

# 2019 INCENTIVES REPORT

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## Introduction and Overview

The 2018-2019 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 2018-2019.

Some of the specific project information remains confidential per s. 288.075, Florida Statutes, as of the publication of this report. However, all nonconfidential project details are included.

## Programs Included in the 2018-2019 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 2018-2019, 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 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 for the particular project are recommended. 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 taxpayers dollars. Once the package is finalized, DEO issues the formal approvals. Following the approval, an agreement between the business and the state is executed. For certain cash grants, funds are placed into an escrow account managed by EFI.

### Protecting the Taxpayer's Investment

The state's agreement with a business is structured to protect the taxpayer's 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 or non-performance such as partial or reduced payments, requiring the business to repay all or a portion of the award with interest comma and/or termination from the agreement. If a business's award is being held 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. 2018-9 § 6, at 313, Laws of Fla.). This contract for auditing services is competitively bid, meaning that businesses submit a proposal to the state, after which the business with the best proposal is chosen to provide the state with services. The contract between the state and the independent firm is competitively procured on a regular basis.

In 2016, RSM US LLP (RSM), formerly McGladrey LLP, was awarded an agreement to review 100 percent of all incentive claims, including audit confirmations, procedures used to verify eligibility and DEO's records for accuracy and completeness.

RSM's primary responsibilities include:

- ▶ verifying economic development award recipients' compliance with agreement requirements;
- ▶ reviewing and developing the procedures used to verify awardees' eligibility for payments; and
- ▶ ensuring the accuracy and completeness of agreement records.

Once performance claims have been reviewed and verified, RSM is required to present its findings to DEO. DEO's Bureau of Compliance and Accountability then reviews RSM's findings and determines eligibility prior to approving any payments. If all performance conditions are met, the participating business will receive or retain the full amount eligible for the year. If performance conditions are not met, the business may be eligible for a partial payment or, in some cases, may not be eligible for a payment.

## 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 of 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.

## 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 current economic climate.



## Fiscal Year 2018-2019 Program Information

### Fiscal Year 2018-2019 Payments

During fiscal year 2018-2019, the state paid a total of \$45,134,931.92 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 2018-2019**

Number of Projects	Confirmed New Jobs	Confirmed Average Annual Wage	Confirmed Capital Investment	State Amount	Local Financial Support
214	15,115	\$82,325.83 <sup>1</sup>	\$1,253,026,434.62	\$45,134,931.92	\$4,083,189.29

<sup>1</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 2018-2019	Fiscal Year 2017-2018	Fiscal Year 2016-2017
Grants	High-Impact Performance Incentive Grant	\$6,250,000.00	\$0.00	\$9,500,658.00
	Innovation Incentive Program	\$0.00	\$0.00	\$0.00
	Quick Action Closing Fund			
	<i>Paid into Escrow</i>	\$0.00	\$0.00	\$0.00
	<i>Paid to Business</i>	\$22,462,734.70	\$14,301,902.67	\$24,266,773.00
Tax Refunds	Brownfield Redevelopment Bonus <i>Qualified Target Industry and Standalone</i>	\$897,579.07	\$1,212,141.00	\$724,036.00
	Qualified Target Industry	\$15,524,618.15	\$18,084,734.71	\$3,723,640.00
	<b>Total</b>	<b>\$45,134,931.92</b>	<b>\$33,598,778.38</b>	<b>\$38,215,107.00</b>

Table 4 summarizes the total payments made by the Economic Development Transportation Projects program, which is managed by DOT, for fiscal year 2018-2019. 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 2018-2019	Fiscal Year 2017-2018	Fiscal Year 2016-2017
Grants	Economic Development Transportation Projects	\$11,965,942.64	\$14,489,229.94	\$9,296,149.00

## 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 2018-2019. 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 2018-2019**

Program Status	Qualified Target Industry	Qualified Target Industry With Brownfield Bonus	Brownfield Redevelopment Standalone
Active	321	4	14
Inactive	14	2	0
Terminated	14	0	3
Vacated	14	0	0
Withdrawn	34	0	1
Complete	13	0	0

**Table 6. Tax Refunds - Program Results for Fiscal Year 2018-2019**

Performance Category	Qualified Target Industry	Qualified Target Industry With Brownfield Bonus	Brownfield Redevelopment Standalone
Jobs Due	4,278	0	158
Confirmed Job Performance	7,462	167	881
Percent Achieved	175%	N/A	558%

## Grants

**Table 7. Grants - Program Activity for Fiscal Year 2018-2019**

Program Status	High-Impact Performance	Quick Action Closing Fund	Innovation Incentive Program
Active	8	65	1
Inactive	0	2	3
Terminated	0	0	0
Vacated	0	0	0
Withdrawn	0	5	0
Complete	0	9	0

**Table 8. Grants - Program Results for Fiscal Year 2018-2019**

Performance Category	High-Impact Performance	Quick Action Closing Fund	Innovation Incentive Program
Jobs Due	620	4,297	50
Confirmed Job Performance	1,098	4,710	47
Percent Achieved	177%	109%	94%

## 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 2018-2019, there are 59 active CITC awardees with 26 reporting. These awardees have committed to create 1,791 jobs; DEO has confirmed 1,899 jobs and \$292,806,675.09 in capital investment for fiscal year 2018-2019.

## 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.

During the 2012 legislative session, EDR was directed to evaluate and determine the economic benefits of each economic development program over the previous three years. EDR's [Return on Investment for Select State Economic Development Incentive Programs report](#) on economic benefits was completed on January 1, 2014, with an updated report on January 1, 2017, and a report due on January 1, 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 2018-2019, 6.3 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 Small Business Loan Support Program is an example of one such resource that is helping open up access to much needed low-cost capital by way of loan participation and bridge financing.

## Fiscal Year 2018-2019 Project Information

### Fiscal Year 2018-2019 Projects

In fiscal year 2018-2019, 72 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 2018-2019**

Type of Program	Program	Applications Received	Approvals (Certifications)	Executed Agreements
Grants	High-Impact Performance Incentive Grant	0	0	2
	Innovation Incentive Program	0	0	0
	Quick Action Closing Fund	0	0	0
Tax Credits	Capital Investment Tax Credit	9	9	N/A <sup>1</sup>
Tax Refunds	Brownfield Redevelopment Bonus <i>Qualified Target Industry and Standalone</i>	1	2	4
	Qualified Target Industry	62	80	73
	<b>Total</b>	<b>72</b>	<b>91</b>	<b>79</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 79 executed agreements, eight of these were in areas classified as a rural community, Brownfield area or distressed urban area. Two of these executed agreements are the same project. These projects have committed to create 582 new jobs and are expected to invest more than \$258,160,000 into these areas.

Table 10 summarizes the performance commitments for businesses with agreements executed by DEO in fiscal year 2018-2019. 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 2018-2019**

Executed Agreements	Contract Job Requirements	Required Capital Investment	Projected Capital Investment	Contracted Average Annual Wage	Maximum State Award	Required Local Financial Support
79	7,054	\$313,700,000.00	\$1,340,702,672.00	\$53,542.86 <sup>1</sup>	\$32,304,400.00	\$6,256,100.00

<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 2018-2019. 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 2018-2019**

Type of Program	Program	Maximum State Award
Grants	High-Impact Performance Incentive Grant	\$6,960,000.00
	Innovation Incentive Program	\$0.00
	Quick Action Closing Fund	\$0.00
Tax Refunds	Brownfield Redevelopment Bonus <i>Qualified Target Industry<sup>1</sup> and Standalone</i>	\$464,000.00
	Qualified Target Industry	\$24,880,400.00
	<b>Total</b>	<b>\$32,304,400.00</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 2018-2019.

**Table 12. Maximum State Award for DOT Programs in Fiscal Year 2018-2019**

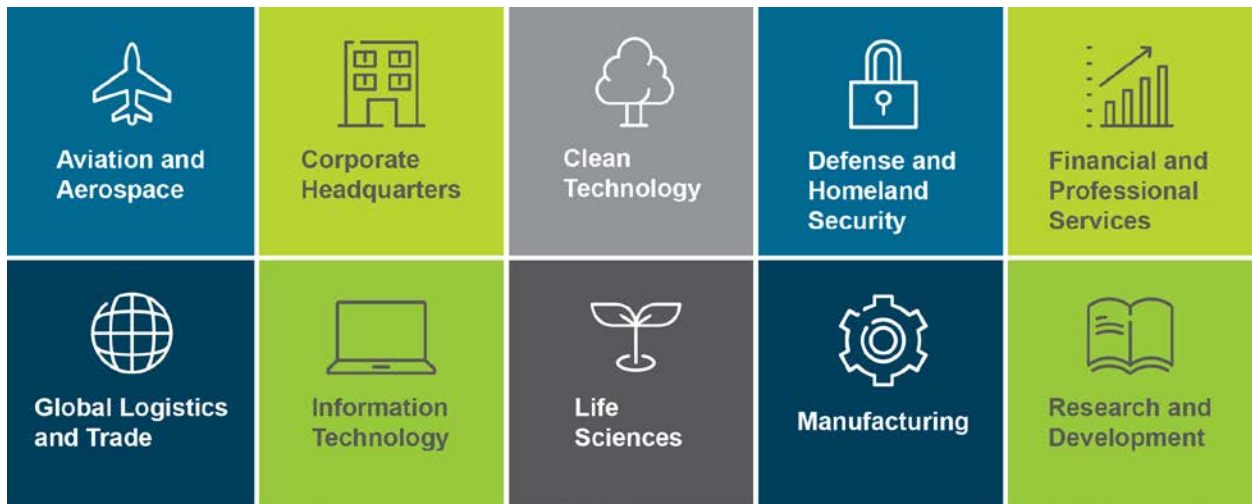
Type of Program	Program	Maximum State Award
Grants	Economic Development Transportation Projects	\$11,965,942.64

## 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, 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 2018-2019, 76 of DEO's 79 executed agreements were with businesses in these target industries. The remaining three agreements were for the Brownfield Redevelopment Bonus Tax Refund Program which does not include a targeted industry requirement. Table 13 provides additional details on executed agreements and their commitments by industry.

