

# MEMORANDUM

Agenda Item No. 14(A)(1)

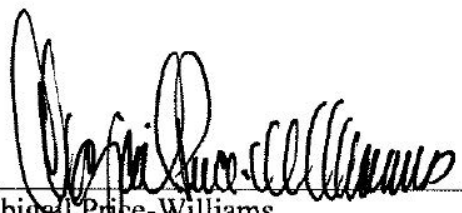
**TO:** Honorable Chairwoman Audrey M. Edmonson  
and Members, Board of County Commissioners

**DATE:** October 6, 2020

**FROM:** Abigail Price-Williams  
County Attorney

**SUBJECT:** Resolution approving Confidential Project Sunshine as A Targeted Jobs Incentive Fund Program business pursuant to Chapter 2, Article LXXXVI of the Code; confirming that the commitment of incentive awards for Confidential Project Sunshine exists; providing an appropriation of up to \$650,000.00 from Countywide General Fund revenues for Fiscal Years 2021-22 through 2030-31; authorizing the County Mayor to make non-substantive modifications or to modify the job creation and disbursement dates timeline, and to execute all contracts, agreements and amendments, and providing for an effective date


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

  
Abigail Price-Williams  
County Attorney

APW/uw

**Date:** October 6, 2020

**To:** Honorable Chairwoman Audrey M. Edmonson  
and Members, Board of County Commissioners

**From:** Carlos A. Gimenez  
Mayor 

**Subject:** Resolution Approving Targeted Jobs Incentive Fund Tax Refund for Confidential Project Sunshine

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## **Recommendation**

The Beacon Council, on behalf of Confidential Project Sunshine, has submitted an application for economic development incentives under the County's Targeted Jobs Incentive Fund (TJIF) Program as codified in, Article LXXXVI of the Miami-Dade County Code of Ordinances. It is recommended that the Board of County Commissioners (Board) approve the request for Confidential Project Sunshine to participate in the TJIF Program. It is also recommended that the Board make available \$650,000.00 in TJIF assistance from Countywide General Fund Revenues.

## **Scope**

Confidential Project Sunshine is a New York City-based financial services firm proposing to establish a regional headquarters office in Miami-Dade County. The proposed location is confidential at this time however, the company is looking for a facility in Commission District 5, which is represented by Commissioner Eileen Higgins. The company is committing to create 215 new full-time equivalent jobs (over four years), as defined in section 288.106, Florida Statutes. The jobs will have a positive Countywide impact through indirect employment and an economic multiplier effect.

## **Fiscal Impact/Funding Source**

Based on a total capital investment of \$25,000,000.00 as stated in the attached application, Confidential Project Sunshine is projected to generate \$910,303.00, over a ten-year period, in incremental property tax revenues to the Countywide General Fund. As a result, the business is eligible to receive \$650,000.00 in TJIF assistance, to be paid over a ten-year period. This amount includes the job creation bonus of \$150,000.00 to be disbursed in the 10<sup>th</sup> year of the award. For every 50 jobs created, an additional .015 percent of the total capital investment will be added to the surplus job bonus. The Beacon Council projects that the County will realize a positive fiscal impact of \$260,303.00 over the 10-year period of the TJIF award.

The actual disbursement of the TJIF Program award is contingent upon verifying creation of the new jobs and the capital investment appearing on the tax roll. The TJIF Program award may equal up to 2.140 percent of the total real property capital investment and 1.440 percent of the tangible personal property capital investment to remain in compliance with the TJIF Program. Disbursements of the TJIF Program award is capped to not exceed the amount of incremental Countywide General Fund revenues the County generates by the capital investment.

## **Track Record/Monitor**

The TJIF Program specifies that a Board approved TJIF Program project must create at least ten (10) new jobs, retain those jobs in accordance with the program's criteria, and make a significant capital investment to receive the incentive. Confidential Project Sunshine is promising to make a capital investment of \$25,000,000.00 and create 215 new jobs, over four years.

Upon the company's request for incentive payment, staff from the Research and Planning Section for the Department of Regulatory and Economic Resources will verify that it has met the required number of new jobs created, at the required wage rate and in accordance with the TJIF Program agreement. Staff will also confirm that the ad valorem and/or the tangible personal property taxes are sufficient to cover the TJIF Program payment.

**Background**

Confidential Project Sunshine is planning to construct and build out a 50,000 square feet regional technology headquarters office (North American Industry Classification System Code #5511). The company plans to commence construction in FY 2020. Alternative locations include: New York.

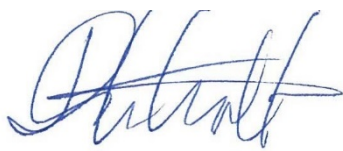
As a condition of the TJIF award, Confidential Project Sunshine agrees that the 215 new workers hired will have an average annual salary of \$200,000.00 (excluding benefits). Employee benefits associated with each newly created job will be \$30,000.00. The value of employee benefits is not a requirement of the TJIF Program.

The anticipated dates for job creation and incentive award disbursements are set forth in the resolution but are subject to change upon the approval of the County Mayor or the County Mayor's designee so long as they remain consistent with the TJIF Program.

In reference to Section 8.4 in the TJIF application regarding the company's criminal /civil litigation, the company reports that it "has and may be subject to civil legal proceedings in the ordinary course of its business."

The attached documents relating to the application of the incentive have been prepared by The Beacon Council and reviewed by the Department of Regulatory and Economic Resources.

Attachment

A handwritten signature in blue ink, appearing to read "J. Osterholt", is written over a horizontal line.

