

# 2020 INCENTIVES REPORT

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## Introduction and Overview

The 2019-2020 Annual Incentives Report has been prepared pursuant to s. 288.907, Florida Statutes. This report reflects a collaborative effort between the Florida Department of Economic Opportunity (DEO) and Enterprise Florida, Inc. (EFI).

DEO is committed to providing the Florida Legislature and Florida's taxpayers transparency in state economic development programs. This report provides taxpayers, legislators, and other stakeholders with:

- ▶ Performance information for various economic development programs;
- ▶ Information on the current status of previously executed agreements; and
- ▶ Detailed information on executed agreements and awards made during fiscal year 2019-2020.

Some of the specific project information remains confidential per s. 288.075, Florida Statutes, as of the publication of this report. However, all non-confidential project details are included. In addition, some of the programs contained herein were modified by the 2020 legislature and would not be reflected in this report.

## Coronavirus 2019

In late 2019, the severe acute respiratory illness Novel Coronavirus 2019 (COVID-19) emerged in China and rapidly transmitted to a worldwide pandemic with significant morbidity and mortality rates. On January 30, 2020, the World Health Organization declared COVID-19 a Public Health Emergency of International Concern. To slow the spread of COVID-19 within the United States, President Donald Trump issued several Presidential proclamations, including prohibiting non-essential travel. In addition, the Centers for Disease Control and Prevention recommended certain mitigation measures be implemented as precautions for infection control and prevention. On March 9, 2020, Governor Ron DeSantis issued Executive Order 20-52 declaring a State of Emergency for the State of Florida. The COVID-19 pandemic has directly and indirectly impacted Florida's economic activity and may have continuing influence on the economic development in the state. It is important to note that because the compliance performance period for many of the programs discussed within this report ended December 31, 2019, the impact of the pandemic is not reflected in the data contained herein. However, it is anticipated that future program performance will be affected by the economic downturn experienced in 2020.

## Programs Included in the 2019-2020 Annual Incentives Report

Various programs comprise Florida's economic development toolkit. These programs are housed in several different agencies within the state. This report primarily focuses on programs managed by DEO's Division of Strategic Business Development and programs marketed by EFI.

Some programs are administered in DEO's Division of Community Development or in other state agencies such as the Florida Department of Revenue (DOR) and the Florida Department of Transportation (DOT). Descriptions and data for these economic development programs have been included throughout, showing the diverse range of opportunities available to Florida's businesses. A comprehensive list of programs and their descriptions can be found in Appendix D. Historical information on programs can be found in Appendix C.

In compiling the Annual Incentives Report for fiscal year 2019-2020, data was collected from EFI, DEO's Division of Strategic Business Development and Division of Community Development, DOR, and DOT.

## Florida's Economic Development Process

Florida's economic development process utilizes strategic measures and partnerships to expand and diversify Florida's economy. This process is dynamic, involving many different groups and complex decisions. It often takes a business several months or even years to select a location for a new facility or for expansion. Many factors make up a business' site location decision, including cost, availability of a skilled workforce, necessary infrastructure, a good education system, and a business-friendly climate. Because of this complex and competitive process, DEO and its partners work together to attract and retain businesses in Florida. Businesses that ultimately choose to locate or expand in Florida contribute to the creation of a robust, diverse, and resilient economy.

### How it Works

As part of the early project development process, EFI encourages businesses to expand to or locate in Florida by marketing the value of doing business in the state. EFI then evaluates the competitive nature of a proposed project to determine if any economic development programs are recommended for the particular project. A strong commitment by the local community can also help to define the level of commitment on behalf of the state.

While the business is vetted, the needs of the project are evaluated, and an economic development package is developed. DEO conducts thorough due diligence, considers the scope of the proposed project, evaluates program eligibility, and negotiates the terms of an agreement. DEO's due diligence is a comprehensive investigation of the business being considered for an economic development package. The process involves analyzing the risk profile of the business, the particular project details, and the recommended package to ensure protection of Florida's taxpayer dollars. Once the package is finalized, DEO issues the formal approvals. Following the approval, an agreement between the business and the state is executed.

### Protecting the Taxpayers' Investment

The state's agreement with a business is structured to protect the taxpayers' investment by ensuring that contractual obligations are met before the business receives payment. Performance by a business is demonstrated with verified job creation, confirmation of annual wages paid to employees, and capital investment if applicable. All agreements include penalties or other sanctions for non-performance such as partial or reduced payments, requiring the business to repay all or a portion of the award with interest, and/or termination from the agreement. Funds have been placed into an in the escrow account managed by EFI, these funds are returned to the state if performance milestones are not met.

Finally, DEO oversees businesses' compliance of the performance deliverables set forth in each executed agreement. More specifically, the state manages and processes tax refund claims, performance reviews, and state and local financial support payments associated with the executed agreements. This includes maintaining all documentation related to executed agreements and providing information to the public through the online Economic Development Incentives Portal.

DEO is focused on thorough due diligence, contract compliance, accountability, and transparency when an economic development package is necessary for a business to choose Florida. Together with its partners, DEO works with these businesses to promote industry diversity to build a stronger, more resilient Florida economy.

## Compliance and Accountability

Pursuant to proviso language added to the Florida State budget each year, DEO is required to contract for services from an independent firm to conduct comprehensive performance audits of each business that receives an economic development program award (see Ch. 2019-115 §6, at 2323, Laws of Fla.). The independent firm verifies 100 percent of all award claims and performs all functions necessary to confirm compliance with the terms of the agreement. Award claims verification takes place prior to disbursement of any award payment.

Also pursuant to proviso language, DEO is required to provide monthly reports to the Executive Office of the Governor and the chairs of the Senate and House Appropriations Committees. The reports provide information on funds held in escrow and the status of economic development programs administered by DEO and are due within ten business days after the end of each month (see Ch. 2019-115 §6, at 2321, Laws of Fla.).

## Economic Development Incentives Portal

In 2013, DEO designed and launched a first-of-its-kind online Economic Development Incentives Portal. The interactive portal provides access to performance measurements for every non-confidential project with an executed agreement since 2000 that has received or is on schedule to receive payments from the state. Confidential projects, approved projects without an executed agreement, and vacated projects are not included. Confidential projects, as defined by s. 288.075, Florida Statutes, are included once their confidentiality from the state's public record requirements has expired.

Although only required to update verified performance results annually, DEO updates the portal as data become available. DEO's portal provides access to confirmed performance and payments, furthering the agency's commitment to accountability and transparency. The portal is accessible to the public through a link on DEO's homepage, [www.FloridaJobs.org](http://www.FloridaJobs.org), or directly at [www.FloridaJobs.org/IncentivesPortal](http://www.FloridaJobs.org/IncentivesPortal). Real-time, complete information is available on the portal, allowing the public to access individual business data related to the incentives described in this report. Recent portal upgrades were completed to enhance the visual experience of the end-user.

## Types of Economic Development Programs

Florida’s economic development programs are components of the state’s toolkit designed to encourage a diverse and resilient economy. The toolkit includes programs designed to address specific needs of businesses as they look to expand or locate in Florida. Each program serves a different role in attracting businesses and retaining jobs, and the programs come in various forms such as tax refunds, tax credits, tax exemptions, and grants. The large majority of Florida’s competitive economic development projects utilize tax refunds in qualified target industries.

A thorough analysis of the project’s needs compared to the eligibility requirements of various economic development programs help dictate which programs may be a good fit for each project. Table 1 summarizes several different types of programs.

**Table 1. Economic Development Program Categories**

	Description	Overview of Claims Process	Revenue Source
<b>Tax Refunds</b>	Refund of taxes paid	<ul style="list-style-type: none"> <li>▶ Business pays taxes</li> <li>▶ State confirms tax payments and verifies performance</li> <li>▶ State issues refund</li> </ul>	Annual appropriation
<b>Tax Credits</b>	Credit against taxes owed	<ul style="list-style-type: none"> <li>▶ State confirms jobs and capital investment (if applicable)</li> <li>▶ Business claims credits on state taxes after meeting program requirements</li> </ul>	Foregone revenue
<b>Tax Exemptions</b>	Exemption from taxes owed	<ul style="list-style-type: none"> <li>▶ DOR issues tax exemption permit to business</li> <li>▶ Business uses permit to make tax exempt purchases</li> </ul>	Foregone revenue
<b>Grants</b>	Grant with a performance-based agreement	<ul style="list-style-type: none"> <li>▶ Business achieves performance milestones</li> <li>▶ State validates performance</li> <li>▶ State issues award</li> </ul>	Annual appropriation

## Approaches for Data Analysis

There are several ways to analyze the performance and effectiveness of economic development programs. Two evaluation approaches, the program and project approach, are utilized in this report to provide a comprehensive summary of the various economic development programs.

The program approach is based on summarizing data for individual economic development programs. This section of the report includes information for each program including the amount of award approvals, a summary of the status of executed agreements, and summarized performance results for currently active agreements. This approach is useful for comparing programs; however, keep in mind that summarizing data for each program can lead to duplicative job numbers due to the periodic use of multiple economic development programs for single projects.

The project approach is based on the projects and applications received for each program. This approach includes information on approvals and executed agreements as well as an overview on agreements in qualified target industries. Further details for executed agreements and projects are provided in Appendix A and B as well as the Economic Development Incentives Portal ([www.FloridaJobs.org/IncentivesPortal](http://www.FloridaJobs.org/IncentivesPortal)).

The data presented in this report should be evaluated in context with the goals of the applicable programs, the highly competitive nature of economic development, and the economic climate during the evaluation period.



## Fiscal Year 2019-2020 Program Information

### Fiscal Year 2019-2020 Payments

During fiscal year 2019-2020, the state paid a total of \$37,370,517 through the state's economic development programs. Table 2 summarizes confirmed performance for all projects that were paid this fiscal year as well as the total state and local financial support payments. The local financial support consists primarily of monetary payments to the state, which are then subsequently refunded to the business. Several projects were recipients of ad valorem tax abatements, which were used as the local financial support match for the Qualified Target Industry refunds. The total financial support has been adjusted to reflect these ad valorem tax abatements.

**Table 2. Summary of Confirmed Performance and Payments During Fiscal Year 2019-2020<sup>1</sup>**

Number of Projects	Confirmed New Jobs	Confirmed Average Annual Wage	Confirmed Capital Investment	State Amount	Local Financial Support
214	13,644	\$73,674 <sup>2</sup>	\$1,582,476,612	\$37,370,517	\$5,130,980

<sup>1</sup>Note all amounts in this report have been rounded to the nearest dollar.

<sup>2</sup>This amount is the total weighted average of all wages for the noted agreements.

Table 3 summarizes the total payments made by programs administered by DEO. Tax credits and tax exemptions are not included in this table because these credits and exemptions are issued by DOR.

**Table 3. Payments by Program - Three Fiscal Years**

Type of Program	Program	Fiscal Year 2019-2020	Fiscal Year 2018-2019	Fiscal Year 2017-2018
Grants	High-Impact Performance Incentive Grant	\$977,276	\$6,250,000	\$0
	Innovation Incentive Program	\$0	\$0	\$0
	Quick Action Closing Fund			
	<i>Paid into Escrow</i>	\$0	\$0	\$0
	<i>Paid to Business</i>	\$11,450,190	\$22,462,735	\$14,301,903
Tax Refunds	Brownfield Redevelopment Bonus <i>Qualified Target Industry and Standalone</i>	\$603,125	\$897,580	\$1,212,142
	Qualified Target Industry	\$24,339,926	\$15,524,618	\$18,084,735
	<b>Total</b>	<b>\$37,370,517</b>	<b>\$45,134,933</b>	<b>\$33,598,780</b>

Table 4 summarizes the total payments made by the Economic Development Transportation Projects program, which is managed by DOT, for fiscal year 2019-2020. Please note that these payments are not made by DEO.

**Table 4. Payments for DOT Programs - Three Fiscal Years**

Type of Program	Program	Fiscal Year 2019-2020	Fiscal Year 2018-2019	Fiscal Year 2017-2018
Grants	Economic Development Transportation Projects	\$13,233,190	\$11,965,943	\$14,489,230

## Program Activity and Results

Understanding the usage and performance of economic development programs is critical to determining their effectiveness as economic drivers. Measurement of program performance against executed agreement requirements takes place annually, at a minimum. The following descriptions and tables quantify key performance metrics for each program.

Tables 5-8 show a summary of the current status and performance of projects by program for fiscal year 2019-2020. Many businesses have multi-year agreements and are in the process of completing their performance requirements. Because of this, each fiscal year may show differences between the numbers for program status and performance categories. For example, the number of complete agreements may seem low compared to the number of active agreements or confirmed job numbers may be higher or lower than number of jobs due.

Tables 5 and 7 show the current status of projects by program. Not all businesses decide to commence their projects in Florida or decide to continue with their project after executing an agreement with the state. Many factors may play a role in these decisions, such as changes in operational plans or a failure to get an anticipated contract (e.g. contracts with federal agencies such as the U.S. Department of Defense). Additionally, some businesses may begin a project and achieve some performance requirements but fail to fulfill these terms later on and become ineligible to receive subsequent awards. For these reasons, the status of each agreement/project falls within one of six categories: active, inactive, terminated, vacated, withdrawn or complete. Definitions for each of these terms can be found in the glossary. The active projects count listed in the tables below is for all projects. In previous years, active projects have been projects with performance due only.

Tables 6 and 8 summarize the performance of projects in each program during the fiscal year. This information includes the jobs due and the jobs that were confirmed from businesses for that fiscal year. Confirmed job performance numbers vary year by year and can be higher or lower than the number of jobs due for each fiscal year. Years that the number of jobs confirmed are lower do not necessarily indicate that businesses have not met their performance requirements. During performance periods, businesses often create more jobs than required for certain fiscal years even if they drop below their requirements for another fiscal year. This variation is due to the nature of changing market conditions and business decisions based on altered business plans.

