employees such as performance bonuses and overtime should be included. The wage reported here is only an estimate of the average wage to be paid and will not be used in the certification, agreement, and claim evaluation process.) $56,706

D. **What is the annualized average value of benefits associated with each new job created as part of this project?** $14,177

E. **What benefits are included in this value?**
(Personal Time Off, P/R Tax, Insurance, Pension and 401(k).)

[6] A "full time equivalent job" means at least 35 hours of paid work per week.

offer a very generous benefits package for all eligible employees, including, but not limited to: health insurance plans, dental and vision coverage plans, life and accident insurance plans, paid time off (PTO), long-term and short-term disability plans, pre-tax flex spending health plans, pre-tax flex spending transportation plans, 401(k) contribution plans, pension plans and special programs for work-life balance.

4. CAPITAL INVESTMENT OVERVIEW

A. **Describe the capital investment in real and personal property** (Examples: construction of new facility; remodeling of facility; upgrading, replacing, or buying new equipment. Do not include the value of land purchased for construction of a new building):
Building improvements costs are anticipated to be approximately $6M and other equipment expenditures are anticipated to be approximately $4M.

B. **Will this facility be:**

- ☒ Leased space with renovations or build out
- ☐ Land purchase and construction of a new building
- ☐ Purchase of existing building(s) with renovations
- ☐ Addition to existing building(s) (already owned)
- ☐ Other (please describe in 4A above)

C. **List the anticipated amount and type of major capital investment to be made by the applicant in connection with this project:** (attach separate schedule if investment will be made over more than three years)

	Year 1	Year 2	Year 3
Land	$0	$0	$0
Construction / Renovations	$6.0	$0	$0
Manufacturing Equipment	$0	$0	$0
R&D Equipment	$0	$0	$0
Other Equipment (computer equipment, office furniture, etc.)	$4.0	$TBD	$TBD
Total Capital Investment	**$10.0M**	**$TBD**	**$TBD**

D. **What is the estimated square footage of the new or expanded facility?** 57,500

E. **When is the final location decision anticipated (date)?** TBD

F. **What is the anticipated date construction will begin?** TBD

G. **What is the anticipated date operations will commence?** TBD

GENERAL PROJECT OVERVIEW

To add text outside of the gray fields or click the statutory reference link, de-select the "Protect Form" (lock) button on the Forms toolbar.

5. COMPETITIVE LANDSCAPE

A. What role will the incentive(s) play in the business unit's decision to locate, expand, or remain in Florida?

estimates that must spend approximately $10 million in tenant improvements and equipment alone to make the office space under consideration functional for its purposes. In addition to this cost estimate, there will be significant costs related to recruiting and hiring new employees, as well as other substantial costs will have to incur if this project moves forward in Miami.

As such, must evaluate its return on investment before proceeding with any project. Since incentives can offset upfront capital costs, as well as reduce the operational costs of doing business in a particular jurisdiction, their availability will have a significant impact on return on investment analysis and ultimate decision. In addition to the availability of incentives, the project's overall return on investment, operational costs and comparative real estate costs will also influence the analysis and ultimate decision.

The decision to invest in the Miami office could potentially affect employment allocation and future growth of operations in South Florida during the next several years, since an expansion of its operations in Miami now could result in additional growth in the future. If were to receive tax refunds from the QTI incentive program, it will allow to offset some of the costs it will incur as a result of this project. As a result, would be more likely to realize an acceptable rate of return on its investment, and proceed with this project, which is estimated to create 80 net new jobs in Miami-Dade County. Please note that have not received any state or local incentives for creating jobs in Florida in the past.

B. What other cities, states, or countries are being considered for this project?

Out-of-state alternatives in the SE US are being evaluated, which includes Atlanta, GA where there is a lower cost of doing business due to the lower real estate costs.

C. What advantages or incentives offered by these locations do you consider important in your decision?

The cost of real estate, the operational costs of doing business in a particular jurisdiction and the availability of incentives are all being evaluated in the analysis, since all of these factors will affect the project's overall return on investment and ultimate decision.

D. Indicate any additional internal or external competitive issues impacting this project's location decision?
Comparative real estate costs and the costs of tenant improvements.

6. ECONOMIC IMPACT AND CORPORATE RESPONSIBILITY

A. Provide a brief synopsis of the special impacts the project is expected to stimulate in the community, the state, and the regional economy. Include the impact on indicators such as unemployment rate, poverty rate, and per capita income.

expansion of its business infrastructure and the creation of new jobs should result in additional taxes to the State of Florida and Miami-Dade County. Also, both direct and indirect economic benefits should be realized by each jurisdiction from additional economic stimulus since the expansion would result in increased retail and entertainment (restaurants, etc.) purchases within the State and County. Furthermore, should operations continue to grow in Miami-Dade County, additional future contracts would likely be awarded to local vendors for services and products such as office supplies, cleaning services, catering and car services, etc., which would bolster the economic impact of the project through significant secondary and tertiary economic benefits.

B. Provide a summary of past activities in Florida and in other states particularly as they relate to environmental or growth management impacts. For example, what kind of corporate citizen has the applicant been? Also list awards or commendations.

GENERAL PROJECT OVERVIEW

To add text outside of the gray fields or click the statutory reference link, de-select the "Protect Form" (lock) button on the Forms toolbar.

B. List and explain any criminal or civil fines or penalties or ongoing investigations that have been imposed upon the company, its executives, or its affiliates and any recent bankruptcy proceedings of the applicant or its parent company.

C. Provide any additional information you wish to be considered as part of this incentive application or items that may provide supplementary background information on your project or company.

