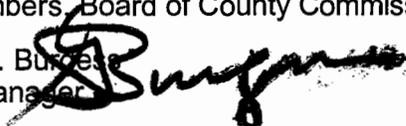


Memorandum



Date: April 6, 2010

To: Honorable Chairman Dennis C. Moss
and Members, Board of County Commissioners

From: George M. Burgess
County Manager 

Subject: Resolution Approving Qualified Target Industry Tax Refund for Confidential Project #10-00065

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

Recommendation

The Beacon Council, on behalf of a firm that requests confidentiality, has submitted applications for economic development incentives from the State of Florida and Miami-Dade County that require approval from the Board of County Commissioners (BCC). It is recommended that the BCC approve the attached Resolution authorizing Confidential Project 10-00065 to be recognized by the State as a Qualified Target Industry (QTI) business and entitled to the financial benefits afforded under the QTI tax refund program, which the County will provide in an amount not to exceed \$180,000. In addition, the Resolution approving Confidential Project 10-00065 as a QTI business will also authorize a waiver from the State annual average wage requirement of \$45,564 or higher, as the applicant, which is considering locations within the County's Central Enterprise Zone, has indicated that the new jobs will pay an annual average wage of \$38,473.

The attached documents relating to the application of a tax refund under the Florida QTI business incentive program pursuant to Florida Statutes Section 288.106 have been prepared by the Beacon Council and reviewed by the Economic Development Coordination Division of Planning and Zoning.

The job creation and incentive award disbursements anticipated dates are set forth in the Resolution but are subject to change upon the approval of the County Mayor or the County Mayor's designee.

The applicant is also requesting economic incentives from the County's Targeted Jobs Incentive Fund (TJIF) as set forth in the County Code of Ordinances Chapter 2, Sections 1251 through 1260. Because the TJIF application is still under review by the County, the request to authorize the TJIF application will be presented as a separate item for future BCC consideration. In order to offer Confidential Project 10-00065 the necessary time to submit the QTI application to the State and receive the required approval, this Resolution is being advanced for BCC consideration. The TJIF application does not require approval by the State and will be scheduled to go before the BCC around the time that the State approves the QTI application.

Scope

The firm is considering locations within the County's Central Enterprise Zone. Should the proposed development occur in Miami-Dade, the greatest economic and ad valorem tax impacts are most likely to occur in either Commission District 13 or District 1. However, the overall impacts, through economic multiplier effects, will benefit the entire County.

The joint venture firm applying for both QTI and TJIF incentives seeks to develop a trade center/warehouse/office complex, but is also considering Panama and Brazil as possible locations to develop its facility.

Fiscal Impact / Funding Source

Confidential Project 10-00065 is requesting a combined QTI and TJIF incentive from Miami-Dade countywide general fund revenues to be disbursed over a six-year period beginning in FY 2012-13.

Confidential Project 10-00065 has applied for a total of \$900,000 in QTI program funds, of which 80 percent (\$720,000) would be provided by the State of Florida, and 20 percent (\$180,000) from the countywide general fund over a six-year period. The County's portion of the QTI award is paid as a reimbursement of paid-in countywide general fund taxes received from the applicant. Confidential Project 10-00065 is also seeking \$3,929,119 from countywide general funds under the TJIF program over the same six-year disbursement period; however, the item authorizing the TJIF application will be presented to the BCC for consideration on a later agenda.

The projected incremental revenue generated by the County (countywide general fund and local sales taxes) from the \$230 million capital investment is \$5,130,995. If both Resolutions approving Confidential Project 10-00065 as a QTI and TJIF business are adopted by the BCC, the County is committing to provide a combined QTI and TJIF program award of not to exceed \$4,109,119.

Track Record/Monitor

The disbursement of the County's portion of the QTI award is contingent upon the attainment of the new jobs and the incremental taxable value of capital investment as specified in the approved applications. The sum of the County's portion of the QTI (and potential TJIF) awards may not exceed the incremental amount of ad valorem taxes paid-in on the subject property and the countywide share of sales taxes paid-in by the applicant.

More specifically, QTI funds are awarded for job creation and provided on a matching basis upon verification by the State. The State effectively monitors the creation of the QTI jobs and provides such information to the County. The County's matching funds are distributed only if the applicant complies with the commitment to create the number of new jobs indicated in the accompanying QTI application (*Attachment to the General Project Overview*) and all other conditions of this incentive program. In the event the company is unable to attain the employment targets specified in the application, they may then be entitled to receive a prorated amount of incentive payments for the additional employment positions they were able to achieve.

Economic Impact Overview

Confidential Project 10-00065 is a new joint venture firm that seeks to develop a warehouse/office complex that includes facilities to host trade shows for companies that will lease space from the firm. The firm will also offer international trade consulting services. The principal target market for the joint venture is Asian manufacturing companies seeking to enter or expand sales in North America, Latin America and the Caribbean. Although Asian exporters are the principal target market, other companies will be able to lease space in the proposed facility.

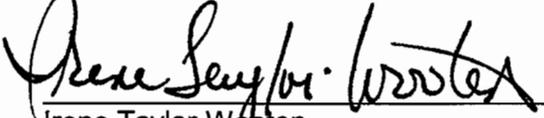
The applicant will renovate and/or develop an approximately 2.5 million square foot facility in two phases, an estimated \$230 million capital investment, over a two-year development period. Confidential Project 10-00065 plans to begin development of its facility in the first quarter of 2011 and finish with the second phase by the end of 2012. Operations are expected to commence in the first quarter of 2012. The capital investment in structures and equipment is estimated at \$230 million. One of the joint venture partners is experienced in assisting Asian manufacturers in penetrating new markets outside the region, while another partner is an experienced local real estate developer.