Jack Osterholt  
Deputy Mayor

<b>CONFIDENTIAL PROJECT SUNSHINE SUMMARY SHEET</b>	
<b>APPLICANT:</b>	Project Sunshine
<b>HEADQUARTERS LOCATION:</b>	Miami-Dade County
<b>PROPOSED LOCATION IN MIAMI-DADE COUNTY:</b>	District 5
<b>OTHER LOCATIONS UNDER CONSIDERATION:</b>	New York
<b>DATE OF QTI/TJIF APPLICATIONS:</b>	September 14, 2020
<b>OVERALL BUSINESS ACTIVITY/MISSION:</b>	Financial Services
<b>PROPOSED LOCAL BUSINESS ACTIVITY:</b>	Regional Headquarters
<b>PROPOSED CAPITAL INVESTMENT:</b>	\$25,000,000.00 (Not a condition of the award)
<b>TARGETED QTI/TJIF INDUSTRIES:</b>	Regional Headquarters
<b>PROPOSED LOCATION IN DESIGNATED PRIORITY AREA:</b>	No
<b>NEW BUSINESS OR EXPANDING BUSINESS:</b>	New
<b>TOTAL NUMBER OF DIRECT JOBS TO BE CREATED/RETAINED:</b>	215
<b>EFFORT IN HIRING RESIDENTS IN LOCAL AREA:</b>	Unknown
<b>ESTIMATED ANNUALIZED AVERAGE WAGES FOR NEW JOBS:</b>	\$200,00.00
<b>ANNUAL EMPLOYEE BENEFIT PACKAGE:</b>	\$30,000.00 (Not a condition of the incentive)
<b>NUMBER OF INDIRECT JOBS TO BE CREATED:</b>	TBD
<b>NUMBER OF YEARS TO CREATE NEW JOBS:</b>	4
<b>MAXIMUM INCENTIVE PER DIRECT JOB CREATED/RETAINED</b>	\$930.23
<b>MAXIMUM INCENTIVE AWARD APPLIED FOR:</b>	\$650,000.00
<b>PROJECTED INCREMENTAL COUNTY TAX REVENUE:</b>	\$910,303.00
<b>TYPE OF FUNDS REQUESTED IN APPLICATION:</b>	Countywide General Fund Revenues
<b>COMMENTS:</b> Information and data in this summary sheet provided The Beacon Council.	



# MEMORANDUM

(Revised)

**TO:** Honorable Chairwoman Audrey M. Edmonson  
and Members, Board of County Commissioners

**DATE:** October 6, 2020

**FROM:** Abigail Price-Williams  
County Attorney

**SUBJECT:** Agenda Item No. 14(A)(1)

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
- ☐ Statement of social equity 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 present \_\_\_\_, 2/3 membership \_\_\_\_, 3/5's \_\_\_\_, unanimous \_\_\_\_, CDMP 7 vote requirement per 2-116.1(3)(h) or (4)(c) \_\_\_\_, CDMP 2/3 vote requirement per 2-116.1(3)(h) or (4)(c) \_\_\_\_, or CDMP 9 vote requirement per 2-116.1(4)(c)(2) \_\_\_\_) 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. 14(A)(1)  
10-6-20

RESOLUTION NO. \_\_\_\_\_

RESOLUTION APPROVING CONFIDENTIAL PROJECT SUNSHINE AS A TARGETED JOBS INCENTIVE FUND PROGRAM BUSINESS PURSUANT TO CHAPTER 2, ARTICLE LXXXVI OF THE CODE OF MIAMI-DADE COUNTY, FLORIDA; CONFIRMING THAT THE COMMITMENT OF INCENTIVE AWARDS FOR CONFIDENTIAL PROJECT SUNSHINE EXISTS; PROVIDING AN APPROPRIATION OF UP TO \$650,000.00 FROM COUNTYWIDE GENERAL FUND REVENUES FOR FISCAL YEARS 2021-22 THROUGH 2030-31; AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO MAKE NON-SUBSTANTIVE MODIFICATIONS OR TO MODIFY THE JOB CREATION AND DISBURSEMENT DATES TIMELINE, AND TO 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 and Targeted Jobs Incentive Fund ("TJIF") Confidential Project Sunshine's Application and Agreement for Targeted Jobs Incentive Fund, copies of which are incorporated herein by reference; and

**WHEREAS**, this Board finds Confidential Project Sunshine qualifies as a target industry business under Chapter 2, Article LXXXVI of the Code of Miami-Dade County, Florida ("TJIF Ordinance"),

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

**Section 1.** Adopts and ratifies the matters set forth the foregoing recitals.

**Section 2.** 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 foundations.

**Section 3.** Authorizes the County Mayor or County Mayor's designee to execute the Application and Agreement for TJIF between Miami-Dade County and Confidential Project Sunshine, as a TJIF program business pursuant to the TJIF Ordinance, in substantially the form attached hereto and incorporated herein by reference.

**Section 4.** Further authorizes the County Mayor or County Mayor's designee to make non-substantive modifications, including modifications to the job creation and disbursement dates timeline, and to execute all contracts, agreements, and amendments necessary to further the purposes set forth in this resolution.

**Section 5.** Finds that the commitment of incentive awards for Confidential Project Sunshine exists in an amount not to exceed \$650,000.00, from Countywide General Fund revenues, and is conditioned on and subject to specific annual appropriations by the Board in the following increments:

Fiscal Year 2021-22 -	\$50,000.00
Fiscal Year 2022-23 -	\$50,000.00
Fiscal Year 2023-24 -	\$50,000.00
Fiscal Year 2024-25 -	\$50,000.00
Fiscal Year 2025-26 -	\$50,000.00
Fiscal Year 2026-27 -	\$50,000.00
Fiscal Year 2027-28 -	\$50,000.00
Fiscal Year 2028-29 -	\$50,000.00
Fiscal Year 2029-30 -	\$50,000.00
Fiscal Year 2030-31 -	<u>\$200,000.00 (Job Creation Bonus)</u>
<b>TOTAL</b>	<b><u>\$650,000.00</u></b>

with the provision that any tax abatement granted to Confidential Project Sunshine under section 196.1995, Florida Statutes, reduces any TJIF incentive award granted by the amount of any such

tax abatement granted, and will be paid to Confidential Project Sunshine with the stipulation that Confidential Project Sunshine is in compliance with the TJIF program as set forth in the TJIF Ordinance, including, but not limited to, the requirement that at least 215 jobs be created. In no event shall this resolution operate to obligate the County to make disbursements to Confidential Project Sunshine in an amount that contradicts or violates the program requirements as set forth in the TJIF Ordinance.

**Section 6.** Requires that the commitment of incentive awards shall be contingent on Confidential Project Sunshine 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. Confidential Project Sunshine also agrees to a “good faith” effort to hire, to the maximum extent, residents from Miami-Dade County.

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:

Audrey M. Edmonson, Chairwoman

Rebeca Sosa, Vice Chairwoman

Esteban L. Bovo, Jr.