### Tax Refunds

**Table 5. Tax Refunds - Program Activity for Fiscal Year 2019-2020**

Program Status	Qualified Target Industry	Qualified Target Industry With Brownfield Bonus	Brownfield Redevelopment Standalone
Active	159	2	5
Inactive	9	0	0
Terminated	5	0	1
Vacated	4	0	0
Withdrawn	24	0	1
Complete	24	1	0

**Table 6. Tax Refunds - Program Results for Fiscal Year 2019-2020**

Performance Category	Qualified Target Industry	Qualified Target Industry With Brownfield Bonus	Brownfield Redevelopment Standalone
Jobs Due	4,822	0	210
Confirmed Job Performance	7,890	69	555
Percent Achieved	164%	N/A	264%

## Grants

**Table 7. Grants - Program Activity for Fiscal Year 2019-2020**

Program Status	High-Impact Performance	Quick Action Closing Fund	Innovation Incentive Program
Active	5	47	1
Inactive	0	2	0
Terminated	0	0	0
Vacated	0	0	0
Withdrawn	0	2	0
Complete	0	8	0

**Table 8. Grants - Program Results for Fiscal Year 2019-2020**

Performance Category	High-Impact Performance	Quick Action Closing Fund	Innovation Incentive Program
Jobs Due	900	2,067	20
Confirmed Job Performance	509 <sup>1</sup>	2,136	Pending <sup>2</sup>
Percent Achieved	57%	103%	Pending

<sup>1</sup> This does not reflect that, in previous performance years, the awardee created jobs above its committed job creation schedule and has met overall performance as required by the agreement.

<sup>2</sup> Performance is currently pending audit confirmation.

## Tax Credits

DEO is responsible for determining eligibility and approving tax credit program applicants, while the DOR determines the tax credit amount and issues the tax credits to businesses. For the Capital Investment Tax Credit (CITC) program, DEO also verifies job performance and capital investment. Because DEO verifies this information, the CITC program is included in this section. Other tax credit programs are not traditional economic development programs and are not included in this section. Detailed information on these additional tax credit programs can be found under “Additional Program Reports.”

As of fiscal year 2019-2020, there are 61 active CITC awardees with 32 reporting performance. These awardees have committed to create 720 jobs this reporting period; DEO has confirmed 2,887 jobs and \$308,632,685 in capital investment for fiscal year 2019-2020.

## Economic Benefits

Pursuant to s. 288.061(2), Florida Statutes, DEO uses an economic impact model established by the Florida Office of Economic and Demographic Research (EDR) to calculate the economic benefits for each project requesting to participate in a state economic development program.

Economic benefits are calculated as the gains in state revenue (taxes attributable directly to the business or those generated as a result of the increased economic activity rippling through the economy) as a percentage of the state's investment in the project. The state's investments are the various awards offered to the business via tax refund, tax credit, or grant. Based on EDR's revisions to the model, economic benefits are calculated in a manner consistent with Return on Investment (ROI) calculations. Results prior to 2013 are expressed as a Payback Ratio and are not comparable with ROI.

Effective in 2012, pursuant to s. 288.0001, F.S., EDR was directed to evaluate and determine the economic benefits of each economic development program over the previous three years. The most recent EDR [Return on Investment for Select State Economic Development Incentive Programs report](#) on economic benefits was completed in January 2020.

## Program Trends and Utilization

Several trends are apparent when looking at usage of economic development programs. These general trends are listed below. In fiscal year 2019-2020, 13.42 percent of executed agreements are identified as being woman- or minority-owned.

**Flexibility is key.** Cities, counties, and states across the country are being increasingly creative in crafting compelling offers to attract economic development projects and to meet individual business needs. To compete, Florida must continue to enhance the flexibility of its economic development programs while maintaining programs that are fiscally sound and provide a positive return on taxpayer investments.

**Economic diversity is critical.** Increasing Florida's economic diversity is critical to the stability and competitiveness of the state. While Florida ranks at the top for entrepreneurial business, the availability of reasonable-cost financing continues to be challenging for small to medium-sized businesses in Florida and across the nation. Because of this, these businesses are seeking alternative resources. The Rebuild Florida Business Loan Fund is an example of one such resource that is helping to open up access to much-needed financing. The Rebuild Florida Business Loan Fund focuses on creating and enhancing the diversification and resiliency of Florida's economy. Its purpose is to address the current gap in available, affordable capital for businesses by providing longer term loans with higher funding levels. In partnership with the United States Economic Development Administration (EDA), DEO has a total of \$50 million available through the Rebuild Florida Business Loan Fund. Of that, \$40 million is available to assist businesses statewide with economic development and resiliency. An additional \$10 million is available to assist businesses impacted by Hurricane Michael in Bay, Calhoun, Franklin, Gadsden, Gulf, Holmes, Jackson, Leon, Liberty, Taylor, Wakulla and Washington counties.

## Fiscal Year 2019-2020 Project Information

### Fiscal Year 2019-2020 Projects

In fiscal year 2019-2020, 47 applications were received for the programs listed below. Table 9 includes the number of applications received, approvals issued by DEO, and executed agreements. Economic Development Transportation Projects resulting from a line-item appropriation by the Florida Legislature are not included in the project totals, as these are not considered traditional economic development projects and may or may not be tied to job creation and capital investment. These projects are awarded and monitored by DOT.

Not all projects are approved and executed in the same fiscal year; therefore, the applications received and executed agreements represent a slightly different population of projects. The application, negotiation, and approval process can take anywhere from several weeks to several months or occasionally more than a year, depending on the scope of the economic development project. This timing is the primary reason for the difference in applications, approvals, and executed agreements. In addition, EFI works closely with businesses through the process and if a business is believed to be ineligible for a specific program, that information is conveyed as early as possible.

**Table 9. Projects - Applications, Approvals, and Agreements for Fiscal Year 2019-2020**

Type of Program	Program	Applications Received	Approvals (Certifications)	Executed Agreements
Grants	High-Impact Performance Incentive Grant	1	1	0
	Innovation Incentive Program	0	0	0
	Quick Action Closing Fund	0	0	0
Tax Credits	Capital Investment Tax Credit	4	6	N/A <sup>1</sup>
Tax Refunds	Brownfield Redevelopment Bonus <i>Qualified Target Industry and Standalone</i>	2	3	3
	Qualified Target Industry	40	55	73
	<b>Total</b>	<b>47</b>	<b>65</b>	<b>76</b>

<sup>1</sup>The Capital Investment Tax Credit Program does not utilize executed agreements.

## Executed Agreements

Many of the state economic development programs require the business to enter into a performance agreement with the state of Florida. Exceptions are sales tax credits and exemptions, which are utilized upon a taxable event after approval by the state. Grants to local governments are overseen by performance agreements with the government applicant.

Of the 76 executed agreements, six of these were in areas classified as a rural community and three were in a Brownfield area or distressed urban area. These projects have committed to create 1,209 new jobs and are expected to invest more than \$378,459,002 into these areas.

Table 10 summarizes the performance commitments for businesses with agreements executed by DEO in fiscal year 2019-2020. Projected Capital Investment is the amount of capital investment that businesses with executed agreements estimate they will generate with their projects. Not all programs require capital investment commitments, which is why this category exists separately from Required Capital Investment. This table also includes the state award amount and the required local financial support commitments associated with these executed agreements.

**Table 10. Summary of Executed Agreements, Commitments, and Awards in Fiscal Year 2019-2020**

Executed Agreements	Contract Job Requirements	Required Capital Investment	Projected Capital Investment	Contracted Average Annual Wage	Maximum State Award	Required Local Financial Support
76	10,617	\$4,000,000	\$2,235,874,107	\$62,292 <sup>1</sup>	\$43,041,200	\$9,523,000

<sup>1</sup>This amount is the total weighted average of all wages for the noted agreements.

Table 11 provides a breakdown of the maximum eligible award by program for the agreements executed in fiscal year 2019-2020. An award of \$0.00 indicates that no agreement was executed for that program, and therefore there are no projects for which there can be a maximum state award. Tax credits and exemptions are not included, because these programs do not have executed agreements.

**Table 11. Maximum State Award for Agreements Executed in Fiscal Year 2019-2020**

Type of Program	Program	Maximum State Award
Grants	High-Impact Performance Incentive Grant	\$0
	Innovation Incentive Program	\$0
	Quick Action Closing Fund	\$0
Tax Refunds	Brownfield Redevelopment Bonus <i>Qualified Target Industry<sup>1</sup> and Standalone</i>	\$2,150,000
	Qualified Target Industry	\$40,891,200
	<b>Total</b>	<b>\$43,041,200</b>

<sup>1</sup>The noted Maximum State Award amount is the Brownfield Redevelopment Bonus portion only. The Qualified Target Industry portion is included in the Qualified Target Industry total.

Table 12 summarizes the maximum state award for the Economic Development Transportation Projects program, which is managed by DOT, in fiscal year 2019-2020.

**Table 12. Maximum State Award for DOT Programs in Fiscal Year 2019-2020**

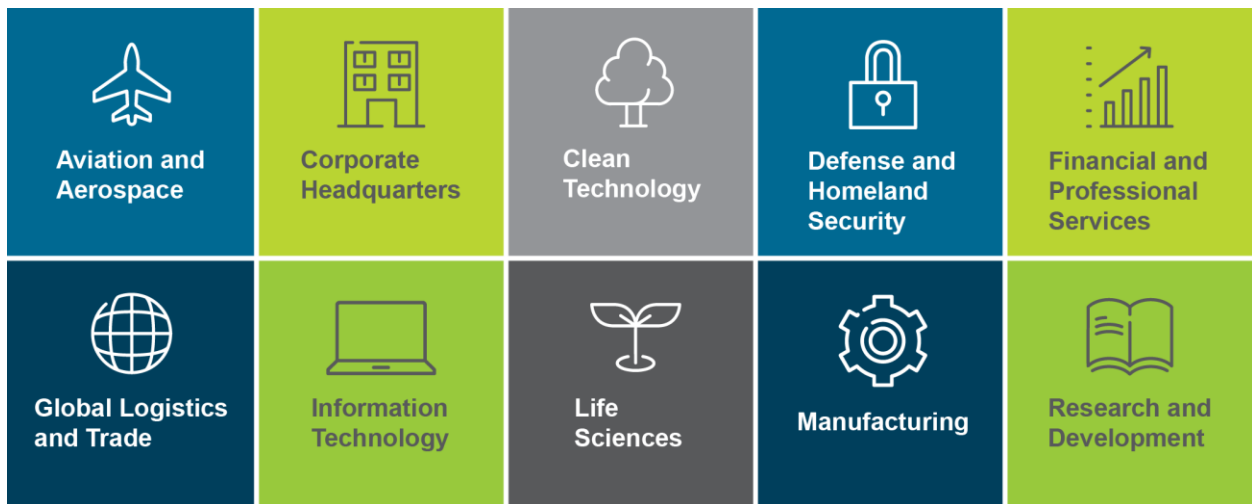
Type of Program	Program	Maximum State Award
Grants	Economic Development Transportation Projects	\$13,233,190

## Qualified Target Industries

Target industries are primarily used by the Qualified Target Industry (QTI) program to identify businesses that are eligible for tax refunds. Target industry businesses are defined in s. 288.106, Florida Statutes. These businesses help to diversify the economy, promote resiliency, and create jobs with higher than average wages in industries that are expected to have a positive economic impact.

During the 2019 calendar year, Florida’s target industries were reviewed in conjunction with economic development organizations, representatives from the State University System, local governments, and other stakeholders as required by s. 288.106(2)(q), Florida Statutes. The review concluded with no substantive changes to the industries that comprise the list. Figure 1 outlines the targeted industries identified in the 2019-2020 review.

**Figure 1. Target Industries**



In fiscal year 2019-2020, 74 of DEO's 76 executed agreements were with businesses in these target industries. Table 13 provides additional details on executed agreements and their commitments by industry.

**Table 13. Project Commitments by Industry for Fiscal Year 2019-2020**

Industry	Executed Agreements	Contract Job Requirements	Contracted Average Annual Wage	Projected Capital Investment
Aviation/Aerospace	4	510	\$60,045	\$182,757,000
Corporate Headquarters	9	1,634	\$78,266	\$404,500,328
Clean Technologies	0	0	\$0	\$0
Financial/Professional Services	9	1,201	\$58,510	\$25,244,550
Homeland Security/Defense	0	0	\$0	\$0
Information Technology	12	1,724	\$75,347	\$157,644,119
Life Sciences	3	210	\$54,450	\$36,668,000
Logistics/Distribution	7	628	\$57,029	\$88,001,560
Not in Target Sector	2	355	\$36,749	\$65,041,002
Other Manufacturing	28	4,275	\$55,379	\$1,253,837,548
Research and Development	1	35	\$73,500	\$3,000,000
Semiconductor Technology	1	45	\$68,000	\$16,200,000
<b>Total</b>	<b>76</b>	<b>10,617</b>	<b>\$65,176<sup>1</sup></b>	<b>\$2,232,894,107</b>

<sup>1</sup>This amount is the total weighted average of all wages for the noted agreements.



## Industry Results

A review of projects with completed agreements in the last three fiscal years is presented by target industry in Table 14. The information contained within the table is central to evaluating the quality and effectiveness of the programs geared toward targeted industries in Florida.

**Table 14. Confirmed Performance by Industry for Completed Agreements - Three Fiscal Years**

Industry	Completed Agreements	Confirmed Job Performance	Confirmed Average Annual Wage	Confirmed Capital Investment
Aviation/Aerospace	3	443	\$83,186	\$16,867,640
Corporate Headquarters	8	909	\$94,149	\$216,834,950
Financial/Professional Services	11	4,494	\$70,816	\$65,615,156
Homeland Security/Defense	0	0	\$0	\$0
Information Technology	5	259	\$87,272	\$7,313,250
Life Sciences	4	769	\$70,763	\$29,005,975
Logistics/Distribution	3	2,533	\$46,689	\$0
Not in Target Sector	2	727	\$28,571	\$5,126,570
Other Manufacturing	7	457	\$70,864	\$53,225,199
Research and Development	1	20	\$109,821	\$0
<b>Total</b>	<b>44</b>	<b>10,611</b>	<b>\$65,151<sup>1</sup></b>	<b>\$393,988,740</b>

<sup>1</sup>This amount is the total weighted average of all wages for the noted completed agreements in these industries.

