

# 2018 INCENTIVES REPORT

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## Introduction and Overview

The 2017-2018 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 incentive programs. This report provides taxpayers, legislators and other stakeholders with:

- ▶ Performance information for various economic development incentive programs.
- ▶ Information on the current status of previously executed agreements.
- ▶ Detailed information on executed agreements and incentive payments made during fiscal year 2017-2018.

Some of the specific project information remains confidential per s. 288.075, Florida Statutes, as of the publication of this report. However, all reasonable attempts have been made to include project details where applicable.

### Programs Included in the 2017-2018 Annual Incentives Report

Various programs comprise Florida's economic development incentive 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 assistance 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 2017-2018, 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. Stimulating and promoting job creation is a vital part of this process which can ultimately bring significant benefits to the state as well as its businesses and communities.

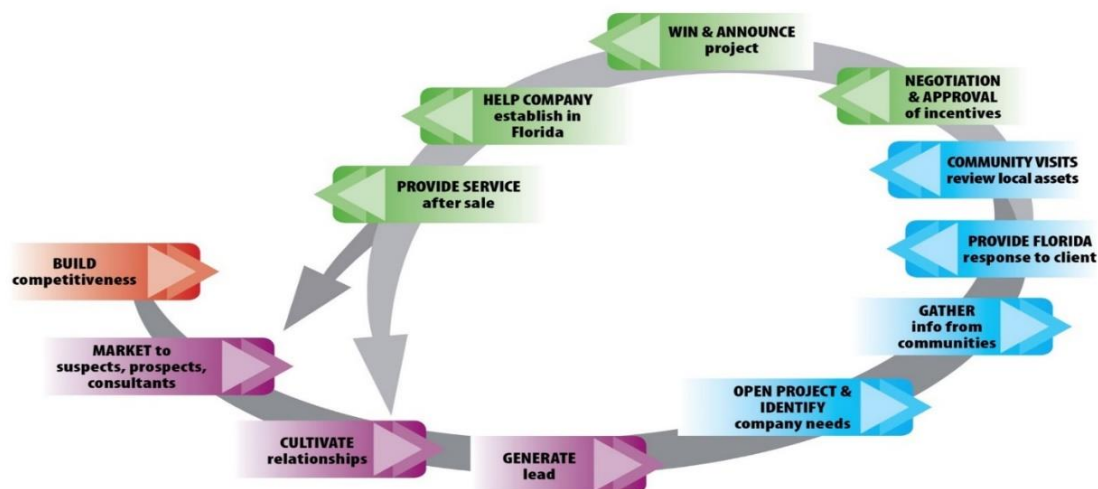
The economic development process is dynamic, involving many different groups and complex decisions. It often takes a business several months or even years to select a location for a new facility or for expansion. Many factors make up a business' site location decision, including cost, availability of 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 provide economic development incentives to attract and retain businesses in Florida. Economic development incentives play a role in encouraging businesses to choose Florida over other states and countries that may be under consideration.

## 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 the project in order to determine if any incentive programs for the particular project are needed. 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 incentive package is developed. DEO conducts due diligence, considers the scope of the proposed project, evaluates which incentive programs are suitable and negotiates the terms of an agreement. DEO's due diligence is a thorough investigation of the business being considered for an incentive program. The process involves analyzing the risk profile of the business, the particular project details and the recommended incentive package to ensure it is in the best interest of Florida's taxpayers. Adjustments are made during the incentive negotiation process to further tailor the structure of the incentive package to ensure alignment with the business' needs. Once the incentive package is finalized, DEO or DOT issues the formal approvals. Following the approval, an agreement between the business and the state is executed. Figure 1 summarizes the cooperative process involving DEO and Enterprise Florida.

Figure 1. Economic Development Process



Since 2011, significant improvements have been made to the incentive application process, the due diligence process and the agreement structures. One way the state protects the taxpayers' investment is by including performance requirements in agreements which businesses must achieve before incentive funds are paid out to businesses by the state. Performance by a business is demonstrated with verified job creation, wage figures and capital investment. All agreements include penalties or other sanctions for non-performance. For the few agreements structured where the business is set to receive incentive payments before the full scope of the project is achieved, each agreement includes sanction language for non-performance. These sanctions include requiring the business to repay all or a portion of the incentive award plus interest. Non-compliance may also result in the termination of the executed agreement between the business and DEO. Additionally, to further protect the state's investment in economic development incentive programs, funds are often placed into an escrow account managed by EFI prior to disbursement to the businesses. If any of these businesses do not meet the performance milestones required for the payments to be disbursed, the escrowed funds are returned to the state.

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 continues to refine and strengthen the incentives application and approval processes. These improved procedures allow EFI and DEO to protect the taxpayers' investment while helping to foster an environment that encourages job creation.

## Compliance and Accountability

DEO contracts for services from an independent consulting firm to conduct comprehensive performance audits of each business that receives an economic development incentive. This process is a competitive bid process, 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. A contract between the state and the business 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 incentive eligibility and DEO's records for accuracy and completeness, as required by Florida Law (Ch. 2015-232, § 6, at 310-311, Laws of Fla.)

In accordance with Florida Law, RSM's primary responsibilities include:

- ▶ Verifying economic development incentive recipients' compliance with agreement requirements.
- ▶ Reviewing and developing the procedures used to verify awardees' eligibility for payments.
- ▶ Ensuring the accuracy and completeness of incentive 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 incentive awardee will receive or retain the full amount eligible for the year. If performance conditions are not fully met, the incentive awardee 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 incentive 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 withdrawn or 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 Incentive Programs

Florida's economic development incentives are components of the state's toolkit, which is critical to improving Florida's 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 majority of Florida's competitive economic development projects utilize tax refunds.

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

**Table 1. Economic Development Incentive 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 check</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>	Forgone 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 check</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 such as the amount of incentives 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 2017-2018 Program Information

### Fiscal Year 2017-2018 Payments

During fiscal year 2017-2018, the state paid a total of \$33,598,778.38 through the state's economic development incentive 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 and 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 2017-2018**

Number of Projects	Confirmed New Jobs	Confirmed Average Annual Wage	Confirmed Capital Investment	State Amount	Local Financial Support
262	16,258	\$72,268.92	\$279,961,082.86	\$33,598,778.38	\$3,547,132.44

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 not issued through DEO.

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

Type of Program	Program	Fiscal Year 2017-2018	Fiscal Year 2016-2017	Fiscal Year 2015-2016
Grants	High-Impact Performance Incentive Grant	\$0.00	\$9,500,658.00	\$4,120,000.00
	Innovation Incentive Program	\$0.00	\$0.00	\$0.00
	Quick Action Closing Fund			
	<i>Paid into Escrow</i>	\$0.00	\$0.00	\$23,500,000.00
	<i>Paid to Business</i>	\$14,301,902.67	\$24,266,773.00	\$23,009,345.00
Tax Refunds	Brownfield Redevelopment Bonus <i>Qualified Target Industry and Standalone</i>	\$1,212,141.00	\$724,036.00	\$1,370,618.00
	Qualified Target Industry	\$18,084,734.71	\$3,723,640.00	\$9,758,832.00
	<b>Total</b>	<b>\$33,598,778.38</b>	<b>\$38,215,107.00</b>	<b>\$61,758,795.00</b>

Table 4 summarizes the total payments made by the Economic Development Transportation Projects program, which is managed by DOT, for fiscal year 2017-2018. 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 2017-2018	Fiscal Year 2016-2017	Fiscal Year 2015-2016
Grants	Economic Development Transportation Projects	\$14,489,229.94	\$9,296,149.00	\$4,120,000.00

## Program Activity and Results

Understanding the usage and performance of economic development programs is critical to determining their effectiveness as job creation tools. 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 2017-2018. 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 (i.e. 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 payments. 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.

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 2017-2018**

Program Status	Qualified Target Industry	Brownfield Redevelopment Bonus <i>Qualified Target Industry and Standalone</i>
Active	165	17
Inactive	9	1
Terminated	17	1
Vacated	6	0
Withdrawn	28	0
Complete	12	1

**Table 6. Tax Refunds - Program Results for Fiscal Year 2017-2018**

Performance Category	Qualified Target Industry	Brownfield Redevelopment Bonus <i>Qualified Target Industry and Standalone</i>
Jobs Due	5,345	275
Confirmed Job Performance	7,239	547
Percent Achieved	135%	199%

## Grants

**Table 7. Grants - Program Activity for Fiscal Year 2017-2018**

Program Status	High-Impact Performance	Quick Action Closing Fund	Innovation Incentive Program
Active	4	71	1
Inactive	0	1	6
Terminated	0	1	0
Vacated	0	0	0
Withdrawn	1	1	0
Complete	1	16	1

**Table 8. Grants - Program Results for Fiscal Year 2017-2018**

Performance Category	High-Impact Performance	Quick Action Closing Fund	Innovation Incentive Program
Jobs Due	370	3,389	0
Confirmed Job Performance	1,059	3,044	0
Percent Achieved	286%	90%	0

## 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 incentive 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 2017-2018, there are 54 active CITC awardees. These awardees have committed to create 1,338 jobs; DEO has confirmed 1,987 jobs and \$369,769,611.25 in capital investment for fiscal year 2017-2018.

## 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 state economic development incentives.

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 incentives 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, a requirement was removed from the annual incentives report and EDR was directed to evaluate and determine the economic benefits of each incentive 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 Jan. 1, 2014 with an updated report on Jan. 1, 2017.

## Program Trends and Utilization

Several trends are apparent when looking at usage of economic development incentive programs. These general trends are listed below. In fiscal year 2017-2018, four percent of executed agreements are identified as being woman-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 tight for small to medium-sized businesses in Florida and across the nation. Because of this unavailability, these businesses are seeking other resources. The State Small Business Credit Initiative program is an example of one such resource that is helping open up access to much needed inexpensive capital by way of loan participation and bridge financing.