Jose “Pepe” Diaz

Eileen Higgins

Joe A. Martinez

Dennis C. Moss

Xavier L. Suarez

Daniella Levine Cava

Sally A. Heyman

Barbara J. Jordan

Jean Monestime

Sen. Javier D. Souto



The Chairperson thereupon declared this resolution duly passed and adopted this 6<sup>th</sup> day of October, 2020. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this resolution and the filing of this approval with the Clerk of the 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-Williams

#314 059



RECEIVED

SEP 14 2020

MIAMI-DADE COUNTY  
OFFICE OF THE MAYOR

September 14, 2020

Mr. Jack Osterholt  
Deputy Mayor  
Miami-Dade County  
Stephen P. Clark Center  
111 NW 1<sup>st</sup> Street, Suite 2910  
Miami, FL 33128

RE: Confidential Project: Sunshine

Dear Mr. Osterholt:

Attached please find the application for Confidential Project: Sunshine to Miami-Dade County's Targeted Jobs Incentive Fund (TJIF). Confidential Project: Sunshine is the establishment of a regional technology office of a New York City-based financial services firm in Miami-Dade County.

The project will create 215 direct new jobs with an average annualized salary of \$200,00 over a 4-year period with a capital investment of \$25,000,000 in Downtown Miami. Alternate location options include growing operations in New York.

We are referring this application to your office for review and preparation of a resolution to the Miami-Dade Board of County Commissioners requesting a maximum award of \$650,000 to be paid over a period of 10 years. Attached is the project briefing book as well as the economic impact analysis prepared by The Beacon Council's Research Department.

We are requesting that the item be placed on the next possible BCC agenda.

Thank you,

A handwritten signature in black ink, appearing to read 'James Kohnstamm'.

James Kohnstamm  
Executive Vice President  
Economic Development

Enclosures

Copy: Leland Salomon

# **Miami-Dade County Targeted Jobs Incentive Fund (TJIF)**

**Project Sunshine**

**September 2020**

**Prepared by Miami-Dade Beacon Council**

## **Executive Summary for Project Sunshine**

### **Background**

Confidential Project: Sunshine is the establishment of a regional technology office of a New York City-based financial services firm in Miami-Dade County. The project will create 215 direct new jobs with an average annualized salary of \$200,00 over a 4-year period with a capital investment of \$25,000,000 in Downtown Miami. Alternate location options include growing operations in New York.

Confidential Project: Sunshine will locate in a 50,000 square foot office in Downtown Miami (Higgins/Dist.5) where the company expects to positively impact the community by creating new high paying jobs.

Based on the capital investment of \$25,000,000 in new real property and personal property, Confidential Project: Sunshine will generate \$910,303 in new Miami-Dade County General Fund Taxes over a ten-year period.

### **Recommendation**

The enclosed TJIF application package requests a maximum of \$650,000 to be paid by the County over a period of ten years. The resulting net revenue benefit is 1:1.4

**This is a performance-based incentive. No funds will be provided to the Company until they meet all program and job creation requirements. The incentive that is provided is not a cash grant; it is an after-the-fact, performance-based refund.**

## INCENTIVE PROPOSAL SUMMARY

### Project Sunshine

Project Summary:	
Project Name	Project: Sunshine
New Jobs	215
Average Salary	\$200,000
New Capital Investment	\$25,000,000
New Square Footage	50,000
TJIF Award:	
Miami-Dade County Incremental Tax Revenue	\$910,303
TJIF Award	\$650,000
Net Revenue Benefit to Miami-Dade	\$260,303
Total Cost-Benefit Ratio	1:1.4

TJIF 10-Year Fiscal Analysis: Real Property

Project Sunshine

Variable		Value	As % of Capital Inv
<b>Tax Increment Analysis</b>			
Capital Investment		\$20,000,000	100.0%
Market/Capital Inv Ratio		0.85	
Assessed Value		\$17,000,000	85.0%
Budget Adjustment Factor		0.95	
Available for Ad-valorem Taxes, year 1		\$16,150,000	80.8%
Annual Net Appreciation Rate		1.50%	
Available for Ad-valorem Taxes, year 2		\$16,392,250	
Available for Ad-valorem Taxes, year 3		\$16,638,134	
Available for Ad-valorem Taxes, year 4		\$16,887,706	
Available for Ad-valorem Taxes, year 5		\$17,141,021	
Available for Ad-valorem Taxes, year 6		\$17,398,137	
Available for Ad-valorem Taxes, year 7		\$17,659,109	
Available for Ad-valorem Taxes, year 8		\$17,923,995	
Available for Ad-valorem Taxes, year 9		\$18,192,855	
Available for Ad-valorem Taxes, year 10		\$18,465,748	
Countywide GF Millage per \$1000		4.6669	
10-Year Additional General Fund Tax Revenue		\$806,668.79	4.0%
Average Yearly Additional Tax Revenue		\$80,667	
<b>TJIF Incentive Analysis</b>			
	Y=1	Value	As % of Capital Inv
Base TJIF Award/Tax Increment			
TJIF Base Award		\$428,000	2.140%
TJIF Bonus Awards			
Green Business Certification	0	\$0	0.220%
Designated Priority Area Award	0	\$0	0.220%
Green Certified Building Award	0	\$0	0.063%
Alt. Energy Producer or Installer Award	0	\$0	0.063%
Maximum Potential TJIF Award		\$428,000	2.140%

TJIF 10-Year Fiscal Analysis: Personal Property

Project Sunshine

Variable		Value	As % of Capital Inv
<b>Tax Increment Analysis</b>			
Capital Investment		\$5,000,000	100.0%
Market/Capital Inv Ratio		0.85	
Assessed Value		\$4,250,000	85.0%
Budget Adjustment Factor		0.95	
Available for Ad-valorem Taxes, year 1		\$4,037,500	80.8%
Annual Depreciation (Value)*		\$403,750	
Available for Ad-valorem Taxes, year 2		\$3,633,750	
Available for Ad-valorem Taxes, year 3		\$3,230,000	
Available for Ad-valorem Taxes, year 4		\$2,826,250	
Available for Ad-valorem Taxes, year 5		\$2,422,500	
Available for Ad-valorem Taxes, year 6		\$2,018,750	
Available for Ad-valorem Taxes, year 7		\$1,615,000	
Available for Ad-valorem Taxes, year 8		\$1,211,250	
Available for Ad-valorem Taxes, year 9		\$807,500	
Available for Ad-valorem Taxes, year 10		\$403,750	
Countywide GF Millage per \$1000		4.6669	
10-Year Additional General Fund Tax Revenue		\$103,634.35	2.1%
Average Yearly Additional Tax Revenue		\$10,363.43	
<b>TJIF Incentive Analysis</b>			
	Y=1	Value	As % of Capital Inv
Base TJIF Award/Tax Increment			
TJIF Base Award		\$72,000	1.440%
TJIF Bonus Awards			
Green Business Certification Bonus Award	0	\$0	0.220%
Designated Priority Area Bonus Award	0	\$0	0.220%
Green Certified Building Bonus Award	0	\$0	0.063%
Alt. Energy Producer or Installer Bonus Award	0	\$0	0.063%
Maximum Potential TJIF Award		\$72,000	1.440%

\* Depreciation based on 10% scrap value at end of 10th year and taken on straight line basis.

