

MEMORANDUM

Agenda Item No. 8(M) (6)

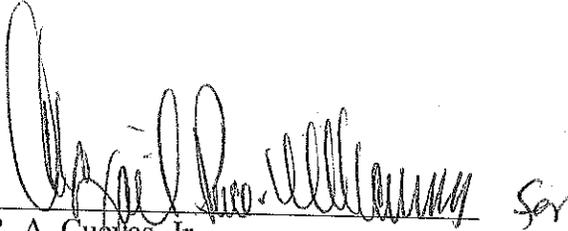
TO: Honorable Chairwoman Rebeca Sosa
and Members, Board of County Commissioners

DATE: October 7, 2014

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

SUBJECT: Resolution waiving
Administrative Rules for
Economic Development Fund
Project 320 of Building Better
Communities General Obligation
Bond Program and approving
allocation of \$200,000.00 from
Project 320 to St. James
Smokehouse to
fund certain economic
development projects
Resolution No. R-904-14

The accompanying resolution was prepared by the Regulatory and Economic Resources Department and placed on the agenda at the request of Prime Sponsor Commissioner Jean Monestime.


R. A. Cuevas, Jr.
County Attorney

RAC/cp

Date: October 7, 2014

To: Honorable Chairwoman Rebeca Sosa
and Members, Board of County Commissioners

From: Carlos A. Gimenez
Mayor 

Subject: Allocation of Economic Development in the Targeted Urban Areas Fund Project 320 to St. James Smokehouse

Recommendation

It is recommended that the Board of County Commissioners (Board) approve the attached resolution allocating \$200,000.00 of funding from the Building Better Communities General Obligation Bond (BBC GOB) Program, Economic Development in the Targeted Urban Areas Fund Project 320 to the St. James Smokehouse project. The resolution directs the Mayor or Mayor's designee to begin negotiating the terms of a grant agreement that will be presented to the Board for approval at a future date.

Scope

The proposed project is located at 5850 NW 32 Avenue in Commission District 2 (Commissioner Jean Monestime). While the economic impact of this project primarily benefits the Empowerment Zone, additional benefits are expected countywide.

Fiscal Impact/Funding Source

There will be no fiscal impact to the County with the approval of this item which simply sets a potential allocation for the recommended project and establishes the directive to begin negotiations on grant agreements that come before the Board for final approval.

Track Record/Monitor

Deputy Director of Regulatory and Economic Resources Josh Gelfman will monitor the creation and retention of new jobs, average salaries, private investment and any other performance measures as agreed in the respective grant agreements which would be approved by the Board.

Background

In November 2004, Miami-Dade County voters approved the issuance of \$352.182 million in general obligation bonds to, among other things, construct and improve bridges, public infrastructure, and neighborhood improvements as part of the BBC GOB Program. A total of \$15 million was allocated towards the Economic Development in the Targeted Urban Areas Fund Project 320. The Administrative Rules for the BBC GOB Program that govern Fund Project 320 were adopted by the Board under Resolution No. R-668-10 on June 15, 2010.

Funding from grant awards under Project 320 must be used for public infrastructure to spur economic development and attract new businesses to the community. Public infrastructure includes road improvements, water and sewer networks, public parking structures, public facilities and other improvements subject to certain limitations and evaluated on a case-by-case basis. Ineligible uses of the grant awards from Project 320 include, but are not limited to, working capital, furniture and fixtures, business equipment, and non-capital related expenses.

Staff conducted evaluations of proposed projects taking into consideration the requirements and objectives of the Administrative Rules, the language in the BBC GOB bond question approved by the voters in 2004 and the information submitted on the BBC GOB application.

The grant awards are disbursed as reimbursements of eligible expenditures paid by the grantees and approved by the Mayor or the Mayor's designee in accordance with established administrative and IRS rules governing the tax-exempt status of the General Obligation Bond Program. The disbursement of grant funds is also contingent upon the developer meeting performance measures for job creation, private investment, average salaries and other measures specified in the respective grant agreements. In the event that IRS rules require grant funds to be disbursed before performance milestones can be met, a clawback provision will be included in the grant agreement that allows the County to recover part or all of the grant funds disbursed when performance milestones are not achieved.