## Industry Trends

Pursuant to s. 288.106(7)(d), Florida Statutes, DEO is tasked with attempting to ascertain the causes for a business' failure to complete its QTI agreement. The following analysis contains the findings and recommendations.

In fiscal year 2019-2020, 67 agreements were terminated after a status change to inactive, terminated, or withdrawn. Of the 67 agreements, 40 businesses voluntarily withdrew from the program.

Through ongoing communication with the businesses, DEO found a variety of issues affecting businesses' continued participation in the program. Causes for businesses' inability to complete their agreements included the following:

- ▶ 43 businesses reported not being able to meet the job or wage creation requirement;
- ▶ 22 businesses reported changes in their business plans or market conditions as factors influencing their ability to meet the requirements;
- ▶ 1 business had a delay in project; and
- ▶ 1 business did not indicate a reason for withdrawal from the program.

Overall, the QTI program was a successful tool for Florida's economic development, and taken as a whole, the projects that remain in the QTI program throughout their entire job maintenance schedule are successful and provide a positive return-on-investment to the state. However, per s. 288.106 Florida Statutes, no additional applicants may be certified under the QTI program after June 30, 2020. Although existing QTI agreements will

continue to be in effect according to their terms, Florida has lost a heavily utilized and successful economic development tool at an inopportune time.

## Additional Program Reports

This section consists of additional programs that are not traditional economic development programs. These programs are marketed by EFI and administered by DEO, with the exception of tax credit programs that are administered by DOR. Pursuant to s. 213.053, Florida Statutes, tax credits claimed are not included in order to maintain business confidentiality.

### Florida Job Growth Grant Fund

The Florida Job Growth Grant Fund was appropriated \$40 million for improving public infrastructure and enhancing workforce training in Florida in fiscal year 2019-2020.

DEO and EFI received 105 proposals requesting \$336,612,995 in funding for fiscal year 2019-2020. These proposals were reviewed by DEO and EFI and chosen by the Governor based on their strong return on investment to the state and to meet the demand for a robust workforce or infrastructure needs. Return on investment was calculated to determine the best projects for the state and economic development in the regions.

A total of 5 proposals were awarded funding in fiscal year 2019-2020. Of these proposals, \$11,907,132 was awarded for infrastructure projects, and \$3,674,392 was awarded for workforce projects statewide. The remainder of the funding reverted to the General Revenue Fund. For more information on the Florida Job Growth Grant Fund, visit [www.FloridaJobs.org/JobGrowth](http://www.FloridaJobs.org/JobGrowth).

**Table 15. Florida Job Growth Grant Fund – Awarded Proposals for Fiscal Year 2019-2020**

Awardee	Amount
<b>Infrastructure Proposals</b>	
City of Panama City	\$2,860,000
City of Melbourne Airport Authority	\$3,922,132
City of Pensacola	\$4,875,000
City of Green Cove Springs	\$250,000
<b>Workforce Proposals</b>	
Florida State College at Jacksonville	\$3,674,392
<b>Total Amount Awarded</b>	<b>\$15,581,524</b>

## Rural Development Programs

The following section summarizes the activity of the rural programs managed by DEO's Division of Community Development.

### Regional Rural Development Grant Program

The Regional Rural Development Grant Program, created by s. 288.018, Florida Statutes, provides funds to regionally-based economic development organizations representing rural counties and communities to build the professional capacity of the communities they represent.

The maximum grant award for this fiscal year was \$50,000, or \$150,000 if located in a Rural Area of Opportunity. The grant must be matched each year by an equivalent amount of non-state resources. Up to \$750,000 from funds appropriated to the Rural Community Development Revolving Loan Fund may be used for this program each fiscal year.

### Rural Community Development Revolving Loan Fund

The Rural Community Development Revolving Loan Fund, created by s. 288.065, Florida Statutes, provides loans to local governments, or economic development organizations substantially underwritten by a unit of local government, to finance initiatives directed toward maintaining or developing the economic base of rural communities, especially when addressing employment opportunities.

Eligible local governments, or economic development organizations substantially underwritten by a unit of local government, must be in:

- ▶ Counties with populations of 75,000 or less;
- ▶ Counties with populations of 125,000 or less if contiguous to a county with a population of fewer than 75,000; or
- ▶ Rural Areas of Opportunity (RAO).

Appropriations from the Economic Development Trust Fund support the Rural Community Development Revolving Loan Fund.

All loan repayments of principal and interest are returned to the loan fund and made available for loans to other applicants. However, if the recipient is located within a Rural Area of Opportunity, repayments of principal and interest may be retained by the applicant if they are dedicated and matched to fund regionally-based economic development organizations representing that area. Pursuant to s. 288.065(4), Florida Statutes, appropriated funds are not subject to reversion.

### Rural Infrastructure Fund Program

The purpose of the Rural Infrastructure Fund (RIF) program, created by s. 288.0655, Florida Statutes, is to facilitate the planning, preparing, and financing of infrastructure projects in rural communities which will encourage job creation, capital investment, and the strengthening and diversification of rural economies. The RIF program is intended to facilitate rural communities access to infrastructure funding programs, such as those offered by the Small Cities Community Development Block Grant (CDBG), United States Department of Agriculture – Rural Development (USDA-RD), and the United States Department of Commerce – Economic Development Administration (EDA).

The three types of grants available under the Rural Infrastructure Fund Program are:

- ▶ **Total Project Participation Grants:** To facilitate access and maximize the use of state, federal, local, and private resources, grants may be awarded for up to 50 percent of the total infrastructure project costs related to specific job-creation or job-retention opportunities. Eligible uses of funds include:
  - Improvements to public infrastructure for industrial or commercial sites;
  - Upgrades to or development of public tourism infrastructure;
  - Improvements to access and availability of broadband internet service; and
  - Improvements to inadequate infrastructure that has resulted in regulatory action
- ▶ **Project Planning and Preparation Grants:** To facilitate timely response and induce the location or expansion of specific job creating opportunities, grants may be awarded for infrastructure feasibility studies, design, and engineering activities, or other infrastructure planning and preparation activities. Grants awarded under this category may be used in conjunction with Total Project Participation grants provided that the total amount of both grants does not exceed 30 percent of the total project cost.
  - \$50,000 (maximum) for projects creating at least 100 jobs
  - \$150,000 (maximum) for projects creating at least 300 jobs
  - \$300,000 (maximum) for projects in a Rural Area of Opportunity (RAO)
- ▶ **Preclearance Review Grants:** To enable rural communities to access the resources available under the Expedited Permitting – Preclearance Review Process (s. 403.973(18), Florida Statutes), grants may be awarded for surveys, feasibility studies, and other activities related to the identification and preclearance review of land which is suitable for preclearance review.
  - \$75,000 (maximum) with a 50 percent local match for projects located outside a RAO
  - \$300,000 (maximum) with a 33 percent local match for projects located inside a RAO
  - Local funds match requirement waived for projects located within a catalyst site (as defined in s. 288.056, Florida Statutes)

**Table 16. Rural Development Programs – Fiscal Year 2019-2020**

Program	Legislative Appropriations	Approvals	Amount Awarded
Regional Rural Development Grant Program	\$750,000 <sup>1</sup>	5	\$697,500
Rural Community Development Revolving Loan Fund	\$420,000 Balance Forward Appropriation <sup>2</sup> \$3,512,323	0	\$0
Rural Infrastructure Fund Program	\$7,700,000	22	\$7,698,174

<sup>1</sup>Up to \$750,000 from the Rural Community Development Revolving Loan Fund may be used to fund Regional Rural Development Grant Program projects.

<sup>2</sup>Unexpended funds at the end of the state fiscal year roll forward to the next year. This does not represent new funding, but the balance of prior unexpended appropriations.

## Other Tax Credit Programs

The following programs are managed by DEO and DOR. DEO is responsible for eligibility and approval of applications for tax credit programs, while DOR issues the tax credits to businesses. These tax credit programs are based on a calendar year schedule.

### Rural Job Tax Credit Program

The Rural Job Tax Credit Program, created by s. 212.098, Florida Statutes, offers a tax credit for eligible businesses located within one of 36 designated Qualified Rural Areas to create new jobs. The tax credit ranges from \$1,000 to \$1,500 per qualified employee and can be taken against either Florida corporate income tax or Florida sales and use tax. The Rural Job Tax Credit Program receives a tax credit allocation of up to \$5 million each calendar year.

### Urban High Crime-Area Job Tax Credit Program

The Urban High-Crime Area Job Tax Credit Program, created by s. 212.097, Florida Statutes, offers a tax credit for eligible businesses located within one of 13 designated urban high-crime areas to create new jobs. The tax credit ranges from \$500 to \$2,000 per qualified job and can be taken against either Florida corporate income tax or Florida sales and use tax. The Urban High-Crime Area Job Tax Credit Program receives a tax credit allocation of up to \$5 million each calendar year.

**Table 17. Rural Job and Urban High-Crime Tax Credit Programs – Calendar Year 2019**

Program	Approvals	Jobs Created	Tax Credits Approved
Rural Job Tax Credit Program	4	100	\$100,000
Urban High-Crime Tax Credit Program	14	617	\$838,000

## Closing

The various programs that comprise the economic development toolkit are a critical component of attracting and retaining business projects in the State of Florida. These programs help diversify Florida's economy and help to offset competitive disadvantages Florida may have with out-of-state locations. At a time when the COVID-19 pandemic has adversely affected businesses and Floridians are out of work, especially in the hard-hit tourism industry, it is more important than ever to diversify Florida's economy. However, this task is becoming more challenging every year, as the programs in the economic development toolkit are sunset. With the June 2020 sunset of the Qualified Target Industry Tax Refund Program, Florida lost one of its most robust job creation incentives. In order to ensure Florida's future success, the state needs strong economic development programs as it recovers from the pandemic.

## Appendix A: Executed Agreements

This table lists projects with agreements that were executed with the state during fiscal year 2019-2020. Pursuant to s. 288.075(6)(b), Florida Statutes, confidential projects cannot be disclosed. The following are additional considerations pertaining to the list of executed contracts:

- ▶ All agreements require existing Florida businesses to maintain their current employment levels.
- ▶ Projects located in rural cities, rural communities, or Brownfield areas are eligible to request an exemption of the local financial support requirements. These are denoted as “\$0.00” in the respective column.

**Table 18. Executed Agreements**

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
<b>Brownfield Redevelopment Bonus (Stand-Alone)</b>							
Florida International Medical Center, LLC 19-01321	Miami-Dade	Not in Target Sector	330	\$51,041,002	\$660,000	\$0	\$38,194
House at Tallahassee, LLC 19-10643	Leon	Not Specified	25	\$14,000,000	\$50,000	\$0	\$17,680
<b>QTI-Brownfield Redevelopment Bonus</b>							
Spirit Airlines, Inc. 19-12384	Broward	Corporate Headquarters	225	\$173,420,000	\$1,440,000	\$270,000	\$78,854
<b>Qualified Target Industry</b>							
A.L. Garey & Associates, Inc. 19-02136	Broward	Other Manufacturing	20	\$1,550,000	\$48,000	\$12,000	\$48,687
AAR Manufacturing, Inc. 19-02130	Pinellas	Other Manufacturing	47	\$6,950,000	\$188,000	\$47,000	\$54,364
Accel International Holdings, Inc. 19-00110	St. Lucie	Other Manufacturing	125	\$43,000,000	\$500,000	\$125,000	\$47,000
Adhawk Inc. 19-03421	Sarasota	Information Technology	50	\$280,000	\$200,000	\$50,000	\$48,102



Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
Amicus Biologics, Inc. 18-01172	Orange	Life Sciences	100	\$19,000,000	\$192,000	\$48,000	\$69,670
Applied Biomass Solutions NF Operations SPV, LLC 20-07757	Taylor	Other Manufacturing	60	\$25,750,000	\$384,000	\$0	\$39,870
Atlas Air, Inc. 18-00585	Miami-Dade	Aviation/Aerospace	73	\$104,157,000	\$233,600	\$58,400	\$77,744
BK Technologies, Inc. 19-08779	Brevard	Research and Development	35	\$3,000,000	\$140,000	\$35,000	\$73,500
C&I Studios, Inc. 19-05437	Broward	Financial/Professional Services	10	\$65,550	\$24,000	\$6,000	\$57,908
Dispenser Packaging, Inc. 19-07339	Polk	Other Manufacturing	40	\$20,431,564	\$160,000	\$40,000	\$41,047
Esports Play LLC 19-12570	Palm Beach	Corporate Headquarters	30	\$1,350,000	\$168,000	\$42,000	\$95,550
Fidelity National Information Services 19-11790	Duval	Information Technology	500	\$145,000,000	\$2,400,000	\$600,000	\$85,000
Fiteq, Inc. 19-10451	Polk	Other Manufacturing	20	\$1,154,500	\$80,000	\$20,000	\$51,309
Florida Can Manufacturing LLC 20-02865	Polk	Other Manufacturing	110	\$123,639,484	\$440,000	\$110,000	\$47,204
Future Foods Enterprises, LLC 19-07835	Volusia	Other Manufacturing	50	\$7,800,000	\$120,000	\$30,000	\$43,401