The company is committing to create 120 new jobs by December 31, 2012, 15 additional new jobs by the end of 2013, and 15 more jobs by the end of 2014. The 150 new jobs to be created will have an

average annual salary of \$38,473, whereas the average wage in Miami-Dade was \$43,284 in 2009. New employees will be engaged in management, business development and facilities maintenance activities. The Beacon Council estimates that an additional 75 jobs will be created from the company's local purchases of goods and services, as well as consumer spending from labor income directly or indirectly earned from its business activities. Trade shows hosted by the company would yield an additional economic benefit by attracting out-of-town visitors that would not have otherwise visited Miami-Dade to purchase merchandise.

The principal economic benefit of Confidential Project 10-00065 will be the location or relocation of new-to-market Asian firms engaged in international trade as a result of the development of the proposed facility and the future ongoing operations of the applicant. The Beacon Council estimates that as many as 3,000 new jobs could ultimately result from this project.

Attachments



Irene Taylor-Wooten
Special Assistant

PROJECT 10-00065 SUMMARY SHEET

| | |
|---|--|
| APPLICANT: | Confidential Project #10-00065 |
| HEADQUARTERS LOCATION: | Miami-Dade County (proposed) |
| PROPOSED LOCATION IN MIAMI-DADE COUNTY: | District 1 or 13, or other district within the County |
| OTHER LOCATIONS UNDER CONSIDERATION: | Panama (Central America) and Brazil (South America) |
| DATE OF QTI/TJIF APPLICATIONS: | February 26, 2010 |
| OVERALL BUSINESS ACTIVITY/MISSION: | To develop a trade center/warehouse/office complex, primarily targeted to Asian manufacturing and export companies |
| PROPOSED LOCAL BUSINESS ACTIVITY: | Leasing of warehouse/office facilities, host trade shows and provide international trade consulting services |
| PROPOSED CAPITAL INVESTMENT: | \$230,000,000 (buildings and equipment only) |
| TARGETED QTI/TJIF INDUSTRIES: | Corporate headquarters/real prop. & business services |
| PROPOSED LOCATION IN DESIGNATED PRIORITY AREA: | Enterprise Zone |
| NEW BUSINESS OR EXPANDING BUSINESS: | New |
| TOTAL NUMBER OF DIRECT JOBS TO BE CREATED/RETAINED: | 150 / 0 |
| EFFORT IN HIRING RESIDENTS IN LOCAL AREA: | Unknown |
| ESTIMATED ANNUALIZED AVERAGE WAGES FOR NEW JOBS: | \$38,473 |
| ANNUAL EMPLOYEE BENEFIT PACKAGE: | \$11,542 (not a condition of incentive award) |
| NUMBER OF INDIRECT JOBS TO BE CREATED: | 75 |
| NUMBER OF YEARS TO CREATE NEW JOBS: | 3 |
| MAXIMUM INCENTIVE PER DIRECT JOB CREATED:* | \$6,000 (\$1,200 County; \$4,800 State) over 6 years |
| MAXIMUM INCENTIVE AWARD APPLIED FOR:* | \$900,000 |
| PROJECTED INCREMENTAL COUNTY TAX REVENUE: | \$5,130,995 |
| COUNTY'S MAXIMUM 20% QTI AWARD CONTRIBUTION: | \$180,000 |
| STATE'S MAXIMUM 80% QTI AWARD CONTRIBUTION: | \$720,000 |
| TYPE OF FUNDS REQUESTED IN APPLICATION: | Countywide General Fund Revenues |
| COMMENTS: This summary sheet was prepared by OEDC from information and data provided by the Beacon Council | |

* Does not include the pending TJIF application incentive award of \$3,929,119. These figures are limited to the QTI award.



MEMORANDUM

(Revised)

TO: Honorable Chairman Dennis C. Moss
and Members, Board of County Commissioners

DATE: April 6, 2010

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

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

Please note any items checked.

- "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
- Ordinance creating a new board requires detailed County Manager's report for public hearing
- No committee review
- Applicable legislation requires more than a majority vote (i.e., 2/3's ____, 3/5's ____, unanimous ____) to approve
- Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 8(K)(1)(A)
4-6-10

RESOLUTION NO. _____

RESOLUTION APPROVING CONFIDENTIAL PROJECT NO. 10-00065 AS A QUALIFIED TARGET INDUSTRY BUSINESS PURSUANT TO FLORIDA STATUTE 288.106, CONFIRMING THAT THE COMMITMENTS OF LOCAL FINANCIAL SUPPORT NECESSARY FOR CONFIDENTIAL PROJECT NO. 10-00065 EXIST; PROVIDING AN APPROPRIATION OF UP TO \$180,000 FROM GENERAL REVENUE FUNDS AS LOCAL PARTICIPATION IN THE STATE OF FLORIDA QUALIFIED TARGET INDUSTRY TAX REFUND PROGRAM FOR FISCAL YEARS 2013 THROUGH 2018, INCLUSIVE, OR OVER A TIME PERIOD AS DETERMINED BY THE STATE OF FLORIDA IN ITS APPROVAL OF CONFIDENTIAL PROJECT NO. 10-00065 APPLICATION WITH THE PROVISION THAT ANY TAX ABATEMENT GRANTED TO CONFIDENTIAL PROJECT NO. 10-00065 UNDER FLORIDA STATUTE 196.1995 REDUCES ANY QUALIFIED TARGET INDUSTRY TAX REFUND TO CONFIDENTIAL PROJECT NO.10-00065 BY AN AMOUNT OF ANY SUCH TAX ABATEMENT GRANTED IN COMPLIANCE WITH FLORIDA STATUTE 288.106(5)(c); AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO MAKE NON-SUBSTANTIVE MODIFICATIONS AND EXECUTE ALL CONTRACTS, AGREEMENTS, AND AMENDMENTS; AND PROVIDING FOR AN EFFECTIVE DATE