Base TJIF	\$500,000.00		Annual Increment
FY2021-22	\$50,000.00		\$94,213
FY2022-23	\$50,000.00		\$93,459
FY2023-24	\$50,000.00		\$92,723
FY2024-25	\$50,000.00		\$92,003
FY2025-26	\$50,000.00		\$91,301
FY2026-27	\$50,000.00		\$90,617
FY2027-28	\$50,000.00		\$89,950
FY2028-29	\$50,000.00		\$89,302
FY2029-30	\$50,000.00		\$88,673
FY2030-31	\$200,000.00		\$88,062
Total TJIF	\$650,000.00	Sum	\$910,303

Tax Increment \$910,303

Net Fiscal Imp \$260,303

B/C Ratio 1.40

Job Bonus \$150,000.00

Proposed Job Bonus
For every additional 50 jobs created an additional .15% of total investment will be added at the end of the 10th year. All jobs promised will have to be in place (no partial credit will be given). For this project the bonus (215 jobs) will be equal to:
\$250000000 * .0015 * 4= \$150000

# Miami-Dade County, Florida



## Application and Agreement for Targeted Jobs Incentive Fund (TJIF)

### Project Sunshine

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**Name of Business**

(Note: If the name of company is confidential at time of application, said company name shall be provided and appended to this Application and Agreement within 60 days of being approved by the County.)

Important: This Application and Agreement for TJIF shall be in compliance with Miami-Dade County Board of County Commissioners Ordinance No. 00-98 as codified in the Code of Miami-Dade County, Chapter 2, Article LXXXVI, and as further modified by Ordinance No. 18-36, as may be amended.



**The Beacon Council**  
80 S.W. 8<sup>th</sup> Street, Suite 2400  
Miami, FL 33130  
Phone: 305-579-1300  
[www.beaconcouncil.com](http://www.beaconcouncil.com)

## Section 1. Targeted Jobs Incentive Fund (TJIF) Background

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- 1.1 The Targeted Jobs Incentive Fund is an initiative fashioned by The Beacon Council and Miami-Dade County and patterned after the State of Florida Qualified Target Industry Tax Refund Program (QTI). The program's intent is to attract relocating out-of-area businesses and encourage expansion of existing local companies by providing cash incentive awards. As with the QTI Program, a Company is required to create a certain number of jobs and must also generate enough new revenue to Miami-Dade County to fund its TJIF benefit.
- 1.2 The TJIF is an inducement program available only to companies from outside the County (with the exception of Palm Beach, Broward, and Monroe Counties) wishing to relocate here, and to Miami-Dade companies which undertake a business expansion and which create jobs as a result of the local expansion. Nevertheless, a Palm Beach, Broward or Monroe County-located Company that is planning to relocate outside South Florida is eligible for this program. The Company must provide verifiable documentation supporting its consideration of other locales. Any business decisions, such as leasing of space or hiring of employees, made prior to the final TJIF approval will likely be grounds for disapproval unless waived by the Miami-Dade County Mayor or Mayor's designee after a showing of good cause.
- 1.3 Although the TJIF program is available to companies countywide, it is also used to encourage investment and the creation of jobs in Designated Priority Areas (DPA) i.e. Enterprise Zones, Empowerment Zones, Targeted Urban Areas, Community Development Block Grant eligible areas, and Brownfield areas, by providing business with additional incentives if the Company locates within these specified areas.
- 1.4 The TJIF program is strictly a performance-based incentive that is disbursed to the Company after it has met all of its job creation projections, average salary commitment, capital investment commitments and all other requirements of the program.

## Section 2. Eligibility Criteria

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- 2.1 The Targeted Jobs Incentive Fund (TJIF) is available to companies in the following industries:
  - a. Advance Manufacturing;
  - b. Aviation/Aerospace;
  - c. Clean Energy including, but not limited to, Solar Photovoltaic and Solar Thermal Energy, Biofuels, Smart Grid Technologies, Energy Storage, and Ocean Energy;
  - d. Financial/Professional Services;
  - e. Homeland Security/Defense;
  - f. Information Technology;
  - g. Life Sciences;
  - h. Creative Industries including, but not limited to, Fashion and Lifestyles;
  - i. Global Logistics;
  - j. Headquarters including regional headquarters ( NAICS Code 5511); and
  - k. Any industry designated as a "Target industry business" under the State of Florida's Qualified Target Industry ("QTI") program, Section 288.106(1) of the Florida Statutes.



The Board of County Commissioners, at its discretion, may waive the eligible industry requirement at the request and recommendation of The Beacon Council and the County Mayor and County Mayor's designee.

- 2.2 The Company must create at least 10 new jobs and make a minimum capital investment of at least \$3 million.
- 2.3 The County Commission, recognizes its responsibility to set a community standard that permits full-time workers to live above the poverty line. Therefore, the TJIF Program will not be available to companies that pay any of their employees less than the Living Wage Rate as defined in Section 2-8.9 of the Code of Miami-Dade County, as adjusted annually by the Department of Small Business Development or its successor department. In addition, the New Jobs promised under the TJIF application/agreement must pay an estimated Average Annual Wage at least equal to the average private sector wage of the County or the statewide private sector average wage. In determining the Average Annual Wage, only New Jobs are to be included and wages for existing jobs shall be excluded from the calculation.
- 2.4 The Company's countywide ad valorem property taxes, excluding debt service, and countywide portion of sale taxes paid must generate sufficient additional general fund tax revenue to the County in order to fund the award. Additional general fund tax revenue generated by the project shall be determined by using a methodology acceptable to the County.
- 2.5 An economic impact analysis of the project will be determined using a professionally accepted econometric model such as Department of Commerce, BEA RIMS-II; Minnesota Implan Group, IMPLAN V.3; or REMI, Inc, REMI Model Pl+, and reviewed by the County's Chief Economist.
- 2.6 This Application and Agreement must be signed by the Company and Miami-Dade County stipulating the number of new jobs to be created, the projected amount of capital investment, the amount of the projected tax revenue and the date when the project will be completed. Disbursements of the TJIF award to the Company will only be made after it has achieved the capital investment and job creation benchmarks set forth in the Application and Agreement, and all other terms of the TJIF program.
- 2.7 The TJIF is an inducement program that is only available to companies considering a relocation and/or expansion in Miami-Dade County and one or more other communities. The TJIF is utilized to induce "New to Market" companies to relocate to Miami-Dade County (not available for companies located within Palm Beach, Broward and Monroe Counties unless a Company is planning to relocate outside South Florida). Companies located in other Florida counties are eligible for TJIF for any net new jobs being created in Miami-Dade County. The Company must identify the other metro areas being actively considered as locations for the project.