## Fiscal Year 2017-2018 Project Information

### Fiscal Year 2017-2018 Projects

In fiscal year 2017-2018, 84 applications were received for the programs listed below. Table 8 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 incentives process and if a business is believed to be ineligible for a specific incentive, that information is conveyed as early as possible.

**Table 9. Projects - Applications, Approvals and Agreements for Fiscal Year 2017-2018**

Type of Program	Program	Applications Received	Approvals (Certifications)	Executed Agreements
Grants	High-Impact Performance Incentive Grant	3	3	1
	Innovation Incentive Program	0	0	0
	Quick Action Closing Fund	0	0	0
Tax Credits	Capital Investment Tax Credit	5	5	N/A <sup>1</sup>
Tax Refunds	Brownfield Redevelopment Bonus <i>Qualified Target Industry and Standalone</i>	2	4	1
	Qualified Target Industry	74	77	73
	<b>Total</b>	<b>84</b>	<b>89</b>	<b>75</b>

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

## Executed Agreements

Many of the state economic development incentive programs require the business to enter into a performance agreement with 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 75 executed agreements, six of these were in areas classified as a rural community, Brownfield area or distressed urban area. These projects have committed to create 861 new jobs and are expected to invest more than \$706,589,500 into these areas.

Table 10 summarizes the performance commitments for businesses with agreements executed by DEO in fiscal year 2017-2018. '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 2017-2018**

Executed Agreements	Contract Job Requirement	Required Capital Investment	Projected Capital Investment	Contracted Average Annual Wage	Maximum State Award	Required Local Financial Support
75	8,659	\$50,500,000.00	\$2,306,258,908.00	\$59,382.59	\$38,907,200.00	\$11,008,800.00

Table 11 provides a breakdown of the maximum eligible award by program for the agreements executed in fiscal year 2017-2018. 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 2017-2018**

Type of Program	Program	Maximum State Award
Grants	High-Impact Performance Incentive Grant	\$1,000,000.00
	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>	\$1,200,000.00
	Qualified Target Industry	\$36,617,200.00
	<b>Total</b>	<b>\$38,817,200.00</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 2017-2018.

**Table 12. Maximum State Award for DOT Programs in Fiscal Year 2017-2018**

Type of Program	Program	Maximum State Award
Grants	Economic Development Transportation Projects	\$0.00











## 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 create jobs with higher than average wages in industries that are expected to have a positive economic impact.

In fiscal year 2016-2017, 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 2 outlines the targeted industries identified in the fiscal year 2016-2017 review.

In the following tables, all executed agreements and completed agreements for the listed fiscal years are categorized by target industries and include other programs in addition to the QTI program.

**Figure 2. Target Industries**

Target Industries			
AVIATION AND AEROSPACE		GLOBAL LOGISTICS AND TRADE	
CORPORATE HEADQUARTERS		INFORMATION TECHNOLOGY	
CLEAN TECHNOLOGY		LIFE SCIENCES	
DEFENSE AND HOMELAND SECURITY		MANUFACTURING	
FINANCIAL AND PROFESSIONAL SERVICES		RESEARCH AND DEVELOPMENT	



In fiscal year 2017-2018, the majority of DEO's executed agreements were with businesses in these target industries. Table 13 provides additional details on executed agreements and their commitments by industry.

**Table 13. Project Commitments by Industry for Fiscal Year 2017-2018**

Industry	Executed Agreements	Contract Job Requirement	Contracted Average Annual Wage	Projected Capital Investment
Aviation/Aerospace	2	150	\$70,408.33	\$54,750,000.00
Corporate Headquarters	18	2,677	\$60,640.12	\$605,170,901.00
Clean Technologies	1	60	\$68,500.00	\$6,000,000.00
Financial/Professional Services	10	1,450	\$57,571.60	\$42,974,416.00
Homeland Security/Defense	0	N/A	N/A	N/A
Information Technology	8	1,354	\$60,641.49	\$41,791,000.00
Life Sciences	0	N/A	N/A	N/A
Logistics/Distribution	5	230	\$47,908.68	\$57,266,201.00
Not in Target Sector	0	N/A	N/A	N/A
Other Manufacturing	28	2,523	\$56,885.78	\$1,453,296,390.00
Research and Development	3	215	\$79,347.93	\$45,010,000.00
<b>Total</b>	<b>75</b>	<b>8,659</b>	<b>\$59,382.59<sup>1</sup></b>	<b>\$2,306,258,908.00</b>

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

## Industry Results

A review of projects with completed incentive agreements in the last three fiscal years is presented below 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	8	1,384	\$71,885.89	\$129,567,639.52
Corporate Headquarters	17	1,997	\$90,529.92	\$91,792,903.99
Financial/Professional Services	11	4,692	\$83,937.87	\$97,088,209.03
Homeland Security/Defense	2	305	\$51,579.75	\$0.00
Information Technology	13	1,868	\$94,824.79	\$315,974,978.56
Life Sciences	6	860	\$75,330.18	\$29,005,975.29
Logistics/Distribution	1	207	\$59,903.41	\$0.00
Not in Target Sector	5	841	\$25,692.76	\$13,405,181.77
Other Manufacturing	10	1,419	\$65,220.61	\$50,245,182.26
Research and Development	1	13	\$130,016.00	\$0.00
<b>Total</b>	<b>74</b>	<b>13,586</b>	<b>\$78,022.17<sup>1</sup></b>	<b>\$727,080,070.42</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 2017-2018, 63 agreements were terminated after a status change to inactive, terminated or withdrawn. Of the 63 agreements, 33 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:

- ▶ Twenty-six businesses reported not being able to meet the job creation requirement;
- ▶ Nineteen businesses did not submit performance claims required to remain active in the program;
- ▶ Seven businesses reported changes in their business plans or market conditions as factors influencing their ability to meet the requirements;
- ▶ Two businesses ultimately decided not to locate in Florida; and
- ▶ Nine 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

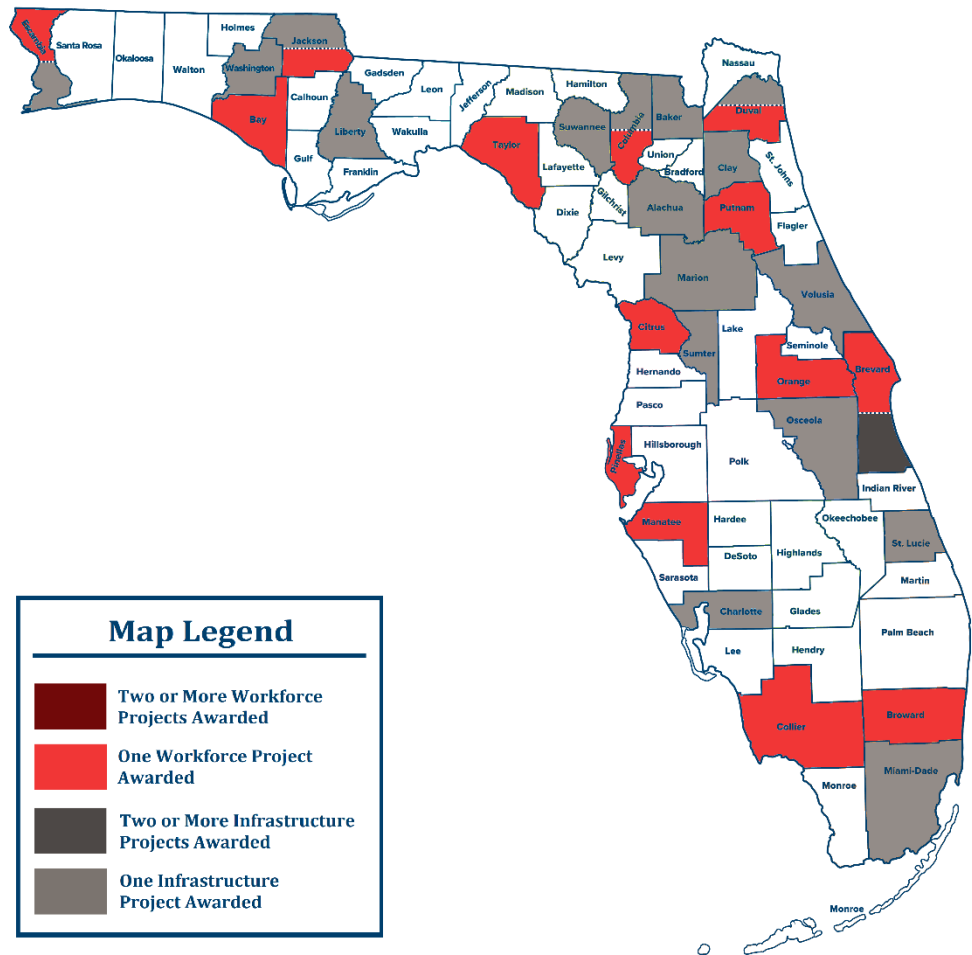
This section consists of additional programs that are not traditional economic development incentive programs. These programs are marketed by EFI and administered by DEO, with the exception of tax credit programs that are administered by DOR. Pursuant to s. 213.053, Florida Statutes, tax credits claimed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

### Florida Job Growth Grant Fund

The Florida Job Growth Grant Fund, established by Governor Scott and the Florida Legislature in 2017, provided \$85 million for improving public infrastructure and enhancing workforce training in Florida in fiscal year 2017-18.

DEO and EFI received more than 250 proposals requesting more than \$877 million in funding for fiscal year 2017-2018. These proposals were reviewed by DEO and EFI and chosen by Governor Scott 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.