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, the *Qualified Targeted Industry Tax Refund Confidential Project #10-00065* report, and the *QTI General Project Overview* application, copies of which are incorporated herein by reference; and

WHEREAS, this Project commits to bringing an additional 150 jobs to Miami-Dade County by December 31, 2014 with an average salary of \$38,473.00 and is located in an Enterprise Zone; and

WHEREAS, the County's current unemployment rate exceeds 10 percent, the need for net job creation is high, and declines in the rate of unemployment tend to lag economic recoveries,

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 provides quality employment opportunities for residents of the County and enhances the County's economic foundation, and recommends that Confidential Project No. 10-00065 be approved as a qualified target industry business pursuant to Florida Statute 288.106, which created the Qualified Target Industry Tax Refund Program and, on the advice of the County Manager and the Beacon Council, waives the minimum wage requirement under the Qualified Target Industry Tax Refund Program and recommends to the State of Florida the annual wages required of Confidential Project No. 10-00065 pursuant to Florida Statute 288.106 also be waived.

The necessary commitment of local financial support for Confidential Project No. 10-00065, as required under Florida Statute 288.106, exists in an amount not to exceed \$180,000 from General Revenue Funds; this local financial support will be available in the following increments:

| | |
|------------------|------------------|
| Fiscal Year 2013 | \$30,000 |
| Fiscal Year 2014 | \$30,000 |
| Fiscal Year 2015 | \$30,000 |
| Fiscal Year 2016 | \$30,000 |
| Fiscal Year 2017 | \$30,000 |
| Fiscal Year 2018 | <u>\$30,000</u> |
| TOTAL | \$180,000 |

or payable over a time period and at annual amounts as determined by the State of Florida in its approval of Confidential Project No. 10-00065 application, as long as the \$180,000 is not exceeded, with the provision that any tax abatement granted to Confidential Project No. 10-

00065 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. 10-00065 in compliance with the QTI Program.

The necessary commitment of local financial support shall be contingent on Confidential Project No. 10-00065 maintaining the jobs agreed to in this project's executed *General Project Overview* 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:

| | |
|---------------------------------|--------------------|
| Dennis C. Moss, Chairman | |
| Jose "Pepe" Diaz, Vice-Chairman | |
| Bruno A. Barreiro | Audrey M. Edmonson |
| Carlos A. Gimenez | Sally A. Heyman |
| Barbara J. Jordan | Joe A. Martinez |
| Dorrin D. Rolle | Natacha Seijas |
| Katy Sorenson | Rebeca Sosa |
| Sen. Javier D. Souto | |

The Chairperson thereupon declared the resolution duly passed and adopted this 6th day of April, 2010. 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.

RW

Rachel Wilhelm

**Florida Qualified Target
Industry Tax Refund
(QTI)
&
Miami-Dade County
Targeted Jobs Incentive
Fund (TJIF)**

**Confidential Project #: 10-00065
“Project XYZ”**

**Prepared by the Beacon Council
February 2010**

Executive Summary for Project XYZ (#10-00065)

Background

Confidential Project #10-00065 is a Company seeking to build a custom designed facility dedicated to facilitate market penetration strategies by Asian companies into North and South America and the Caribbean. The facility will be comprised of permanent office condos, distribution warehouse facilities and a trade center that will host dozens of International Trade Shows each year.

Confidential Project #10-00065 is considering locations within the Enterprise Zone. The project will create 150 direct new jobs with an average annualized salary of \$38,473 in Miami-Dade County over a 3-year period and make a new capital investment of \$230 million. New employees will be sourced from the local community. Since the company's average wage is lower than the 115% average salary requirement we are requesting a waiver of the requirement (due to its Enterprise Zone location which allows for a waiver) to be written into the resolution.

The economic impact of this project will go beyond the initial 150 new permanent jobs in the County. During the construction and refurbishment phase of the project, the contractor will have active employment of numerous sub contractors. Further, once the initial 2-year construction phase of the project is completed the project anticipates up to an additional 3,000 subsequent jobs created by the 500 manufacturing company condo owners. These companies will be housed in the facility and will have a minimum of 6 employees per company. Further, the international trade shows scheduled for the facility will have a tremendous positive impact on the local hospitality industry. Each Trade Show will bring an average of 10-12,000 buyers to Miami-Dade County from North, Central, South America and the Caribbean, resulting in an estimated 363,000 visitor nights by year 6 and over \$335 million generated locally over a 6-year period as a result of total visitor expenditures.

The company is also evaluating other competitive options in Brazil and in Panama. Incentives are the key determinant in the Company's location decision. Both Brazil and Panama are offering land and rent at extremely low prices.