### **Section 3. Award Amounts Provided By Miami-Dade County**

- 3.1 The TJIF Program is structured so that revenues received from the TJIF project will meet or exceed incentives paid by the County. As a result, the TJIF Program has a positive revenue impact on the countywide general fund during the incentive payout period. TJIF incentives are disbursed over a ten-year period, subsequent to the capital investment of the TJIF project appearing on the tax roll, and may equal up to 2.140 percent of the total real property capital investment and up to 1.440 percent of the tangible personal property capital investment. The TJIF project is eligible for additional incentive amount, for both real property and tangible personal property capital investment, if it is:

- a. A Miami-Dade County “green certified” business, as applicable (an additional 0.220 percent);
- b. Located in a DPA (an additional 0.220 percent);
- c. Located in a “green certified” building pursuant to Section 2-1258 (an additional 0.063 percent); and/or
- d. Classified as having its principal business activity in the manufacturing, installation, and repair of Solar Thermal and Photovoltaic energy production or other clean energy project (an additional 0.063 percent).
- e. A project that creates more than 50 new jobs (an additional 0.015 percent of the total amount of the Project’s Capital Investment in taxable real property and tangible property for every 50 new jobs created).

In no case will TJIF incentive disbursements exceed the amount of additional countywide ad valorem generated by the TJIF project. In the event that the actual capital investment is less than the amount of capital investment stated in the application, the TJIF project will only be eligible to receive an incentive based on the approved percentage of the actual capital investment.

Applications for a TJIF award within Miami-Dade County are evaluated on a case-by-case basis.

- 3.2 A TJIF award is usually provided to a Company for a period of up to ten (10) years when the minimum number of new jobs has been created and when new capital investment by and/or for the Company exceeds \$3 million in taxable property value. . This award is not applicable to the ad valorem property taxes paid-in on the subject property’s land value nor to any improvements in place prior to the project.
- 3.3 A Company may not receive award payments of more than twenty five percent (25%) of the total awards specified in the approved application/agreement in any fiscal year even if all the New Jobs are created in one (1) year. Further, a Company may not receive more than \$1.5 million in awards in any single fiscal year, or more than \$2.5 million in any single fiscal year if the project is located in a Designated Priority Area. A Company may not receive more than \$5 million in award payments in all fiscal years, or more than \$7.5 million if the project is located in a Designated Priority Area. However, the Board of County Commissioners, at its discretion, may waive the applicable \$5 million or \$7.5 million total award cap at the request and recommendation of The Beacon Council and the County Mayor or the County Mayor’s designee. However, in no event shall the total award exceed the amount of countywide general fund ad valorem property taxes paid in as a result of the project. While a Company can receive both a tax refund under the State of Florida Qualified Target Industry Program and a TJIF award at the same time, it cannot receive more than an amount equal to what it has paid-in under the project at any time.

## **Section 4. Payment of Incentive**

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

- 4.2 The TJIF incentive award is paid beginning after the first year the new jobs are created. For example, if a Company committed to creating 100 new jobs by December 31, 2018, meets this benchmark (and all other conditions of the incentive award), and submits a claim for disbursement by May 15, 2020, then the first incentive payment will be disbursed in the County's fiscal year that begins on October 1, 2020. Disbursements shall occur according to the disbursement schedule set forth in the Board resolution granting the TJIF award even if all the new jobs are created prior to the end of the disbursement schedule. Payment to the Company will only be made after it has achieved all economic benchmarks. The Company's additional general fund tax revenue paid to Miami-Dade County must be equal to or greater than the Company's TJIF award less the County's portion of any Florida Qualified Target Industry incentive the Company may be receiving for the same project.
- 4.3 The Company must be current on its Miami-Dade County taxes in order to receive the disbursement of its approved TJIF incentive. Failure to meet this condition may cause that year's incentive to be forfeited.
- 4.4 No incentive amounts shall be disbursed after the last fiscal year set forth in the TJIF application agreement and the Board-approved TJIF Resolution. If a company fails to submit an application for reimbursement within three years of the first job creation benchmarks pursuant to Section 9.5 (c) in this application, the TJIF award will be cancelled without notice.
- 4.5 If in any year the applicant does not achieve the job creation schedule outlined in the applicant's approved resolution, but achieves at least 80% of the required net new jobs created, the company will receive a pro-rated incentive award 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.**

## Section 5. Application Process

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- 5.1 Any Company that meets the criteria and objectives of the TJIF program must submit this Application and Agreement to the County through The Beacon Council for review. The Beacon Council will prepare an economic impact analysis for the project, based on the information provided by the Company and submit the application to the County Mayor or County Mayor's designee. An officer of the applying Company must sign the application.

## Section 6. Review and Approval Process

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- 6.1 Subsequent to an evaluation of the Application and Agreement by the County, staff will recommend its approval or denial to the County Mayor or the County Mayor's Designee and prepares an agenda item for the next available Board of County Commissioners meeting where the TJIF incentive is considered for approval. The County Mayor or the County Mayor's Designee will recommend Application and Agreement approval or denial to the Board of County Commissioners. Per Miami-Dade County Ordinance No. 00-98 creating this program as amended by Ordinance No. 18-36, the Board of County Commissioners shall have no obligation to approve any Application and Agreement that comes before it.
- 6.2 The Beacon Council staff and a Company representative (when requested) will attend the Board of County Commissioners meeting to be available to answer any questions related to the project and the TJIF Application.