**Fiscal Year 2017-2018 Awarded Projects**



Through the Florida Job Growth Grant Fund, Governor Scott awarded 33 proposals in fiscal year 2017-2018 that are estimated to return more than \$321 million to taxpayers. 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 2017-2018**

Awardee	Amount
<b>Infrastructure Proposals</b>	
Baker County	\$2,297,054.35
Canaveral Port Authority	\$8,245,000.00
Charlotte County	\$800,000.00
City of Alachua	\$6,755,000.00
City of Hialeah	4,000,000.00
City of Jacksonville	\$6,000,000.00
City of Marianna	\$1,978,322.00
City of Pensacola	\$4,000,000.00
City of Port St. Lucie	\$3,003,247.83
City of Titusville	\$1,060,500.00
Clay County	\$2,065,000.00
Columbia County	\$3,135,600.00
Liberty County	\$1,448,831.00
Marion County	\$5,500,000.00
Osceola County	\$5,800,000.00
Sumter County	\$838,860.00
Suwannee County	\$3,125,000.00
Volusia County	\$1,961,564.00
Washington County	\$1,821,461.00
<b>Workforce Proposals</b>	
Big Bend Technical College	\$100,000.00
Broward College	\$3,187,500.00
Chipola College	\$76,240.00
Collier County Public Schools	3,019,900.00
Eastern Florida State College	\$3,790,020.00
Florida Gateway College	\$860,000.00
Florida State College at Jacksonville	\$710,352.50
Gulf Coast State College	1,923,442.32
Manatee Technical College	\$201,500.00
Pensacola State College	\$1,860,510.00
St. Johns River State College	\$1,383,237.00
St. Petersburg College	\$1,596,858.00
Valencia College	\$2,320,000.00
Withlacoochee Technical College	\$135,000.00
<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 in 1996 by s. 288.018, Florida Statutes, provides funds to regionally-based economic development organizations representing rural counties and communities in order 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 in 1996 by s. 288.065, Florida Statutes, provides loans to local governments or economic development organizations 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 must be located 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 State Economic Enhancement and Development (SEED) Trust Fund and the Economic Development Trust Fund support the Regional Rural Development Grant Program and the Rural Community Development Revolving Loan Fund.

All loan payments are returned to the loan fund and made available for loans for other applicants. Pursuant to s. 288.065(4), Florida Statutes, appropriated funds are not subject to reversion and will be available until the funds are approved. However, if the recipient is located within a RAO, repayments may be retained by the applicant if funds are used for regionally-based economic development organizations representing that area.

### Rural Infrastructure Fund Program

The purpose of the Rural Infrastructure Fund Program, created in 2001 by s. 288.0655, Florida Statutes, is to facilitate 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. 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-creating opportunities and up to 40 percent of total costs for catalyst site projects.
- ▶ **Infrastructure Feasibility 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. Feasibility 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 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. Available funding and the required match is dependent on the location of the project and the degree to which administrative and consultant expenses are minimized. 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 2017-2018**

Program	Legislative Appropriations	Approvals	Amount Awarded
Regional Rural Development Grant Program	\$750,000 <sup>1</sup>	4	\$586,000
Rural Community Development Revolving Loan Fund	\$1,170,000.00	1	\$1,500,000.00 <sup>2</sup>
Rural Infrastructure Fund Program	\$1,600,000.00	6	\$1,600,000.00

<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.

<sup>2</sup> The amount awarded exceeded the annual legislative appropriations due to the use of available deobligated funds from prior years.

## 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 2017**

Program	Approvals	Jobs Created	Tax Credits Approved
Rural Job Tax Credit Program	4	229	\$229,000.00
Urban High-Crime Tax Credit Program	14	2,094	\$3,035,000.00

### Rural Job Tax Credit Program

The Rural Job Tax Credit Program, created in 1999 and under by s. 212.098, Florida Statutes, offers an incentive 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 dollars each calendar year.

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

The Urban High-Crime Area Job Tax Credit Program, created in 1999 and governed by s. 212.097, Florida Statutes, offers an incentive 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 dollars each calendar year.

## Appendix A: Executed Agreements

This table lists projects with agreements that were executed with the state during fiscal year 2017-2018. Pursuant to s. 288.075(6)(b), Florida Statutes, confidential projects cannot be disclosed. Additional considerations when reviewing the list of executed contracts include:

- ▶ 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 with Qualified Target Industry</b>							
Brown & Brown, Inc. 17-00778	Volusia	Corporate Headquarters	600	\$25,000,000.00	\$4,500,000.00	\$900,000.00	\$41,288.00
<b>Qualified Target Industry</b>							
3D Material Technologies, LLC 17-00623	Volusia	Other Manufacturing	30	\$25,225,000.00	\$180,000.00	\$36,000.00	\$53,855.00
ABC Home Medical Supply, Inc. 17-00541	St. Lucie	Corporate Headquarters	35	\$87,500.00	\$175,000.00	\$35,000.00	\$41,549.00
Advanced Airfoil Components LLC 17-00495	Hillsborough	Other Manufacturing	350	\$139,507,890.00	\$2,800,000.00	\$1,050,000.00	\$57,163.00
Advanced Impact Technologies, Inc. 17-00818	Pinellas	Other Manufacturing	90	\$850,000.00	\$450,000.00	\$90,000.00	\$45,562.00
Allegiant Air LLC 18-00221	Okaloosa	Logistics/Distribution	11	\$2,053,701.00	\$44,000.00	\$8,800.00	\$59,387.00
Almod Diamonds Ltd., Inc. 16-00641	Miami-Dade	Other Manufacturing	45	\$2,000,000.00	\$135,000.00	\$27,000.00	\$55,000.00
AutoNation, Inc. 18-00229	Broward	Corporate Headquarters	95	\$12,000,000.00	\$475,000.00	\$95,000.00	\$55,038.00
Availity, L.L.C. 17-00183	Duval	Corporate Headquarters	250	\$12,100,000.00	\$1,500,000.00	\$300,000.00	\$68,343.00
BDO USA, LLP 17-00493	Miami-Dade	Corporate Headquarters	35	\$2,100,000.00	\$210,000.00	\$42,000.00	\$68,343.00
Boats Group, LLC 17-00221	Miami-Dade	Corporate Headquarters	80	\$1,050,000.00	\$400,000.00	\$80,000.00	\$54,806.00
Boston Whaler, Inc 17-00164	Volusia	Other Manufacturing	125	\$39,362,000.00	\$625,000.00	\$125,000.00	\$39,900.00
CardWorks Servicing, LLC 17-00403	Seminole	Financial/Professional Services	34	\$2,700,000.00	\$102,000.00	\$20,400.00	\$50,062.00

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
Charter Communications, Inc. 18-00208	Hillsborough	Information Technology	235	\$4,541,000.00	\$705,000.00	\$141,000.00	\$57,163.00
Cognizant Technology Solutions 17-00027	Hillsborough	Financial/Professional Services	75	\$500,000.00	\$225,000.00	\$45,000.00	\$55,130.00
Comprehensive Health Services, Inc. 16-00709	Brevard	Financial/Professional Services	150	\$4,500,000.00	\$600,000.00	\$120,000.00	\$66,000.00
Constant Aviation, LLC 17-00390	Seminole	Other Manufacturing	75	\$1,900,000.00	\$375,000.00	\$75,000.00	\$50,109.00
Cross City Lumber, Inc. 17-00662	Dixie	Other Manufacturing	65	\$6,864,500.00	\$312,000.00	\$0.00	\$31,091.00
Danfoss Turbocor Compressors, Inc. 17-00520	Leon	Research and Development	120	\$7,000,000.00	\$840,000.00	\$168,000.00	\$96,000.00
F1 Oncology, Inc. 17-00639	Palm Beach	Research and Development	15	\$24,760,000.00	\$90,000.00	\$18,000.00	\$75,987.00
G.S. Gelato and Desserts, Inc. 18-00122	Okaloosa	Other Manufacturing	40	\$3,550,000.00	\$200,000.00	\$40,000.00	\$45,530.00
Gartner, Inc 17-00635	Lee	Information Technology	600	\$21,500,000.00	\$5,280,000.00	\$1,800,000.00	\$58,520.00
Genius Plaza Inc. 17-00813	Miami-Dade	Corporate Headquarters	110	\$1,280,000.00	\$660,000.00	\$132,000.00	\$68,343.00
Georgia-Pacific Consumer Operations LLC 17-00446	Putnam	Other Manufacturing	83	\$664,000,000.00	\$597,600.00	\$0.00	\$55,000.00
Government Employees Insurance Company 18-00083	Polk	Financial/Professional Services	500	\$2,300,000.00	\$2,500,000.00	\$500,000.00	\$45,000.00
Greenway Health, LLC 17-00474	Hillsborough	Information Technology	104	\$1,850,000.00	\$520,000.00	\$104,000.00	\$57,163.00
Gulfstream Product Support Corporation 17-00191	Palm Beach	Aviation/Aerospace	50	\$25,000,000.00	\$200,000.00	\$40,000.00	\$73,685.00
Holiday AL Management Sub LLC 17-00465	Orange	Corporate Headquarters	157	\$100,000.00	\$1,099,000.00	\$219,800.00	\$90,926.00