**Table 13. Project Commitments by Industry for Fiscal Year 2018-2019**

Industry	Executed Agreements	Contract Job Requirements	Contracted Average Annual Wage	Projected Capital Investment
Aviation/Aerospace	2	150	\$47,387.00	\$24,200,000.00
Corporate Headquarters	22	3,035	\$64,528.41	\$347,550,500.00
Clean Technologies	0	0	\$0.00	\$0.00
Financial/Professional Services	4	425	\$53,551.40	\$29,823,960.00
Homeland Security/Defense	0	0	\$0.00	\$0.00
Information Technology	8	538	\$63,294.72	\$7,145,000.00
Life Sciences	1	10	\$55,990.00	\$3,500,000.00
Logistics/Distribution	9	803	\$46,545.90	\$239,363,133.00
Not in Target Sector	3	197	\$30,442.92	\$110,300,000.00
Other Manufacturing	29	1,876	\$50,933.65	\$568,470,079.00
Research and Development	1	20	\$71,789.00	\$10,350,000.00
<b>Total</b>	<b>79</b>	<b>7,054</b>	<b>\$59,063.16<sup>1</sup></b>	<b>\$1,340,702,672.00</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 incentives 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	668	\$98,607.96	\$16,867,639.52
Corporate Headquarters	6	779	\$119,780.34	\$217,045,318.28
Financial/Professional Services	5	2,378	\$65,921.23	\$122,791,447.73
Homeland Security/Defense	1	53	\$57,430.00	\$0.00
Information Technology	5	286	\$87,619.51	\$7,313,249.58
Life Sciences	1	402	\$64,991.39	\$0.00
Logistics/Distribution	0	0	\$0.00	\$0.00
Not in Target Sector	5	926	\$28,710.09	\$12,268,066.77
Other Manufacturing	5	249	\$55,499.47	\$2,980,017.00
Research and Development	0	0	\$0.00	\$0.00
<b>Total</b>	<b>31</b>	<b>5,741</b>	<b>\$71,516.13<sup>1</sup></b>	<b>\$379,265,738.88</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 department's findings and recommendations.

In fiscal year 2018-2019, 85 agreements were terminated after a status change to inactive, terminated or withdrawn. Of the 85 agreements, 48 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:

- ▶ 38 businesses reported not being able to meet the job or wage creation requirement;
- ▶ 9 businesses did not submit performance claims required to remain active in the program;
- ▶ 18 businesses reported changes in their business plans or market conditions as factors influencing their ability to meet the requirements;
- ▶ 4 businesses had a delay in project; and
- ▶ 16 businesses did not indicate a reason for withdrawal from the program.

The overall conclusion remains that the QTI program continues to be 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.

## 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 provided \$85 million for improving public infrastructure and enhancing workforce training in Florida in fiscal year 2018-2019.

DEO and EFI received 116 proposals requesting more than \$660 million in funding for fiscal year 2018-2019. 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 23 proposals were awarded funding in fiscal year 2018-2019. Of these proposals, \$74,115,097.00 was awarded for infrastructure projects, and \$10,884,903.00 was awarded for workforce projects statewide. 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 2018-2019**

<b>Awardee</b>	<b>Amount</b>
<b>Infrastructure Proposals</b>	
Bradford County	\$2,300,000.00
Charlotte County Board of County Commissioners	\$1,700,000.00
City of Avon Park	\$971,500.00
City of Fort Pierce	\$1,917,841.00
City of Lakeland	\$4,692,176.00
City of Melbourne Airport Authority	\$4,000,000.00
City of Pensacola	\$10,000,000.00
Columbia County	\$10,200,000.00
Hardee County IDA	\$2,360,000.00
Jackson County	\$5,880,000.00
Lake Board of County Commissioners	\$2,500,000.00
Orange County Government	\$16,000,000.00
Pasco Board of County Commissioners	\$3,088,580.00
Pasco County Sheriff	\$1,800,000.00
Town of Callahan	\$5,000,000.00
Town of Greenville	\$1,705,000.00
<b>Workforce Proposals</b>	
Gadsden Technical Institute	\$357,328.00
Indian River State College	\$1,530,000.00
Hillsborough County School Board	\$496,193.00
Palm Beach State College	\$2,060,919.00
School Board of Indian River	\$532,000.00
South Florida State College (Highlands)	\$2,296,895.00
State College of Florida	\$3,611,568.00
<b>Total Amount Awarded</b>	<b>\$85,000,000.00</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 per fiscal year is \$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 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 by promoting tourism, trade and economic development. DEO may award up to 40 percent of total infrastructure costs for catalyst site projects and no more than 30 percent of total infrastructure costs for projects in rural counties that are not located on designated catalyst sites. Catalyst sites are defined by s. 288.0656, Florida Statutes.

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

- ▶ **Total Project Participation Grants:** Up to 30 percent of the total infrastructure project costs related to specific job-creation or job retention opportunities and up to 40 percent of total infrastructure project costs for projects located on an approved catalyst site.
- ▶ **Infrastructure Planning and Preparation Grants:** Funding for infrastructure feasibility studies, design and engineering, or other planning and preparation activities that will help facilitate the location or expansion of specific job-creating opportunities. Grant awards are dependent on the project location and the degree to which administrative and consultant expenses are minimized. Infrastructure Planning and Preparation Grants may be used in conjunction with Total Project Participation Grants. The total of both grants may 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:** This grant is used to help local governments access resources available pursuant to s. 403.973(18), Florida Statutes. Grants may be used for surveys, feasibility studies and other activities related to the identification and preclearance review of land use modifications. If an application for funding is for a catalyst site, the requirement for local match may be waived pursuant to the process in s. 288.06561, Florida Statutes. In evaluating applications under this program, DEO will consider the extent to which the application seeks to minimize administrative and consultant expenses.
  - \$75,000 (maximum) with a 50 percent local match
  - \$300,000 (maximum) with a 33 percent local match for activities in a RAO

**Table 16. Rural Development Programs – Fiscal Year 2018-2019**

Program	Legislative Appropriations	Approvals	Amount Awarded
Regional Rural Development Grant Program	\$750,000.00 <sup>1</sup>	5	\$682,300.00
Rural Community Development Revolving Loan Fund	\$420,000.00	0	\$0
Rural Infrastructure Fund Program	\$2,711,307.00	7	\$2,711,307.00

<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.

## 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.

**Table 17. Rural Job and Urban High-Crime Tax Credit Programs – Calendar Year 2018**

Program	Approvals	Jobs Created	Tax Credits Approved
Rural Job Tax Credit Program	2	141	\$141,000.00
Urban High-Crime Tax Credit Program	16	965	\$1,248,000.00

### 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.

## Appendix A: Executed Agreements

This table lists projects with agreements that were executed with the state during fiscal year 2018-2019. 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>							
HRI Lodging, LLC 18-00480	Hillsborough	Not in Target Sector	67	\$94,500,000.00	\$134,000.00	\$0.00	\$33,100.00
Publix Super Markets, Inc. 16-00421	Hillsborough	Not in Target Sector	85	\$13,750,000.00	\$170,000.00	\$42,500.00	\$26,000.00
SFM, LLC 18-00794	Seminole	Not in Target Sector	45	\$2,050,000.00	\$90,000.00	\$0.00	\$34,879.00
Triple M Tube Tech, LLC 17-00873	Hillsborough	Other Manufacturing	35	\$14,100,000.00	\$70,000.00	\$0.00	\$30,000.00
<b>High Impact Business Performance (HIPI)</b>							
Jabil, Inc. 18-00026	Pinellas	Corporate Headquarters	300	\$126,600,000.00	\$3,670,000.00	\$0.00	\$94,591.00
Nucor Steel Florida Inc. 17-00878	Polk	Other Manufacturing	235	\$238,400,000.00	\$3,290,000.00	\$0.00	\$66,000.00
<b>Qualified Target Industry</b>							
ACMT South, LLC 18-00399	Bay	Aviation/Aerospace	105	\$19,300,000.00	\$420,000.00	\$105,000.00	\$43,700.00
Air Temp of America, Inc 17-00819	Bay	Other Manufacturing	50	\$3,610,000.00	\$200,000.00	\$50,000.00	\$37,500.00
Aldora Aluminum & Glass Products, Inc. 18-00906	Broward	Other Manufacturing	35	\$4,725,000.00	\$84,000.00	\$21,000.00	\$48,687.00



Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
American Flight Training LLC 17-00499	Broward	Corporate Headquarters	20	\$4,500,000.00	\$80,000.00	\$20,000.00	\$55,053.00
Attis Industries Inc. 18-01346	Columbia	Other Manufacturing	35	\$11,300,000.00	\$224,000.00	\$0.00	\$32,974.00
Automated Industrial Machinery, Inc. 18-00576	Hillsborough	Other Manufacturing	45	\$700,000.00	\$180,000.00	\$45,000.00	\$58,383.00
AxoGen Corporation 18-00356	Hillsborough	Corporate Headquarters	155	\$6,800,000.00	\$620,000.00	\$155,000.00	\$64,000.00
B. Braun Medical, Inc. 18-01023	Volusia	Other Manufacturing	100	\$100,000,000.00	\$400,000.00	\$100,000.00	\$45,698.00
Baker McKenzie Business Services FL LLC 18-00945	Hillsborough	Corporate Headquarters	300	\$3,300,000.00	\$1,200,000.00	\$300,000.00	\$60,000.00
BankUnited, N.A. 18-00085	Miami-Dade	Corporate Headquarters	170	\$14,400,000.00	\$680,000.00	\$170,000.00	\$56,785.00
Beast Code LLC 18-01288	Okaloosa	Information Technology	40	\$401,000.00	\$96,000.00	\$24,000.00	\$70,148.00
Bonelli Enterprises-SE, LLC 18-01433	Duval	Other Manufacturing	135	\$11,350,000.00	\$540,000.00	\$135,000.00	\$46,472.00
CAE USA, Inc. 17-00596	Hillsborough	Other Manufacturing	100	\$48,000,000.00	\$704,000.00	\$300,000.00	\$74,561.00
Carrier Corporation 18-00460	Palm Beach	Corporate Headquarters	100	\$25,000,000.00	\$560,000.00	\$140,000.00	\$91,124.00
Cheney Bros., Inc. 19-00488	Santa Rosa	Logistics/Distribution	400	\$50,000,000.00	\$960,000.00	\$240,000.00	\$40,180.00
City Electric Supply Company 17-00438	St. Lucie	Other Manufacturing	50	\$25,300,000.00	\$200,000.00	\$50,000.00	\$36,129.00

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
Cloud Guru LLC 19-00532	Pinellas	Financial/Professional Services	60	\$1,600,000.00	\$144,000.00	\$36,000.00	\$53,300.00
Digital Architecture, LLC 19-00384	Polk	Information Technology	33	\$650,000.00	\$158,400.00	\$39,600.00	\$60,152.00
Dreamlines USA, LLC 18-00398	Broward	Corporate Headquarters	100	\$130,000.00	\$400,000.00	\$100,000.00	\$55,038.00
Ecoco Jax LLC 18-00993	Duval	Other Manufacturing	150	\$11,075,000.00	\$360,000.00	\$90,000.00	\$50,000.00
Exel Inc. d/b/a DHL Supply Chain (USA) 18-00890	Polk	Logistics/Distribution	160	\$9,750,000.00	\$384,000.00	\$96,000.00	\$51,300.00
FreightCenter, Inc 19-00109	Pinellas	Logistics/Distribution	33	\$1,042,200.00	\$79,200.00	\$19,800.00	\$53,500.00
Goodrich Corporation 18-00350	Miami-Dade	Other Manufacturing	90	\$10,750,000.00	\$360,000.00	\$90,000.00	\$52,396.00
Grace Aerospace LLC 18-01038	Duval	Other Manufacturing	20	\$295,000.00	\$80,000.00	\$20,000.00	\$50,675.00
Hayes Medical Staffing, LLC 19-00640	Broward	Financial/Professional Services	250	\$6,798,960.00	\$600,000.00	\$150,000.00	\$55,990.00
iSocrates LLC 18-00465	Pinellas	Information Technology	50	\$75,000.00	\$240,000.00	\$60,000.00	\$68,343.00
I Squared Capital Advisors (US) LLC 18-00943	Miami-Dade	Corporate Headquarters	55	\$3,000,000.00	\$308,000.00	\$77,000.00	\$100,174.00
Jeffry Knight, Inc. 18-00578	Pinellas	Corporate Headquarters	50	\$560,000.00	\$200,000.00	\$50,000.00	\$53,298.00
Kellstrom Aerospace Group, Inc. 19-01312	Broward	Aviation/Aerospace	45	\$4,900,000.00	\$108,000.00	\$27,000.00	\$55,990.00

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
LaRose Industries LLC 18-01345	Duval	Other Manufacturing	21	\$965,000.00	\$50,400.00	\$12,600.00	\$53,298.00
Lupin Research Inc. 18-00441	Broward	Research and Development	20	\$10,350,000.00	\$96,000.00	\$24,000.00	\$71,789.00
Materials Lifecycle Management Company of Tampa, LLC 18-00216	Hillsborough	Other Manufacturing	45	\$10,475,500.00	\$180,000.00	\$45,000.00	\$58,383.00
MicroLumen, Inc. 19-00498	Pinellas	Other Manufacturing	33	\$12,000,000.00	\$132,000.00	\$33,000.00	\$46,346.00
Midwest Dental Arts, Inc. 18-01487	Brevard	Other Manufacturing	30	\$5,100,000.00	\$72,000.00	\$18,000.00	\$46,000.00
MobileHelp, LLC 18-01128	Palm Beach	Information Technology	150	\$3,650,000.00	\$360,000.00	\$90,000.00	\$53,298.00
Modular Thermal Technologies, LLC 18-01180	Broward	Other Manufacturing	12	\$2,729,000.00	\$48,000.00	\$12,000.00	\$55,990.00
Molekule, Inc. 19-00734	Polk	Other Manufacturing	10	\$520,000.00	\$40,000.00	\$10,000.00	\$46,500.00
Mystic Powerboats Inc. 18-01047	Volusia	Other Manufacturing	71	\$3,250,000.00	\$170,400.00	\$42,600.00	\$42,042.00
Neogenomics Laboratories, Inc. 18-01272	Lee	Corporate Headquarters	295	\$27,500,000.00	\$1,416,000.00	\$354,000.00	\$59,900.00
Nucor Steel Florida Inc. 17-00878	Polk	Other Manufacturing	235	\$0.00	\$1,128,000.00	\$300,000.00	\$66,000.00
Nursery Supplies, Inc. 19-00262	Osceola	Other Manufacturing	34	\$0.00	\$136,000.00	\$34,000.00	\$34,627.00
OCULUS Surgical, Inc. 19-00111	St. Lucie	Other Manufacturing	50	\$6,400,000.00	\$200,000.00	\$50,000.00	\$42,328.00

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
Pet Supermarket, Inc. 18-00385	Broward	Corporate Headquarters	100	\$500,000.00	\$480,000.00	\$120,000.00	\$72,000.00
Power Design, Inc. 19-00119	Pinellas	Corporate Headquarters	70	\$12,000,000.00	\$336,000.00	\$84,000.00	\$69,519.00
Publix Super Markets, Inc. 17-00096	Polk	Corporate Headquarters	700	\$28,272,000.00	\$2,800,000.00	\$700,000.00	\$45,957.00
Rayonier A.M. Products Inc. 18-01185	Duval	Corporate Headquarters	79	\$790,000.00	\$379,200.00	\$94,800.00	\$69,519.00
Selene Finance LP 18-00476	Duval	Financial/Professional Services	50	\$125,000.00	\$200,000.00	\$50,000.00	\$52,396.00
Spatial Networks, Inc. 18-01261	Pinellas	Information Technology	40	\$230,000.00	\$192,000.00	\$48,000.00	\$69,519.00
SR Technologies, Inc. 18-00390	Broward	Information Technology	40	\$1,000,000.00	\$224,000.00	\$56,000.00	\$95,718.00
Techtronic Industries North America, Inc. 19-00003	Broward	Corporate Headquarters	30	\$900,000.00	\$168,000.00	\$42,000.00	\$97,374.00
Tellus, LLC 19-00272	Broward	Information Technology	30	\$139,000.00	\$144,000.00	\$36,000.00	\$73,031.00
The WEBstaurant Store, Inc. 18-00362	Hillsborough	Information Technology	155	\$1,000,000.00	\$620,000.00	\$155,000.00	\$58,383.00
THI E-Commerce, LLC 18-01291	Marion	Corporate Headquarters	77	\$1,400,000.00	\$308,000.00	\$77,000.00	\$75,000.00
Timbers Holdings, LLC 18-01289	Orange	Corporate Headquarters	80	\$700,000.00	\$448,000.00	\$112,000.00	\$92,848.00
TouchPoint Medical, Inc. 18-00467	Pasco	Corporate Headquarters	116	\$21,015,000.00	\$556,800.00	\$139,200.00	\$54,548.00