- 6.3 If the Board of County Commissioners approves the Application and Agreement, the Company and the County Mayor or the County Mayor's Designee will execute said document(s). Upon request, a Company's confidentiality will be protected for any information regarding a project's location and/or expansion evaluation of any site in Florida in accordance with Sections 288.075 and 288.1066 of the Florida Statutes. If confidentiality is requested, then the Company name and identifying information shall be provided by the Company within 60 days of being approved by the County. Upon said approval, as the applying Company you will be sent a letter by The Beacon Council stipulating the conditions of the approval.
- 6.4 The Company, upon Board of County Commissioners approval, shall submit a current employee roster and tangible personal property and/or real property tax bill(s) for Miami-Dade County within 60 days after the Board's approval of the Application and Agreement.

## **Section 7. Application and Agreement Instructions**

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- 7.1 Please carefully review all Application and Agreement materials.
- 7.2 Contact The Beacon Council at the below address to discuss your project and Application before submitting a formal proposal.
- 7.3 Any information or documents that cannot be supplied in the provided space should be placed in a notebook or other presentation format. The material should be indexed, tabbed or labeled with the number of the relevant question from the Application and Agreement form.
- 7.4 The completed and signed Application and Agreement must be filed with:

The Beacon Council  
Attn: Dyan Brasington, Executive Vice President  
Targeted Jobs Incentive Fund (TJIF)  
80 S.W. 8<sup>th</sup> Street, Suite 2400  
Miami, Florida 33130  
Phone: 305-579-1343

- 7.5 **IMPORTANT NOTE: This Application and Agreement must be filed prior to making the decision to locate a new business in Miami-Dade County or to expand an existing Miami-Dade County business. However, an applying Company that is contemplating such a business decision may, upon request and Beacon Council recommendation, be considered by the County Mayor or the County Mayor's Designee for preserving inducement. If the County Mayor or the County Mayor's Designee authorizes preserving inducement the applying company maintains TJIF program eligibility. See Miami-Dade County Code Section 2-1256 for additional information.**

## Section 8. Employer Identification

8.1

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

8.2

### TARGETED JOBS INCENTIVE FUND (TJIF)

- a) Name of Company: Project Sunshine
- b) Mailing Address: \_\_\_\_\_
- c) Primary Company contact-please include phone and fax numbers: \_\_\_\_\_
- d) Company's federal employer identification number: \_\_\_\_\_
- e) Company's unemployment compensation identification number: \_\_\_\_\_
- f) Company's Florida sales tax registration number: \_\_\_\_\_
- g) List NAICS codes of all activities of the Company: 523920
- h) Describe the Company's primary business activities:  
The company is a financial services firm headquartered in New York City.
- i) You may request that your project information (including the information contained in this application) be confidential per Section 288.075 of the Florida Statutes, Confidentiality of Records.
- X       YES, we request Confidentiality  
           NO, we do not request confidentiality

8.3

- a) Is the Company 51% or more minority owned? \_\_\_\_\_ YES   X   NO
- b) If YES, please identify:    Black/African American    Hispanic    Other
- c) Is the Company certified as a Black Business Enterprise (BBE), Women Business Enterprise (WBE), Hispanic Business Enterprise (HBE), Community Small Business Enterprise (CSBE), Community Business Enterprise (CBE) and/or Disadvantaged Business Enterprise (DBE) pursuant to Miami-Dade County Code?  
       YES   X   NO

8.4

- a) Has the Company or any of its officers ever been subjected to criminal or civil fines and penalties?  
  X   YES        NO
- b) If YES, please explain: From time to time the Company has and may be subject to civil legal proceedings in the ordinary course of its business. Additional detail can be provided.

## Section 9. Project Identification / Information

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

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

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

b) If an expanding business, how many Miami-Dade County-located employees are there currently in the expanding business unit: 0 \_\_\_\_\_

c) Provide a full description of the project: Project Sunshine is considering opening a regional technology office in Miami, Florida. If the project moves forward, the initial jobs that would be relocated and/or created at the Miami facility would be IT focused. The proposed project would result in the creation of 215 new jobs. The investment would be \$25 million to improve the leased office space

9.2 Check the appropriate box and complete the line item:

☐ Project's current location, if applicable: N/A

☐ Project's proposed location, if different from above: \_\_\_\_\_  
Miami, Florida location, address to be determined. The company would secure temporary space in Miami for the first 12 to 15 months. The company plans to identify a permanent location in Brickell or downtown Miami by the end of 2021 and occupy it in 2022.

☐ Anticipated Miami-Dade County Commission District(s): TBD

9.3 Check the boxes that best defines your project:

- |  |   |
|--|---|
| 1 <input checked="" type="checkbox"/> regional headquarters office | 5 <input type="checkbox"/> manufacturing                    |
| 2 <input type="checkbox"/> national headquarters office            | 6 <input checked="" type="checkbox"/> office/administration |
| 3 <input type="checkbox"/> world headquarters office               | 7 <input type="checkbox"/> sales & marketing                |
| 4 <input type="checkbox"/> Latin America headquarters office       | 8 <input type="checkbox"/> warehousing / distribution       |

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

Business Activities	4-digit NAICS Code
<u>Regional Technology Headquarters</u>	<u>5511</u>
_____	_____
_____	_____
_____	_____
_____	_____



## 9.5 Project employment and wages:

a) Existing jobs in Miami-Dade County 0b) Total number of new jobs projected to be created by the project at the business location indicated in 9.2: 215c) Schedule of additional direct jobs and their average annual wage (not including benefits) created by the project by December 31<sup>st</sup> for each of the years indicated below:

Year	New Jobs	Average Annual Wage
12/31/21	100	\$200,000
12/31/22	166	\$200,000
12/31/23	191	\$200,000
12/31/24	215	\$200,000

d) Average annualized value of employer provided benefits associated with each new job created by the project in the first year indicated in (c): About 15% of average wagee) Square footage of proposed location indicated in 9.2 :  
EXISTING \_\_\_\_\_ NEW: 50,0009.6 a) Anticipated commencement date of project: November 2020b) Anticipated timeframe when the project will be completed: 12/31/20249.7 Amount of incentive award requested from Miami-Dade County \$ 650,000

## Section 10. Project Impact Information




10.1 Miami-Dade County Ordinance 00-98 as amended by Ordinance 18-36 requires that Miami-Dade County review and evaluate the Application based on the following issues. Therefore, thorough and concise responses to the items below are very important.