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
Hoover Treated Wood Products, Inc. 18-00121	Gadsden	Other Manufacturing	25	\$2,125,000.00	\$200,000.00	\$40,000.00	\$37,359.00
IT Authorities, Inc. 17-00743	Hillsborough	Information Technology	150	\$500,000.00	\$600,000.00	\$120,000.00	\$74,561.00
Jetex US Inc. 17-00473	Miami-Dade	Logistics/Distribution	25	\$325,000.00	\$75,000.00	\$15,000.00	\$52,500.00
Jet Helseth Manufacturing, Inc. f/k/a Jet Machining and Design, Inc. 17-00471	Volusia	Other Manufacturing	17	\$308,000.00	\$85,000.00	\$17,000.00	\$41,288.00
Johnson & Johnson Consumer Inc. 17-00083	Orange	Corporate Headquarters	25	\$18,000,000.00	\$175,000.00	\$35,000.00	\$100,000.00
KEMET Corporation 17-00562	Broward	Information Technology	100	\$3,100,000.00	\$600,000.00	\$120,000.00	\$71,789.00
L'Oreal USA S/D, Inc. 18-00084	Pinellas	Financial/Professional Services	103	\$2,673,316.00	\$309,000.00	\$61,800.00	\$52,396.00
Lemon-X Corporation 17-00353	Polk	Other Manufacturing	13	\$8,400,000.00	\$65,000.00	\$13,000.00	\$39,154.00
Lockheed Martin Corporation 17-00451	Orange	Other Manufacturing	500	\$200,000,000.00	\$3,500,000.00	\$700,000.00	\$87,064.00
Macquarie Holdings (U.S.A.), Inc. 17-00641	Duval	Financial/Professional Services	50	\$1,353,000.00	\$250,000.00	\$50,000.00	\$55,720.00
Maverick Boat Group, Inc. 17-00163	St. Lucie	Other Manufacturing	100	\$6,022,000.00	\$500,000.00	\$100,000.00	\$35,000.00
Mayo Fertilizer, Incorporated 18-00080	Columbia	Other Manufacturing	33	\$7,700,000.00	\$158,400.00	\$0.00	\$32,900.00
McLane Company, Inc. 18-00192	Marion	Logistics/Distribution	125	\$51,000,000.00	\$375,000.00	\$75,000.00	\$40,600.00
Medical Air Services Association, Inc 17-00472	Broward	Corporate Headquarters	35	\$700,000.00	\$210,000.00	\$42,000.00	\$71,789.00
Megal Corporation 18-00364	Charlotte	Other Manufacturing	30	\$2,435,000.00	\$150,000.00	\$30,000.00	\$40,560.00
Mestizo Foods, LLC 17-00624	Marion	Other Manufacturing	50	\$12,800,000.00	\$150,000.00	\$30,000.00	\$40,518.00

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
MetLife Group, Inc. 18-00168	Hillsborough	Financial/Professional Services	430	\$25,000,000.00	\$2,580,000.00	\$516,000.00	\$74,561.00
Motus GI Holdings, Inc. 17-00452	Broward	Corporate Headquarters	50	\$1,160,000.00	\$250,000.00	\$50,000.00	\$95,718.00
Oscor, Inc. 18-00224	Pinellas	Other Manufacturing	38	\$5,850,000.00	\$114,000.00	\$22,800.00	\$45,562.00
Pacific Scientific Company 17-00155	Miami-Dade	Logistics/Distribution	54	\$3,853,000.00	\$162,000.00	\$32,400.00	\$61,375.00
PGA TOUR, Inc. 17-00502	St. Johns	Corporate Headquarters	145	\$86,000,000.00	\$1,015,000.00	\$203,000.00	\$79,442.00
Power Design, Inc. 17-00770	Pinellas	Clean Technologies	60	\$6,000,000.00	\$360,000.00	\$72,000.00	\$68,500.00
PSI Manufacturing Operations, LLC 17-00279	Palm Beach	Other Manufacturing	50	\$15,850,000.00	\$300,000.00	\$60,000.00	\$75,000.00
Publix Super Markets, Inc. 17-00723	Polk	Other Manufacturing	25	\$10,385,000.00	\$125,000.00	\$25,000.00	\$44,936.00
Qorvo US, Inc. 16-01002	Orange	Other Manufacturing	100	\$63,000,000.00	\$600,000.00	\$120,000.00	\$65,834.00
SEAMAX, LLC 18-00005	Volusia	Other Manufacturing	80	\$3,312,000.00	\$240,000.00	\$48,000.00	\$41,288.00
Sixt Rent A Car LLC 17-00102	Broward	Corporate Headquarters	300	\$6,713,401.00	\$1,500,000.00	\$300,000.00	\$52,938.00
Sparxoo LLC 17-00485	Hillsborough	Information Technology	100	\$7,500,000.00	\$500,000.00	\$100,000.00	\$57,163.00
Steelco Florida Inc 17-00491	Hillsborough	Other Manufacturing	195	\$220,000,000.00	\$975,000.00	\$195,000.00	\$57,200.00
TeleTech Healthcare Solutions, Inc. 17-00631	Volusia	Financial/Professional Services	60	\$3,800,000.00	\$180,000.00	\$36,000.00	\$41,288.00
The Douglas Stewart Company, Inc. 18-00011	Manatee	Logistics/Distribution	15	\$34,500.00	\$45,000.00	\$9,000.00	\$44,266.00

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
TRU Simulation + Training Inc. 16-00574	Pasco	Aviation/Aerospace	100	\$29,750,000.00	\$500,000.00	\$100,000.00	\$68,770.00
TUCCI, LLC 18-00194	Miami-Dade	Other Manufacturing	40	\$3,000,000.00	\$120,000.00	\$24,000.00	\$45,562.00
USA Quartz, LLC 18-00069	Duval	Other Manufacturing	70	\$3,600,000.00	\$210,000.00	\$42,000.00	\$49,920.00
V Cruises US, LLC 17-00294	Broward	Corporate Headquarters	300	\$15,900,000.00	\$900,000.00	\$180,000.00	\$52,938.00
VetFed Resources, Inc. 17-00439	Escambia	Financial/Professional Services	20	\$95,000.00	\$60,000.00	\$12,000.00	\$46,005.00
Welbilt FSG U.S. Holding, LLC 16-00823	Pasco	Research and Development	80	\$13,250,000.00	\$480,000.00	\$96,000.00	\$55,000.00
Wilson Human Capital Group, Inc. 17-00455	Hillsborough	Financial/Professional Services	28	\$53,100.00	\$84,000.00	\$16,800.00	\$57,163.00
World Triathlon Corporation 17-00832	Hillsborough	Corporate Headquarters	70	\$120,000.00	\$350,000.00	\$70,000.00	\$57,163.00
Wyndham Worldwide Corporation 18-00140	Orange	Corporate Headquarters	200	\$7,460,000.00	\$1,200,000.00	\$240,000.00	\$68,195.00
Y2K Service, Inc. 18-00136	Seminole	Information Technology	20	\$1,900,000.00	\$120,000.00	\$24,000.00	\$65,360.00
<b>Confidential Projects Pursuant to s. 288.075, Florida Statutes</b>							
The following projects are confidential pursuant to s.288.075, Florida Statutes, at the time of report publication. Due to confidentiality, the names of these businesses cannot be disclosed at this time.							
<b>High Impact Performance Incentive</b>							
18-00068	Duval	Other Manufacturing	200	\$50,500,000.00	\$1,000,000.00	\$0.00	\$45,562.00

Project	County	Industry	Contract Job Requirement	Projected Capital Investment	Maximum Eligible Award	Required Local Financial Support	Contracted Average Annual Wage
<b>Qualified Target Industry</b>							
18-00068	Duval	Other Manufacturing	200	\$50,500,000.00	\$1,000,000.00	\$200,000.00	\$45,562.00
18-00464	Walton	Information Technology	45	\$900,000.00	\$324,000.00	\$0.00	\$49,595.00
18-00873	Sumter	Other Manufacturing	54	\$5,250,000.00	\$270,000.00	\$54,000.00	\$48,000.00
18-00897	Broward	Corporate Headquarters	100	\$400,000.00	\$700,000.00	\$140,000.00	\$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 2017-2018 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 incentives 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 incentive 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 with Qualified Target Industry</b>								
AAR Airlift Group, Inc. 10-00135	Brevard	Aviation/Aerospace	\$136,697.16	0	-3	236	\$89,706.20	\$0.00
EverBank, FSB 11-00130	Duval	Financial/Professional Services	\$459,375.00	100	-349	226	\$74,489.79	\$0.00
Iron Galaxy Orlando 13-00235	Orange	Information Technology	\$11,646.73	0	26	39	\$64,206.83	\$0.00
JRL Ventures, Inc. 12-00517	Manatee	Other Manufacturing	\$100,000.00	0	21	156	\$36,371.90	\$0.00
Saft Industrial Battery Group 09-00181	Duval	Clean Technologies	\$180,375.00	40	37	247	\$54,827.00	\$0.00
Saft Industrial Battery Group 09-00181	Duval	Clean Technologies	\$163,625.00	34	51	210	\$65,738.00	\$0.00
<b>Brownfield Redevelopment Bonus Standalone</b>								
Cheney Brothers, Inc. 12-00149	Charlotte	Logistics/Distribution	\$20,000.00	25	233	325	\$48,241.15	\$2,500,000.00
Florida SE, Inc. 13-00171	Volusia	Not in Target Sector	\$30,776.00	0	-4	84	\$26,766.68	\$1,148,439.00
Florida SE, Inc. 13-00171	Volusia	Not in Target Sector	\$21,740.00	0	-10	74	\$28,127.03	\$1,148,439.00
Global Response Corp 12-00752	Broward	Not in Target Sector	\$100,000.00	0	215	672	\$26,870.59	\$2,885,607.92
IKEA US East, LLC 13-00197	Miami-Dade	Not in Target Sector	\$120,000.00	0	28	260	\$28,027.00	\$2,000,000.00
IKEA US East, LLC 13-00197	Miami-Dade	Not in Target Sector	\$120,000.00	0	-20	240	\$27,666.23	\$2,000,000.00
Northrop Grumman Systems Corporation 13-00484	Brevard	Aviation/Aerospace	\$350,000.00	34	339	901	\$122,114.52	\$75,204,803.55