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
Trak Microwave Corporation 18-00756	Hillsborough	Other Manufacturing	82	\$1,179,900.00	\$328,000.00	\$82,000.00	\$58,383.00
United Parcel Service, Inc. 18-01497	Pinellas	Logistics/Distribution	42	\$26,377,379.00	\$100,800.00	\$25,200.00	\$53,298.00
United Parcel Service, Inc. 18-01498	Hillsborough	Logistics/Distribution	45	\$89,101,769.00	\$108,000.00	\$27,000.00	\$58,500.00
United Parcel Service, Inc. 19-01055	Polk	Logistics/Distribution	25	\$13,593,581.00	\$60,000.00	\$15,000.00	\$45,957.00
United Parcel Service, Inc. 19-02347	St. Johns	Logistics/Distribution	10	\$5,397,743.00	\$24,000.00	\$6,000.00	\$46,348.00
United Parcel Service, Inc. 19-02349	Palm Beach	Logistics/Distribution	45	\$22,717,607.00	\$108,000.00	\$27,000.00	\$58,763.00
USpharma, Ltd., Co. 17-00355	Miami-Dade	Other Manufacturing	120	\$11,800,000.00	\$480,000.00	\$120,000.00	\$58,000.00
Valmont Newmark, Inc. 18-01139	Polk	Other Manufacturing	17	\$14,010,000.00	\$40,800.00	\$10,200.00	\$39,963.00
Wells Pharmaceutical Outsourcing, LLC 16-00699	Marion	Other Manufacturing	121	\$7,760,679.00	\$290,400.00	\$72,600.00	\$40,518.00
<b>Qualified Target Industry</b> (Confidential Projects Pursuant to s. 288.075, Florida Statutes. Due to confidentiality, the names of these businesses cannot be disclosed at this time.)							
19-01319	Levy	Other Manufacturing	80	\$460,000.00	\$512,000.00	\$0.00	\$35,000.00
18-00438	Lee	Financial/Professional Services	65	\$21,300,000.00	\$156,000.00	\$39,000.00	\$45,293.00
19-00157	Orange	Corporate Headquarters	73	\$2,800,000.00	\$350,400.00	\$87,600.00	\$71,663.00

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
19-01969	Broward	Life Sciences	10	\$3,500,000.00	\$24,000.00	\$6,000.00	\$55,990.00
19-03371	Hillsborough	Corporate Headquarters	115	\$66,613,500.00	\$460,000.00	\$115,000.00	\$58,383.00
18-01488	Palm Beach	Corporate Headquarters	32	\$580,000.00	\$153,600.00	\$38,400.00	\$76,647.00
19-02517	Hillsborough	Other Manufacturing	70	\$12,215,000.00	\$168,000.00	\$42,000.00	\$58,500.00
19-02348	Seminole	Logistics/Distribution	43	\$21,382,854.00	\$103,200.00	\$25,800.00	\$51,235.00
19-02112	Broward	Corporate Headquarters	18	\$190,000.00	\$100,800.00	\$25,200.00	\$97,374.00

## Appendix B: Payments

This table lists all businesses receiving tax refund and grant payments. Payments represent the amount paid out of the fiscal year 2018-2019 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	\$70,000.00	100	-38	287	\$37,113.43	\$2,500,000.00
Global Response Corp 12-00752	Broward	Not in Target Sector	\$35,000.00	0	20	692	\$28,406.16	\$2,885,607.92
IKEA US East, LLC 13-00197	Miami-Dade	Not in Target Sector	\$109,166.40	0	-10	230	\$34,715.97	\$2,000,000.00
Inn at Tallahassee, LLC 16-00802	Leon	Not in Target Sector	\$7,500.00	15	30	30	\$31,710.28	\$2,781,200.00
Northrop Grumman Systems Corporation 13-00484	Brevard	Aviation/Aerospace [HIPI]	\$350,000.00	0	763	1,664	\$124,702.88	\$75,204,803.55
Publix Super Markets, Inc. 08-00269	Orange	Logistics/Distribution	\$97,500.00	31	160	403	\$46,442.93	\$1,029,840.23
Publix Super Markets, Inc. 08-00269	Orange	Logistics/Distribution	\$78,125.00	25	140	243	\$46,375.28	\$1,029,840.23
<b>Brownfield Redevelopment Bonus with Qualified Target Industry</b>								
Embraer Aircraft Holding, Inc. 08-00210	Brevard	Aviation/Aerospace [HIPI]	\$49,000.00	0	1	201	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Embraer Aircraft Holding, Inc. 08-00210	Brevard	Aviation/Aerospace [HIPI]	\$34,500.00	23	-131	200	s. 288.075(6)(a)3., Florida Statutes	\$0.00



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
EverBank, FSB 11-00130	Duval	Financial/Professional Services [HIPI]	\$93,750.00	0	88	314	s. 288.075(6)(a)3., Florida Statutes	\$0.00
JRL Ventures, Inc. 12-00517	Manatee	Other Manufacturing	\$25,000.00	0	78	234	\$38,096.87	\$0.00
Vision Systems 13-00100	Brevard	Aviation/Aerospace	\$1,912.67	10	11	11	\$40,607.43	\$0.00
<b>Qualified Target Industry</b>								
Embraer Aircraft Holding, Inc. 08-00210	Brevard	Aviation/Aerospace [HIPI]	\$73,500.00	23	-131	200	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Embraer Aircraft Holding, Inc. 08-00210	Brevard	Aviation/Aerospace [HIPI]	\$51,750.00	0	1	201	s. 288.075(6)(a)3., Florida Statutes	\$0.00
EverBank, FSB 11-00130	Duval	Financial/Professional Services [HIPI]	\$300,000.00	0	88	314	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Iron Galaxy Orlando 13-00235	Orange	Information Technology [HIPI]	\$17,972.99	0	5	44	\$62,244.20	\$0.00
JRL Ventures, Inc. 12-00517	Manatee	Other Manufacturing	\$37,500.00	0	78	234	\$38,096.87	\$0.00
Vision Systems 13-00100	Brevard	Aviation/Aerospace	\$5,700.00	10	11	11	\$40,607.43	\$0.00
1st Choice Aerospace, Inc. 15-00121	Broward	Aviation/Aerospace	\$19,000.00	10	10	51	\$66,416.14	\$0.00

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
1st Choice Aerospace, Inc. 16-00693	Broward	Other Manufacturing	\$7,125.00	10	17	17	\$53,528.94	\$0.00
21st Century Oncology Management Services, Inc. 11-00031	Lee	Life Sciences [HIPI]	\$12,500.00	0	65	233	\$55,832.22	\$0.00
Acsys, Inc. 16-00619	Palm Beach	Financial/Professional Services	\$4,031.57	10	8	8	\$107,952.51	\$0.00
Adams Arms, LLC 12-00515	Pasco	Other Manufacturing	\$5,400.00	0	3	31	\$50,321.30	\$0.00
Adecco USA, Inc. 14-00436	Duval	Corporate Headquarters	\$259,354.28	0	-45	182	\$66,519.01	\$0.00
ADP, LLC 16-00260	Orange	Financial/Professional Services	\$55,500.00	64	186	512	\$53,577.33	\$0.00
ADT LLC 13-00001	Palm Beach	Corporate Headquarters [HIPI]	\$70,000.00	0	9	149	\$104,863.01	\$0.00
Advanced Manufacturing & Power Systems, Inc. 16-00543	Volusia	Other Manufacturing	\$7,125.00	10	49	49	\$40,877.69	\$0.00
Advent Software, Inc. 14-00100	Duval	Information Technology	\$108,062.50	35	93	214	\$67,465.02	\$0.00
Aero Simulation, Inc. 16-00472	Hillsborough	Other Manufacturing	\$22,500.00	15	15	15	\$86,910.95	\$0.00
AgileThought, Inc. 14-00092	Orange	Information Technology	\$35,625.00	0	6	19	\$116,017.89	\$0.00
AgileThought, Inc. 14-00092	Orange	Information Technology	\$29,331.25	5	3	13	\$101,797.72	\$0.00

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
All About Staffing, Inc. d/b/a Parallon Workforce Solutions, LLC 12-00105	Broward	Corporate Headquarters [HIPI]	\$72,500.00	0	118	315	\$55,051.85	\$0.00
Amazon.com.dedc, LLC 13-00601	Hillsborough	Logistics/Distribution	\$281,250.00	0	560	1,020	\$47,788.83	\$0.00
Amazon.com.dedc, LLC 13-00620	Polk	Logistics/Distribution	\$186,000.00	0	248	546	\$41,196.53	\$0.00
Amazon.com.dedc, LLC 14-00538	Miami-Dade	Logistics/Distribution	\$37,500.00	0	24	98	\$48,975.10	\$0.00
Anheuser-Busch Companies, LLC 15-00682	Duval	Other Manufacturing	\$53,437.50	75	91	91	\$75,810.88	\$0.00
Ashcomm, LLC 14-00365	Hillsborough	Information Technology	\$41,762.54	0	46	122	\$82,491.60	\$0.00
Auto Club Services, Inc. 16-00086	Pinellas	Financial/Professional Services	\$28,000.00	13	-1	35	\$66,174.89	\$0.00
AutoZone Texas LLC 15-00327	Marion	Logistics/Distribution	\$75,000.00	50	64	64	\$38,296.19	\$0.00
Avalon Health Services, LLC 16-00040	Hillsborough	Corporate Headquarters	\$66,526.63	20	13	44	\$96,309.75	\$0.00
Bogen Communications, Inc. 14-00137	Orange	Research and Development	\$16,625.00	0	3	20	\$109,820.64	\$0.00
Bogen Communications, Inc. 14-00137	Orange	Research and Development	\$16,625.00	0	1	17	\$112,824.26	\$0.00
Bolton Medical 12-00788	Broward	Research and Development [HIPI]	\$11,250.00	0	77	213	\$51,283.70	\$0.00