St. James Smokehouse was established in 2003 as a fish processing business in Scotland and has marketing and sales offices in Miami-Dade. The company is considering renovating and expanding an existing building in the Empowerment Zone Targeted Urban Area, which is also part of Miami-Dade's Enterprise Zone. St. James Smokehouse plans on hiring 87 new production workers and managers with an average salary of \$36,000, and making a \$2,600,000 private investment, adding to the tax base. The required labor skill levels for most positions are available within the working age population of the Empowerment Zone. We expect this project will bring well-paying jobs to the Empowerment Zone and are recommending an allocation of \$200,000 as requested by the firm to address issues with sewers, road improvements and resurfacing of public parking.

St. James Smokehouse is one of two projects being recommended in the Empowerment Zone Targeted Urban Area for a total recommended allocation of \$3,200,000 to this specific Targeted Urban Area. The administrative rules limit grants from Project 320 to a maximum of \$3,000,000 in any single Targeted Urban Area. It is recommended that the Board waive the administrative rule with respect to the Empowerment Zone Targeted Urban Area to allow for the allocation to the St. James Smokehouse project.

Prior to entering into a grant agreement, a final determination as to the project's qualification to receive the funds will be made. The grant agreement must be approved by the Board. If an agreement for the St. James Smokehouse project cannot be finalized, the funding may be reallocated by the Board. If the allocation to the St. James Smokehouse project is greater than the amount of eligible public infrastructure expenditures needed, the difference will be available for reallocation by the Board.



Jack Osterholt, Deputy Mayor



MEMORANDUM
(Revised)

TO: Honorable Chairwoman Rebeca Sosa
and Members, Board of County Commissioners

DATE: October 7, 2014

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

SUBJECT: Agenda Item No. 8(M)(6)

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 Mayor'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(M)(6)
10-7-14

RESOLUTION NO. R-904-14

RESOLUTION WAIVING ADMINISTRATIVE RULES FOR ECONOMIC DEVELOPMENT FUND PROJECT 320 OF BUILDING BETTER COMMUNITIES GENERAL OBLIGATION BOND PROGRAM AND APPROVING ALLOCATION OF \$200,000.00 FROM PROJECT 320 TO ST. JAMES SMOKEHOUSE TO FUND CERTAIN ECONOMIC DEVELOPMENT PROJECTS

WHEREAS, Appendix A to Resolution No. R-914-04 (the “Public Infrastructure Resolution”), lists projects eligible for funding from the Building Better Communities General Obligation Bond Program by project number, municipal project location, commission district, project description, street address, and project funding allocation; and

WHEREAS, one of the projects listed in Appendix A to the Public Infrastructure Resolution and approved by the voters for funding is Project No. 320 – Economic Development Fund (“Project 320”) with a project description that states “Provide infrastructure improvements to spur economic development and attract new businesses to the community and to create jobs”; and

WHEREAS, the goal of Project 320 is to encourage private sector development that will create jobs and cause economic development which will have long term benefits to the community; and

WHEREAS, this Board wishes to approve an allocation of \$200,000.00 from Project 320 to St. James Smokehouse as recommended by the Mayor upon certain employment and salary benchmarks being met at different intervals, among other requirements, as described in the County Mayor’s Memorandum which accompanies this Resolution (“Mayor’s Memorandum”); and

WHEREAS, the individual Grant Agreement between the County and St. James Smokehouse which incorporates such conditions shall be submitted to the Board for approval in the future; and

WHEREAS, this Board wishes to waive the requirement that Project 320 allocations be made to projects with a maximum value of \$3,000,000.00 per Targeted Urban Area set forth in the administrative rules of the Building Better Communities General Obligation Bond Program (“Administrative Rules”),

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that:

Section 1. The foregoing recitals and the Mayor’s Memorandum are approved and incorporated in this Resolution.

Section 2. The requirement in the Administrative Rules that each Project 320 allocation be a maximum of \$3,000,000.00 per Targeted Urban Area is waived and the allocation of \$200,000.00 from Project 320 to St. James Smokehouse is approved.

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

	Rebeca Sosa, Chairwoman	aye
	Lynda Bell, Vice Chair	aye
Bruno A. Barreiro	aye	Estéban L. Bovo, Jr.
Jose "Pepe" Diaz	absent	Audrey M. Edmonson
Sally A. Heyman	aye	Barbara J. Jordan
Jean Monestime	aye	Dennis C. Moss
Sen. Javier D. Souto	aye	Xavier L. Suarez
Juan C. Zapata	absent	aye

The Chairperson thereupon declared the resolution duly passed and adopted this 7th day of October, 2014. 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: **Christopher Agrippa**
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.