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
Publix Super Markets, Inc. 08-00269	Orange	Logistics/ Distribution	\$62,500.00	100	103	103	\$46,365.50	\$1,029,840.23
The Bruss Company 12-00045	Duval	Other Manufacturing	\$81,937.50	42	45	138	\$31,034.72	\$2,043,057.74
The Bruss Company 12-00045	Duval	Other Manufacturing	\$97,375.00	18	26	164	\$31,016.29	\$2,043,057.74
Wal-Mart Stores East, LP 13-00032	Miami-Dade	Other Manufacturing	\$34,675.00	0	-6	73	\$20,153.00	\$2,646,186.53
<b>Qualified Target Industry</b>								
1st Choice Aerospace, Inc. 15-00121	Broward	Aviation/ Aerospace	\$9,500.00	10	41	41	\$66,106.92	\$0.00
Ability Network Inc 15-00080	Hillsborough	Financial/ Professional Services	\$18,750.00	25	32	32	\$55,973.16	\$0.00
Ability Network Inc 15-00080	Hillsborough	Financial/ Professional Services	\$30,000.00	25	28	60	\$60,535.76	\$0.00
Accor Business and Leisure North America, Inc 14-00709	Miami-Dade	Corporate Headquarters	\$40,500.00	54	59	59	\$109,166.00	\$0.00
Accusoft Corporation 15-00588	Hillsborough	Information Technology	\$37,500.00	25	31	31	\$71,633.62	\$0.00
Accusoft Corporation 15-00588	Hillsborough	Information Technology	\$61,275.00	25	12	43	\$72,576.01	\$0.00
Adams Arms, LLC 12-00515	Pasco	Other Manufacturing	\$14,762.52	0	2	28	\$47,961.42	\$0.00
Adams Arms, LLC 12-00515	Pasco	Other Manufacturing	\$35,568.00	0	-3	26	\$47,702.00	\$0.00
Adecco USA, Inc. 14-00436	Duval	Corporate Headquarters	\$277,500.00	35	55	227	\$73,208.48	\$0.00
ADP, LLC 16-00260	Orange	Financial/ Professional Services	\$7,500.00	10	326	326	\$49,475.53	\$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
ADS Waste Holdings, Inc. 13-00084	St. Johns	Corporate Headquarters	\$148,750.00	0	18	100	\$108,357.78	\$0.00
ADS Waste Holdings, Inc. 13-00084	St. Johns	Corporate Headquarters	\$108,528.00	0	-3	82	\$110,620.05	\$0.00
ADT LLC 13-00001	Palm Beach	Corporate Headquarters	\$168,000.00	0	-14	183	\$151,824.45	\$0.00
ADT LLC 13-00001	Palm Beach	Corporate Headquarters	\$210,000.00	0	-43	140	\$258,777.12	\$0.00
Advent Software, Inc. 14-00100	Duval	Information Technology	\$66,500.00	56	121	121	\$65,829.77	\$0.00
AgileThought, Inc. 11-00449	Hillsborough	Information Technology	\$16,800.00	0	9	52	\$97,059.59	\$0.00
AgileThought, Inc. 14-00092	Orange	Information Technology	\$3,348.67	10	10	10	\$99,680.92	\$0.00
Akamai Technologies, Inc. 13-00597	Broward	Information Technology	\$17,313.32	38	77	77	\$95,422.64	\$0.00
Akamai Technologies, Inc. 13-00597	Broward	Information Technology	\$57,622.29	40	22	99	\$122,311.00	\$0.00
Akamai Technologies, Inc. 13-00597	Broward	Information Technology	\$22,415.44	40	18	117	\$121,835.72	\$0.00
All About Staffing, Inc. dba Parallon Workforce Solutions, LLC 12-00105	Broward	Corporate Headquarters	\$156,250.00	0	53	168	\$55,543.00	\$0.00
All About Staffing, Inc. dba Parallon Workforce Solutions, LLC 12-00105	Broward	Corporate Headquarters	\$134,600.31	0	29	197	\$55,621.77	\$0.00
Alto Products Corporation 12-00172	Escambia	Corporate Headquarters	\$7,041.89	0	2	12	\$81,025.34	\$0.00
Alto Products Corporation 12-00172	Escambia	Corporate Headquarters	\$3,500.00	0	0	12	\$85,258.00	\$0.00
Amazon.com.dedc, LLC 13-00601	Hillsborough	Logistics/ Distribution	\$225,000.00	375	381	381	\$47,698.00	\$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
Amazon.com.dedc, LLC 13-00601	Hillsborough	Logistics/ Distribution	\$281,250.00	0	79	460	\$57,331.62	\$0.00
Amazon.com.dedc, LLC 13-00620	Polk	Logistics/ Distribution	\$186,000.00	0	27	298	\$45,760.68	\$0.00
Amazon.com.dedc, LLC 14-00213	Polk	Logistics/ Distribution	\$75,000.00	50	118	199	\$41,309.45	\$0.00
Amazon.com.dedc, LLC 14-00213	Polk	Logistics/ Distribution	\$37,500.00	50	81	81	\$47,665.27	\$0.00
Amazon.com.dedc, LLC 14-00538	Miami-Dade	Logistics/ Distribution	\$37,500.00	25	18	74	\$49,608.92	\$0.00
Ascend Performance Materials, LLC 11-00004	Escambia	Other Manufacturing	\$12,000.00	0	169	336	\$80,565.72	\$0.00
Ashcomm, LLC 14-00365	Hillsborough	Information Technology	\$55,620.67	0	25	76	\$84,294.00	\$0.00
AutoNation, Inc. 13-00435	Broward	Financial/ Professional Services	\$89,600.00	0	-42	77	\$150,160.00	\$0.00
AutoNation, Inc. 13-00435	Broward	Financial/ Professional Services	\$20,000.00	0	24	101	\$80,037.11	\$0.00
Avalon Health Services, LLC 16-00040	Hillsborough	Corporate Headquarters	\$42,000.00	24	31	31	\$98,258.06	\$0.00
Axiom Healthcare Pharmacy, Inc. 16-00215	Seminole	Corporate Headquarters	\$43,818.75	45	37	37	\$46,968.00	\$0.00
Bay State Cable Ties, LLC 15-00397	Okaloosa	Other Manufacturing	\$26,666.00	15	15	25	\$54,005.84	\$0.00
BioMonde 13-00209	Alachua	Life Sciences	\$25,650.00	4	-8	12	\$55,489.37	\$0.00
Bogen Communications, Inc. 14-00137	Orange	Research and Development	\$13,300.00	0	4	16	\$113,531.00	\$0.00
Bolton Medical 12-00788	Broward	Research and Development	\$19,647.31	0	58	91	\$53,766.74	\$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
Bolton Medical 12-00788	Broward	Research and Development	\$12,141.76	0	45	136	\$48,824.63	\$0.00
Boston Whaler, Inc 14-00083	Volusia	Other Manufacturing	\$34,500.00	16	77	244	\$41,716.78	\$0.00
Bristol-Myers Squibb Co. 13-00590	Hillsborough	Life Sciences	\$492,000.00	159	165	412	\$86,905.00	\$0.00
Camber Corporation of Alabama 15-00036	Orange	Financial/ Professional Services	\$14,250.00	19	28	28	\$55,976.00	\$0.00
CareCentrix, Inc. 11-00364	Hillsborough	Life Sciences	\$11,250.00	0	41	402	\$64,991.39	\$0.00
Caremark, LLC 16-00051	Orange	Financial/ Professional Services	\$74,293.55	275	232	232	\$49,349.07	\$0.00
Centene Management Company, LLC 14-00393	Broward	Financial/ Professional Services	\$188,812.50	265	476	476	\$93,246.41	\$0.00
Centene Management Company, LLC 14-00393	Broward	Financial/ Professional Services	\$188,812.50	0	150	626	\$59,355.30	\$0.00
Centene Management Company, LLC 14-00394	Hillsborough	Financial/ Professional Services	\$92,625.00	130	202	202	\$54,856.29	\$0.00
Centene Management Company, LLC 14-00394	Hillsborough	Financial/ Professional Services	\$92,625.00	0	29	231	\$56,583.00	\$0.00
Centene Management Company, LLC 14-00395	Orange	Financial/ Professional Services	\$53,437.50	75	143	143	\$53,810.00	\$0.00
Centene Management Company, LLC 14-00395	Orange	Financial/ Professional Services	\$53,437.50	0	53	196	\$49,353.00	\$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
Centene Management Company, LLC 14-00396	Duval	Financial/ Professional Services	\$76,950.00	125	173	173	\$53,107.05	\$0.00
Centene Management Company, LLC 14-00396	Duval	Financial/ Professional Services	\$76,950.00	0	8	181	\$52,812.00	\$0.00
Charter Schools USA, Inc. 14-00335	Broward	Corporate Headquarters	\$24,000.00	24	55	55	\$62,412.00	\$0.00
Charter Schools USA, Inc. 14-00335	Broward	Corporate Headquarters	\$39,000.00	15	20	75	\$62,330.00	\$0.00
Chicos FAS, Inc. 07-00169	Lee	Corporate Headquarters	\$75,000.00	0	0	225	\$103,789.00	\$0.00
Chicos FAS, Inc. 12-00058	Lee	Corporate Headquarters	\$210,000.00	0	-1	170	\$103,789.00	\$0.00
Citigroup, Inc. 15-00401	Hillsborough	Corporate Headquarters	\$1,107,000.00	738	738	738	\$97,913.39	\$0.00
Citrix Systems, Inc. 13-00217	Broward	Information Technology	\$175,000.00	50	178	335	\$97,773.00	\$0.00
Citrix Systems, Inc. 13-00217	Broward	Information Technology	\$350,000.00	100	-37	298	\$113,495.13	\$0.00
Citrix Systems, Inc. 13-00217	Broward	Information Technology	\$350,000.00	0	-90	208	\$150,239.79	\$0.00
City Facilities Management (FL) LLC 15-00788	Duval	Corporate Headquarters	\$18,750.00	25	36	36	\$82,266.46	\$0.00
Club Trust, LLC 15-00094	Orange	Corporate Headquarters	\$20,211.19	23	23	23	\$65,717.75	\$0.00
Cognizant Technology Solutions 14-00614	Hillsborough	Information Technology	\$129,675.00	91	91	91	\$80,636.54	\$0.00
Cole Engineering Services, Inc. 12-00681	Orange	Information Technology	\$30,000.00	0	19	56	\$104,019.39	\$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
Cole Engineering Services, Inc. 12-00681	Orange	Information Technology	\$15,000.00	0	53	109	\$104,742.03	\$0.00
DB USA Core Corporation F.K.A. DB Services New Jersey, Inc. 12-00791	Duval	Financial/ Professional Services	\$156,250.00	75	203	265	\$73,828.37	\$0.00
DB USA Core Corporation F.K.A. DB Services New Jersey, Inc. 12-00791	Duval	Financial/ Professional Services	\$325,000.00	0	0	260	\$125,138.86	\$0.00
DB USA Core Corporation F.K.A. DB Services New Jersey, Inc. 12-00791	Duval	Financial/ Professional Services	\$325,000.00	135	-5	260	\$79,372.00	\$0.00
DB USA Core Corporation F.K.A. DB Services New Jersey, Inc. 13-00495	Duval	Financial/ Professional Services	\$75,000.00	50	175	175	\$78,717.00	\$0.00
DB USA Core Corporation F.K.A. DB Services New Jersey, Inc. 13-00495	Duval	Financial/ Professional Services	\$187,500.00	75	125	300	\$84,695.00	\$0.00
DB USA Core Corporation F.K.A. Deutsche Bank 08-00201	Duval	Financial/ Professional Services	\$562,500.00	0	0	1,000	\$90,893.00	\$0.00
DB USA Core Corporation F.K.A. Deutsche Bank 08-00201	Duval	Financial/ Professional Services	\$228,000.00	0	0	1,000	\$89,408.00	\$0.00
Design Interactive, Inc 12-00805	Seminole	Information Technology	\$15,000.00	0	-8	27	\$76,616.64	\$0.00
Design Interactive, Inc 12-00805	Seminole	Information Technology	\$12,966.58	0	9	35	\$76,565.62	\$0.00
Design Interactive, Inc 14-00357	Orange	Research and Development	\$6,666.70	10	25	25	\$69,704.42	\$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
Discovery Latin America, LLC 10-00080	Miami-Dade	Information Technology	\$64,000.00	0	-8	40	\$130,784.00	\$0.00
DRB Capital, LLC 14-00733	Palm Beach	Financial/ Professional Services	\$26,995.83	25	25	25	\$70,667.00	\$0.00
DS Services of America, Inc 14-00282	Polk	Corporate Headquarters	\$25,600.00	0	8	56	\$62,632.35	\$0.00
DS Services of America, Inc 14-00282	Polk	Corporate Headquarters	\$32,000.00	32	48	48	\$93,464.00	\$0.00
DTC Communications, Inc 13-00638	Pinellas	Homeland Security/Defense	\$24,649.46	25	44	44	\$100,334.35	\$0.00
DTW Research, Inc.13-00385	Nassau	Financial/ Professional Services	\$31,692.26	0	4	45	\$76,504.43	\$0.00
Edge Aerodynamix, Inc 14-00689	Bay	Aviation/ Aerospace	\$20,812.37	20	21	21	\$89,001.98	\$0.00
Embraer Aircraft Holding, Inc. 10-00020	Duval	Aviation/ Aerospace	\$30,000.00	0	45	120	\$60,866.00	\$0.00
Embraer Aircraft Holding, Inc. 10-00020	Duval	Aviation/ Aerospace	\$37,500.00	0	1	121	\$61,259.93	\$0.00
Emerson Process Management, LLLP 11-00433	Broward	Corporate Headquarters	\$52,711.03	0	8	49	\$139,239.30	\$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
Emerson Process Management, LLLP 11-00433	Broward	Corporate Headquarters	\$44,103.96	8	1	41	\$108,355.00	\$0.00
Emerson Process Management, LLLP 12-00771	Broward	Corporate Headquarters	\$13,300.00	10	8	8	\$128,987.47	\$0.00
Epoca International, Inc 16-00416	Palm Beach	Corporate Headquarters	\$12,500.00	10	11	11	\$64,499.00	\$0.00
Epoca International, Inc 16-00416	Palm Beach	Corporate Headquarters	\$16,250.00	3	3	14	\$81,124.00	\$0.00
Ernst & Young U.S. LLP 11-00023	Hillsborough	Financial/ Professional Services	\$4,000.00	0	30	135	\$90,760.37	\$0.00
FARO Technologies, Inc. 15-00348	Seminole	Corporate Headquarters	\$21,375.00	15	40	40	\$70,224.01	\$0.00
FedEx Ground Package System, Inc. 13-00139	Marion	Logistics/ Distribution	\$228,000.00	152	222	222	\$31,565.50	\$0.00
FELD Entertainment, Inc. 11-00072	Manatee	Corporate Headquarters	\$196,647.15	50	28	207	\$67,024.10	\$0.00
FELD Entertainment, Inc. 11-00072	Manatee	Corporate Headquarters	\$228,151.60	25	8	215	\$66,905.85	\$0.00
FELD Entertainment, Inc. 15-00779	Manatee	Corporate Headquarters	\$57,190.00	50	43	43	\$72,799.00	\$0.00
FELD Entertainment, Inc. 15-00779	Manatee	Corporate Headquarters	\$152,950.00	50	49	92	\$72,892.22	\$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
FIS AvantGard LLC 13-00482	Duval	Information Technology	\$63,703.65	70	59	159	\$60,736.00	\$0.00
FIS AvantGard LLC 13-00482	Duval	Information Technology	\$156,885.33	50	49	208	\$64,513.01	\$0.00
Garda USA Inc. 11-00077	Palm Beach	Corporate Headquarters	\$66,000.00	0	-15	111	\$66,002.27	\$0.00
Gartner, Inc 09-00050	Lee	Information Technology	\$120,000.00	0	0	200	\$88,449.47	\$0.00
Gartner, Inc 13-00609	Lee	Information Technology	\$84,000.00	70	106	106	\$82,568.23	\$0.00
Gateway One Lending & Finance 14-00132	Hillsborough	Financial/ Professional Services	\$71,250.00	50	54	163	\$54,062.82	\$0.00
General Electric Company 14-00608	Duval	Other Manufacturing	\$300,000.00	265	90	351	\$66,180.62	\$0.00
General Electric Company 14-00608	Duval	Other Manufacturing	\$5,024.34	35	261	261	\$78,343.42	\$0.00
HealthPlan Services, Inc 13-00433	Hillsborough	Financial/ Professional Services	\$187,500.00	250	423	423	\$47,608.62	\$0.00
Heinemann Americas, Inc 15-00017	Miami-Dade	Corporate Headquarters	\$1,000.76	10	11	11	\$60,632.74	\$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
Hidden Eyes, LLC 15-00102	Sarasota	Financial/ Professional Services	\$22,500.00	10	30	50	\$43,548.04	\$0.00
Hidden Eyes, LLC 15-00102	Sarasota	Financial/ Professional Services	\$15,000.00	10	11	20	\$51,862.88	\$0.00
Hidden Eyes, LLC 15-00102	Sarasota	Financial/ Professional Services	\$6,412.50	10	9	9	\$45,296.32	\$0.00
Hotwire Communications, Ltd 16-00370	Broward	Corporate Headquarters	\$56,250.00	45	50	50	\$95,870.10	\$0.00
Ice River Springs Marianna, LLC 12-00155	Gilchrist	Other Manufacturing	\$18,000.00	0	-4	44	\$39,088.06	\$0.00
Ideal Deals, LLC d/b/a Ideal Aluminum Products 14-00294	St. Johns	Other Manufacturing	\$7,500.00	10	15	15	\$36,884.88	\$0.00
Ideal Deals, LLC d/b/a Ideal Aluminum Products 14-00294	St. Johns	Other Manufacturing	\$15,000.00	10	19	34	\$36,255.70	\$0.00
Inspirata, Inc. 15-00048	Hillsborough	Life Sciences	\$18,586.08	30	28	28	\$111,646.38	\$0.00
Instrument Transformers, Inc. 13-00586	Pinellas	Other Manufacturing	\$85,800.00	143	179	179	\$44,711.82	\$0.00
Integrity Express Logistics LLC 16-00005	Hillsborough	Logistics/ Distribution	\$8,871.90	12	14	14	\$50,326.32	\$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
J. B. Nottingham & Co., Inc. 12-00570	Volusia	Corporate Headquarters	\$14,635.74	0	6	42	\$37,224.16	\$0.00
J. B. Nottingham & Co., Inc. 12-00570	Volusia	Corporate Headquarters	\$11,357.74	14	6	36	\$37,408.61	\$0.00
J.T.D. Enterprises, Inc 13-00131	Pasco	Other Manufacturing	\$5,230.43	0	0	11	\$40,400.15	\$0.00
J.T.D. Enterprises, Inc 13-00131	Pasco	Other Manufacturing	\$7,066.70	0	1	12	\$47,995.89	\$0.00
Jensen USA, Inc. 15-00846	Bay	Other Manufacturing	\$11,250.00	15	24	24	\$47,461.00	\$0.00
Jensen USA, Inc. 15-00846	Bay	Other Manufacturing	\$15,675.00	10	-2	22	\$70,532.15	\$0.00
JL Audio, Inc. 15-00567	Broward	Other Manufacturing	\$18,000.00	11	64	80	\$44,842.37	\$0.00
Klausner Holding USA, Inc. 11-00129	Suwannee	Other Manufacturing	\$420,000.00	100	140	481	\$30,168.78	\$0.00
Latino Enterprises, Inc. d/b/a La Chiquita Tortilla Manufacturer 15-00343	Orange	Other Manufacturing	\$21,000.00	28	29	29	\$44,117.00	\$0.00
Lupin, Inc 14-00103	Broward	Life Sciences	\$63,175.00	10	7	38	\$104,446.00	\$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
Masonite Corporation 15-00629	Hillsborough	Corporate Headquarters	\$60,000.00	30	100	100	\$97,979.85	\$0.00
Masonite Corporation 15-00725	Hillsborough	Other Manufacturing	\$21,577.12	48	46	46	\$50,223.45	\$0.00
Medtronic Xomed, Inc. 11-00560	Duval	Life Sciences	\$262,500.00	0	10	203	\$76,723.98	\$0.00
Merritt Island Boat Works, Inc. 15-00081	Brevard	Other Manufacturing	\$30,000.00	50	78	78	\$57,778.24	\$0.00
Merritt Island Boat Works, Inc. 15-00081	Brevard	Other Manufacturing	\$66,000.00	60	48	126	\$53,316.16	\$0.00
Mettler-Toledo, LLC 16-00124	Pasco	Other Manufacturing	\$44,000.00	20	69	69	\$52,166.24	\$0.00
Morris and Lee, Inc. 14-00675	Nassau	Other Manufacturing	\$17,100.00	0	-4	13	\$29,801.27	\$0.00
NeoGenomics Laboratories, Inc. 12-00689	Lee	Life Sciences	\$75,000.00	0	33	124	\$57,229.52	\$0.00
NeoGenomics Laboratories, Inc. 12-00689	Lee	Life Sciences	\$60,000.00	25	12	91	\$59,864.47	\$0.00
NeoGenomics Laboratories, Inc. 12-00689	Lee	Life Sciences	\$50,000.00	0	36	160	\$66,669.80	\$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
NeoSystems Corporate Services, Corp. 15-00119	Orange	Financial/ Professional Services	\$18,750.00	12	3	26	\$61,343.52	\$0.00
North American Surveillance Systems USA, Inc. 14-00125	Brevard	Aviation/ Aerospace	\$14,250.00	5	11	30	\$76,819.31	\$0.00
Orlando Sports Holdings, LLC 14-00047	Orange	Corporate Headquarters	\$26,250.00	0	18	83	\$74,238.04	\$0.00
Oscor, Inc. 10-00170	Pinellas	Life Sciences	\$52,500.00	0	7	77	\$44,538.00	\$0.00
Paychex, Inc 15-00875	Pinellas	Corporate Headquarters	\$15,000.00	12	38	38	\$49,608.02	\$0.00
Paylocity Corporation 15-00599	Seminole	Information Technology	\$20,000.00	16	24	24	\$47,360.59	\$0.00
PODS Enterprises, Inc 13-00555	Pinellas	Corporate Headquarters	\$12,000.00	10	13	13	\$64,404.00	\$0.00
PODS Enterprises, Inc 13-00555	Pinellas	Corporate Headquarters	\$30,000.00	15	52	65	\$88,086.00	\$0.00
PODS Enterprises, Inc 13-00555	Pinellas	Corporate Headquarters	\$60,000.00	15	23	88	\$70,711.78	\$0.00
Power Design, Inc. 14-00743	Pinellas	Corporate Headquarters	\$36,000.00	30	97	97	\$65,235.56	\$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
Power Design, Inc. 14-00743	Pinellas	Corporate Headquarters	\$90,000.00	30	-37	60	\$68,143.14	\$0.00
Power Design, Inc. 16-00414	Pinellas	Corporate Headquarters	\$45,000.00	30	96	96	\$67,776.96	\$0.00
PricewaterhouseCoopers, LLP 11-00446	Hillsborough	Financial/ Professional Services	\$93,750.00	0	477	932	\$73,521.00	\$0.00
PricewaterhouseCoopers, LLP 11-00446	Hillsborough	Financial/ Professional Services	\$120,000.00	0	237	455	\$70,017.00	\$0.00
Prime Therapeutics, LLC 11-00430	Orange	Other Manufacturing	\$64,500.00	25	80	367	\$58,041.76	\$0.00
Publix Super Markets, Inc. 13-00292	Orange	Logistics/ Distribution	\$30,000.00	11	4	41	\$51,339.66	\$0.00
Publix Super Markets, Inc. 13-00292	Orange	Logistics/ Distribution	\$37,500.00	10	18	59	\$47,265.95	\$0.00
Publix Super Markets, Inc. 15-00473	Orange	Logistics/ Distribution	\$25,200.00	25	38	55	\$49,572.32	\$0.00
Publix Super Markets, Inc. 15-00473	Orange	Logistics/ Distribution	\$10,200.00	17	17	17	\$59,432.00	\$0.00
Quest Diagnostics Incorporated 13-00477	Hillsborough	Corporate Headquarters	\$93,750.00	0	-3	75	\$61,048.57	\$0.00
Quest Diagnostics Incorporated 13-00477	Hillsborough	Corporate Headquarters	\$93,750.00	0	0	78	\$57,310.97	\$0.00
R&L Carriers, Inc. 11-00122	Marion	Corporate Headquarters	\$75,000.00	70	67	163	\$54,212.69	\$0.00
R&L Carriers, Inc. 11-00122	Marion	Corporate Headquarters	\$104,000.00	60	-1	162	\$52,493.23	\$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	\$9,501.45	15	17	17	\$66,200.00	\$0.00
REV Ambulance Group fka Wheeled Coach Industries, Inc. 14-00025	Orange	Other Manufacturing	\$52,500.00	0	90	214	\$43,669.22	\$0.00
REV Ambulance Group fka Wheeled Coach Industries, Inc. 14-00025	Orange	Other Manufacturing	\$39,000.00	6	85	144	\$40,107.00	\$0.00
REV Ambulance Group fka Wheeled Coach Industries, Inc. 14-00025	Orange	Other Manufacturing	\$52,500.00	5	-20	124	\$40,182.00	\$0.00
Ruby Tuesday, Inc. 15-00542	Orange	Corporate Headquarters	\$34,306.56	15	9	29	\$177,339.60	\$0.00
Ruby Tuesday, Inc. 15-00542	Orange	Corporate Headquarters	\$13,698.23	15	20	20	\$137,038.40	\$0.00
Safariland, LLC 15-00326	Duval	Other Manufacturing	\$14,400.00	24	50	50	\$51,075.00	\$0.00
Safran Electrical & Power USA, LLC, fka Labinal, LLC 15-00337	Manatee	Aviation/ Aerospace	\$24,367.50	21	18	18	\$119,078.69	\$0.00
Safran Oil Systems, LLC 15-00712	Lee	Other Manufacturing	\$12,500.00	10	11	11	\$72,841.91	\$0.00
SandPointe, LLC 14-00430	Palm Beach	Financial/ Professional Services	\$12,597.10	10	10	10	\$149,500.10	\$0.00
Selene Finance LP 14-00592	Duval	Financial/ Professional Services	\$87,500.00	0	58	198	\$59,238.51	\$0.00
Selene Finance LP 14-00592	Duval	Financial/ Professional Services	\$87,500.00	0	-41	157	\$65,640.48	\$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
Siemens Energy, Inc. 12-00503	Orange	Clean Technologies	\$75,250.00	7	27	63	\$90,070.13	\$0.00
SKYO Industries, Inc. 15-00252	Volusia	Other Manufacturing	\$11,400.00	16	24	24	\$48,713.49	\$0.00
SomahLution, Inc. 12-00328	Palm Beach	Life Sciences	\$7,500.00	0	-4	26	\$137,723.68	\$0.00
SomahLution, Inc. 12-00328	Palm Beach	Life Sciences	\$22,500.00	0	-6	30	\$136,637.00	\$0.00
South Atlantic, LLC 11-00598	Polk	Other Manufacturing	\$22,500.00	0	0	47	\$48,177.87	\$0.00
TBC Corporation 12-00672	Palm Beach	Corporate Headquarters	\$105,000.00	59	80	221	\$81,499.00	\$0.00
TBC Corporation 12-00672	Palm Beach	Corporate Headquarters	\$131,250.00	0	127	348	\$81,222.81	\$0.00
TGC, LLC dba Golf Channel 12-00600	Orange	Information Technology	\$112,500.00	0	-13	118	\$75,732.28	\$0.00
TGC, LLC dba Golf Channel 12-00600	Orange	Information Technology	\$90,000.00	0	44	162	\$76,762.03	\$0.00
The Depository Trust & Clearing Corporation 11-00381	Hillsborough	Financial/Professional Services	\$446,250.00	29	45	268	\$118,438.58	\$0.00
The Depository Trust & Clearing Corporation 11-00381	Hillsborough	Financial/Professional Services	\$446,250.00	0	42	310	\$108,963.00	\$0.00
The DiSTI Corporation 05-00192	Orange	Aviation/Aerospace	\$5,600.00	0	-3	49	\$75,463.24	\$0.00
The Hertz Corporation 13-00522	Lee	Corporate Headquarters	\$428,571.20	350	401	551	\$156,696.00	\$0.00
The Hertz Corporation 13-00522	Lee	Corporate Headquarters	\$750,000.00	200	187	738	\$122,135.32	\$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
TopBuild Corp.15-00578	Volusia	Corporate Headquarters	\$15,960.00	15	12	12	\$193,497.00	\$0.00
Total Quality Logistics, LLC 10-00040	Hillsborough	Logistics/ Distribution	\$50,924.73	0	49	236	\$48,769.70	\$0.00
Total Quality Logistics, LLC 10-00040	Hillsborough	Logistics/ Distribution	\$37,684.79	0	61	187	\$54,332.00	\$0.00
Total Quality Logistics, LLC 14-00783	Sarasota	Logistics/ Distribution	\$15,000.00	20	20	20	\$46,813.82	\$0.00
Total Quality Logistics, LLC 14-00785	Volusia	Logistics/ Distribution	\$15,000.00	20	20	20	\$44,557.57	\$0.00
TravelCLICK, Inc. 11-00436	Orange	Corporate Headquarters	\$138,339.98	30	68	331	\$49,017.00	\$0.00
TravelCLICK, Inc. 11-00436	Orange	Corporate Headquarters	\$145,093.89	20	5	336	\$55,256.41	\$0.00
Triad Digital Media LLC 13-00572	Pinellas	Corporate Headquarters	\$43,589.10	70	36	218	\$67,237.02	\$0.00
Tribridge Holdings LLC 14-00532	Hillsborough	Corporate Headquarters	\$26,774.01	40	43	43	\$65,438.00	\$0.00
Tribridge Holdings LLC 14-00532	Hillsborough	Corporate Headquarters	\$48,387.91	70	62	105	\$74,963.45	\$0.00
TUCCI, LLC 15-00202	Miami-Dade	Other Manufacturing	\$22,500.00	5	26	37	\$42,815.22	\$0.00
United Natural Foods, Inc. 07-00241	Sarasota	Logistics/ Distribution	\$119,700.00	0	5	210	\$48,593.51	\$0.00
United Natural Foods, Inc. 07-00241	Sarasota	Logistics/ Distribution	\$93,804.19	0	9	219	\$48,383.16	\$0.00
United Natural Foods, Inc. 07-00241	Sarasota	Logistics/ Distribution	\$33,772.50	0	18	237	\$49,690.08	\$0.00
Vac-Con, Inc 15-00764	Clay	Other Manufacturing	\$12,500.00	10	23	23	\$63,720.00	\$0.00
Verizon Corporate Resources Group LLC 12-00707	Seminole	Financial/ Professional Services	\$1,008,204.75	300	10	1,097	\$84,800.98	\$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
Verizon Corporate Resources Group LLC 12-00707	Seminole	Financial/ Professional Services	\$450,000.00	150	158	1,087	\$72,940.07	\$0.00
Vology, Inc. 15-00123	Pinellas	Information Technology	\$12,270.68	25	105	105	\$56,245.93	\$0.00
WellCare Health Plans, Inc. 13-00387	Hillsborough	Financial/ Professional Services	\$525,000.00	0	1,350	2,313	\$60,232.88	\$0.00
WellCare Health Plans, Inc. 13-00387	Hillsborough	Financial/ Professional Services	\$420,000.00	0	-2	2,311	\$62,276.48	\$0.00
West Fraser, Inc 13-00514	Escambia	Other Manufacturing	\$78,750.00	0	12	120	\$49,484.61	\$0.00
Wetherill Associates, Inc. 15-00092	Broward	Corporate Headquarters	\$7,125.00	10	36	36	\$54,031.20	\$0.00
Wheeled Coach Industries, Inc. 10-00199	Orange	Other Manufacturing	\$63,000.00	0	0	105	\$49,005.00	\$0.00
Wheeled Coach Industries, Inc. 10-00199	Orange	Other Manufacturing	\$78,750.00	0	0	105	\$55,152.87	\$0.00
White & Case, LLP 14-00455	Hillsborough	Information Technology	\$48,424.30	34	29	101	\$84,248.44	\$0.00
WTA Tour, Inc. 15-00392	Pinellas	Corporate Headquarters	\$12,182.09	10	15	15	\$154,113.13	\$0.00
Yelvington Trikes LLC 15-00129	Pinellas	Other Manufacturing	\$4,881.35	12	17	17	\$43,462.99	\$0.00
Zier, Inc 15-00432	Broward	Corporate Headquarters	\$12,500.00	10	70	70	\$54,065.00	\$0.00