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
Goodrich Corporation 18-01000	Duval	Other Manufacturing	108	\$25,600,000	\$432,000	\$108,000	\$53,298
Honeywell International, Inc. 18-00889	Pinellas	Other Manufacturing	147	\$33,565,000	\$588,000	\$147,000	\$53,298
Integrity Express Logistics LLC 20-01179	Hillsborough County	Logistics/Distribution	50	\$230,000	\$120,000	\$30,000	\$60,165
KPMG LLP 19-00548	Orange	Financial/Professional Services	118	\$4,950,000	\$283,200	\$70,800	\$54,746
KPMG LLP 20-08553	Orange	Financial/Professional Services	188	\$3,197,000	\$451,200	\$112,800	\$54,746
LandLocked Industries, LLC 19-13170	Bay	Logistics/Distribution	96	\$2,286,000	\$288,000	\$0	\$45,895
Levatas LLC 19-04516	Palm Beach	Information Technology	50	\$1,850,000	\$280,000	\$70,000	\$105,490
Lockheed Martin Corporation 18-01173	Orange	Other Manufacturing	750	\$300,000,000	\$4,200,000	\$1,050,000	\$92,848
Miami-Dade Steel LLC 18-00515	Miami-Dade	Other Manufacturing	180	\$224,000,000	\$432,000	\$108,000	\$48,750
MPLT Healthcare, LLC 20-00631	Palm Beach	Financial/Professional Services	75	\$1,530,000	\$180,000	\$45,000	\$60,657
Navalimpianti U.S.A., Inc. 19-00285	Broward	Financial/Professional Services	20	\$2,850,000	\$48,000	\$12,000	\$55,990
Nuco Citrus, LLC 19-00177	Desoto	Other Manufacturing	107	\$68,500,000	\$770,400	\$0	\$49,259

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
PACEM Defense LLC 19-04327	Taylor	Other Manufacturing	80	\$5,885,000	\$512,000	\$0	\$38,737
Peace River Citrus Products, Inc. 20-05094	Polk	Other Manufacturing	175	\$95,600,000	\$700,000	\$175,000	\$47,204
Power Design, Inc. 19-12413	Pinellas	Corporate Headquarters	85	\$2,000,000	\$408,000	\$102,000	\$70,910
Private National Mortgage Acceptance Company, LLC 20-02616	Hillsborough	Financial/Professional Services	400	\$5,600,000	\$960,000	\$240,000	\$60,165
Publix Super Markets, Inc. 20-02017	Broward	Other Manufacturing	25	\$23,245,000	\$60,000	\$15,000	\$50,355
Ravago Holdings	Orange	Corporate Headquarters	115	\$53,835,328	\$460,000	\$245,000	\$53,388
Rhodan Marine Systems of Florida, LLC 19-02173	Sarasota	Other Manufacturing	18	\$1,260,000	\$72,000	\$18,000	\$48,102
Scotlynn USA Division, Inc. 20-01508	Lee	Corporate Headquarters	140	\$20,475,000	\$560,000	\$140,000	\$48,000
Shiji (US) Inc. 19-13827	Broward	Information Technology	70	\$800,000	\$280,000	\$70,000	\$57,908
Smiths Interconnect, Inc. 19-09067	Hillsborough	Other Manufacturing	54	\$550,000	\$216,000	\$54,000	\$60,165

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
SoFi Lending Corp. 19-12944	Duval	Financial/Professional Services	300	\$5,500,000	\$1,200,000	\$300,000	\$54,941
SS&C Technologies, Inc 19-08187	Duval	Information Technology	198	\$1,741,119	\$792,000	\$198,000	\$69,000
Summit Orthopedic Technologies, Inc. 19-03770	Collier	Other Manufacturing	80	\$2,540,000	\$320,000	\$80,000	\$45,565
Super-Pufft Snacks USA, Inc. 19-04043	Taylor	Other Manufacturing	260	\$25,600,000	\$1,664,000	\$0	\$38,737
The Chefs' Warehouse of Florida, LLC 20-01166	Miami-Dade	Logistics/Distribution	140	\$25,000,000	\$336,000	\$84,000	\$59,603
Total Quality Logistics, LLC 19-01733	Hillsborough	Logistics/Distribution	80	\$237,000	\$192,000	\$48,000	\$58,383
Total Quality Logistics, LLC 19-03994	Hillsborough	Logistics/Distribution	75	\$45,000	\$180,000	\$45,000	\$58,383
United Parcel Service, Inc. 19-00118	Duval	Logistics/Distribution	87	\$50,103,560	\$208,800	\$52,200	\$57,540
VoltAir Consulting Engineers, Inc. 19-13710	Hillsborough	Financial/Professional Services	10	\$332,000	\$32,000	\$8,000	\$78,476
VT Mobile Aerospace Engineering, Inc. 18-00154	Escambia	Other Manufacturing	1,325	\$45,000,000	\$5,300,000	\$1,325,000	\$45,394

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
<b>Qualified Target Industry (Confidential Projects Pursuant to s. 288.075, Florida Statutes. Due to confidentiality, the names of these businesses cannot be disclosed at this time.)</b>							
20-15353	Pinellas	Information Technology	20	\$545,000	\$80,000	\$20,000	\$56,236
20-08964	Miami-Dade	Semiconductor Technology	45	\$16,200,000	\$180,000	\$45,000	\$68,000
20-15234	Hillsborough	Other Manufacturing	23	\$3,000,000	\$92,000	\$23,000	\$67,870
20-06837	Volusia	Other Manufacturing	55	\$18,305,000	\$220,000	\$55,000	\$43,401
20-05402	Marion	Life Sciences	10	\$118,000	\$32,000	\$8,000	\$55,055
20-12864	Duval	Financial/Professional Services	80	\$1,200,000	\$384,000	\$96,000	\$74,209
20-15061	Hillsborough	Corporate Headquarters	732	\$65,500,000	\$3,513,600	\$878,400	\$81,417
20-07181	Lake	Other Manufacturing	25	\$2,236,000	\$100,000	\$25,000	\$37,620
20-15004	Duval	Other Manufacturing	300	\$47,406,000	\$1,200,000	\$300,000	\$59,146
20-08377	Duval	Information Technology	115	\$2,150,000	\$552,000	\$138,000	\$71,663
20-11306	Seminole	Information Technology	250	\$1,750,000	\$1,200,000	\$300,000	\$73,308
19-01367	Bay	Aviation/Aerospace	115	\$1,500,000	\$460,000	\$115,000	\$46,500
20-07782	Orange	Information Technology	26	\$205,000	\$62,400	\$15,600	\$56,824
20-14192	Miami-Dade	Information Technology	65	\$1,510,000	\$156,000	\$39,000	\$62,000
20-08486	Glades	Other Manufacturing	22	\$22,000,000	\$140,800	\$0	\$42,642
20-10851	Hillsborough	Information Technology	80	\$1,500,000	\$384,000	\$96,000	\$81,417
20-04763	Alachua	Other Manufacturing	15	\$8,270,000	\$60,000	\$15,000	\$60,000
20-06989	Miami-Dade	Corporate Headquarters	219	\$4,850,000	\$525,600	\$131,400	\$97,260
20-06879	Hillsborough	Other Manufacturing	54	\$74,000,000	\$216,000	\$54,000	\$47,775
19-08609	Orange	Aviation/Aerospace	52	\$27,000,000	\$124,800	\$31,200	\$55,000

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
19-00204	Miami-Dade	Corporate Headquarters	53	\$82,300,000	\$296,800	\$74,200	\$100,174
20-15865	Duval	Logistics/Distribution	100	\$10,100,000	\$240,000	\$60,000	\$60,000
20-14902	Duval	Information Technology	300	\$313,000	\$1,440,000	\$360,000	\$74,300
20-13011	Flagler	Life Sciences	100	\$17,550,000	\$640,000	\$0	\$39,169
20-12075	Hillsborough	Corporate Headquarters	35	\$770,000	\$140,000	\$35,000	\$62,420
20-15967	Miami-Dade	Aviation/Aerospace	270	\$50,100,000	\$648,000	\$162,000	\$62,000

## Appendix B: Payments

This table lists all businesses receiving tax refund and grant payments. Payments represent the amount paid out of the fiscal year 2019-2020 budget. Other payments may have been received by the business in previous years and/or may be payable in the future depending on business performance. Some businesses may have multiple payments in one fiscal year due to performance verification at later dates which can cause payments to be delayed to future fiscal years. Neither DEO nor EFI is aware of any federal funds received by these projects.

The majority of these payments are for the Qualified Target Industry program and other programs that do not require confirmation of capital investment. For programs with a capital investment requirement, the confirmed investment has been noted. For those active agreements in place prior to March 23, 2012, the committed average annual wage cannot be disclosed per s. 288.075(6)(a)3., Florida Statutes.

Please note that for projects under the Brownfield Redevelopment Bonus with Qualified Target Industry program, the Total Payment includes the Qualified Target Industry tax refund payment amount in addition to Brownfield Bonus payment amount.

**Table 19. Payments - Tax Refunds**

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
<b>Brownfield Redevelopment Bonus (Stand Alone)</b>								
Cheney Brothers, Inc. 12-00149	Charlotte	Logistics/Distribution	\$120,000	100	31	318	\$45,712	\$2,500,000
Inn at Tallahassee, LLC 16-00802	Leon	Not in Target Sector	\$7,500	15	30	30	\$31,710	\$2,781,200
Northrop Grumman Systems Corporation 13-00484	Brevard	Aviation/Aerospace	\$350,000	0	763	1,664	\$124,703	\$75,204,804
Northrop Grumman Systems Corporation 13-00484	Brevard	Aviation/Aerospace	\$183,500	0	361	2,025	\$97,829	\$75,204,804
Publix Super Markets, Inc. 08-00269	Orange	Logistics/Distribution	\$97,500	0	32	435	\$47,091	\$1,029,840
Publix Super Markets, Inc. 16-00437	Seminole	Not in Target Sector	\$47,500	95	101	101	\$91,448	\$6,495,698
Wal-Mart Stores East, LP 13-00032	Miami-Dade	Other Manufacturing	\$45,000	0	21	93	\$24,100	\$2,646,187
<b>Brownfield Redevelopment Bonus with Qualified Target Industry</b>								
Embraer Aircraft Holding, Inc. 08-00210	Brevard	Aviation/Aerospace	\$47,500	0	3	204	s. 288.075(6)(a)3., Florida Statutes	\$0
Embraer Aircraft Holding, Inc. 08-00210	Brevard	Aviation/Aerospace	\$86,250	0	1	201	s. 288.075(6)(a)3., Florida Statutes	\$0
EverBank, FSB 11-00130	Duval	Financial/Professional Services	\$328,125	0	66	380	s. 288.075(6)(a)3., Florida Statutes	\$0
JRL Ventures, Inc. 12-00517	Manatee	Other Manufacturing	\$31,250	0	34	268	\$38,200.01	\$0
JRL Ventures, Inc. 12-00517	Manatee	Other Manufacturing	\$62,500	0	78	234	\$38,096.87	\$0



Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
<b>Qualified Target Industry</b>								
ABC Home Medical Supply, Inc. 17-00541	St. Lucie	Corporate Headquarters	\$23,750	10	19	69	\$52,118	\$0
ABC Home Medical Supply, Inc. 17-00541	St. Lucie	Corporate Headquarters	\$11,875	10	50	50	\$41,840	\$0
ACI Worldwide Corp. 16-00639	Collier	Corporate Headquarters	\$99,750	20	10	59	\$205,627	\$0
ACI Worldwide Corp. 16-00639	Collier	Corporate Headquarters	\$64,750	11	23	49	\$184,382	\$0
ACI Worldwide Corp. 16-00639	Collier	Corporate Headquarters	\$31,802	26	26	26	\$176,179	\$0
Adecco USA, Inc. 14-00436	Duval	Corporate Headquarters	\$277,500	0	20	202	\$71,578	\$0
ADP, LLC 16-00260	Orange	Financial/Professional Services	\$103,500	64	256	768	\$53,765	\$0
Advanced Airfoil Components LLC 17-00495	Hillsborough	Other Manufacturing	\$90,000	45	69	69	\$67,318	\$0
Advanced Impact Technologies, Inc. 17-00818	Pinellas	Other Manufacturing	\$29,688	30	25	25	\$91,411	\$0
Advanced Manufacturing & Power Systems, Inc. 16-00543	Volusia	Other Manufacturing	\$7,125	10	49	49	\$40,878	\$0
Advent Software, Inc. 14-00100	Duval	Information Technology	\$146,063	32	88	302	\$70,264	\$0
Aero Simulation, Inc. 16-00472	Hillsborough	Other Manufacturing	\$40,070	15	15	30	\$79,672	\$0
Aerostar Training Services LLC 16-00552	Osceola	Corporate Headquarters	\$12,184	10	9	9	\$54,970	\$0
AgileThought, Inc. 14-00092	Orange	Information Technology	\$35,625	0	10	29	\$110,164	\$0

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
AgileThought, Inc. 14-00092	Orange	Information Technology	\$35,625	0	6	19	\$116,018	\$0
AgileThought, Inc. 14-00092	Orange	Information Technology	\$11,875	0	7	36	\$115,683	\$0
Airbus OneWeb Satellites, LLC 15-00499	Brevard	Aviation/Aerospace	\$13,746	25	44	44	\$157,509	\$0
Almod Diamonds Ltd., Inc. 16-00641	Miami-Dade	Other Manufacturing	\$10,688	15	15	15	\$55,741	\$0
Almod Diamonds Ltd., Inc. 16-00641	Miami-Dade	Other Manufacturing	\$18,276	15	12	27	\$55,256	\$0
Amazon.com Services, Inc. fka Amazon.com.dedc, LLC 13-00601	Hillsborough	Logistics/Distribution	\$281,250	0	570	1,590	\$47,591	\$0
Amazon.com Services, Inc. fka Amazon.com.dedc, LLC 13-00620	Polk	Logistics/Distribution	\$186,000	0	160	706	\$44,657	\$0
Amazon.com Services, Inc. fka Amazon.com.dedc, LLC 14-00213	Polk	Logistics/Distribution	\$75,000	0	-173	123	\$70,149	\$0
Amazon.com Services, Inc. fka Amazon.com.dedc, LLC 14-00213	Polk	Logistics/Distribution	\$75,000	0	97	296	\$41,248	\$0
Amazon.com Services, Inc. fka Amazon.com.dedc, LLC 14-00538	Miami-Dade	Logistics/Distribution	\$37,500	0	34	132	\$48,939	\$0
Amazon.com Services, Inc. fka Amazon.com.dedc, LLC 16-00590	Duval	Logistics/Distribution	\$375,000	500	674	674	\$50,683	\$0