The application of Confidential Project #10-0065 for a QTI/TJIF combination recognizes the creation of significant new jobs and a substantial capital investment being committed by the project over 6-year payout period. The enclosed QTI/TJIF application package requests a maximum of \$4,109,119 to be paid by the County over a period of six years (20% QTI at \$180,000 and 100% TJIF at \$3,929,119) and provides a combined positive benefit-cost ratio to the County of 1:1.2. The TJIF would represent a portion of the local 20% match for a proposed State of Florida's Quick Action Closing Fund incentive. Additionally, the local municipality for the possible locations may provide further financial support.

These are performance-based incentives. No funds will be provided to the Company until they meet all program and job creation requirements.

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

The Basic Assumptions

- The latest Miami-Dade County millage tax rates (2009) were used.
- This latest millage rate was used for the entire 6-year period analysis.

Conclusions

Based on the projected investment of \$230,000,000 in new real property, the project's 6-year property tax revenue from this expenditure will be: \$19,954,241.

- Miami-Dade County's general fund will receive \$5,109,380 for the 6-year period.
- Miami-Dade County Public Schools will receive \$8,443,641 for the 6-year period.
- The next largest tax revenue will go to special districts, including fire rescue, library and MSA.

INCENTIVE PROPOSAL SUMMARY:
CONFIDENTIAL PROJECT 10-00065

| Project Summary: | |
|--|---------------|
| Project Name | #10-00065 |
| New Jobs | 150 |
| Average Salary | \$38,473 |
| New Capital Investment | \$230,000,000 |
| New Square Footage | 1,495,000 |
| QTI and TJIF Breakdown: | |
| Total New Property Taxes (General Fund Only) | \$4,087,504 |
| QTI Miami-Dade County Match (20%) | \$180,000 |
| QTI Portion from Local Sales Taxes | \$21,615 |
| QTI Portion from Local Property Taxes | \$158,385 |
| TJIF Local Incentive Amount | \$3,929,119 |
| Miami-Dade County QTI + TJIF Amount for Miami- Dade County | \$4,109,119 |
| Net Revenue Benefit to Miami-Dade | \$1,021,876 |
| Total Benefit-Cost Ratio | 1:1.2 |

REAL PROPERTY TAX BENEFITS

Six Year Projection Study

Incentive Summary

Project XYZ (10-00065)

1/26/2010

Prepared by:



Jaap Donath, Ph.D.

Vice President

Department of Research & Strategic Planning

Six Year Projection Study Summary

PROJECT DETAILS

| | | | |
|----------------------------|-----------------------------|----------------------------|----------|
| Project Name: | Project XYZ (10-00065) | No. of Jobs: | 150 |
| Investment Amount: | \$230,000,000 | Annual Avg. Salary: | \$38,473 |
| Type of Investment: | Real Property and Equipment | Enterprise Zone: | Yes |

To maximize the possibility of retaining this firm, the Beacon Council will forward a Qualified Target Industry (QTI) incentive to the State of Florida and a local Target Job Incentive Fund (TJIF) proposal to Miami-Dade County.

The State of Florida has indicated that the company qualifies for a QTI. This program is funded by the State of Florida (80%) and Miami-Dade County (20%). Based on the project's capital investment, the QTI incentive breakdown is proposed as follows:

| | | | |
|---------------------------------------|------------------|-------------------------------|------------------|
| Total QTI Tax Refund Proposal: | \$900,000 | QTI Local Sales Taxes: | \$21,615 |
| State of Florida Match (80%): | \$720,000 | Local Property Taxes: | \$158,385 |
| Miami-Dade County Match (20%): | \$180,000 | | |

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 (2009) 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 **\$230,000,000** by the project in new real property and equipment, their six-year investment tax revenue is projected as follows:

| | |
|-----------------------------------|---------------------|
| Total Project Tax Revenue: | \$19,954,241 |
| Miami-Dade County's General Fund: | \$5,109,380 |
| Miami-Dade County Public Schools: | \$8,443,641 |

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

RECOMMENDATION

Based on the project creating **\$4,109,119** in new property and local sales taxes for Miami-Dade County, The Beacon Council recommends that the following incentives be awarded to the project:

| | |
|--|---------------------------|
| Total QTI Incentive (Local and State): | \$900,000 |
| Total TJIF Incentive: | \$3,929,119 |
| Total Combined Incentive: | <u>\$4,829,119</u> |

INCENTIVE PROPOSAL CHECKLIST

Project XYZ (10-00065)

| | |
|----------------------------------|---------------|
| 1. Enterprise Zone: | Yes |
| 2. Number of New Jobs Projected: | 150 |
| 3. Average Salary per Job: | \$38,473 |
| 4. New Capital Investment: | \$230,000,000 |
| 5. New Square Footage: | 1,495,000 |
| 6. Per Job Incentive: | \$6,000 |

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

150 New Jobs Over **3** Years

TOTAL QTI TAX REFUND

| | |
|-----------------------------------|-----------|
| 1. State of Florida Portion (80%) | \$720,000 |
| 2. Miami-Dade County Match (20%) | \$180,000 |
| Total QTI Tax Refund Proposal | \$900,000 |

RETURN ON INCENTIVE INVESTMENT (ROI)

| | |
|---|-------------|
| 1. Miami-Dade County Incremental Tax Revenue* | \$5,130,995 |
| 2. Total Miami-Dade County (20%) QTI Match | \$180,000 |
| 3. Miami-Dade County Net Revenue Benefit | \$4,950,995 |
| Total ROI Gain/Loss/Breakeven | 28.51 |

* See Economic Impact Model

SUMMARY OF ECONOMIC IMPACT

Project XYZ (10-00065)

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 | 150 |
| Indirect Employment | 75 |
| Total Employment Gain | 225 |