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
Boston Whaler, Inc 14-00083	Volusia	Other Manufacturing	\$34,500.00	0	103	347	\$41,495.21	\$0.00
Bristol-Myers Squibb Co. 13-00590	Hillsborough	Life Sciences	\$736,440.00	164	132	544	\$100,260.95	\$0.00
C & C North America, Inc 17-00124	Miami-Dade	Corporate Headquarters	\$34,055.75	50	82	82	\$68,014.24	\$0.00
Campers Inn Holding Corporation 16-00824	Duval	Corporate Headquarters	\$479.05	10	9	9	\$228,170.56	\$0.00
CardWorks Servicing, LLC 17-00403	Seminole	Financial/Professional Services	\$15,000.00	20	40	40	\$50,492.35	\$0.00
CardWorks Servicing, LLC 17-00403	Seminole	Financial/Professional Services	\$25,500.00	14	41	81	\$50,213.22	\$0.00
Centene Management Company, LLC 14-00395	Orange	Financial/Professional Services	\$53,437.50	0	-37	159	\$51,115.20	\$0.00
Centene Management Company, LLC 14-00396	Duval	Financial/Professional Services	\$76,950.00	0	8	189	\$54,540.06	\$0.00
Charter Schools USA, Inc. 14-00335	Broward	Corporate Headquarters	\$68,750.00	16	22	97	\$62,416.61	\$0.00
CHG Intermediate Holdings, Inc. 16-00408	Broward	Financial/Professional Services	\$7,500.00	10	82	82	\$81,242.85	\$0.00
CHG Intermediate Holdings, Inc. 16-00408	Broward	Financial/Professional Services	\$22,500.00	20	56	138	\$58,281.87	\$0.00
Citigroup, Inc. 15-00401	Hillsborough	Corporate Headquarters	\$1,744,500.00	425	486	1,224	\$82,294.88	\$0.00
Citrix Systems, Inc. 13-00217	Broward	Information Technology [HIPI]	\$175,000.00	0	-6	207	\$150,338.49	\$0.00

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
Citrix Systems, Inc. 13-00217	Broward	Information Technology [HIPI]	\$262,500.00	0	5	213	\$168,711.58	\$0.00
City Facilities Management (FL) LLC 15-00788	Duval	Corporate Headquarters	\$38,250.00	26	22	58	\$110,955.46	\$0.00
Cognizant Technology Solutions 14-00614	Hillsborough	Information Technology	\$222,300.00	65	65	156	\$63,721.79	\$0.00
ConnectWise, Inc. 14-00275	Hillsborough	Corporate Headquarters	\$140,000.00	41	175	330	\$62,313.91	\$0.00
ConnectWise, Inc. 14-00275	Hillsborough	Corporate Headquarters	\$124,687.50	0	-225	105	\$69,580.47	\$0.00
ConnectWise, Inc. fka LabTech Software, LLC 14-00376	Hillsborough	Corporate Headquarters	\$125,000.00	35	69	145	\$64,176.06	\$0.00
ConnectWise, Inc. fka LabTech Software, LLC 14-00376	Hillsborough	Corporate Headquarters	\$125,000.00	0	-27	118	\$63,751.05	\$0.00
Danfoss Turbocor Compressors, Inc. 15-00790	Leon	Other Manufacturing	\$17,500.00	10	10	10	\$76,023.47	\$0.00
DB USA Core Corporation F.K.A. DB Services New Jersey, Inc. 12-00791	Duval	Financial/Professional Services [HIPI]	\$262,500.00	0	0	260	\$89,179.99	\$0.00
DB USA Core Corporation F.K.A. DB Services New Jersey, Inc. 13-00495	Duval	Financial/Professional Services [HIPI]	\$450,000.00	175	99	399	\$80,280.87	\$0.00
DB USA Core Corporation F.K.A. DB Services New Jersey, Inc. 14-00541	Duval	Financial/Professional Services	\$262,500.00	175	176	176	\$77,347.00	\$0.00

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	\$34,200.00	50	48	48	\$40,029.44	\$0.00
DRB Capital, LLC 14-00733	Palm Beach	Financial/Professional Services	\$56,382.01	25	24	49	\$70,980.99	\$0.00
DRB Capital, LLC 14-00733	Palm Beach	Financial/Professional Services	\$53,791.26	25	34	83	\$113,522.59	\$0.00
DRB Capital, LLC 14-00733	Palm Beach	Financial/Professional Services	\$52,714.86	0	-7	76	\$89,835.03	\$0.00
DTW Research, Inc. 13-00385	Nassau	Financial/Professional Services [HIPI]	\$30,319.65	0	-2	43	\$67,282.25	\$0.00
Ecolab Inc. 15-00706	Broward	Corporate Headquarters	\$31,587.50	19	58	58	\$109,770.23	\$0.00
Embraer Aircraft Holding, Inc. 10-00020	Duval	Aviation/Aerospace [HIPI]	\$15,000.00	0	45	74	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Epoca International, Inc 16-00416	Palm Beach	Corporate Headquarters	\$21,250.00	4	7	21	\$81,666.60	\$0.00
Ernst & Young U.S. LLP 15-00405	Duval	Corporate Headquarters	\$4,433.67	75	99	99	\$56,553.69	\$0.00
Ernst & Young U.S. LLP 15-00405	Duval	Corporate Headquarters	\$188,926.81	100	125	224	\$56,266.19	\$0.00
FARO Technologies, Inc. 15-00348	Seminole	Corporate Headquarters	\$45,600.00	17	35	75	\$65,933.16	\$0.00
FedEx Ground Package System, Inc. 13-00139	Marion	Logistics/Distribution	\$235,500.00	5	-30	192	\$31,560.03	\$0.00

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FEDITC, LLC 14-00373	Bay	Financial/Professional Services	\$432.92	-0	8	54	\$81,721.11	\$0.00
FELD Entertainment, Inc. 11-00072	Manatee	Corporate Headquarters	\$187,500.00	0	20	235	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Garda USA Inc. 11-00077	Palm Beach	Corporate Headquarters	\$37,500.00	0	-2	109	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Gartner, Inc 09-00050	Lee	Information Technology [HIPI]	\$80,000.00	0	0	200	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Gartner, Inc 11-00054	Lee	Information Technology [HIPI]	\$180,000.00	0	0	200	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Gartner, Inc 11-00054	Lee	Information Technology [HIPI]	\$120,000.00	0	0	200	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Gartner, Inc 13-00609	Lee	Information Technology [HIPI]	\$210,000.00	70	217	323	\$72,263.00	\$0.00
Gartner, Inc 13-00609	Lee	Information Technology [HIPI]	\$315,000.00	70	317	640	\$78,355.27	\$0.00
Gateway One Lending & Finance 14-00132	Hillsborough	Financial/Professional Services	\$81,937.50	15	-26	137	\$47,669.15	\$0.00
General Electric Company 14-00608	Duval	Other Manufacturing	\$559,312.50	200	120	471	\$60,582.62	\$0.00

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
GFS Florida LLC 10-00035	Hillsborough	General	\$114,750.00	46	70	431	s. 288.075(6)(a)3., Florida Statutes	\$0.00
GFS Florida LLC 10-00035	Hillsborough	General	\$145,500.00	33	34	203	s. 288.075(6)(a)3., Florida Statutes	\$0.00
GFS Florida LLC 10-00035	Hillsborough	General	\$171,000.00	34	71	274	s. 288.075(6)(a)3., Florida Statutes	\$0.00
GFS Florida LLC 10-00035	Hillsborough	General	\$201,000.00	40	87	361	s. 288.075(6)(a)3., Florida Statutes	\$0.00
GFS Florida LLC 10-00035	Hillsborough	General	\$129,000.00	52	36	467	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Global Sticks Express, LLC 17-00042	Palm Beach	Information Technology	\$5,230.31	15	33	33	\$83,671.04	\$0.00
Heinemann Americas, Inc 15-00017	Miami-Dade	Corporate Headquarters	\$6,452.88	15	11	22	\$65,500.22	\$0.00
Herc Rentals Inc. 17-00238	Lee	Corporate Headquarters	\$9,313.64	40	179	179	\$60,036.43	\$0.00
Hidden Eyes, LLC 15-00102	Sarasota	Financial/Professional Services	\$22,500.00	0	28	78	\$43,441.46	\$0.00
Hotwire Communications, Ltd 16-00370	Broward	Corporate Headquarters	\$150,000.00	75	74	124	\$74,619.76	\$0.00