GENERAL PROJECT OVERVIEW

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7. CONFIDENTIALITY

A. **You may request that your project information (including information contained in this application) be confidential per F.S. 288.075, Confidentiality of Records for a 12 month period, with an additional 12 month extension available upon request for projects still under consideration.**

Please indicate your confidentiality preference: (Does not apply to SDST sales tax exemption applicants)

☒ Yes
☐ No

*****Be sure to attach the proper incentive attachment sheet(s)*****

GENERAL PROJECT OVERVIEW

To add text outside of the gray fields or click the statutory reference link, de-select the "Protect Form" (lock) button on the Forms toolbar.

8. SIGNATURES

Application Completed By:

Signature

Name

Title

Company

Address, if different than mailing address

Phone Number

Fax Number

Email Address

Date

Name of contact person, if different than above

Phone Number

Address

Email Address

To the best of my knowledge, the information included in this application is accurate.

Signature (Authorized Company Officer) REQUIRED

Name

Title

Company

Address, if different than mailing address

Phone Number

Fax Number

Email Address

Date

Private & Confidential – For Discussion Purposes Only

Qualified Target Industry Tax Refund
Attachment to the General Project Overview

To add text outside of the gray fields or click the statutory reference link, de-select the "Protect Form" (lock) button on the Forms toolbar.

08-00268

Name of Business

Must be a separate business unit or reporting unit of a business unit that is or will be registered with the State of Florida for unemployment compensation purposes.

IMPORTANT NOTE: This application must be filed and the incentive approved ***prior*** to making the decision to expand an existing Florida business unit or to locate a new business unit in Florida.

*** * *Be sure to submit the General Project Overview and Local Support Resolution[1] following passage by the City / County* * ***

1. PROJECT EMPLOYMENT AND WAGE COMMITMENTS

A. What is the total number of net new full-time equivalent Florida jobs created by the project at the business unit[2]? 80

B. Provide the job creation schedule to which you commit: (Please limit the phases to a maximum of three consecutive years and job creation to no less than ten jobs in the first year).

Phase	Number of net new full-time equivalent Florida jobs created in the business unit	Date by which jobs will be created
I	10	12/31/2009
II	20	12/31/2010
III	50	12/31/2011
Total	**80**	

C. For the purposes of certification, agreement, and claim review, indicate the average wage and corresponding threshold (percentage) to which you commit:
Check the relevant box (only one) and fill in the first field (wage commitment) and second field (county, state, or MSA used).

- ☐ $_____, which is at least 115% of the average wage in _____.
- ☒ $56,706, which is at least 150% of the average wage in the State of Florida.
- ☐ $_____, which is at least 200% of the average wage in _____.

2. LOCAL FINANCIAL SUPPORT

A. Identify the local government(s) anticipated to provide local financial support[3]:
Miami-Dade County

B. Indicate the date(s) the QTI support resolution(s) is / are anticipated to be passed by the local government: 9/2008 ~ 10/2008

3. SIGNATURES

[1] Submit the resolution adopted by the local governing body recommending the applicant be approved as a QTI Business unit and indicating the amount of local financial support that has been committed. Resolution should clearly indicate waivers requested and justification for such waivers.
[2] Must be a minimum of 10 new jobs and a 10 percent increase in current business unit employment (if an existing Florida business).
[3] The total QTI award may not exceed five times the local financial support provided by the community. If the community has requested a local financial support waiver or the support is provided in the form of ad valorem tax abatement, the QTI award will be reduced by this amount.

Qualified Target Industry Tax Refund
Attachment to the General Project Overview

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Signature of Individual Completing this Attachment (if different from General Project Overview) | Date

Address (if different) | Phone Number (if different)

Signature (Authorized Company Officer) REQUIRED | Date

Name and Title of Authorized Officer

4. KEY QTI PROGRAM INFORMATION

- The tax refund claim form will be due by January 31st each year for the number of jobs on December 31st of the previous calendar year. Tax refunds paid per state fiscal year (July 1 – June 30) may not exceed 25 percent of the total tax refund award associated with the phase(s) scheduled.
- The total award will be equal to $3,000 ($6,000 in Enterprise Zones or Rural Counties) times the number of jobs reported in item 1A, plus $1,000 per job if the average annual wage is at least 150% of the area's average; or $2,000 per job if the average annual wage is at least 200%. However, the QTI award may not exceed five times the local financial support paid by the community.
- If in any year the applicant does not achieve the job creation schedule outlined in item 1C, but achieves at least 80% of the required net new jobs, the company will receive a pro-rated refund less a 5% penalty of the scheduled award amount for that year. **If job creation falls below 80% of the required jobs, the company will not receive a refund and will be terminated from the program.**
- For an expanding Florida business unit:
  - Existing number of full-time equivalent jobs must be maintained for the duration of the QTI agreement.
  - The average wage commitment should include wages paid across the expanding business or reporting unit for all new and existing jobs, as shown on the unit's UCT-6 form. If the project involves activities not representative of the expanding business or reporting unit and are anticipated to be substantially different from the historical range and distribution of jobs and wages paid (higher or lower) in the existing unit, that issue should be disclosed and discussed with Enterprise Florida at the time of application to determine if separate record keeping must be established.
- A qualified target industry business that fraudulently claims a refund under *288.106(2), Florida Statutes*:
  - Is liable for repayment of the refund to the account, plus a mandatory penalty in the amount of 200 percent of the tax refund which shall be deposited into the General Revenue Fund.
  - Is guilty of a felony of the third degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084.
- Qualified Target Industry Tax Refund: *Section 288.106, Florida Statutes*.

Private & Confidential – For Discussion Purposes Only