Income from Wages

| | |
|--------------------------|---------------------|
| Direct Employment | \$35,580,272 |
| Indirect Employment | \$8,895,068 |
| Total Income Gain | \$44,475,340 |

Revenue to Miami-Dade County

| | |
|--|--------------------|
| Total Property Taxes | \$5,109,380 |
| Total Local Sales Taxes | \$21,615 |
| Total Tax Revenue Gain | \$5,130,995 |
| Total Miami-Dade County (20%) | |
| QTI Match | \$180,000 |
| Miami-Dade County Net Revenue Benefit | \$4,950,995 |

THE BEACON COUNCIL ECONOMIC IMPACT MODEL

Project XYZ (10-00065)

| Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | TOTAL |
|--------|--------|--------|--------|--------|--------|-------|
|--------|--------|--------|--------|--------|--------|-------|

EMPLOYMENT

| | | | | | | |
|---------------------|-----|-----|-----|-----|-----|-----|
| Total Direct Jobs | 120 | 135 | 150 | 150 | 150 | 150 |
| Indirect Employment | 60 | 68 | 75 | 75 | 75 | 75 |

| | | | | | | |
|--------------------------------|-----|-----|-----|-----|-----|-----|
| <u>TOTAL EMPLOYMENT</u> | 180 | 203 | 225 | 225 | 225 | 225 |
|--------------------------------|-----|-----|-----|-----|-----|-----|

INCOME (\$1,000)

WAGES & SALARY

| | | | | | | | |
|----------------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| Total Direct Wages | \$4,616.8 | \$5,349.7 | \$6,122.4 | \$6,306.1 | \$6,495.3 | \$6,690.1 | \$35,580.3 |
| Total Indirect Wages | \$1,154.2 | \$1,337.4 | \$1,530.6 | \$1,576.5 | \$1,623.8 | \$1,672.5 | \$8,895.1 |

| | | | | | | | |
|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| TOTAL WAGES & SALARIES | \$5,771.0 | \$6,687.1 | \$7,653.0 | \$7,882.6 | \$8,119.1 | \$8,362.6 | \$44,475.3 |
|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|

| | | | | | | | |
|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| <u>TOTAL INCOME</u> | \$5,771.0 | \$6,687.1 | \$7,653.0 | \$7,882.6 | \$8,119.1 | \$8,362.6 | \$44,475.3 |
|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|

INCREMENTAL PROPERTY TAXES (\$1,000)

Building & Equipment Taxes

| | | | | | | | |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| TOTAL PROPERTY TAXES | \$1,695.9 | \$3,560.8 | \$3,604.7 | \$3,650.1 | \$3,697.1 | \$3,745.6 | \$19,954.2 |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|

| | | | | | | | |
|----------------------------------|---------|---------|---------|---------|---------|---------|-----------|
| MIAMI-DADE PROPERTY TAXES | \$434.2 | \$911.8 | \$923.0 | \$934.6 | \$946.7 | \$959.1 | \$5,109.4 |
|----------------------------------|---------|---------|---------|---------|---------|---------|-----------|

SALES TAXES (\$1,000)

| | | | | | | | |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| Available income | \$5,771.0 | \$6,687.1 | \$7,653.0 | \$7,882.6 | \$8,119.1 | \$8,362.6 | \$44,475.3 |
| Less Federal Income Tax | \$4,616.8 | \$5,349.7 | \$6,122.4 | \$6,306.1 | \$6,495.3 | \$6,690.1 | \$35,580.3 |
| Less Hous, Ins, Prop Tax | \$3,462.6 | \$4,012.3 | \$4,591.8 | \$4,729.6 | \$4,871.4 | \$5,017.6 | \$26,685.2 |
| Less Savings, Life Insur. | \$3,116.3 | \$3,611.0 | \$4,132.6 | \$4,256.6 | \$4,384.3 | \$4,515.8 | \$24,016.7 |
| Less Food, Drugs, Other Non-Tax | \$2,337.2 | \$2,708.3 | \$3,099.5 | \$3,192.4 | \$3,288.2 | \$3,386.9 | \$18,012.5 |

| | | | | | | | |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| Avail. Income For Sales Tax | \$2,337.2 | \$2,708.3 | \$3,099.5 | \$3,192.4 | \$3,288.2 | \$3,386.9 | \$18,012.5 |
| State Sales Tax Realized | \$140.2 | \$162.5 | \$186.0 | \$191.5 | \$197.3 | \$203.2 | \$1,080.8 |
| Local Sales Tax Realized | \$2.8 | \$3.2 | \$3.7 | \$3.8 | \$3.9 | \$4.1 | \$21.6 |

| | | | | | | | |
|---|---------|---------|---------|---------|---------|---------|-----------|
| <u>TOTAL SALES TAXES (\$1,000)</u> | \$143.0 | \$165.7 | \$189.7 | \$195.4 | \$201.2 | \$207.3 | \$1,102.4 |
|---|---------|---------|---------|---------|---------|---------|-----------|

TOTAL MIAMI-DADE PROPERTY & SALES TAXES (\$1,000)

| | | | | | | |
|---------|---------|---------|---------|---------|---------|-----------|
| \$437.1 | \$915.0 | \$926.7 | \$938.5 | \$950.6 | \$963.1 | \$5,131.0 |
|---------|---------|---------|---------|---------|---------|-----------|