A handwritten signature in black ink, appearing to read "G. Heffernan", is written over a horizontal line.

Gerald T. Heffernan

Economic Development Fund
Building Better Communities
General Obligation Bond Program

EDF General Project Overview

Salmon Smokehouse Manufacturing Operation

Project Title

St. James Smokehouse

Name of Business

January 23, 2014

Date Submitted

After review of this *Project Overview* the Office of Economic Development and International Trade may request additional information including a business plan containing a market assessment, financial proformas, and development site plans. The submission of this project overview does not guarantee funding.

Jack Osterholt, Director
Regulatory and Economic Resources Department
STEPHEN P. CLARK CENTER, 111 N.W. 1st STREET, SUITE 1900
MIAMI, FLORIDA 33128
Telephone (305) 375-1254 Fax (305) 679-7895
www.miamidade.gov/oedit



ECONOMIC DEVELOPMENT, GENERAL PROJECT OVERVIEW



1. BUSINESS INFORMATION

A. Name of Business Unit: St. James Smokehouse

B. Mailing Address: Station Rd, Annan
Street Address
Dumfries & Galloway DG12 6BA, Scotland
City State Zip Code

C. Primary Contact Person of Parent Company (if applicable):
Brendan James Maher

D. Title: President
 Mailing Address: 3109 Grand Avenue Suite 216
Street Address
Miami, Florida 33133
City State Zip Code
 Telephone: 305-461-0231 Fax: 305-402-4666
 Email: _____ Website: www.stjamessmokehouse.com
51-1150363

E. Federal Employer Identification Number: _____

F. Unemployment Compensation Number: _____

G. Florida Sales Tax Registration Number: _____

H. What is the business's tax year? (ex: Jan 1 to Dec 31): Jan 1 to Dec 31

I. Is this business an active and duly registered for-profit Florida corporation?
 Yes No If no, please explain: _____

Indicate ownership status: (Note: Responding to this question is voluntary and not required. The County does not use this information as a factor in determining the award of County funds or contracts.) Check all that apply.
 Minority Owned Business Woman Owned Business Privately Owned Business
 Publicly Owned Business None

Is this business an active and duly registered not-for-profit 501(C)(3) Florida corporation?
 Yes No

J. Will the business requesting grant funds own or lease the property where the project will be located?
 Own Lease (Note: Provide a copy of the deed showing ownership or a copy of the lease.)

K. If the business will own the property, is or will the property be encumbered by any mortgage and if so provide the balance of the mortgage(s). YES - \$1.3 Million

2. PROJECT OVERVIEW

A. Which of the following best describes this business¹:
 New business unit to Miami-Dade County creating jobs.
 Existing Miami-Dade County business creating/expanding jobs in Miami-Dade.
 (If an expansion, how many jobs are currently in the expanding business unit?) 3
 Developer building new construction for business _____ (name of the company) that will be creating _____ jobs.

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.

ECONOMIC DEVELOPMENT, GENERAL PROJECT OVERVIEW



B. How many individuals are employed at all Florida locations? (FTE²)

3

C. Are any jobs being transferred from other Florida locations? _____

Yes No If yes, how many jobs and from where? 3 from the existing sales operations in Miami

Why are these jobs being transferred? We will be consolidation the staff into the one location.

D. Project Location Information:

(i) What is the project's proposed location address:

5850 NW 32 Avenue
Street Address
Miami, Florida 33142
City State Zip Code

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

N/A
Street Address
City State Zip Code

(iii) 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.

(iv) Is the project location in an Enterprise Zone, Empowerment Zone or a Targeted Urban Area as defined in Section 30A-129(2) of the Miami-Dade County, FL Code of Ordinances?

Yes No If yes, which zone? Central TUA and Enterprise Zone

E. Give a full description of this proposed project. (Not to exceed 500 words. Be specific.)

See attachments

F. Explain how this proposed project will spur economic development, attract new businesses to Miami-Dade County and create jobs.

See Attachments

G. Provide a complete project line item budget, including estimated cost, sources and uses of funds, a detailed description of project elements, and the portion of the project proposing to utilize Economic Development Fund grants. (EDF grants can only be used for public infrastructure.) See attachments

H. What proportion of gross operating revenues from this project are anticipated to represent sales to customers located outside of Miami-Dade County? (If sales are not a reasonable measure, use another basis for measure and provide explanation below.)