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
Hotwire Communications, Ltd 16-00370	Broward	Corporate Headquarters	\$243,750.00	75	216	340	\$54,858.09	\$0.00
Ideal Deals, LLC d/b/a Ideal Aluminum Products 14-00294	St. Johns	Other Manufacturing	\$22,500.00	0	16	58	\$40,706.55	\$0.00
Ideal Deals, LLC d/b/a Ideal Aluminum Products 14-00294	St. Johns	Other Manufacturing	\$22,500.00	10	8	42	\$36,108.54	\$0.00
International Association of Amusement Parks and Attractions, Inc. 16-01005	Orange	Corporate Headquarters	\$45,000.00	30	33	33	\$83,176.75	\$0.00
J. B. Nottingham & Co., Inc. 12-00570	Volusia	Corporate Headquarters	\$13,766.20	0	3	45	\$37,401.02	\$0.00
J. B. Nottingham & Co., Inc. 12-00570	Volusia	Corporate Headquarters	\$9,748.30	0	-2	43	\$37,429.54	\$0.00
Jax Apex Technology, Inc 14-00484	Duval	Financial/Professional Services	\$9,634.78	15	14	14	\$51,157.47	\$0.00
JL Audio, Inc. 15-00567	Broward	Other Manufacturing	\$22,500.00	6	-7	73	\$44,635.37	\$0.00
Klausner Holding USA, Inc. 11-00129	Suwannee	Other Manufacturing	\$420,000.00	0	-103	378	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Kobie Marketing, Inc. 15-00842	Pinellas	Corporate Headquarters	\$120,221.65	85	147	247	\$99,385.93	\$0.00
Kobie Marketing, Inc. 15-00842	Pinellas	Corporate Headquarters	\$133,000.00	80	100	100	\$86,251.32	\$0.00

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Kroger Specialty Pharmacy, Inc. FNA Axium Healthcare Pharmacy, Inc. 16-00215	Seminole	Corporate Headquarters	\$112,500.00	45	65	102	\$46,878.40	\$0.00
Kroger Specialty Pharmacy, Inc. FNA Axium Healthcare Pharmacy, Inc. 16-00215	Seminole	Corporate Headquarters	\$168,750.00	45	48	150	\$46,964.87	\$0.00
Lemon-X Corporation 17-00353	Polk	Other Manufacturing	\$16,250.00	0	-2	15	\$40,586.95	\$0.00
Lupin, Inc 14-00103	Broward	Life Sciences	\$28,816.67	0	-1	39	\$132,411.51	\$0.00
Lupin, Inc 14-00103	Broward	Life Sciences	\$66,500.00	0	2	40	\$122,033.80	\$0.00
Macquarie Holdings (U.S.A.), Inc. 15-00614	Duval	Financial/Professional Services	\$98,130.46	86	90	90	\$81,229.44	\$0.00
Macquarie Holdings (U.S.A.), Inc. 15-00614	Duval	Financial/Professional Services	\$184,500.00	37	34	124	\$95,467.85	\$0.00
Maersk Line A/S Co. c/b/a SeaLand 14-00387	Broward	Corporate Headquarters	\$17,729.10	65	99	99	\$90,444.42	\$0.00
Maersk Line A/S Co. c/b/a SeaLand 14-00387	Broward	Corporate Headquarters	\$113,750.00	0	7	106	\$104,957.73	\$0.00
Maersk Line A/S Co. c/b/a SeaLand 14-00387	Broward	Corporate Headquarters	\$113,750.00	0	7	113	\$103,319.72	\$0.00
Magic Leap, Inc. 16-00052	Broward	Information Technology	\$411,250.00	235	509	509	\$219,404.04	\$0.00
Maverick Boat Group, Inc. 17-00163	St. Lucie	Other Manufacturing	\$62,500.00	50	65	65	\$37,571.65	\$0.00

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Mercedes-Benz USA, LLC 16-00663	Duval	Corporate Headquarters	\$72,000.00	48	55	55	\$73,787.43	\$0.00
Merlin Entertainments Group Florida, LLC 15-00424	Polk	Corporate Headquarters	\$40,000.00	20	20	20	\$48,340.98	\$0.00
Merritt Island Boat Works, Inc. 15-00081	Brevard	Other Manufacturing	\$85,289.79	70	75	201	\$45,847.49	\$0.00
Mettler-Toledo, LLC 16-00124	Pasco	Other Manufacturing	\$114,400.00	32	33	102	\$52,966.00	\$0.00
Morris and Lee, Inc. 14-00675	Nassau	Other Manufacturing	\$17,100.00	0	6	19	\$39,543.69	\$0.00
Nationwide Mutual Insurance Company 16-00826	Alachua	Financial/Professional Services	\$118,750.00	95	95	95	\$42,739.84	\$0.00
Office Depot, Inc. 06-00258	Palm Beach	Corporate Headquarters	\$430,000.00	86	64	345	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Office Depot, Inc. 06-00258	Palm Beach	Corporate Headquarters	\$288,562.36	0	42	405	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Orlando Sports Holdings, LLC 14-00047	Orange	Corporate Headquarters	\$26,250.00	0	18	101	\$75,433.64	\$0.00
Oscor, Inc. 10-00170	Pinellas	Life Sciences [HIPI]	\$22,500.00	0	82	159	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Paychex, Inc 15-00875	Pinellas	Corporate Headquarters	\$17,500.00	2	4	42	\$49,536.82	\$0.00

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Paylocity Corporation 15-00599	Seminole	Information Technology	\$47,500.00	22	29	53	\$47,114.42	\$0.00
PODS Enterprises, Inc 13-00555	Pinellas	Corporate Headquarters	\$60,000.00	0	54	142	\$67,700.64	\$0.00
Power Design, Inc. 14-00743	Pinellas	Corporate Headquarters	\$90,000.00	0	18	78	\$81,554.94	\$0.00
Power Design, Inc. 16-00414	Pinellas	Corporate Headquarters	\$75,000.00	20	92	188	\$70,807.72	\$0.00
Premier Pharmacy Labs Inc 16-00813	Hernando	Other Manufacturing	\$14,250.00	10	17	17	\$60,820.79	\$0.00
PricewaterhouseCoopers, LLP 11-00446	Hillsborough	Financial/Professional Services [HIPI]	\$30,000.00	0	100	1,032	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Prime Therapeutics, LLC 11-00430	Orange	Other Manufacturing	\$48,000.00	0	47	414	\$64,067.32	\$0.00
Publix Super Markets, Inc. 13-00292	Orange	Logistics/Distribution	\$38,250.00	1	5	54	\$52,780.13	\$0.00
Publix Super Markets, Inc. 15-00473	Orange	Logistics/Distribution	\$35,400.00	17	9	64	\$48,995.39	\$0.00
Publix Super Markets, Inc. 16-00545	Polk	Other Manufacturing	\$7,125.00	10	42	42	\$42,222.94	\$0.00
Publix Super Markets, Inc. 17-00723	Polk	Other Manufacturing	\$12,500.00	10	37	37	\$45,046.14	\$0.00
Quest Diagnostics Incorporated 13-00477	Hillsborough	Corporate Headquarters	\$93,750.00	0	14	89	\$61,502.80	\$0.00

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
ReliaQuest, LLC 15-00108	Hillsborough	Information Technology	\$35,320.32	20	48	87	\$81,268.72	\$0.00
Resource Solutions Florida Inc 16-00291	Duval	Financial/Professional Services	\$17,720.92	25	15	58	\$50,938.94	\$0.00
Safariland, LLC 15-00326	Duval	Other Manufacturing	\$18,000.00	0	-25	25	\$73,056.45	\$0.00
Safariland, LLC 15-00326	Duval	Other Manufacturing	\$18,000.00	0	-1	24	\$53,061.12	\$0.00
Safariland, LLC 15-00326	Duval	Other Manufacturing	\$18,000.00	0	0	24	\$58,906.78	\$0.00
Safariland, LLC 16-00156	Duval	Other Manufacturing	\$40,000.00	32	50	50	\$61,076.70	\$0.00
Safariland, LLC 16-00156	Duval	Other Manufacturing	\$52,500.00	10	17	67	\$44,289.67	\$0.00
Safariland, LLC 16-00156	Duval	Other Manufacturing	\$65,000.00	10	38	105	\$45,987.95	\$0.00
Safran Electrical & Power USA, LLC, fka Labinal, LLC 15-00337	Manatee	Aviation/Aerospace	\$69,041.25	42	33	51	\$219,844.95	\$0.00
Safran Oil Systems, LLC 15-00712	Lee	Other Manufacturing	\$21,250.00	7	10	21	\$56,281.90	\$0.00
Safran Oil Systems, LLC 15-00712	Lee	Other Manufacturing	\$35,000.00	11	16	37	\$61,484.58	\$0.00
Schenker Americas, Inc. 17-00018	Miami-Dade	Corporate Headquarters	\$1,187.59	25	44	44	\$167,398.47	\$0.00