TOTAL PROPERTY & SALES TAXES (\$1,000)

| | | | | | | |
|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| \$1,839.0 | \$3,726.6 | \$3,794.4 | \$3,845.5 | \$3,898.4 | \$3,952.9 | \$21,056.6 |
|-----------|-----------|-----------|-----------|-----------|-----------|------------|

Tax Revenue by Government Entity
2011 - 2016
Project XYZ (10-00065)

| Year | Value of Real Property \$104,000,000 1.015 | Total 0.018894 | County General 0.0048379 | County Debt 0.000285 | School 0.007995 | State 0.0006585 | Other Districts 0.0051176 | City 0.0000 |
|---------------------------------|--|-------------------|-----------------------------|-------------------------|-----------------------|---------------------|------------------------------|----------------|
| 2011 | \$84,864,000.00 | \$1,603,420.42 | \$410,563.55 | \$24,186.24 | \$678,487.68 | \$55,882.94 | \$434,300.01 | \$0.00 |
| 2012 | \$184,056,960.00 | \$3,477,572.20 | \$890,449.17 | \$52,456.23 | \$1,471,535.40 | \$121,201.51 | \$941,929.90 | \$0.00 |
| 2013 | \$186,817,814.40 | \$3,529,735.79 | \$903,805.90 | \$53,243.08 | \$1,493,608.43 | \$123,019.53 | \$956,058.85 | \$0.00 |
| 2014 | \$189,620,081.62 | \$3,582,681.82 | \$917,362.99 | \$54,041.72 | \$1,516,012.55 | \$124,864.82 | \$970,399.73 | \$0.00 |
| 2015 | \$192,464,382.84 | \$3,636,422.05 | \$931,123.44 | \$54,852.35 | \$1,538,752.74 | \$126,737.80 | \$984,955.73 | \$0.00 |
| 2016 | \$195,351,348.58 | \$3,690,968.38 | \$945,090.29 | \$55,675.13 | \$1,561,834.03 | \$128,638.86 | \$999,730.06 | \$0.00 |
| Total 6 Year Tax Revenue | | | \$4,998,395.34 | \$294,454.76 | \$8,260,230.83 | \$680,345.47 | \$5,287,374.27 | \$0.00 |

Tax Revenue by Government Entity

2011 - 2016

Project XYZ (10-00065)

| Year | Investment/Depreciation \$6,000,000 0.9 | Total 0.018894 | County General 0.0048379 | County Debt 0.000285 | School 0.007995 | State 0.0006585 | Other Districts 0.0051176 | City 0.0000 |
|---------------------------------|---|-------------------|-----------------------------|-------------------------|---------------------|--------------------|------------------------------|----------------|
| 2011 | \$4,896,000.00 | \$92,505.02 | \$23,686.36 | \$1,395.36 | \$39,143.52 | \$3,224.02 | \$25,055.77 | \$0.00 |
| 2012 | \$4,406,400.00 | \$83,254.52 | \$21,317.72 | \$1,255.82 | \$35,229.17 | \$2,901.61 | \$22,550.19 | \$0.00 |
| 2013 | \$3,965,760.00 | \$74,929.07 | \$19,185.95 | \$1,130.24 | \$31,706.25 | \$2,611.45 | \$20,295.17 | \$0.00 |
| 2014 | \$3,569,184.00 | \$67,436.16 | \$17,267.36 | \$1,017.22 | \$28,535.63 | \$2,350.31 | \$18,265.66 | \$0.00 |
| 2015 | \$3,212,265.60 | \$60,692.55 | \$15,540.62 | \$915.50 | \$25,682.06 | \$2,115.28 | \$16,439.09 | \$0.00 |
| 2016 | \$2,891,039.04 | \$54,623.29 | \$13,986.56 | \$823.95 | \$23,113.86 | \$1,903.75 | \$14,795.18 | \$0.00 |
| Total 6 Year Tax Revenue | | | \$110,984.56 | \$6,538.08 | \$183,410.49 | \$15,106.42 | \$117,401.06 | \$0.00 |

2

SIX YEAR PROJECTION
2011 - 2016
Project XYZ (10-00065)

| Year | Realty + Equipment \$110,000,000 | Total 0.018894 | County General 0.0048379 | County Debt 0.000285 | School 0.007995 | State 0.0006585 | Other Districts 0.0051176 | City 0.0000 |
|---------------------------------|-------------------------------------|-------------------|-----------------------------|-------------------------|-----------------------|---------------------|------------------------------|----------------|
| 2011 | \$89,760,000.00 | \$1,695,925.44 | \$434,249.90 | \$25,581.60 | \$717,631.20 | \$59,106.96 | \$459,355.78 | \$0.00 |
| 2012 | \$188,463,360.00 | \$3,560,826.72 | \$911,766.89 | \$53,712.06 | \$1,506,764.56 | \$124,103.12 | \$964,480.09 | \$0.00 |
| 2013 | \$190,783,574.40 | \$3,604,664.85 | \$922,991.85 | \$54,373.32 | \$1,525,314.68 | \$125,630.98 | \$976,354.02 | \$0.00 |
| 2014 | \$193,189,265.62 | \$3,650,117.98 | \$934,630.35 | \$55,058.94 | \$1,544,548.18 | \$127,215.13 | \$988,665.39 | \$0.00 |
| 2015 | \$195,676,648.44 | \$3,697,114.60 | \$946,664.06 | \$55,767.84 | \$1,564,434.80 | \$128,853.07 | \$1,001,394.82 | \$0.00 |
| 2016 | \$198,242,387.62 | \$3,745,591.67 | \$959,076.85 | \$56,499.08 | \$1,584,947.89 | \$130,542.61 | \$1,014,525.24 | \$0.00 |
| Total 6 Year Tax Revenue | | | \$5,109,379.90 | \$300,992.84 | \$8,443,641.31 | \$695,451.88 | \$5,404,775.33 | \$0.00 |