10.2 **Incentive Rationale:** Please see attached response










Provide a statement, on a separate sheet, indicating why the incentive award is needed to further the project. What role will the incentive award play in the decision of the applicant to locate or expand in Miami-Dade County? Indicate whether there are other communities competing for this project, and if so, which communities, and what incentives are being offered by these communities. Also, specifically address the role the incentive will play in creating Miami-Dade County jobs. This statement should include an analysis of the impact of any incentive awards granted on the viability of the project and the probability that the project will occur in Miami-Dade County if such incentive awards are granted to the applicant, taking into account the expected long-term commitment of the applicant to economic growth and employment in Miami-Dade County.

- 10.3 **Project Impact:** Please see attached response  
Provide a brief synopsis, on a separate sheet, on the impacts the project is expected to stimulate in the community, the state or regional economy, focusing on economic conditions in the area, including the unemployment rate in the community where the project will be located.
- 10.4 **Corporate Responsibility, Environmental and Growth Management:** Please see attached response  
Submit a brief review, on a separate sheet, of the applicant's past activities in Miami-Dade County, Florida and in other states, particularly as they relate to environmental and growth management impacts and how these have been handled. Have any awards been recommended or received? (Basically, what kind of corporate citizen has the applicant been?)
- 10.5 **Capital Investment:** Please see attached response for alternative investment scenario for building purchase
- a) Describe the capital investment in real and personal property (examples: construction of new facility; remodeling of facility; upgrading, replacing or buying new equipment):  
Project Sunshine would make an investment of \$25 million to improve leased office space and acquire information technology and office equipment. The investment would be completed by 2023.
- b) List the amount and type (purchase of machinery/equipment, construction of buildings, etc.) of major capital investment to be made by the applicant in connection with this Miami-Dade County project:
- |           |                             |                          |                                |
|-----------|-----------------------------|--------------------------|--------------------------------|
| Amount    | <u>\$20M</u>                | Construction/Renovations | <u>Leasehold Improvements</u>  |
| Amount \$ | <u>                    </u> | Manufacturing Equipment  | <u>                    </u>    |
| Amount \$ | <u>5M</u>                   | Other Equipment          | <u>IT and office equipment</u> |
- 10.6 **Indicate other incentive programs the Company will be applying for:**
- |  |   |
|--|---|
| <input type="checkbox"/> Enterprise Zone                                       | <input type="checkbox"/> Opportunity Zones          |
| <input type="checkbox"/> Refund of Impact Fees                                 | <input type="checkbox"/> Sales Tax Refunds          |
| <input type="checkbox"/> Jobs Tax Credit                                       | <input type="checkbox"/> Transportation "Road Fund" |
| <input type="checkbox"/> Qualified Target Industry                             | <input type="checkbox"/> Quick Response Training    |
| <input checked="" type="checkbox"/> Other <u>Capital Investment Tax Credit</u> |   |
| <u>High Impact Performance Incentive</u>                                       |   |

## **Section 11. Please initial below indicating your agreement:**

- 11.1  that Miami-Dade County may review and verify the financial and personnel records of the Company and/or perform on site visits to verify employment relating to the new jobs, review said financial and personnel records, and ascertain whether the Company is compliance with the terms of the on/Agreement and the TJIF program requirements;
- 11.2  that compliance with the terms and conditions of the approved Application/Agreement and with the TJIF program requirements is a condition precedent for the receipt of any TJIF award in a fiscal year and that the Company's failure to comply with the terms and conditions of the approved Application/Agreement results in the loss of eligibility for receipt of TJIF awards and the revocation by the County Mayor or the County Mayor's Designee of the certification of the Company as a TJIF eligible
- 11.3  that the payment of TJIF awards are conditioned on and subject to specific annual appropriations by the Board sufficient to pay amounts under the approved Application/Agreement;



- 11.4  that Miami-Dade County shall be notified in writing, within 60 days, of any development that impacts the implementation or operation of this Agreement or the project that this Agreement covers. Such developments will include, but not be limited to: commencement of and full implementation of the project; significant project delays; cancellation of the project; and all material changes of the project;
- 11.5  that the Company will maintain personnel and financial records related to jobs, wages, and taxes paid which are the subject of this Agreement and submit summary reports of said records to Miami-Dade County as part of each annual claims-submission. The Company will retain said personnel and  records for a period of three (3) years after payment of the last cash incentive award.
- 11.6 \_\_\_\_\_ that the Company must apply by May 15 in each fiscal year to be considered to receive a TJIF award in the following County fiscal year.
- 11.7  that no incentive amounts shall be disbursed after the last fiscal year set forth in the TJIF Application/Agreement and the Board-approved TJIF Resolution. Disbursement dates can  be extended by one year and must be waived/approved by the Board.
- 11.8  that if a Company does not achieve the job creation schedule outlined in its approved resolution, but achieves at least 80% of the required net new jobs, the Company will receive a prorated refund less a 5% penalty of the scheduled award amount for that year. **If job creation falls below 80% of the \_\_\_\_\_ jobs, the Company will not receive a refund and will be terminated from the program.**
- 11.9  that the Company will not enter into a lease agreement before the final approval, without w  mission from the County.
- 11.10  If a company fails to submit an application for reimbursement within three years of the first job creation benchmarks pursuant to Section 9.5 (c) in this application, the TJIF award will be cancelled without notice.

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**THE INFORMATION IN SECTIONS 12–15 TO BE COMPLETED BY THE BEACON COUNCIL**

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## **Section 12. Projected New Revenue to Miami-Dade County**

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

Amount \$910,303 _____	Property Taxes	General Fund _____
Amount \$ _____	Other Taxes	_____ (List)

## **Section 13. If Project will be locating or expanding in a Designated Priority Area (Check all that apply.)**

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- ☐ Targeted Urban Area or Enterprise Zones  
☐ \_\_\_\_\_ (indicate specific TUA or EZ)
- ☐ Community Development Block Grant area
- ☐ Brownfield site
- ☐ Opportunity Zone

## Section 14. Application Confirmation

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- 14.1 Company Telephone Contact Number \_\_\_\_\_
- 14.2 Date Application Received by The Beacon Council 9/14/2020
- 14.3 Date Application Completed/Finalized 9/14/2020
- 14.4 Date Application presented to Miami-Dade County 9/14/2020

## Section 15. Maximum Award and Agreement End Date

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

- 15.1 \$ 650,000: The maximum amount of TJIF cash incentive awards which the Company is eligible to receive on the project.