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
Amazon.com Services, Inc. fka Amazon.com.dedc, LLC 17-00093	Duval	Logistics/Distribution	\$190,950	325	268	268	\$50,731	\$0
American Flight Training LLC 17-00499	Broward	Corporate Headquarters	\$12,500	10	12	12	\$55,129	\$0
Anheuser-Busch Companies, LLC 15-00682	Duval	Other Manufacturing	\$53,438	0	-7	84	\$77,136	\$0
Anheuser-Busch Companies, LLC 15-00682	Duval	Other Manufacturing	\$53,438	0	-7	77	\$79,757	\$0
Arthrex, Inc. 16-00589	Collier	Corporate Headquarters	\$325,000	110	167	630	\$57,823	\$0
Arthrex, Inc. 16-00589	Collier	Corporate Headquarters	\$475,000	120	138	768	\$61,563	\$0
Arthrex, Inc. 16-00589	Collier	Corporate Headquarters	\$187,500	150	463	463	\$54,003	\$0
Ashcomm, LLC 14-00365	Hillsborough	Information Technology	\$33,383	0	-49	73	\$80,744	\$0
Auto Club Services, Inc. 16-00086	Pinellas	Financial/Professional Services	\$35,150	12	2	37	\$68,759	\$0
AutoNation, Inc. 13-00435	Broward	Financial/Professional Services	\$10,000	0	-45	56	\$127,024	\$0
AutoNation, Inc. 18-00229	Broward	Corporate Headquarters	\$62,500	50	112	112	\$93,947	\$0
AutoZone Texas LLC 15-00327	Marion	Logistics/Distribution	\$240,000	110	202	266	\$39,044	\$0
AutoZone Texas LLC 15-00327	Marion	Logistics/Distribution	\$270,000	20	53	319	\$38,340	\$0
Avalon Health Services, LLC 16-00040	Hillsborough	Corporate Headquarters	\$61,510	20	12	56	\$94,998	\$0
Bay State Cable Ties, LLC 15-00397	Okaloosa	Other Manufacturing	\$40,534	0	23	56	\$38,309	\$0
Bay State Cable Ties, LLC 15-00397	Okaloosa	Other Manufacturing	\$25,415	15	8	33	\$39,417	\$0

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
Boats Group, LLC 17-00221	Miami-Dade	Corporate Headquarters	\$61,725	60	103	103	\$83,186	\$0
Boats Group, LLC 17-00221	Miami-Dade	Corporate Headquarters	\$75,282	10	6	109	\$99,329	\$0
Bogen Communications, Inc. 14-00137	Orange	Research and Development	\$16,625	0	3	20	\$109,821	\$0
Boston Whaler, Inc 14-00083	Volusia	Other Manufacturing	\$25,500	0	-6	341	\$43,628	\$0
Boston Whaler, Inc 14-00083	Volusia	Other Manufacturing	\$34,500	0	103	347	\$41,495	\$0
Boston Whaler, Inc 17-00164	Volusia	Other Manufacturing	\$50,000	40	205	205	\$78,415	\$0
Boston Whaler, Inc 17-00164	Volusia	Other Manufacturing	\$100,000	40	-10	195	\$39,952	\$0
Bristol-Myers Squibb Co. 13-00590	Hillsborough	Life Sciences	\$749,978	5	10	554	\$73,709	\$0
Bristol-Myers Squibb Co. 13-00590	Hillsborough	Life Sciences	\$736,440	164	132	544	\$100,261	\$0
C & C North America, Inc 17-00124	Miami-Dade	Corporate Headquarters	\$34,056	50	82	82	\$68,014	\$0
C & C North America, Inc 17-00124	Miami-Dade	Corporate Headquarters	\$96,499	35	17	99	\$99,065	\$0
CAE USA, Inc. 17-00596	Hillsborough	Other Manufacturing	\$55,000	25	61	61	\$74,819	\$0
CardWorks Servicing, LLC 17-00403	Seminole	Financial/Professional Services	\$25,500	14	41	81	\$50,213	\$0
Carrier Corporation-15-00258	Palm Beach	Corporate Headquarters	\$285,950	115	69	418	\$140,907	\$0
Centene Management Company, LLC 14-00393	Broward	Financial/Professional Services	\$188,813	0	76	702	\$61,319	\$0
Centene Management Company, LLC 14-00393	Broward	Financial/Professional Services	\$188,813	0	147	849	\$61,883	\$0

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
Centene Management Company, LLC 14-00394	Hillsborough	Financial/Professional Services	\$92,625	0	44	275	\$56,632	\$0
Centene Management Company, LLC 14-00394	Hillsborough	Financial/Professional Services	\$92,625	0	130	405	\$56,053	\$0
Centene Management Company, LLC 14-00395	Orange	Financial/Professional Services	\$53,438	0	5	164	\$51,983	\$0
Centene Management Company, LLC 14-00396	Duval	Financial/Professional Services	\$76,950	0	28	217	\$55,930	\$0
Charter Communications, Inc. 18-00208	Hillsborough	Information Technology	\$7,500	10	13	13	\$57,465	\$0
Charter Schools USA, Inc. 14-00335	Broward	Corporate Headquarters	\$91,250	18	9	106	\$65,933	\$0
Charter Schools USA, Inc. 14-00335	Broward	Corporate Headquarters	\$61,250	0	-12	94	\$68,298	\$0
CHG Intermediate Holdings, Inc. 16-00408	Broward	Financial/Professional Services	\$45,000	30	36	174	\$63,693	\$0
CHG Intermediate Holdings, Inc. 16-00408	Broward	Financial/Professional Services	\$22,500	20	56	138	\$58,282	\$0
Citigroup, Inc. 15-00401	Hillsborough	Corporate Headquarters	\$1,744,500	0	366	1,590	\$87,587	\$0
Citigroup, Inc. 15-00401	Hillsborough	Corporate Headquarters	\$1,744,500	425	486	1,224	\$82,295	\$0
Citrix Systems, Inc. 13-00217	Broward	Information Technology	\$175,000	0	-6	207	\$150,338	\$0
Cognizant Technology Solutions 14-00614	Hillsborough	Information Technology	\$350,550	90	98	254	\$63,743	\$0
Comprehensive Health Services, Inc. 16-00709	Brevard	Financial/Professional Services	\$18,080	50	82	82	\$66,135	\$0
ConnectWise, Inc. fka LabTech Software, LLC 14-00376	Hillsborough	Corporate Headquarters	\$125,000	0	-27	118	\$63,751	\$0

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
ConnectWise, Inc. fka LabTech Software, LLC 14-00376	Hillsborough	Corporate Headquarters	\$81,463	0	-20	98	\$74,934	\$0
ConnectWise, Inc. fka LabTech Software, LLC 14-00376	Hillsborough	Corporate Headquarters	\$125,000	35	69	145	\$64,176	\$0
ConnectWise, Inc. 14-00275	Hillsborough	Corporate Headquarters	\$140,000	41	175	330	\$62,314	\$0
ConnectWise, Inc. 14-00275	Hillsborough	Corporate Headquarters	\$124,688	0	-225	105	\$69,580	\$0
ConnectWise, Inc. 14-00275	Hillsborough	Corporate Headquarters	\$97,500	0	131	236	\$64,362	\$0
Constant Aviation, LLC 17-00390	Seminole	Other Manufacturing	\$29,688	25	61	61	\$53,634	\$0
Cross City Lumber, Inc. 17-00662	Dixie	Other Manufacturing	\$45,436	40	69	69	\$31,293	\$0
Danfoss, LLC fka Danfoss Turbocor Compressors, Inc. 15-00790	Leon	Other Manufacturing	\$17,500	0	0	10	\$99,612	\$0
DB USA Core Corporation fka. DB Services New Jersey, Inc. 12-00791	Duval	Financial/Professional Services	\$168,750	0	0	260	\$177,495	\$0
DB USA Core Corporation fka DB Services New Jersey, Inc. 13-00495	Duval	Financial/Professional Services	\$450,000	0	-99	300	\$77,864	\$0
DB USA Core Corporation fka. DB Services New Jersey, Inc. 14-00541	Duval	Financial/Professional Services	\$393,941	175	291	291	\$74,583	\$0

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
Dougherty Manufacturing, LLC 16-00719	Volusia	Other Manufacturing	\$58,406	40	49	97	\$40,035	\$0
Dougherty Manufacturing, LLC 16-00719	Volusia	Other Manufacturing	\$52,947	30	17	114	\$39,904	\$0
DRB Capital, LLC 14-00733	Palm Beach	Financial/Professional Services	\$52,715	0	-7	76	\$89,835	\$0
DS Services of America, Inc 14-00282	Polk	Corporate Headquarters	\$24,368	0	-29	27	\$54,961	\$0
Ecolab Inc. 15-00706	Broward	Corporate Headquarters	\$48,213	10	-3	55	\$125,321	\$0
Epoca International, Inc 16-00416	Palm Beach	Corporate Headquarters	\$21,250	4	7	21	\$81,667	\$0
Epoca International, Inc 16-00416	Palm Beach	Corporate Headquarters	\$21,250	0	2	23	\$87,757	\$0
Erchonia Corporation 15-00912	Brevard	Other Manufacturing	\$4,632	35	39	39	\$62,804	\$0
Erchonia Corporation 15-00912	Brevard	Other Manufacturing	\$4,145	0	2	41	\$82,472	\$0
Exel Inc. dba DHL Supply Chain (USA) 18-00890	Polk	Logistics/Distribution	\$30,279	45	45	45	\$50,995	\$0
FARO Technologies, Inc. 15-00348	Seminole	Corporate Headquarters	\$72,675	19	16	91	\$82,848	\$0
FedEx Ground Package System, Inc. 13-00139	Marion	Logistics/Distribution	\$247,500	8	48	240	\$31,597	\$0
FedEx Ground Package System, Inc. 13-00139	Marion	Logistics/Distribution	\$247,500	0	185	425	\$31,546	\$0
FELD Entertainment, Inc. 11-00072	Manatee	Corporate Headquarters	\$93,750	0	10	245	s. 288.075(6)(a)3., Florida Statutes	\$0
FIS AvantGard LLC 13-00482	Duval	Information Technology	\$255,000	0	-26	182	\$60,336	\$0
FIS AvantGard LLC 13-00482	Duval	Information Technology	\$180,000	0	-12	170	\$65,721	\$0

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
Gartner, Inc 09-00050	Lee	Information Technology	\$40,000	0	0	200	s. 288.075(6)(a)3., Florida Statutes	\$0
Gartner, Inc 11-00054	Lee	Information Technology	\$60,000	0	0	200	s. 288.075(6)(a)3., Florida Statutes	\$0
Gartner, Inc 13-00609	Lee	Information Technology	\$420,000	70	-360	280	\$77,127	\$0
Gartner, Inc 13-00609	Lee	Information Technology	\$495,000	120	120	400	\$88,358	\$0
Gartner, Inc 17-00100	Lee	Information Technology	\$300,000	200	200	200	\$64,565	\$0
Gartner, Inc 17-00100	Lee	Information Technology	\$450,000	100	100	300	\$70,237	\$0
Gartner, Inc 17-00635	Lee	Information Technology	\$264,000	120	120	120	\$59,918	\$0
Gartner, Inc 17-00635	Lee	Information Technology	\$528,000	120	120	240	\$71,231	\$0
Gateway One Lending & Finance 14-00132	Hillsborough	Financial/Professional Services	\$81,938	0	-13	124	\$47,687	\$0
General Electric Company 14-00608	Duval	Other Manufacturing	\$499,938	0	-50	421	\$69,501	\$0
Georgia-Pacific Consumer Operations LLC 17-00446	Putnam	Other Manufacturing	\$117,000	65	71	71	\$55,132	\$0
GFS Florida LLC 10-00035	Hillsborough	General	\$103,500	0	22	489	s. 288.075(6)(a)3., Florida Statutes	\$0
Global Sticks Express, LLC 17-00042	Palm Beach	Information Technology	\$22,940	20	-2	31	\$50,901	\$0
Herc Rentals Inc. 17-00238	Lee	Corporate Headquarters	\$152,500	42	30	219	\$89,024	\$0
Herc Rentals Inc. 17-00238	Lee	Corporate Headquarters	\$100,000	40	10	189	\$70,974	\$0
Hidden Eyes, LLC 15-00102	Sarasota	Financial/Professional Services	\$22,500	0	28	78	\$43,441	\$0



Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
Hidden Eyes, LLC 15-00102	Sarasota	Financial/Professional Services	\$15,000	0	7	85	\$43,424	\$0
Holiday AL Management Sub LLC 17-00465	Orange	Corporate Headquarters	\$67,794	50	121	121	\$91,202	\$0
Hotwire Communications, Ltd 16-00370	Broward	Corporate Headquarters	\$243,750	75	216	340	\$54,858	\$0
Ideal Deals, LLC dba Ideal Aluminum Products 14-00294	St. Johns	Other Manufacturing	\$15,000	0	15	73	\$38,711	\$0
Ideal Deals, LLC dba Ideal Aluminum Products 14-00294	St. Johns	Other Manufacturing	\$22,500	0	16	58	\$40,707	\$0
Integrity Express Logistics LLC 16-00005	Hillsborough	Logistics/Distribution	\$15,788	18	36	50	\$80,400	\$0
International Association of Amusement Parks and Attractions, Inc. 16-01005	Orange	Corporate Headquarters	\$60,000	10	8	41	\$113,442	\$0
J. B. Nottingham & Co., Inc. 12-00570	Volusia	Corporate Headquarters	\$9,748	0	-2	43	\$37,430	\$0
Jinko Solar (U.S.) Industries Inc 18-00068	Duval	Other Manufacturing	\$125,000	100	138	138	\$47,593	\$0
JL Audio, Inc. 15-00567	Broward	Other Manufacturing	\$22,500	0	52	125	\$44,592	\$0
KEMET Corporation 17-00562	Broward	Information Technology	\$92,625	65	103	103	\$149,733	\$0
Kroger Specialty Pharmacy, Inc. fka Axiom Healthcare Pharmacy, Inc. 16-00215	Seminole	Corporate Headquarters	\$168,750	45	48	150	\$46,965	\$0
Latino Enterprises, Inc. dba La Chiquita Tortilla Manufacturer 15-00343	Orange	Other Manufacturing	\$29,106	20	14	43	\$43,770	\$0