22

QTI-TJIF Combined Miami-Dade County Incentive Breakdown

Project XYZ (10-00065)

6-Year Study

| | |
|--|-------------|
| Total Incremental Taxes Generated for General Fund | \$5,130,995 |
| QTI Incentive Amount (County's 20% portion) | \$180,000 |
| TJIF Incentive Amount (100% County funded) | \$3,929,119 |
| Total Incentive Amount (QTI + TJIF) | \$4,109,119 |
| Net Revenue Amount to Miami-Dade County | \$1,021,876 |

Benefit Cost Ratio

1.2

GENERAL PROJECT OVERVIEW

Confidential Project #10-00065

Name of Business

Project XYZ

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:



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

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: N/A

Street Address
- _____
City *State* *Zip Code*
- C. Name of Parent Company: _____
- D. Primary Business Unit Contact: _____
Title: _____
Mailing Address: _____
Street Address
- Miami FL
City *State* *Zip Code*
- Telephone: _____ Fax: _____
Email: _____ Website: _____
- E. Business Unit's Federal Employer Identification Number: Application in progress
- F. Business Unit's Unemployment Compensation Number: Application in progress
- G. Business Unit's Florida Sales Tax Registration Number: Application in progress
- 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): Jan 1 to Dec 31

2. PROJECT OVERVIEW

- A. Which of the following best describes this business unit¹:
 New business unit to Florida
 Existing Florida business creating and / or retaining jobs^{2,3}
_____ If an expansion, how many jobs are currently in the expanding business unit?
- B. How many individuals are employed at all Florida locations? 0
- C. Are any jobs being transferred from other Florida locations⁴?
Yes No If yes, how many jobs and from where? _____
Why are these jobs moving and why is it justified in light of the statutory language governing the applicable incentive program(s)? _____

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.

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.

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

The Trade Center will be custom designed and dedicated to facilitate market penetration strategies by Asian Companies into North and South America and the Caribbean. The facility will be comprised of permanent office spaces, distribution warehouse facilities and a trade center that will host dozens of International Trade Shows each year. Two key partners will be heading the operation. Personnel serving the facility will perform management and maintenance duties for the facility, as well as provide business development services for the trade shows that are targeted to international buyers.

E. What is the project's Targeted Industry(ies)⁵: Wholesale International Trade

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

| Business Unit Activities | NAICS Code | Project Function (total = 100%) | Annualized Wage \$(000) |
|--------------------------|------------|------------------------------------|----------------------------|
| Management, | 551114 | 27% | \$1,500 |
| Business Development | 551114 | 54% | \$3,084 |
| Maintenance | 551114 | 19% | \$1,048 |

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

Both possible locations are located within an Enterprise Zone.

Street Address

City *State* *Zip Code*

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

N/A

Street Address

City *State* *Zip Code*

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.

Is the project location in an Enterprise Zone?

Yes No If yes, which zone? CENTRAL

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

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.

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):

90% Explain, if necessary: International Buyers from Latin America and Caribbean to purchase products for sale in their home markets.

3. JOB AND WAGE OVERVIEW

- A. How many jobs⁶ are expected to be created as part of this project?** 150
- 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.) \$38,473
- D. What is the annualized average value of benefits associated with each new job created as part of this project?** \$11,542
- E. What benefits are included in this value?** (health insurance, 401(k) contributions, vacation and sick leave, etc.)
Health insurance, vacation, sick leave, 401k

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):
Purchase and remodeling of existing facility, purchase of permanent/removable show booths, purchase of office furniture/equipment, IT equipment, upgrade of electrical and A/C, purchase of mechanical equipment, ex: fork lifts
- 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 | \$60,000,000 | \$ | \$ |
| Construction / Renovations | \$104,000,000 | \$120,000,000 | \$ |

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

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.

| | | | |
|--|----------------------|----------------------|-----------|
| Manufacturing Equipment | \$ | \$ | \$ |
| R&D Equipment | \$ | \$ | \$ |
| Other Equipment (computer equipment, office furniture, etc.) | \$6,000,000 | \$ | \$ |
| Total Capital Investment | \$170,000,000 | \$120,000,000 | \$ |

- D. What is the estimated square footage of the new or expanded facility? 1st.yr 1,450,000 2nd yr. an additional 1,000,000
- E. When is the final location decision anticipated (date)? March/April 2010
- F. What is the anticipated date construction will begin? Q1 2011
- G. What is the anticipated date operations will commence? Q1 2012

5. COMPETITIVE LANDSCAPE

- A. What role will the incentive(s) play in the business unit's decision to locate, expand, or remain in Florida?
Final decision will be based on the amount of incentives provided.
- B. What other cities, states, or countries are being considered for this project?
Panama and Brazil
- C. What advantages or incentives offered by these locations do you consider important in your decision?
One of the principal investors has made several due diligence trips to the other possible locations and has met with top local officials. The competing locations are offering extremely attractive incentives, which include land and buildings at an extremely low cost, above and beyond the lower operating costs of the locations.
- D. Indicate any additional internal or external competitive issues impacting this project's location decision?
N/A

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. Initially this project will create 150 new permanent jobs in the County. During the construction and refurbishment phase the contractor will have active employment of numerous sub contractors. Within 2 years, when the construction phase of the project is completed, we anticipate up to 3,000 secondary jobs created by 500 condo owners (minimum of 6 employees /company). Further, the international trade shows scheduled for the facility will have a tremendous positive impact on the local hospitality industry. Each Trade Show will bring an average of 10-12,000 buyers to Dade County from North, Central, South America and the Caribbean, resulting in an estimated 363,000 visitor nights by year 6 and over \$335 million generated locally over a 6-year period as a result of total visitor expenditures.
- 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.