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
Security First Managers, LLC 17-00160	Volusia	Financial/Professional Services	\$82,500.00	30	52	98	\$52,055.48	\$0.00
Security First Managers, LLC 17-00160	Volusia	Financial/Professional Services	\$14,257.67	25	46	46	\$52,171.35	\$0.00
Seimens Gamesa Renewable Energy f/k/a Siemens Energy, Inc. 12-00503	Orange	Clean Technologies [HIPI]	\$45,500.00	7	-7	56	\$113,131.81	\$0.00
SKYO Industries, Inc. 15-00252	Volusia	Other Manufacturing	\$18,952.50	16	4	28	\$43,218.79	\$0.00
SKYO Industries, Inc. 15-00252	Volusia	Other Manufacturing	\$21,672.83	3	4	32	\$42,718.96	\$0.00
South Atlantic, LLC 11-00598	Polk	Other Manufacturing	\$15,000.00	0	-5	42	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Taylor Media Corp. d/b/a The Penny Hoarder 17-00297	Pinellas	Information Technology	\$38,233.67	40	41	41	\$69,351.51	\$0.00
TBC Corporation 09-00163	Palm Beach	Corporate Headquarters	\$32,000.00	0	-86	111	s. 288.075(6)(a)3., Florida Statutes	\$0.00
TBC Corporation 09-00163	Palm Beach	Corporate Headquarters	\$14,000.00	0	0	111	s. 288.075(6)(a)3., Florida Statutes	\$0.00
TBC Corporation 12-00672	Palm Beach	Corporate Headquarters [HIPI]	\$87,750.00	0	-35	313	\$83,605.41	\$0.00

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
Thales USA, Inc. 16-00309	Orange	Research and Development	\$7,860.89	25	51	51	\$100,739.70	\$0.00
The Depository Trust & Clearing Corporation 11-00381	Hillsborough	Financial/Professional Services [HIPI]	\$271,250.00	0	-4	306	\$107,513.00	\$0.00
The Depository Trust & Clearing Corporation 11-00381	Hillsborough	Financial/Professional Services [HIPI]	\$50,750.00	0	55	361	\$109,595.73	\$0.00
The Hertz Corporation 13-00522	Lee	Corporate Headquarters	\$750,000.00	0	-2	736	\$136,270.83	\$0.00
The Topps Company, Inc. 16-00418	Orange	Information Technology	\$4,790.12	10	12	12	\$91,987.13	\$0.00
Total Quality Logistics, LLC 10-00040	Hillsborough	Logistics/Distribution	\$39,000.00	0	-35	201	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Total Quality Logistics, LLC 14-00786	Miami-Dade	Logistics/Distribution	\$10,694.63	20	17	17	\$49,574.92	\$0.00
TravelCLICK, Inc. 11-00436	Orange	Corporate Headquarters	\$62,850.00	0	-47	289	s. 288.075(6)(a)3., Florida Statutes	\$0.00
TUCCI, LLC 15-00202	Miami-Dade	Other Manufacturing	\$31,500.00	6	27	62	\$48,471.30	\$0.00
United States Tennis Association Incorporated 13-00599	Orange	Corporate Headquarters	\$208,250.00	119	132	132	\$100,297.18	\$0.00
United Technologies Corporation-Pratt & Whitney Division 14-00684	Palm Beach	Aviation/Aerospace	\$154,000.00	70	60	110	\$87,891.00	\$0.00

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
United Technologies Corporation-Pratt & Whitney Division 14-00684	Palm Beach	Aviation/Aerospace	\$154,000.00	0	47	157	\$99,349.55	\$0.00
Univision Interactive Media, Inc. 15-00877	Miami-Dade	Information Technology	\$29,212.87	25	35	35	\$83,373.94	\$0.00
Univision Interactive Media, Inc. 15-00877	Miami-Dade	Information Technology	\$15,745.97	25	21	56	\$79,926.71	\$0.00
USpharma, Ltd., Co. 17-00355	Miami-Dade	Other Manufacturing	\$68,750.00	55	55	55	\$60,579.09	\$0.00
Vac-Con, Inc 15-00764	Clay	Other Manufacturing	\$25,000.00	10	58	81	\$43,668.79	\$0.00
Verizon Corporate Resources Group LLC 12-00707	Seminole	Financial/Professional Services [HIPI]	\$903,572.86	0	25	1,122	\$76,722.00	\$0.00
VetFed Resources, Inc. 17-00439	Escambia	Financial/Professional Services	\$835.20	10	9	9	\$68,177.79	\$0.00
Wal-Mart.com USA, LLC 15-00279	Polk	Logistics/Distribution	\$26,250.00	35	94	94	\$42,851.55	\$0.00
Web.com Group, Inc. 08-00103	Duval	Information Technology [HIPI]	\$70,000.00	0	56	442	s. 288.075(6)(a)3., Florida Statutes	\$0.00
Web.com Group, Inc. 08-00103	Duval	Information Technology [HIPI]	\$30,000.00	0	88	530	s. 288.075(6)(a)3., Florida Statutes	\$0.00
WellCare Health Plans, Inc. 13-00387	Hillsborough	Financial/Professional Services [HIPI]	\$525,000.00	0	767	3,078	\$73,048.06	\$0.00



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
West Fraser, Inc 13-00514	Escambia	Other Manufacturing	\$41,250.00	0	13	133	\$52,095.25	\$0.00
Wetherill Associates, Inc. 15-00092	Broward	Corporate Headquarters	\$14,250.00	10	11	47	\$80,060.96	\$0.00
White & Case, LLP 14-00455	Hillsborough	Information Technology	\$68,712.04	0	25	126	\$86,462.08	\$0.00
White & Case, LLP 14-00455	Hillsborough	Information Technology	\$51,750.00	0	12	138	\$89,502.23	\$0.00
WTA Tour, Inc. 15-00392	Pinellas	Corporate Headquarters	\$12,500.00	0	13	28	\$110,361.12	\$0.00
Zier, Inc 15-00432	Broward	Corporate Headquarters	\$62,500.00	25	-7	73	\$65,820.62	\$0.00
<b>High Impact Performance Incentive</b>								
Citigroup, Inc. 15-00401	Hillsborough	Corporate Headquarters	\$3,000,000.00	800	366	1,590	\$87,568.77	\$91,058,171.90
Jinko Solar (U.S.) Industries Inc 18-00068	Duval	Other Manufacturing	\$500,000.00	100	138	138	\$47,592.82	\$36,335,430.17
Telemundo Media, LLC 13-00009	Miami-Dade	Information Technology	\$2,750,000.00	0	-48	411	\$109,667.77	\$350,863,771.49
<b>Quick Action Closing Fund (All payments made from existing escrow account.)</b>								
Anheuser-Busch Companies, LLC 15-00682	Duval	Other Manufacturing	\$1,200,000.00	0	-7	84	\$77,136.24	\$171,292,408.54
Arthrex, Inc. 16-00589	Collier	Corporate Headquarters	\$100,000.00	150	463	463	\$61,178.82	\$47,111,635.91
Arthrex, Inc. 16-00589	Collier	Corporate Headquarters	\$200,000.00	110	167	630	\$57,823.29	\$47,111,635.91

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. Braun Medical, Inc. 16-00148	Volusia	Life Sciences	\$1,125,000.00	25	38	38	\$94,574.84	\$89,864,901.16
Bristol-Myers Squibb Co. 13-00590	Hillsborough	Life Sciences	\$473,867.60	164	132	544	\$100,260.95	\$21,981,374.56
Carrier Corporation- 15-00258	Palm Beach	Corporate Headquarters	\$2,000,000.00	0	43	349	\$132,651.99	\$113,159,474.93
Carrier Corporation- 15-00258	Palm Beach	Corporate Headquarters	\$2,500,000.00	115	69	418	\$140,906.78	\$113,159,474.93
Johnson & Johnson 15-00173	Hillsborough	Corporate Headquarters	\$1,900,000.00	190	205	205	\$139,364.40	\$17,117,134.60
KLS Martin Manufacturing, LLC 16-00396	Duval	Life Sciences	\$25,000.00	7	6	18	\$59,169.83	\$4,232,016.11
Lockheed Martin Corporation 14-00366	Brevard	Homeland Security/Defense	\$1,438,462.00	0	41	173	\$91,394.73	\$4,602,175.99
Lockheed Martin Mission Systems and Training 12-00732	Pinellas	Homeland Security/Defense	\$500,000.00	0	-59	5	\$64,026.30	\$14,064,275.55
Macquarie Holdings (U.S.A.), Inc. 15-00614	Duval	Financial/Professional Services	\$500,000.00	37	34	124	\$83,414.06	\$3,129,177.09
Magic Leap, Inc. 16-00052	Broward	Information Technology	\$400,000.00	180	234	510	\$219,572.61	\$138,901,577.83
Modernizing Medicine, Inc. 15-00570	Palm Beach	Information Technology	\$50,000.00	25	120	120	\$68,773.84	\$0.00
Navy Federal Credit Union 14-00661	Escambia	Financial/Professional Services	\$4,000,000.00	500	1,084	1,084	\$58,718.16	\$311,070,352.57
Navy Federal Credit Union 14-00661	Escambia	Financial/Professional Services	\$4,000,000.00	500	972	2,056	\$94,685.79	\$311,070,352.57
Office Depot, Inc. 14-00099	Palm Beach	Corporate Headquarters	\$1,000,000.00	126	165	165	\$111,585.08	\$3,086,637.88
Safran Electrical & Power USA, LLC, fka Labinal, LLC 15-00337	Manatee	Aviation/Aerospace	\$300,405.10	42	33	51	\$108,196.39	\$9,563,607.63

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
United States Tennis Association Incorporated 13-00599	Orange	Corporate Headquarters	\$375,000.00	119	132	132	\$100,297.18	\$55,288,965.32
United States Tennis Association Incorporated 13-00599	Orange	Corporate Headquarters	\$375,000.00	35	50	182	\$100,058.07	\$55,288,965.32