90% Explain, if necessary: _____

² An FTE or "full-time equivalent" job implies at least 35 hours of paid work per week per employment position.



3. JOB AND WAGE OVERVIEW

A. How many new FTE jobs are to be created as part of this project? What are the initial average wage and benefits?

Occupation	Avg. Wage	Avg. Benefits	Year 2014	Year 2015	Year 2016	Year 2017	Year 2018	Year 2019
Prof, Scientist	\$	\$						
Research Tech.								
Senior Mgmt	\$48/hr	\$2.10/hr	1	1	1	2	2	
Admin. Support	\$10/hr	\$1.50/hr	3	3	4	5	5	
Production Wrkrs	\$15/hr	\$1.85/hr	20	30	45	55	70	
Other Supervisor Sales	\$29/hr	\$2.10/hr	6	7	8	9	10	

Jobs created, continued

Occupation	Year 2014	Year 2015	Year 2016	Year 2017	Year 2018	Year 2019	Year 2020	Year 2021	Year 2022
Prof, Scientist									
Research Tech.									
Senior Mgmt									
Admin. Support									
Production Wrkrs									
Other									

B. What employee benefits are included above? (e.g. health insurance, 401(k) contributions, vacation and sick leave, etc.) We expect to provide employees with a health insurance subsidy.

C. If this is an existing business located in Miami-Dade, then how many jobs are expected to be retained as part of this project? (Jobs in jeopardy of leaving Miami-Dade should only be included here.) N/A (Note: EDF grants cannot be used solely for the purpose of retaining existing jobs.)

D. What is the business' principal industry classification code? (Use North American Industry Classification System - NAICS.): 311710

If more than one NAICS code applies, then provide a breakdown of the project's primary business activities:

Business Unit Activities	NAICS Code	% of Project Revenues (total = 100%)	Annualized Wages Total (\$)
		%	\$
		%	\$
		%	\$

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 but include architect, engineering and design costs).

ECONOMIC DEVELOPMENT, GENERAL PROJECT OVERVIEW



B. List the anticipated amount (thousands of dollars) 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 five years)

	Year 2013	Year 2014	Year ____	Year ____	Year ____
Land	\$ 1.450M	\$	\$	\$	\$
New Construction (excl. public infrastructure)	\$	\$	\$	\$	\$
Building Renovations	\$	\$ 1.820M	\$	\$	\$
Manufacturing Equipment	\$	\$ 820K	\$	\$	\$
R & D Equipment	\$	\$	\$	\$	\$
Other Equipment (computer equipment, office furniture, etc)	\$	\$ 65K	\$	\$	\$
Total Capital Investment	\$1.450M	\$ 2.705M	\$	\$	\$

- C. What is the estimated square footage of the new or expanded facility? 32,227 sqft
- D. What is the deadline to make the location decision (date)? Completed
- E. What is the anticipated date that construction will begin? 03/15/2014
- F. What is the anticipated construction completion date? 06/30/2014
(If this project is being built in phases, then provide a commencement and completion date for each phase.)
- G. What is the anticipated date that operations will commence? 07/01/2014
- H. Submit documentation demonstrating financial capacity and financial commitments using other non-County sources to complete the project. see attachments

5. PUBLIC INFRASTRUCTURE NEEDS

- A. Describe the type of public infrastructure investment needed. See attached sheet
- B. What is the total anticipated cost of public infrastructure needed for this project? \$ \$110,000
- C. EDF grants will be disbursed only after the public infrastructure investments are complete and negotiated performance benchmarks are met. Describe the business's capacity to finance the public infrastructure costs. See attached sheets

6. ECONOMIC IMPACT AND CORPORATE RESPONSIBILITY

- A. Provide a brief synopsis of any special economic impacts/benefits the project is expected to stimulate in the community, the County, and the rest of South Florida. See Attached Sheet
- B. Will business operations being supported with an Economic Development Fund grant establish a plan for maximizing the employment of persons with family incomes less than 80% of the County's median household income, or persons living in Census Block Groups where 50% of residents live in households with income less than 80% of the median? If yes, explain how that plan will be developed and implemented. See attached sheet
- C. Will the business operations be conducted in LEED certified (or equivalent energy efficiency rating system) buildings? If yes, at what level of certification
 Yes No See attachment for further explanation

ECONOMIC DEVELOPMENT, GENERAL PROJECT OVERVIEW



D. List and explain any criminal or civil fines or penalties or ongoing investigations or debarments that have been performed/imposed upon the company, its executives, its principals or its affiliates and any bankruptcy proceedings (within the past 10 years) of the applicant or its parent company. Do not leave this question blank. If there are no issues to be identified, write "NONE." Failure to disclose this information may result in this application being denied. See Attached Sheet

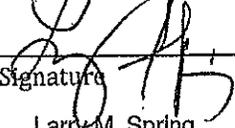
E. Is the company current with all its state, local and federal taxes? If no, please explain.