One of the partners is a well-respected member of the community, who, through his companies, has created a substantial physical footprint both in Miami-Dade County and globally. The group that will facilitate bringing the manufacturing companies is a publicly traded company and is experienced in managing Trade Shows

- C. 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.

None

- D. 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.
-

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:

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

Signature

Signature (Authorized Company Officer)
REQUIRED

Name

Name

Title

Title

Company

Company

Address, if different than mailing address

Address, if different than mailing address

Phone Number

Phone Number

Fax Number

Fax Number

Email Address

Email Address

Date

Date

Name of contact person, if different than above

Phone Number

Address

Email Address

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.

Confidential Project #10-00065

"Project XYZ"

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 Resolution¹ 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 unit²? 150

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 | 120 | 12/31/2012 |
| II | 15 | 12/31/2013 |
| III | 15 | 12/31/2014 |
| Total | 150 | |

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).

- \$38,473, which is at least 115% of the average wage in Company is locating in an Enterprise Zone, thus wage requirement may be waived.
- \$_____, which is at least 150% of the average wage in _____.
- \$_____, 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 support³:

Miami-Dade County and possible support from a local municipality

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

1st Quarter of 2010

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

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.

3. SIGNATURES

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.

Quick Action Closing Fund Attachment to the General Project Overview

Confidential Project #10-00065 "Project XYZ"

Name of Business

| FOR EFI USE ONLY | | |
|------------------|--------------|----------------|
| Date Received | Date Revised | Date Completed |

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 attach the General Project Overview

1. PROJECT OVERVIEW

- A. Site location decision date: 1st quarter of 2010
- B. What is the total number of net new full-time equivalent Florida jobs to be created and/or retained by the project at the business unit? Jobs Created: 150
Jobs Retained: 0

C. Provide the job creation schedule to which you commit: (Please limit job creation to no less than ten jobs in the first year and the phases to a maximum of three consecutive years unless extraordinary circumstances warrant consideration of additional phases).

| Phase | Number of net new full-time equivalent Florida jobs | | Date by which jobs will be implemented |
|--------------|---|------------|--|
| | Created | Retained | |
| I | 120 | 120 | 12/31/2012 |
| II | 15 | 15 | 12/31/2013 |
| III | 15 | 15 | 12/31/2014 |
| Total | 150 | 150 | |

- D. For the purposes of certification, agreement, and claim review, indicate the average wage to which you commit: \$38,473

2. PROJECT NEEDS AND IMPACTS

- A. Provide a quantitative measure of Florida's competitive disadvantage and identify the major source(s) of that disadvantage:
 One of the principal investors has made several due diligence trips to the other possible locations and has met with top local officials. The competing locations are offering extremely attractive incentives, which include land and buildings at an extremely low cost, above and beyond the lower operating costs of the locations.
- B. Indicate the type and amount of financial or other support to be provided by the local community for this project:
 Miami-Dade Targeted Job Incentive Fund and possible local municipality contributions.
- C. Specify the project needs that will be satisfied by the requested funds:
 The requested funds would reduce the cost of operations to make Miami-Dade a more competitive alternate location to Panama or Brazil.

Quick Action Closing Fund Attachment to the General Project Overview

D. Identify special impacts the facility is expected to stimulate in a particular business sector, the state or regional economy, and in state universities and community colleges:

Initially this project will create 150 new permanent jobs in the County. During the construction and refurbishment phase the contractor will have active employment of numerous sub contractors. Within 2 years, when the construction phase of the project is completed, we anticipate up to 3,000 subsequent jobs created by 500 condo owners (minimum of 6 employees /company). Further, the international trade shows scheduled for the facility will have a tremendous positive impact on the local hospitality industry. Each Trade Show will bring an average of 10-12,000 buyers to Miami-Dade County from North, Central, South America and the Caribbean, resulting in an estimated 363,000 visitor nights by year 6 and over \$335 million generated locally over a 6-year period as a result of total visitor expenditures.

3. SIGNATURES

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 QUICK ACTION CLOSING FUND PROGRAM INFORMATION

- The Quick Action Closing Fund is a grant paid to a business upon achievement of pre-defined "payment criteria". Enterprise Florida will work with the company and OTTED to determine appropriate payment criteria for this project.
- Enterprise Florida will also work with the company and OTTED to determine "performance criteria", which are criteria that must be met in order for the company to retain the funds. If the performance criteria are not met, penalty sanctions may be imposed that include repayment of a portion or the entire Closing Fund award, with interest.
- Projects eligible for receipt of funds from the Quick Action Closing Fund shall:
 - A. Be in an industry as referenced in s. 288.106 [Qualified Target Industry].
 - B. Have a positive payback ratio of at least 5 to 1.
 - C. Be an inducement to the project's location or expansion in the state.
 - D. Pay an average annual wage of at least 125 percent of the areawide or statewide private sector average wage.
 - E. Be supported by the local community in which the project is to be located.
- Quick Action Closing Fund: Section 288.1088, Florida Statutes