Project	County	Industry	Total Payment	Payment Made To	Jobs Due This Fiscal Year	Jobs Confirmed This Fiscal Year	Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
<b>High Impact Performance Incentive</b>									
Citigroup, Inc. 15-00401	Hillsborough	Corporate Headquarters	\$3,000,000.00	DEO to Business	200	738	738	\$97,913.39	\$27,628,197.40
Johnson & Johnson Vision Care, Inc. 15-00047	Duval	Life Sciences	\$500,000.00	DEO to Business	0	0	0	N/A	\$70,859,529.95
Lockheed Martin Corporation 14-00235	Orange	Aviation/Aerospace	\$800,000.00	DEO to Business	0	147	267	\$124,178.24	\$37,093,455.39
Telemundo Media, LLC 13-00009	Miami-Dade	Information Technology	\$2,700,658.75	DEO to Business	45	174	413	\$96,990.23	\$107,931,307.53
Univision Communications, Inc. 12-00685	Miami-Dade	Information Technology	\$2,500,000.00	DEO to Business	65	214	402	\$99,835.78	\$276,279,286.36
<b>Quick Action Closing Fund</b>									
ADP, LLC 16-00260	Orange	Financial/Professional Services	\$650,000.00	Escrow to Business	250	326	326	\$49,475.53	\$11,208,858.47
Advent Software, Inc. 14-00100	Duval	Information Technology	\$45,117.50	Escrow to Business	32	32	123	\$66,100.46	\$1,168,017.58
Anheuser-Busch Companies, LLC 15-00682	Duval	Other Manufacturing	\$1,200,000.00	Escrow to Business	0	0	0	N/A	\$6,732,860.43
Gartner, Inc 13-00609	Lee	Information Technology	\$375,000.00	Escrow to Business	70	217		\$72,263.48	\$28,498,057.01
General Electric Company 14-00608	Duval	Other Manufacturing	\$1,250,000.00	Escrow to Business	265	90	351	\$66,180.62	\$25,638,268.15
HealthPlan Services, Inc 13-00433	Hillsborough	Financial/Professional Services	\$176,000.00	Escrow to Business	118	120	726	\$58,804.07	\$8,041,456.00
iQor Holdings, Inc. 14-00358	Pinellas	Corporate Headquarters	\$793,625.91	Escrow to Business	50	50	50	\$104,000.32	\$2,795,666.50