Yes No

F. Provide any additional information you wish considered as part of this review of your request for incentives or items that may provide supplementary background information on your project or company. See Attached Sheet

7. SIGNATURES

Application Completed By:

Signature 

 Larry M. Spring

Name

 Managing Director

Title

 Achievement Consulting Services

Company

14 NE 1st Avenue Suite 237 Miami, FL 33132
 Address, if different than mailing address

786-454-9886
 Phone number

305-384-7099
 Fax Number

Lspring@achievementconsultingservices.com
 Email Address

1/23/2014
 Date

 Name of contact person, if different than above

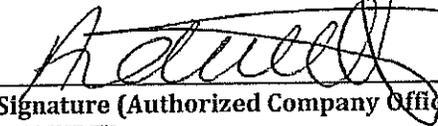
 Phone Number

 Address

 Address

 Email Address

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



 Signature (Authorized Company Officer)
REQUIRED

Andrew Potts
 Name

Operations Manager
 Title

St. James Smokehouse
 Company

same as mailing address
 Address, if different than mailing address

305-588-5708
 Phone number

 Fax Number

andrew@stjamessmokehouse.com
 Email Address

1/24/2014
 Date

St. James Additional Response – Refer to Section and Item references

SECTION 2 PROJECT OVERVIEW

Questions E and F

St James Smokehouse Miami Expansion

St. James Smokehouse was founded in 2003 by Brendan Maher and his wife Alexandria in Newton Stewart, Scotland to produce a unique and authentic Scottish Smoke Salmon product. The product was so well received, St. James quickly outgrew the Newton Stewart plant and relocated operations to Annan, Scotland with the assistance of a European government grant. The first expansion allowed them to expand the exports to North American which as of 2011 was receiving about 60% of their worldwide exported product and pushed gross annual sales to over \$25,000,000. The company has operated a sales operation here in Miami for a number of years and is ready to undertake the next phase of expansion, a US based filleting and smoking operating facility.

St. James acquired the site for the production facility in October 2013, which is located at 5850 NW 32 Avenue in unincorporated Miami-Dade County. The land investment (\$1,450,000) is of particular importance in analyzing the overall economic impact of this project in that the property was previously own by a charitable organization Feeding South Florida, Inc. and thus received a 100% property tax exemption. ***The land purchase as of the 2014 assessment will add approximately \$2.0 million annually back to the tax rolls.***

St. James plans an additional investment inclusive building renovations, filleting, smoking, and packaging equipment, new water and sewer infrastructure, and other FFE that will bring the total investment to around \$4.3 million. The renovation construction time table is approximately 90 -120 days but could extend depending on issues related to the water and sewer infrastructure needs.

The project will immediately create approximately 30 permanent new jobs ranging management to production laborers on day one of plant operations. The business plan projections show that number will grow to 80-90 jobs over the first five years of operations. St. James is committed to local hiring and is seeking to work with the South Florida Workforce to identify trained and unskilled local hires within the immediate area of County Commission District 2 and Miami-Dade County at large.

St. James will also be creating a new US based smoke salmon brand "Saint" which will blend Florida citrus woods with Scottish oak to create a new product that will not only be sold to the existing US client base but also be exported to their other existing and new worldwide clients in Europe, Australia, and Asia. The economic impact of this exporting opportunity has not been fully assessed however with 40% of total sales currently are being generated from the outside the US, the expectation is would could be in the range of \$8 to \$12 million annually at the end of three years.

G. Provide a complete project line item budget, including estimated cost, sources and uses of funds, a detailed description of project elements, and the portion of the project proposing to utilize Economic Development Fund grants. (EDF grants can only be used for public infrastructure.)