15.2 <u>Maximum Award in Fiscal Year</u>	<u>Maximum Amount</u>
FY <u>21/22</u>	\$ <u>50,000</u>
FY <u>22/23</u>	\$ <u>50,000</u>
FY <u>23/24</u>	\$ <u>50,000</u>
FY <u>24/25</u>	\$ <u>50,000</u>
FY <u>25/26</u>	\$ <u>50,000</u>
FY <u>26/27</u>	\$ <u>50,000</u>
FY <u>27/28</u>	\$ <u>50,000</u>
FY <u>28/29</u>	\$ <u>50,000</u>
FY <u>29/30</u>	\$ <u>50,000</u>
FY <u>30/31</u>	\$ <u>200,000</u>

- 15.3 The term of this Agreement shall commence upon full execution of this Agreement and continue through 2031, unless terminated earlier in accordance with the Code of Miami-Dade County, Chapter 2, Article LXXXVI, and as further modified by Ordinance No. 11-08, as may be amended.

## Section 16. Parties

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The parties designate the following offices and addresses:

County: Department of Regulatory and Economic Resources  
 Miami-Dade County  
 111 NW 1<sup>st</sup> Street – 12th Floor  
 Miami, FL 33128

Company: \_\_\_\_\_

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## Section 17. Termination

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- 17.1 This Agreement may be terminated by Miami-Dade County upon failure of the Company to comply with any material term or condition of this Agreement or a decision by the Company not to proceed with the project. A termination will result in the loss of eligibility for receipt of all cash incentive awards previously approved and scheduled, but not paid, as well as the revocation of the certification as a TJIF business. The foregoing notwithstanding, in the event that Miami-Dade County fails to pay the Company a cash incentive award to which the Company is eligible under Agreement as a result of insufficient County funds or for any reason whatsoever, the Company shall have the right to terminate this Agreement and shall be entitled to retain any cash incentive award or credits previously paid or awarded to the Company by Miami-Dade County under this Agreement. Compliance with the terms and conditions of the Agreement, and with all requirements of the TJIF Program as set forth in Miami-Dade County Code Sections 2-1251-1260, is a condition precedent for receipt of cash incentive awards each year. The failure to comply with the terms and conditions of this Agreement and the requirements of the TJIF Program shall result in the loss of eligibility for receipt of all cash incentive awards previously authorized pursuant to this section, and the revocation of the certification as a qualified applicant by the County Mayor or the County Mayor's Designee.
- 17.2 This Agreement may be terminated by Miami-Dade County if it finds that the Company has provided false or misleading information in any part of this Application and Agreement or if the Company attempts to meet any of its obligations under this TJIF Program through fraud, misrepresentation or material misstatement. If Miami-Dade County terminates this Agreement for breach of this Section 18.2, the Company shall within 90 days refund to the County all cash incentives awards paid to the Company as a result of the false information.
- 17.3 This Agreement may be terminated by Miami-Dade County if the Company is delinquent on any Miami-Dade County taxes for a period of two years or longer.

## Section 18. Legal Requirements

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

**CONFIDENTIAL**

Project Sunshine  
Miami-Dade County  
Targeted Jobs Incentive Fund - Written Responses

**10.2 - Incentive Rationale: What role will the incentive award play in the decision of the applicant to locate or expand in Miami-Dade County?**

The company is considering opening a regional technology headquarters office in Miami, Florida. The project would involve the relocation and creation of 215 highly compensated jobs and \$25 million of investment. The facility would provide technology solutions for the company worldwide.

Incentives will play a major role in the decision by the company of whether to locate the project in Miami-Dade County. The estimated costs for the proposed Miami regional technology headquarters project are steep, and the company is seeking state and local incentives to help defray the costs of the project. The \$25 million of investment would involve securing and improving office space and purchasing equipment and furniture and fixtures. Especially with the ongoing coronavirus pandemic, office projects are complicated. The company expects to invest heavily in ensuring a safe workplace for its employees that conforms to virus prevention health requirements. The pandemic has introduced a high level of uncertainty into the business office environment. A TJIF award would help defray the costs of making this investment and help ease the uncertainty that surrounds doing business during this unprecedented time. The TJIF award overall would make Miami a more desirable location for the project.

Another role of incentives would be to offset potential increases in Florida business taxes. The company estimates that it would incur a high Florida state corporate income tax liability and various local tax liabilities if it placed the project in Miami. The TJIF award would offset, in part, the increases in these taxes, enhancing Miami as a potential location.

As an alternative to Miami, the company is considering maintaining and expanding its IT operations at its current facilities in New York. The natural advantage of New York is the proximity to existing operations, which would make the project simpler to implement. Additionally, if the project were to occur in New York, the company would not risk creating new state and local business tax liabilities.

The contribution of Miami-Dade local incentives to the project would help Miami stand out as a prime location. The incentives would signal the locality's commitment to business development and economic growth.

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**10.3 - Project Impact: Provide a brief synopsis on the impacts the project is expected to stimulate in the community, the state or regional economy, focusing on economic****CONFIDENTIAL**

**CONFIDENTIAL**

**conditions in the area, including the unemployment rate in the community where the project will be located.**

Project Sunshine would provide high quality, highly compensated jobs and valuable investment to the Miami community. The project would create 215 net new, full-time, permanent jobs with average annual wages of \$200,000 in a variety of information technology roles. The information technology positions are in cutting edge roles, implementing the company's enterprise technology, data architecture, cyber operations and client and firm online platforms. The investment would create a modern and safe office environment prepared for the challenges of conducting business during the ongoing coronavirus pandemic.

The project would provide much needed quality jobs to Florida and Miami, which have both suffered greatly during the ongoing coronavirus pandemic. The unemployment rate was over 11% in Florida and over 14% in Miami as of July 2020. Economists predict that the economies of both Florida and Miami will severely contract this year. Business growth overall has stalled.

Project Sunshine could help power Florida and Miami's economic recovery. The 215 new jobs and \$25 million of investment would assist greatly in returning the local economy to strength. The tangential benefits of the project would assist as well. New employees locating into the Miami area would support local businesses and organizations. If the company selects Miami for Project Sunshine, it is well-prepared to bring much needed jobs and investment to the region.

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

The company is a responsible corporate citizen and active participant in the communities in which it operates. The company has a broad range of corporate initiatives, including but not limited to the environment, diversity and inclusion and giving back to the communities it operates in.

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**10.5 - Capital Investment - Alternative Project Scenario with Higher Investment**

The application outlines a scenario where the company leases and improves existing space. Project Sunshine is considering purchasing a building as well, which would result in capital investment of \$50 million plus.