Project	County	Industry	Total Payment	Payment Made To	Jobs Due This Fiscal Year	Jobs Confirmed This Fiscal Year	Jobs Confirmed Cumulative	Confirmed Annual Average Wage	Total Confirmed Capital Investment
KLS Martin Manufacturing, LLC 16-00396	Duval	Life Sciences	\$15,000.00	Escrow to Business	6	6	6	\$92,456.66	\$2,402,848.94
Lockheed Martin Mission Systems and Training 12-00732	Pinellas	Homeland Security/ Defense	\$500,000.00	Escrow to Business	0	0	0	\$68,065.84	\$14,064,275.55
Magic Leap, Inc. 16-00052	Broward	Information Technology	\$300,000.00	Escrow to Business	235	276	276	\$107,172.35	\$41,025,206.39
Merritt Island Boat Works, Inc. 15-00081	Brevard	Other Manufacturing	\$499,478.23	Escrow to Business	60	48	126	\$53,316.16	\$5,861,519.57
Northrop Grumman Corporation 12-00786	Brevard	Homeland Security/ Defense	\$69,887.26	Escrow to Business	0	459	866	\$129,852.55	\$88,159,513.07
Raytheon Company 14-00190	Pinellas	Research and Development	\$234,375.00	Escrow to Business	27	38	38	\$87,542.94	\$10,678,249.34
Safran Electrical & Power USA, LLC, fka Labinal, LLC 15-00337	Manatee	Aviation/ Aerospace	\$215,721.96	Escrow to Business	21	18	18	\$61,158.50	\$7,676,053.60
Thales USA, Inc. 16-00309	Orange	Research and Development	\$500,000.00	Escrow to Business	52	146	146	\$128,674.78	\$4,806,060.28
United Technologies Corporation-Pratt & Whitney Division 14-00684	Palm Beach	Aviation/ Aerospace	\$880,000.00	Escrow to Business	70	60	110	\$87,891.00	\$30,340,646.26
Voxx International Corporation 14-00681	Orange	Other Manufacturing	\$243,284.07	Escrow to Business	40	40	40	\$62,369.93	\$10,612,254.89
Zimmer, Inc. 15-00638	Palm Beach	Corporate Headquarters	\$425,000.00	Escrow to Business	10	10	10	\$90,110.14	\$2,711,231.11