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Lemon-X Corporation 17-00353	Polk	Other Manufacturing	\$16,250	0	-2	15	\$40,587	\$0
LignoTech Florida LLC 15-00889	Nassau	Other Manufacturing	\$98,608	50	48	48	\$73,853	\$0
LignoTech Florida LLC 15-00889	Nassau	Other Manufacturing	\$112,500	0	4	52	\$65,147	\$0
Lockheed Martin Corporation 17-00451	Orange	Other Manufacturing	\$52,500	30	794	794	\$87,092	\$0
Lupin, Inc 14-00103	Broward	Life Sciences	\$14,778	0	1	40	\$128,413	\$0
Lupin, Inc 14-00103	Broward	Life Sciences	\$28,817	0	-1	39	\$132,412	\$0
Macquarie Holdings (U.S.A.), Inc. 15-00614	Duval	Financial/Professional Services	\$184,500	37	34	124	\$95,468	\$0
Macquarie Holdings (U.S.A.), Inc. 15-00614	Duval	Financial/Professional Services	\$184,500	0	3	127	\$90,143	\$0
Macquarie Holdings (U.S.A.), Inc. 17-00641	Duval	Financial/Professional Services	\$35,625	30	49	49	\$81,605	\$0
Maersk Line A/S Co. dba SeaLand 14-00387	Broward	Corporate Headquarters	\$57,441	0	27	140	\$94,922	\$0
Magic Leap, Inc. 16-00052	Broward	Information Technology	\$726,250	180	96	605	\$133,908	\$0
Magic Leap, Inc. 16-00052	Broward	Information Technology	\$971,250	140	112	717	\$140,143	\$0
Maverick Boat Group, Inc. 17-00163	St. Lucie	Other Manufacturing	\$125,000	50	111	176	\$35,629	\$0
Maverick Boat Group, Inc. 17-00163	St. Lucie	Other Manufacturing	\$62,500	50	65	65	\$37,572	\$0
MAYHEW/BESTWAY, LLC fka SKYO Industries, Inc. 15-00252	Volusia	Other Manufacturing	\$21,660	0	0	32	\$44,065	\$0
MAYHEW/BESTWAY, LLC fka SKYO Industries, Inc. 15-00252	Volusia	Other Manufacturing	\$21,673	3	4	32	\$42,719	\$0

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
Medical Air Services Association, Inc 17-00472	Broward	Corporate Headquarters	\$37,050	26	47	47	\$85,862	\$0
Mercedes-Benz USA, LLC 16-00663	Duval	Corporate Headquarters	\$81,000	6	13	68	\$81,359	\$0
Mestizo Foods, LLC 17-00624	Marion	Other Manufacturing	\$11,250	15	64	64	\$40,729	\$0
Mettler-Toledo, LLC 16-00124	Pasco	Other Manufacturing	\$149,600	16	137	239	\$59,467	\$0
Molekule, Inc. 19-00734	Polk	Other Manufacturing	\$12,500	10	11	11	\$66,098	\$0
Morphogenesis, Inc 16-00612	Hillsborough	Research and Development	\$5,938	10	11	11	\$16,649	\$0
Morris and Lee, Inc. 14-00675	Nassau	Other Manufacturing	\$17,100	0	10	29	\$45,293	\$0
NeoGenomics Laboratories, Inc. 12-00689	Lee	Life Sciences	\$25,000	0	3	163	\$78,043	\$0
Newcastle Aviation Partners, LLC 16-00764	Lee	Corporate Headquarters	\$10,939	10	10	10	\$54,618	\$0
North American Roofing Services, Inc.17-00081	Hillsborough	Corporate Headquarters	\$13,862	36	43	43	\$55,194	\$0
North American Roofing Services, Inc.17-00081	Hillsborough	Corporate Headquarters	\$49,209	36	26	69	\$55,595	\$0
Orlando Sports Holdings, LLC 14-00047	Orange	Corporate Headquarters	\$15,000	0	-13	88	\$73,404	\$0
Oscor, Inc. 10-00170	Pinellas	Life Sciences	\$11,250	0	-39	120	s. 288.075(6)(a)3., Florida Statutes	\$0
Oscor, Inc. 18-00224	Pinellas	Other Manufacturing	\$7,500	10	51	51	\$55,364	\$0
Paramount Transportation Logistics Services, L.L.C. 15-00761	Lee	Logistics/Distribution	\$7,500	10	36	36	\$43,324	\$0

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
Paychex, Inc 15-00875	Pinellas	Corporate Headquarters	\$20,000	2	83	125	\$50,525	\$0
Paylocity Corporation 15-00599	Seminole	Information Technology	\$87,500	32	125	178	\$47,040	\$0
PODS Enterprises, Inc 13-00555	Pinellas	Corporate Headquarters	\$45,000	0	286	428	\$62,081	\$0
Power Design, Inc. 14-00743	Pinellas	Corporate Headquarters	\$90,000	0	-18	60	\$84,849	\$0
Power Design, Inc. 16-00414	Pinellas	Corporate Headquarters	\$105,000	20	-117	71	\$83,521	\$0
Power Design, Inc. 17-00770	Pinellas	Clean Technologies	\$45,000	30	252	252	\$68,523	\$0
Premier Pharmacy Labs Inc 16-00813	Hernando	Other Manufacturing	\$14,250	10	17	17	\$60,821	\$0
Publix Super Markets, Inc. 13-00292	Orange	Logistics/Distribution	\$24,000	10	9	63	\$50,551	\$0
Publix Super Markets, Inc. 15-00473	Orange	Logistics/Distribution	\$38,400	5	27	91	\$49,038	\$0
Publix Super Markets, Inc. 16-00545	Polk	Other Manufacturing	\$12,113	7	-21	21	\$50,555	\$0
Publix Super Markets, Inc. 17-00096	Polk	Corporate Headquarters	\$93,750	75	327	327	\$55,035	\$0
Publix Super Markets, Inc. 17-00723	Polk	Other Manufacturing	\$21,250	7	13	50	\$45,035	\$0
R&L Carriers, Inc. 11-00122	Marion	Corporate Headquarters	\$148,840	0	11	217	\$53,191	\$0
R&L Carriers, Inc. 11-00122	Marion	Corporate Headquarters	\$185,915	60	44	206	\$49,616	\$0
Refresco Beverages US, Inc. fka Cott Beverages, Inc. 17-00103	Hillsborough	Corporate Headquarters	\$37,500	30	33	33	\$72,289	\$0
ReliaQuest, LLC 15-00108	Hillsborough	Information Technology	\$0	0	34	121	\$87,738	\$0
ReliaQuest, LLC 15-00108	Hillsborough	Information Technology	\$35,320	20	48	87	\$81,269	\$0

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
S.S. White Technologies Inc 15-00524	Pinellas	Other Manufacturing	\$4,295	100	107	107	\$76,694	\$0
Safariland, LLC 15-00326	Duval	Other Manufacturing	\$18,000	0	-25	25	\$73,056	\$0
Safariland, LLC 15-00326	Duval	Other Manufacturing	\$18,000	0	-1	24	\$53,061	\$0
Safariland, LLC 15-00326	Duval	Other Manufacturing	\$18,000	0	0	24	\$58,907	\$0
Safariland, LLC 16-00156	Duval	Other Manufacturing	\$65,000	10	38	105	\$45,988	\$0
Safariland, LLC 16-00156	Duval	Other Manufacturing	\$40,000	32	50	50	\$61,077	\$0
Safariland, LLC 16-00156	Duval	Other Manufacturing	\$52,500	10	17	67	\$44,290	\$0
Safran Oil Systems, LLC 15-00712	Lee	Other Manufacturing	\$35,000	11	16	37	\$61,485	\$0
Safran Oil Systems, LLC 15-00712	Lee	Other Manufacturing	\$52,500	14	10	47	\$63,470	\$0
Safran Power USA, LLC fka Labinal, LLC 15-00337	Manatee	Aviation/Aerospace	\$86,640	9	13	64	\$64,405	\$0
Safran Power USA, LLC fka Labinal, LLC 15-00337	Manatee	Aviation/Aerospace	\$89,348	9	2	66	\$60,014	\$0
Schenker Americas, Inc. 17-00018	Miami-Dade	Corporate Headquarters	\$64,725	25	8	52	\$112,186	\$0
Security First Managers, LLC 17-00160	Volusia	Financial/Professional Services	\$82,500	30	52	98	\$52,055	\$0
Security First Managers, LLC 17-00160	Volusia	Financial/Professional Services	\$127,500	30	111	209	\$55,319	\$0
Security First Managers, LLC 17-00160	Volusia	Financial/Professional Services	\$14,258	25	46	46	\$52,171	\$0
Seimens Gamesa Renewable Energy fka Siemens Energy, Inc. 12-00503	Orange	Clean Technologies	\$35,000	0	-4	52	\$129,104	\$0

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
Selene Finance LP 14-00592	Duval	Financial/Professional Services	\$87,500	0	-2	155	\$67,247	\$0
Sixt Rent A Car LLC 17-00102	Broward	Corporate Headquarters	\$46,313	39	60	60	\$54,502	\$0
SR Technologies, Inc. 18-00390	Broward	Information Technology	\$33,250	19	43	43	\$96,738	\$0
SR Technologies, Inc. 18-00390	Broward	Information Technology	\$52,500	11	19	62	\$98,742	\$0
SunGard Data Systems Inc. 16-00003	Duval	Information Technology	\$148,913	40	22	132	\$60,686	\$0
SunGard Data Systems Inc. 16-00003	Duval	Information Technology	\$114,000	96	110	110	\$70,117	\$0
Thales USA, Inc. 16-00309	Brevard	Research and Development	\$7,026	27	95	95	\$135,682	\$0
Thales USA, Inc. 16-00309	Brevard	Research and Development	\$67,450	50	24	71	\$130,207	\$0
Thales USA, Inc. 16-00309	Orange	Research and Development	\$66,250	28	13	64	\$68,914	\$0
The Depository Trust & Clearing Corporation 11-00381	Hillsborough	Financial/Professional Services	\$50,750	0	55	361	\$109,596	\$0
The Douglas Stewart Company, Inc. 18-00011	Manatee	Logistics/Distribution	\$7,500	10	10	10	\$70,822	\$0
The Hertz Corporation 13-00522	Lee	Corporate Headquarters	\$589,286	0	38	774	\$143,496	\$0
Think Anew, LLC 16-00640	Hillsborough	Information Technology	\$1,972	10	12	12	\$58,863	\$0
Tocqueville Asset Management L.P. 16-00658	Indian River	Financial/Professional Services	\$31,588	25	20	20	\$216,146	\$0
TopBuild Corp.15-00578	Volusia	Corporate Headquarters	\$41,563	10	27	39	\$128,075	\$0
Total Quality Logistics, LLC 14-00785	Volusia	Logistics/Distribution	\$25,473	15	25	78	\$41,932	\$0

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
Total Quality Logistics, LLC 14-00785	Volusia	Logistics/Distribution	\$14,584	15	33	53	\$42,548	\$0
Total Quality Logistics, LLC 15-00756	Orange	Logistics/Distribution	\$7,125	10	22	22	\$49,106	\$0
TravelCLICK, Inc. 11-00436	Orange	Corporate Headquarters	\$37,500	0	-7	282	s. 288.075(6)(a)3., Florida Statutes	\$0
TravelCLICK, Inc. 11-00436	Orange	Corporate Headquarters	\$15,000	0	-1	281	s. 288.075(6)(a)3., Florida Statutes	\$0
TUUCI, LLC 15-00202	Miami-Dade	Other Manufacturing	\$31,500	0	-14	48	\$0	\$0
TUUCI, LLC 18-00194	Miami-Dade	Other Manufacturing	\$7,500	10	40	40	\$45,853	\$0
United States Tennis Association Incorporated 13-00599	Orange	Corporate Headquarters	\$208,250	119	132	132	\$100,297	\$0
United States Tennis Association Incorporated 13-00599	Orange	Corporate Headquarters	\$269,500	35	50	182	\$100,058	\$0
United Technologies Corporation-Pratt & Whitney Division 14-00684	Palm Beach	Aviation/Aerospace	\$154,000	70	60	60	\$87,891	\$0
United Technologies Corporation-Pratt & Whitney Division 14-00684	Palm Beach	Aviation/Aerospace	\$154,000	0	47	107	\$99,350	\$0
USpharma, Ltd., Co. 17-00355	Miami-Dade	Other Manufacturing	\$68,750	55	55	55	\$60,579	\$0
USpharma, Ltd., Co. 17-00355	Miami-Dade	Other Manufacturing	\$80,750	25	13	68	\$64,014	\$0
Vac-Con, Inc 15-00764	Clay	Other Manufacturing	\$37,500	10	-36	45	\$47,180	\$0
V Cruises US, LLC 17-00294	Broward	Corporate Headquarters	\$2,529	28	29	29	\$132,855	\$0
V Cruises US, LLC 17-00294	Broward	Corporate Headquarters	\$70,500	66	74	103	\$94,243	\$0

Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
Verizon Corporate Resources Group LLC 12-00707	Seminole	Financial/Professional Services	\$1,030,992	0	34	1,156	\$82,834	\$0
Verizon Corporate Resources Group LLC 12-00707	Seminole	Financial/Professional Services	\$720,000	0	15	1,171	\$89,652	\$0
VetFed Resources, Inc. 17-00439	Escambia	Financial/Professional Services	\$835	10	9	9	\$68,178	\$0
Wal-Mart.com USA, LLC 15-00279	Polk	Logistics/Distribution	\$146,250	160	106	200	\$42,907	\$0
Wal-Mart.com USA, LLC 15-00279	Polk	Logistics/Distribution	\$177,000	41	49	249	\$47,253	\$0
Welbilt FSG U.S. Holding, LLC 16-00823	Pasco	Research and Development	\$30,000	20	20	20	\$139,996	\$0
WellCare Health Plans, Inc. 13-00387	Hillsborough	Financial/Professional Services	\$525,000	0	767	3,078	\$73,048	\$0
Wetherill Associates, Inc. 15-00092	Broward	Corporate Headquarters	\$24,938	15	2	49	\$88,222	\$0
White & Case, LLP 14-00455	Hillsborough	Information Technology	\$51,750	0	12	138	\$89,502	\$0
World Triathlon Corporation 17-00832	Hillsborough	Corporate Headquarters	\$61,750	60	52	52	\$62,571	\$0
WTA Tour, Inc. 15-00392	Pinellas	Corporate Headquarters	\$12,500	0	5	33	\$108,207	\$0
Wyndham Worldwide Corporation 18-00140	Orange	Corporate Headquarters	\$112,500	75	85	85	\$99,087	\$0
Y2K Service, Inc. 18-00136	Seminole	Information Technology	\$5,399	10	19	19	\$81,912	\$0
Zier, Inc 15-00432	Broward	Corporate Headquarters	\$62,500	0	-10	63	\$69,060	\$0
Zier, Inc 15-00432	Broward	Corporate Headquarters	\$62,500	25	-7	73	\$65,821	\$0



Project	County	Industry	Total Payment	Jobs Due This Fiscal Year	New Jobs Confirmed This Fiscal Year	New Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
<b>High Impact Performance Incentive</b>								
Jinko Solar (U.S.) Industries Inc 18-00068	Duval	Other Manufacturing	\$477,276	100	138	138	\$47,593	\$51,417,140
Johnson & Johnson Vision Care, Inc. 15-00047	Duval	Life Sciences	\$500,000	0	20	157	\$66,099	\$506,257,806
<b>Quick Action Closing Fund (All payments made from existing escrow account.)</b>								
Arthrex, Inc. 16-00589	Collier	Corporate Headquarters	\$280,000	110	167	630	\$57,823	\$117,822,236
Johnson & Johnson 15-00173	Hillsborough	Corporate Headquarters	\$2,890,079	190	131	404	\$91,851	\$21,262,553
Johnson & Johnson Vision Care, Inc. 13-00614	Duval	Life Sciences	\$1,300,000	0	7	153	\$82,005	\$200,000,000
KLS Martin Manufacturing, LLC 16-00396	Duval	Life Sciences	\$93,811	7	6	18	\$59,170	\$5,818,982
Lockheed Martin Mission Systems and Training 12-00732	Pinellas	Homeland Security/Defense	\$500,000	0	-58	5	\$64,026	\$14,064,276
Magic Leap, Inc. 16-00052	Broward	Information Technology	\$1,150,000	140	96	606	\$133,962	\$229,223,954
Northrop Grumman Corporation 12-00786	Brevard	Homeland Security/Defense	\$4,050,000	300	494	1,360	\$122,866	\$358,693,631
Northrop Grumman Systems Corporation 13-00484	Brevard	Aviation/Aerospace	\$861,300	0	361	2,025	\$97,829	\$75,204,804
Zimmer, Inc. 15-00638	Palm Beach	Corporate Headquarters	\$325,000	73	73	143	\$83,377	\$2,711,231

## Appendix C: Historical Data

As noted in Table 1, some programs require annual appropriations by the Legislature and others involve foregone tax revenue. Tables 20 and 21 detail approvals by year for all programs requiring an annual appropriation. These approvals do not represent payments as payments will be made in future years. Table 22 summarizes the amount of tax credits claimed or approved to be claimed for several tax credit programs. Fiscal years that contain “N/A” indicates that there were no approvals that fiscal year, because the program was not yet created.

**Table 20. Grant Approvals**

Fiscal Year	High-Impact Performance Incentive	Quick Action Closing Fund	Innovation Incentive Program	Economic Development Transportation Projects <sup>1</sup>
2019-2020	\$5,000,000	\$0	\$0.	\$13,233,190
2018-2019	\$0	\$0	\$0	\$0
2017-2018	\$8,170,000	\$0	\$0	\$0
2016-2017	\$0	\$0	\$0	\$2,331,437
2015-2016	\$532,000	\$23,500,000	\$0	\$8,391,667
2014-2015	\$7,000,000	\$44,181,000	\$0	\$7,545,466
2013-2014	\$10,600,000	\$44,655,440	\$0	\$13,454,767
2012-2013	\$5,000,000	\$43,724,500	\$0	\$18,999,357
2011-2012	\$1,500,000	\$28,413,000	\$6,600,000	\$14,830,795
2010-2011	\$8,640,000	\$24,337,700	\$0	\$30,342,123
2009-2010	\$0	\$25,401,830	\$0	\$4,280,390
2008-2009	\$13,984,000	\$60,579,000	\$0	\$27,565,525
2007-2008	\$0	\$47,000,000	\$249,090,000	\$9,732,860
2006-2007	\$0	\$41,857,800	\$200,000,000	\$12,039,178
2005-2006	\$3,150,000	\$10,442,200	N/A	\$11,617,198
2004-2005	\$0	\$9,272,500		\$14,710,964
2003-2004	\$0	\$4,400,000		\$17,212,039
2002-2003	\$0	\$0		\$17,012,214
2001-2002	\$0	\$1,350,000		\$14,937,348
2000-2001	\$2,000,000	\$900,000		\$20,158,571
1999-2000	\$15,250,000	\$1,400,000		\$27,866,578
1998-1999	\$12,500,000	N/A		\$25,047,952
1997-1998	\$0			\$16,230,721
1996-1997	N/A			\$8,595,618
1995-1996			\$10,023,177	

<sup>1</sup> Please note that the Economic Development Transportation Projects program is managed and paid by DOT.

**Table 21. Tax Refund Approvals**

Fiscal Year	Award Type	Qualified Target Industry	Brownfield Redevelopment Bonus with Qualified Target Industry	Brownfield Bonus Standalone
2019-2020	Maximum Award	\$32,373,200	\$450,000	\$2,108,000
	State Award	\$26,580,800	\$450,000	\$2,108,000
2018-2019	Maximum Award	\$40,558,400	\$0	\$262,500
	State Award	\$34,233,200	\$0	\$220,000
2017-2018	Maximum Award	\$61,455,000	\$1,500,000	\$294,000
	State Award	\$48,208,400	\$1,200,000	\$294,000
2016-2017	Maximum Award	\$62,591,200	\$0	\$300,000
	State Award	\$48,838,960	\$0	\$300,000
2015-2016	Maximum Award	\$60,788,000	\$0	\$570,000
	State Award	\$48,468,200	\$0	\$570,000
2014-2015	Maximum Award	\$58,373,900	\$630,000	\$0
	State Award	\$46,699,120	\$504,000	\$0
2013-2014	Maximum Award	\$55,324,300	\$875,000	\$2,660,000
	State Award	\$44,259,440	\$700,000	\$2,178,000
2012-2013	Maximum Award	\$60,975,040	\$4,022,500	\$5,160,000
	State Award	\$48,780,072	\$3,218,000	\$4,128,000
2011-2012	Maximum Award	\$58,063,500	\$7,697,500	\$5,982,500
	State Award	\$46,450,800	\$6,158,000	\$4,786,000
2010-2011	Maximum Award	\$37,940,810	\$4,552,500	\$3,437,500
	State Award	\$30,352,648	\$3,642,000	\$2,750,000
2009-2010	Maximum Award	\$33,863,300	\$4,790,000	\$1,112,500
	State Award	\$27,090,640	\$3,832,000	\$890,000
2008-2009	Maximum Award	\$34,125,000	\$5,070,000	\$230,000
	State Award	\$27,300,000	\$4,056,000	\$184,000
2007-2008	Maximum Award	\$23,710,000	\$472,500	\$812,500
	State Award	\$18,968,000	\$378,000	\$650,000
2006-2007	Maximum Award	\$36,611,000	\$1,545,000	\$3,072,500
	State Award	\$29,288,800	\$1,236,000	\$2,458,000
2005-2006	Maximum Award	\$55,670,867	\$2,942,500	\$1,567,500
	State Award	\$44,536,694	\$2,354,000	\$1,254,000
2004-2005	Maximum Award	\$56,954,000	\$2,360,000	\$1,250,000
	State Award	\$45,563,200	\$1,888,000	\$1,000,000
2003-2004	Maximum Award	\$41,964,800	\$4,322,000	\$312,500
	State Award	\$33,571,840	\$3,457,600	\$250,000
2002-2003	Maximum Award	\$45,675,100	\$1,982,500	\$312,500
	State Award	\$36,540,080	\$1,586,000	\$250,000
2001-2002	Maximum Award	\$37,576,950	\$125,000	N/A
	State Award	\$30,061,560	\$100,000	
2000-2001	Maximum Award	\$50,546,800	\$100,000	
	State Award	\$40,437,440	\$80,000	
1999-2000	Maximum Award	\$56,223,500	\$300,000	
	State Award	\$44,978,800	\$240,000	
1998-1999	Maximum Award	\$26,607,880	\$845,000	
	State Award	\$21,286,304	\$676,000	
1997-1998	Maximum Award	\$59,995,152	\$231,250	
	State Award	\$47,996,122	\$185,000	
1996-1997	Maximum Award	\$34,298,000	N/A	
	State Award	\$27,438,400		
1995-1996	Maximum Award	\$26,557,500		
	State Award	\$21,246,000		

*See glossary for definitions of Maximum Award and State Award*

The CITC data provided by the DOR is based on corporate income tax returns with taxable years ending within a particular calendar year. The CITC program numbers indicate the amount of tax credits actually claimed by businesses. The CITC is provided as an aggregate figure for the amount of credit claimed for years prior to 2010 in order to maintain business confidentiality per s. 213.053, Florida Statutes. As awardees subsequently file amended Florida corporate income tax returns where the adjustments result in a change in the amount of CITC claimed; or the DOR completes an audit where the amount of credit allowed is adjusted up or down for a taxable year, the amount of credit shown for each calendar year is updated. The Rural Job Tax Credit and Urban High-Crime Job Tax Credit programs' data represent the total amount of tax credits approved to be claimed each year.

**Table 22. Tax Credits Approved to be Claimed by Businesses**

Calendar Year	Capital Investment Tax Credit	Rural Job Tax Credit	Urban High-Crime Job Tax Credit
2019	\$67,996,415	\$100,000	\$838,000
2018	\$46,961,530	\$141,000	\$1,248,000
2017	\$17,071,403	\$229,000	\$3,035,000
2016	\$31,590,810	\$0	\$2,424,000
2015	\$30,652,734	\$94,000	\$1,604,500
2014	\$22,200,631	\$46,000	\$2,069,500
2013	\$20,960,498	\$27,000	\$1,172,500
2012	\$16,965,589	\$187,000	\$2,460,500
2011	\$26,126,845	\$431,000	\$790,500
2010	\$25,189,515	\$181,000	\$1,259,500
2009	\$78,316,065	\$204,000	\$855,000
2008		\$66,000	\$517,500
2007		\$204,000	\$654,000
2006		\$647,500	\$1,014,000
2005		\$673,000	\$1,761,000
2004		\$50,000	\$1,053,500
2003		\$1,008,000	\$1,069,000
2002		\$584,000	\$2,673,500
2001		\$257,000	\$2,486,500
2000		\$0	\$21,000
1999	\$0	\$0	\$260,500
1998	N/A	\$0	\$0

## Appendix D: Glossary

### Key Terms

#### Contract Activity

- ▶ **Active**  
The business is currently performing and in good standing.
- ▶ **Complete**  
The business has met the terms of its contract and received eligible incentive payments.
- ▶ **Inactive**  
The business has received one or more incentive payments after meeting a portion of its contract commitments but is ineligible for future payments.
- ▶ **Terminated**  
An incentive contract was executed, but the business has not received any payments and is ineligible for future payments.
- ▶ **Vacated**  
An incentive contract was never signed by the business and therefore no agreement was executed.
- ▶ **Withdrawn**  
An incentive contract was executed, but the business voluntarily chose not to pursue current or future payments.

#### Performance Information

- ▶ **Average Annual Wage**  
The average wage of project jobs for the latest performance period/refund period for active agreements after March 23, 2012. This report utilizes weighted average for several tables. Weighted average is the total of all wages divided by all jobs.
- ▶ **Base Jobs**  
Positions paid directly or indirectly by the business during the 12 full calendar months prior to the approval date or letter preserving inducement (LPI) date.
- ▶ **Capital Investment**  
The amount of capital expenditures a business makes at the project location on or after the approval date.
- ▶ **Contracted**  
Required per a business' executed agreement with DEO.  
*Example: Contracted New Jobs, Contracted Average Annual Wage*
- ▶ **Confirmed**  
Verified by DEO and third-party auditor. Confirmed number could be cumulative or for the latest performance/refund period.
- ▶ **Contract Job Requirement**  
Total contract job commitment for the life of the project, which could include base/retained jobs in addition to net new jobs.

- ▶ Jobs  
*Also: Project Jobs*  
Full-time, salaried employees or full-time equivalent (FTE) employees, who work at least 35 paid hours per week, performing tasks that directly relate to the products/services of the project.
- ▶ Jobs Due  
Total number of new jobs businesses are contractually obligated to have in place. Jobs due could be cumulative or for the latest performance/refund period.
- ▶ Job Performance  
Number of jobs created, which could include base/retained jobs in addition to net-new jobs.
- ▶ Net-New Jobs  
New jobs resulting in a net increase in overall employment at the project location in connection with the project during the applicable performance/refund period.
- ▶ New Jobs  
Jobs created by the business on or after the approval date or LPI date.
- ▶ Project  
Indicates the creation of a new business or expansion of an existing business in Florida.
- ▶ Retained Jobs  
Positions paid directly or indirectly by the business prior to the approval date in the contract. These jobs are identified as being at risk if the business does not decide to remain and/or expand in Florida. Retained jobs may be the same as, or a subset of, a business's base jobs.