## 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. 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>
2018-2019	\$0.00	\$0.00	\$0.00	\$0.00
2017-2018	\$8,170,000.00	\$0.00	\$0.00	\$0.00
2016-2017	\$0.00	\$0.00	\$0.00	\$2,331,437.00
2015-2016	\$532,000.00	\$23,500,000.00	\$0.00	\$8,391,667.00
2014-2015	\$7,000,000.00	\$44,181,000.00	\$0.00	\$7,545,466.00
2013-2014	\$10,600,000.00	\$44,655,440.00	\$0.00	\$13,454,767.00
2012-2013	\$5,000,000.00	\$43,724,500.00	\$0.00	\$18,999,357.00
2011-2012	\$1,500,000.00	\$28,413,000.00	\$6,600,000.00	\$14,830,795.00
2010-2011	\$8,640,000.00	\$24,337,700.00	\$0.00	\$30,342,123.00
2009-2010	\$0.00	\$25,401,830.00	\$0.00	\$4,280,390.00
2008-2009	\$13,984,000.00	\$60,579,000.00	\$0.00	\$27,565,525.00
2007-2008	\$0.00	\$47,000,000.00	\$249,090,000.00	\$9,732,860.00
2006-2007	\$0.00	\$41,857,800.00	\$200,000,000.00	\$12,039,178.00
2005-2006	\$3,150,000.00	\$10,442,200.00	N/A	\$11,617,198.00
2004-2005	\$0.00	\$9,272,500.00		\$14,710,964.00
2003-2004	\$0.00	\$4,400,000.00		\$17,212,039.00
2002-2003	\$0.00	\$0.00		\$17,012,214.00
2001-2002	\$0.00	\$1,350,000.00		\$14,937,348.00
2000-2001	\$2,000,000.00	\$900,000.00		\$20,158,571.00
1999-2000	\$15,250,000.00	\$1,400,000.00		\$27,866,578.00
1998-1999	\$12,500,000.00	N/A		\$25,047,952.00
1997-1998	\$0.00			\$16,230,721.00
1996-1997	N/A			\$8,595,618.00
1995-1996			\$10,023,177.00	

<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
2018-2019	Maximum Award	\$40,558,400.00	\$0.00	\$262,500.00
	State Award	\$34,233,200.00	\$0.00	\$220,000.00
2017-2018	Maximum Award	\$61,455,000.00	\$1,500,000.00	\$294,000.00
	State Award	\$48,208,400.00	\$1,200,000.00	\$294,000.00
2016-2017	Maximum Award	\$62,591,200.00	\$0.00	\$300,000.00
	State Award	\$48,838,960.00	\$0.00	\$300,000.00
2015-2016	Maximum Award	\$60,788,000.00	\$0.00	\$570,000.00
	State Award	\$48,468,200.00	\$0.00	\$570,000.00
2014-2015	Maximum Award	\$58,373,900.00	\$630,000.00	\$0.00
	State Award	\$46,699,120.00	\$504,000.00	\$0.00
2013-2014	Maximum Award	\$55,324,300.00	\$875,000.00	\$2,660,000.00
	State Award	\$44,259,440.00	\$700,000.00	\$2,178,000.00
2012-2013	Maximum Award	\$60,975,040.00	\$4,022,500.00	\$5,160,000.00
	State Award	\$48,780,072.00	\$3,218,000.00	\$4,128,000.00
2011-2012	Maximum Award	\$58,063,500.00	\$7,697,500.00	\$5,982,500.00
	State Award	\$46,450,800.00	\$6,158,000.00	\$4,786,000.00
2010-2011	Maximum Award	\$37,940,810.00	\$4,552,500.00	\$3,437,500.00
	State Award	\$30,352,648.00	\$3,642,000.00	\$2,750,000.00
2009-2010	Maximum Award	\$33,863,300.00	\$4,790,000.00	\$1,112,500.00
	State Award	\$27,090,640.00	\$3,832,000.00	\$890,000.00
2008-2009	Maximum Award	\$34,125,000.00	\$5,070,000.00	\$230,000.00
	State Award	\$27,300,000.00	\$4,056,000.00	\$184,000.00
2007-2008	Maximum Award	\$23,710,000.00	\$472,500.00	\$812,500.00
	State Award	\$18,968,000.00	\$378,000.00	\$650,000.00
2006-2007	Maximum Award	\$36,611,000.00	\$1,545,000.00	\$3,072,500.00
	State Award	\$29,288,800.00	\$1,236,000.00	\$2,458,000.00
2005-2006	Maximum Award	\$55,670,867.00	\$2,942,500.00	\$1,567,500.00
	State Award	\$44,536,694.00	\$2,354,000.00	\$1,254,000.00
2004-2005	Maximum Award	\$56,954,000.00	\$2,360,000.00	\$1,250,000.00
	State Award	\$45,563,200.00	\$1,888,000.00	\$1,000,000.00
2003-2004	Maximum Award	\$41,964,800.00	\$4,322,000.00	\$312,500.00
	State Award	\$33,571,840.00	\$3,457,600.00	\$250,000.00
2002-2003	Maximum Award	\$45,675,100.00	\$1,982,500.00	\$312,500.00
	State Award	\$36,540,080.00	\$1,586,000.00	\$250,000.00
2001-2002	Maximum Award	\$37,576,950.00	\$125,000.00	N/A
	State Award	\$30,061,560.00	\$100,000.00	
2000-2001	Maximum Award	\$50,546,800.00	\$100,000.00	
	State Award	\$40,437,440.00	\$80,000.00	
1999-2000	Maximum Award	\$56,223,500.00	\$300,000.00	
	State Award	\$44,978,800.00	\$240,000.00	
1998-1999	Maximum Award	\$26,607,880.00	\$845,000.00	
	State Award	\$21,286,304.00	\$676,000.00	
1997-1998	Maximum Award	\$59,995,152.00	\$231,250.00	
	State Award	\$47,996,122.00	\$185,000.00	
1996-1997	Maximum Award	\$34,298,000.00	N/A	
	State Award	\$27,438,400.00		
1995-1996	Maximum Award	\$26,557,500.00		
	State Award	\$21,246,000.00		

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

Capital Investment Tax Credit program numbers indicate amount of tax credits actually claimed by businesses. Capital Investment Tax Credit 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. This data provided by the Department of Revenue is based on corporate income tax returns with taxable years ending within a particular calendar year. 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. 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
2018	\$2,130,185.00	\$141,000.00	\$1,248,000.00
2017	\$17,071,403.00	\$229,000.00	\$3,035,000.00
2016	\$31,590,810.00	\$0.00	\$2,424,000.00
2015	\$30,652,734.00	\$94,000.00	\$1,604,500.00
2014	\$22,200,631.00	\$46,000.00	\$2,069,500.00
2013	\$20,960,498.00	\$27,000.00	\$1,172,500.00
2012	\$16,965,589.00	\$187,000.00	\$2,460,500.00
2011	\$26,126,845.00	\$431,000.00	\$790,500.00
2010	\$25,189,515.00	\$181,000.00	\$1,259,500.00
2009	\$78,316,065.00	\$204,000.00	\$855,000.00
2008		\$66,000.00	\$517,500.00
2007		\$204,000.00	\$654,000.00
2006		\$647,500.00	\$1,014,000.00
2005		\$673,000.00	\$1,761,000.00
2004		\$50,000.00	\$1,053,500.00
2003		\$1,008,000.00	\$1,069,000.00
2002		\$584,000.00	\$2,673,500.00
2001		\$257,000.00	\$2,486,500.00
2000		\$0	\$21,000.00
1999	\$0	\$0.00	\$260,500.00
1998	N/A	\$0.00	\$0.00

## 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, established in 1998, provides financial assistance to businesses having high job growth and emerging technology potential and fewer than 100 employees. Funding comes from the Florida Technology Research Investment Fund housed within EFI. Moderate-risk and high-risk ventures that offer the greatest opportunity for compelling economic development impact are given the highest funding priority.
- ▶ Florida State Small Business Credit Initiative (Established through [H.R. 5297](#))  
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. For additional information related to the Innovation Incentive Program, please see [Florida Economic Development Program Evaluations – Year 1](#) by the Office of Program Policy Analysis and Government Accountability (OPPAGA) and the [Return on Investment for Select State Economic Development Incentive Programs](#) by the Office of Economic and Demographic Research (EDR). 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.
  
- ▶ 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 which 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 of traditional economic development or nature-based tourism infrastructure projects that encourage job creation and capital investment in rural communities. The department may award up to 40 percent of total infrastructure costs for catalyst site projects, and no more than 30 percent of total infrastructure costs for projects in rural counties that are not located on designated catalyst sites. There are three types of grants under this program: Total Project Participation Grants, Infrastructure Feasibility Grants and Preclearance Review Grants.

- ▶ Florida Job Growth Grant Fund ([s. 288.101](#), Florida Statutes)  
In 2017, the Legislature created the Florida Job Growth Grant Fund and tasked DEO, along with the DOT and EFI, to review and identify public infrastructure and workforce training proposals that promote economic opportunity across the state. In its first year, the Florida Job Growth Grant Fund provided \$85 million for public infrastructure and workforce training projects that supported growth and employment in Florida's diverse industries.

## 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