## Appendix C: Historical Data

As noted in Table 1, some incentives 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>
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
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	
	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	N/A
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		
	State Award	\$27,438,400.00		
1995-1996	Maximum Award	\$26,557,500.00		N/A
	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 information is provided by DOR. 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	
2017	\$2,788,624.00	\$229,000.00	\$3,035,000.00	
2016	\$3,195,830.00	\$0.00	\$2,424,000.00	
2015	\$30,728,469.00	\$94,000.00	\$1,604,500.00	
2014	\$21,505,655.00	\$46,000.00	\$2,069,500.00	
2013	\$7,174,654.00	\$27,000.00	\$1,172,500.00	
2012	\$9,972,724.00	\$187,000.00	\$2,460,500.00	
2011	\$13,777,245.00	\$431,000.00	\$790,500.00	
2010	\$14,743,581.00	\$181,000.00	\$1,259,500.00	
2009	\$70,970,525.00	\$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		\$0	\$257,000.00	\$2,486,500.00
2000		\$0	\$21,000.00	\$4,999,500.00
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 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).

- ▶ 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.
  
- ▶ 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, 2018, no applications have been received.
  
- ▶ **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. 2015-232- Section 6, at 310-311

Federal Laws

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



FLORIDA DEPARTMENT *of*  
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