## Financial Information

- ▶ Approval Date  
The date that DEO approved the project for eligibility in a particular program. In the case of the Quick Action Closing Fund, the approval date is the date the project is approved by the Governor or Legislative Budget Commission depending on the award amount.
- ▶ Maximum Eligible Award  
*Also: Maximum Award*  
The total maximum amount that a business could be eligible to receive for the project; this amount typically includes the state award and required local financial support. Some programs do not require local financial support.
- ▶ Maximum State Award  
*Also: State Award*  
The maximum amount that a business could be eligible to receive for the project from DEO.
- ▶ Local Financial Support  
*Also: Local Match*  
Indicates the community's portion of the award paid per the requirements of the Florida Statutes.
- ▶ Required Local Financial Support  
*Also: Required Local Match*  
Indicates the total amount of local financial support that the community is required to commit to throughout the life of the project.

- ▶ State Amount  
Portion of the award paid by the state.

## Programs

### Grants

- ▶ Economic Development Transportation Projects ([s. 339.2821](#), Florida Statutes)  
The Economic Development Transportation Projects (EDTF) grant, established in 1980, is awarded to a local government to alleviate transportation impediments as an inducement for a specific business to remain, expand, or locate in Florida. The infrastructure funded through this grant serves as permanent community improvements for the benefit of Floridians. Effective July 1, 2012, administration of the EDF was transferred from DEO to DOT.
- ▶ Florida Small Business Technology Growth Program ([s. 288.95155](#), Florida Statutes)  
The Florida Small Business Technology Growth Program (FSBTGP) was established in 1998 to provide financial assistance to businesses in the state having high job growth and emerging technology potential and fewer than 100 employees. The program is administered and managed by EFI. All moneys in FSBTGP (\$22,938 in cash as of June 30, 2020) are continuously appropriated to the FSBTGP and may be used for loan guarantees, letter of credit guarantees, cash reserves for loan and letter of credit guarantees, payments of claims pursuant to contracts for guarantees, subordinated loans, loans with warrants, royalty investments, equity investments, and operations. In fiscal year 2015-16, EFI made three (3) investments: \$350,000 in the portfolio of venVelo, a venture fund and business accelerator focused on early stage opportunities; \$250,000 in Genicon Investment Group, LLC, a special purpose investment vehicle created by venVelo for the purposes of investing in Genicon, Inc., an emerging leader in the design, production, and distribution of patented surgical instrumentation, focused exclusively on laparoscopic surgery; and \$300,000 as a bridge note to Genicon that was later converted into stock in order to leverage an additional \$1,400,000 in outside investment.
- ▶ Florida State Small Business Credit Initiative (Established through [H.R. 5297](#)) also known as the Florida Small Business Loan Program  
Florida was awarded \$98.1 million from the U.S. Department of the Treasury for participation in the State Small Business Credit Initiative (SSBCI), a program created to establish access to capital for small businesses through the Small Business Jobs Act of 2010. The Legislative Budget Commission established budget authority to allow DEO to administer the SSBCI in 2011. Florida was approved to operate a Capital Access Program, a Venture Capital Program and a Small Business Loan Support Program. Through its partners, DEO continues to administer the Venture Capital and Small Business Loan Support programs.
- ▶ High-Impact Performance Incentive Grant ([s. 288.108](#), Florida Statutes)  
Enacted in 1997, the High-Impact Performance Incentive (HIPI) Grant is reserved for major facilities operating in designated portions of high-impact sectors, including clean energy, life sciences, financial services, information technology, silicon technology, transportation equipment manufacturing, and a corporate headquarters facility. This performance-based grant is paid in two equal installments, one upon commencement of operations and the other upon commencement of full operations.
- ▶ Innovation Incentive Program ([s. 288.1089](#), Florida Statutes)  
The Innovation Incentive Program was created in 2006 as a tool to allow the state to compete

effectively for high-value research and development, innovation business, and alternative and renewable energy projects. These are long-term investments made by the state in industry clusters that are critical to Florida's future of economic diversification. All innovation projects include a performance-based contract with the state, which outlines specific milestones that must be achieved for grant payment as well as compliance requirements. The Innovation Incentive Program was last funded in fiscal year 2011-2012.

- ▶ Quick Action Closing Fund ([s. 288.1088](#), Florida Statutes)  
The Quick Action Closing Fund was created in 1999 as a “deal closing” tool in highly competitive negotiations for projects where Florida's traditional incentives are not enough to win the deal. This tool is critical to the state's ability to attract projects where Florida is at a significant competitive disadvantage. All Quick Action Closing Fund projects include a performance-based contract with the state, which outlines specific milestones that must be achieved. The Quick Action Closing Fund was last funded in 2015-2016, , however; funds remain in an escrow account managed by EFI for active projects with future scheduled payments and performance.
- ▶ Regional Rural Development Grant Program ([s. 288.018](#), Florida Statutes)  
The Regional Rural Development Grant Program, established in 1996, is a matching grant program that provides funding to regionally-based economic development organizations representing rural counties and communities for the purpose of building the professional capacity of their organizations. The matching grants may also be used by an economic development organization to provide technical assistance to businesses within the rural counties and communities that it serves. The maximum amount an organization may receive in any year is \$50,000, or \$150,000 in a Rural Area of Opportunity and must be matched each year by an equivalent amount of non-state resources.
- ▶ Rural Community Development Revolving Loan Fund ([s. 288.065](#), Florida Statutes)  
The Rural Community Development Revolving Loan Fund, created in 1996, provides loans to designated rural local governments to finance economic development projects that either maintain or create new jobs and strengthen the economic base of rural communities. Eligible local governments must be designated rural counties as defined in s. 288.0656, Florida Statutes.
- ▶ Rural Infrastructure Fund Program ([s. 288.0655](#), Florida Statutes)  
The Rural Infrastructure Fund (RIF) program, established in 1999, facilitates the planning, preparing, and financing in rural communities which will encourage job creation, capital investment, and the strengthening and diversification of rural economies. The department may award up to 50 percent of total infrastructure costs. There are three types of grants under this program: Total Project Participation Grants, Project Planning and Preparation Grants, and Preclearance Review Grants.
- ▶ Florida Job Growth Grant Fund ([s. 288.101](#), Florida Statutes)  
In 2017, the Legislature established the Florida Job Growth Grant Fund and tasked DEO, along with DOT and EFI, to review and identify public infrastructure and workforce training proposals that promote economic opportunity across the state.

## Tax Credits

- ▶ Capital Investment Tax Credit ([s. 220.191](#), Florida Statutes)  
The Capital Investment Tax Credit (CITC), established in 1998, is used to attract and grow capital-intensive industries in Florida. It is an annual credit, provided for up to 20 years, against only the



corporate income tax liability or the premium tax liability generated by a qualifying project. Eligible projects are those in designated high-impact portions of the following sectors: clean energy, life sciences, financial services, information technology, semi-conductors, transportation equipment manufacturing, advanced manufacturing, or a corporate headquarters facility.

- ▶ Florida Space Business Incentives Act ([s. 220.194](#), Florida Statutes)  
The Florida Space Business Incentives Act, established in 2011, creates incentives to attract launch, payload, research and development and other space business to Florida. The tax credits are approved on a first-come, first-served basis. Only one application can be submitted by a business or organization each fiscal year. To qualify, the business must create 35 new jobs in Florida and invest at least \$15 million in Florida on a spaceflight project in the three previous taxable years. Once granted a tax credit, the business must file an annual report on the spaceflight project's progress. As of June 30, 2019, no applications have been received and per statute, no credit may be approved after October 1, 2017.
- ▶ Rural Job Tax Credit Program ([s. 212.098](#), Florida Statutes)  
The Rural Job Tax Credit Program, established in 1997, is a tax credit provided for businesses in one of 36 designated rural areas. A new business must have at least 10 qualified employees when applying and receives a \$1,000 tax credit for each employee. The maximum amount allotted for the Rural Job Tax Credit Program is \$5 million per calendar year and a business may receive \$500,000 as a maximum tax credit.
- ▶ Urban High-Crime Area Job Tax Credit Program ([s. 212.097](#), Florida Statutes)  
The Urban High-Crime Area Job Tax Credit Program, established in 1997, allows businesses to receive a tax credit when hiring full-time employees while operating within one of the 13 designated urban high-crime areas. A new business in a tier-one area which has at least 10 qualified employees receives a \$1,500 tax credit for each employee; a new business in a tier-two area which has at least 20 qualified employees receives a \$1,000 tax credit for each employee; and a new business in a tier-three area which has at least 30 qualified employees receives a \$500 tax credit for each employee. The maximum credit amount that may be approved during any calendar year is \$5 million.

## Tax Exemptions

- ▶ Semiconductor, Defense, or Space Technology Sales Tax Exemption ([s. 212.08\(5\)\(j\)](#), Florida Statutes)  
The Semiconductor, Defense, or Space Technology Sales Tax Exemption is for industrial machinery and equipment used in semiconductor technology facilities to manufacture, process, compound, or produce semiconductor technology products for sale or for use by these facilities; industrial machinery and equipment used in defense or space technology facilities to design, manufacture, assemble, process, compound, or produce defense technology products or space technology products for sale or for use by these facilities; and building materials purchased for use in manufacturing or expanding clean rooms in semiconductor-manufacturing facilities qualify for the tax exemption.
- ▶ Space Flight Activities Sales Tax Exemption ([s. 212.08\(16\)](#), Florida Statutes)  
The Space Flight Activities Sales Tax Exemption is for the sale, lease, use, storage, consumption, or distribution of any orbital space facility, space propulsion system, space vehicle, satellite, or station of any kind possessing space flight capacity. The sale, lease, use, storage, consumption, or distribution of tangible personal property placed on or used aboard any orbital space facility, space propulsion system, space vehicle, satellite, or station of any kind qualify for the tax exemption. This exemption is not affected by the failure of a launch to occur or the destruction of a launch vehicle or any components

thereof.

## Tax Refunds

### ► Brownfield Redevelopment Bonus Tax Refund ([s. 288.107](#), Florida Statutes)

The Brownfield Redevelopment Bonus Tax Refund, established in 1997, serves to improve economic opportunities within Florida's Brownfield areas. These areas have been designated as Brownfields due to the presence or perceived presence of environmental contamination. To be eligible for bonus refunds, a Brownfield area must have an executed rehabilitation agreement with the Department of Environmental Protection (DEP) or with a local government delegated by the DEP. This incentive is a partnership between the state and local communities as 20 percent of the award may be provided by the local city or county government. This tax refund is available as a standalone or as a bonus in addition to the Qualified Target Industry Tax Refund. All Brownfield Bonus projects include a performance-based contract with the state, which outlines specific milestones that must be achieved and verified by the state prior to payment of refunds.

### ► Qualified Target Industry Tax Refund ([s. 288.106](#), Florida Statutes)

The Qualified Target Industry (QTI) Tax Refund, established in 1994, serves to attract new high-quality, high-wage jobs for Floridians. Tax refunds are made to qualifying, pre-approved businesses creating new jobs within Florida's target industries. The targeted industries include: aviation and aerospace, clean technology, defense and homeland security, financial and professional services, headquarters, information technology, life sciences, logistics and distribution, and manufacturing. All QTI projects include a performance-based contract with the state, which outlines specific milestones that must be achieved and verified by the state prior to payment of refunds. This incentive is a partnership between the state and local community as 20 percent of the award comes from the local city and/or county government. Pursuant to s. 288.106(9), Florida Statutes, an applicant may not be certified as qualified after June 30, 2020.

## Appendix E: Statutes, Laws and Rules

### Florida Statutes

#### Chapter 212- Sales, Use, and Other Transactions

s. 212.02- Definitions

s. 212.08- Sales, rental, use, consumption, distribution and storage tax; specified exemptions

s. 212.097- Urban High-Crime Area Job Tax Credit Program

s. 212.098- Rural Job Tax Credit Program

#### Chapter 213- State Revenue Laws: General Provisions

s. 213.053- Confidentiality and information sharing

#### Chapter 215- Financial Matters: General Provisions

s. 215.97- Florida Single Audit Act

#### Chapter 220- Income Tax Code

*Part II- Tax Imposed; Apportionment*

s. 220.1895- Rural Job Tax Credit and Urban High-Crime Area Job Tax Credit

s. 220.191- Capital Investment Tax Credit

s. 220.194- Corporate income tax credits for spaceflight projects

#### Chapter 288- Commercial Development and Capital Improvements

*Part 1- General Provisions*

s. 288.018- Regional Rural Development Grants Program

s. 288.061- Economic development incentive application process

s. 288.065- Rural Community Development Revolving Loan Fund

s. 288.0655- Rural Infrastructure Fund

s. 288.0656- Rural Economic Development Initiative

s. 288.06561- Reduction or waiver of financial match requirements

s. 288.075- Confidentiality of records

s. 288.076- Return on investment reporting for economic development programs

s. 288.095- Economic Development Trust Fund

s. 288.101- Florida Job Growth Grant Fund

s. 288.106- Tax refund program for qualified target industry businesses

s. 288.107- Brownfield redevelopment bonus refunds

s. 288.108- High-impact business

s. 288.1088- Quick Action Closing Fund

s. 288.1089- Innovation Incentive Program

*Part VIII- Enterprise Florida, Inc.*

s. 288.907- Annual incentives report

*Part IX- Technology Department*

s. 288.95155- Florida Small Business Technology Growth Program

Chapter 339- Transportation Finance and Planning

s. 339.2821- Economic development transportation projects

Chapter 403- Environmental Control

Part IX- Expedited Permitting

s. 403.973- Expedited permitting; amendments to comprehensive plans

Florida Laws

Ch. 2018-9- Section 6, at 313

Federal Laws

H.R. 5297- Small Business Jobs Act of 2010



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