St. James Smoke House Miami Expansion	
Sources	
Cash	\$ 1,868,000
Debt Proceeds	2,287,000
EDF Grant	110,000
TOTAL SOURCES	\$ 4,265,000
Uses	
Land Acquisition	\$ 1,450,000
Buildout/Renovations	1,820,000
Manufacturing Equipment	820,000
Infrastructure	110,000
Other FFE	65,000
TOTAL USES	\$ 4,265,000

SECTION 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 but include architect, engineering and design costs).

Land

- Purchase land for \$1.450 million. The land investment is being included regarding economic impact due the fact that the property was previously tax exempt on the Miami-Dade County tax rolls.

Build out Renovation (excluding infrastructure)

- Office renovation \$700,000
- Warehouse renovation including insulated paneling, refrigeration, concrete work \$930,000
- Fire sprinkler system \$80,000
- Plumbing \$30,000
- Engineering/Consulting/Architect fees \$80,000

Manufacturing Equipment

- Smoker \$250,000
- 2 x Slicing Machines @ \$175,000 each
- 2 x Vacuum packers @ \$18,000 each
- Conveyor/Packing line carousel \$45,000

- Various Stainless steel tables, benches, smoking carts/trays, gravity conveyors, sinks \$90,000
- 2 x Carton strapping machines \$17,000 each
- Skinning machine \$15,000

Other FFE (furniture, computers, etc.)

- VOIP Phone system \$15,000
- CCTV system \$30,000
- Furniture Table/chairs \$20,000

SECTION 5 – PUBLIC INFRASTRUCTURE

A. Describe the type of public infrastructure investment needed.

Infrastructure Cost (water and sewer, road improvement, sidewalks, parking resurfacing)

- Forced Sewer connection \$90,000
- Curb, sidewalk, and parking resurfacing \$20,000
- Power upgrade – awaiting quote

B. What is the total anticipated cost of the public infrastructure needed for the project?

- \$110,000 currently still awaiting power upgrade quotes

C. Capacity to finance the public infrastructure costs.

See Attached Bank Letter

SECTION 6 – ECONOMIC IMPACT AND CORPORATE RESPONSIBILITY

A. Provide a brief synopsis of any special economic impacts/benefits the project is expected to stimulate in the community, the County, and the rest of South Florida.

The St. James Miami expansion provides a number of economic and branding opportunities.

- Immediate return of \$2.0 million to the tax rolls
- Full benefit of sales tax, personal and real property taxes
- Stimulation of the local economy by creating up to 90 new jobs, all paying over the County living wage, with a relatively small capital investment
- Beautification of the immediate area – see renderings in the next section
- Creation of a new US based export product
- Worldwide branding exposure of Miami as manufacturing locale for an awarding product

- B. Will business operations being supported with an Economic Development Fund grant establish a plan for maximizing the employment of persons with family incomes less than 80% of the County's median household income, or persons living in Census Block Groups where 50% of residents live in households with income less than 80% of the median? If yes, explain how that plan will be developed and implemented.**

Yes St. James has already initiated an engagement with the Beacon Council regarding the consideration of the Miami expansion. We plan to utilize and leverage their relationship with the South Florida Workforce to assist the Company identify local trained and unskilled labor to fill 70% of the jobs being created.

- C. Will the business operations be conducted in LEED certified (or equivalent energy efficiency rating system) buildings?**

Building renovation currently are not set for LEED certification however we are still reviewing the possibility. One important note is the citrus wood that will be used in the production process will be re-purposed (recycled) sources.

- D. List and explain any criminal or civil fines or penalties or ongoing investigations or debarments that have been performed/imposed upon the company, its executives, its principals or its affiliates and any bankruptcy proceedings (within the past 10 years) of the applicant or its parent company. Do not leave this question blank. If there are no issues to be identified, write "NONE." Failure to disclose this information may result in this application being denied**

St. James has none to report, however would like to disclose that a warning letter was issued by the FDA back in 2012 regarding some minor disclosure compliance on some of the shipped product during an inspection. The items were immediately address and subsequently the FDA issued a clear letter accepting the corrective action.

- E. Provide any additional information you wish considered as part of this review of your request for incentives or items that may provide supplementary background information on your project or company.**

St James is truly an award winning brand having received the following honors:

- 2011 Best New Chilled Food at Gulfood in Dubai
- Scotland Food & Drink 2011 Excellence Award for International Business of the Year & Scotland Business of the Year
- Scotland Food & Drink 2013 Excellence Award for Business of the Year & Export Business of the Year