

**COMMITTEE MEETING EXPANDED AGENDA**

**APPROPRIATIONS SUBCOMMITTEE ON  
TRANSPORTATION, TOURISM, AND ECONOMIC  
DEVELOPMENT**

**Senator Gardiner, Chair  
Senator Margolis, Vice Chair**

**MEETING DATE:** Thursday, February 7, 2013  
**TIME:** 9:00 a.m.—12:00 noon  
**PLACE:** *Toni Jennings Committee Room*, 110 Senate Office Building

**MEMBERS:** Senator Gardiner, Chair; Senator Margolis, Vice Chair; Senators Brandes, Evers, Gibson, Latvala, Lee, Ring, Simpson, Sobel, Stargel, and Thompson

TAB	BILL NO. and INTRODUCER	BILL DESCRIPTION and SENATE COMMITTEE ACTIONS	COMMITTEE ACTION
1	Governor's Fiscal Year 2013-2014 Budget Recommendations  Mark Kruse, Policy Coordinator, Transportation and Economic Development Unit		Presented
2	Presentation by the Florida Film Commission		Presented
3	Presentation on Economic Development Incentives - Department of Economic Opportunity and Enterprise Florida		Presented

Follow up information from the January 23, 2013 meeting:

Intensive base budget review and agency legislative budget requests for:

- Department of Military Affairs
- Division of Emergency Management, Executive Office of the Governor
- Department of State
- Department of Highway Safety and Motor Vehicles
- Department of Transportation
- Department of Economic Opportunity

Other Related Meeting Documents

# GOVERNOR RICK SCOTT

Fiscal Year 2013-2014

Policy and Budget Recommendations



Education

Creating Jobs

Supporting Florida's Families

**Transportation & Economic Development  
Policy Unit**

# Governor Rick Scott's Budget Recommendations for Transportation and Economic Development

Fiscal Year 2013-14

Presented February 7, 2013



# **Transportation and Economic Development Office of Policy and Budget**

Department of Economic Opportunity

Division of Emergency Management

Department of Highway Safety & Motor Vehicles

Department of State

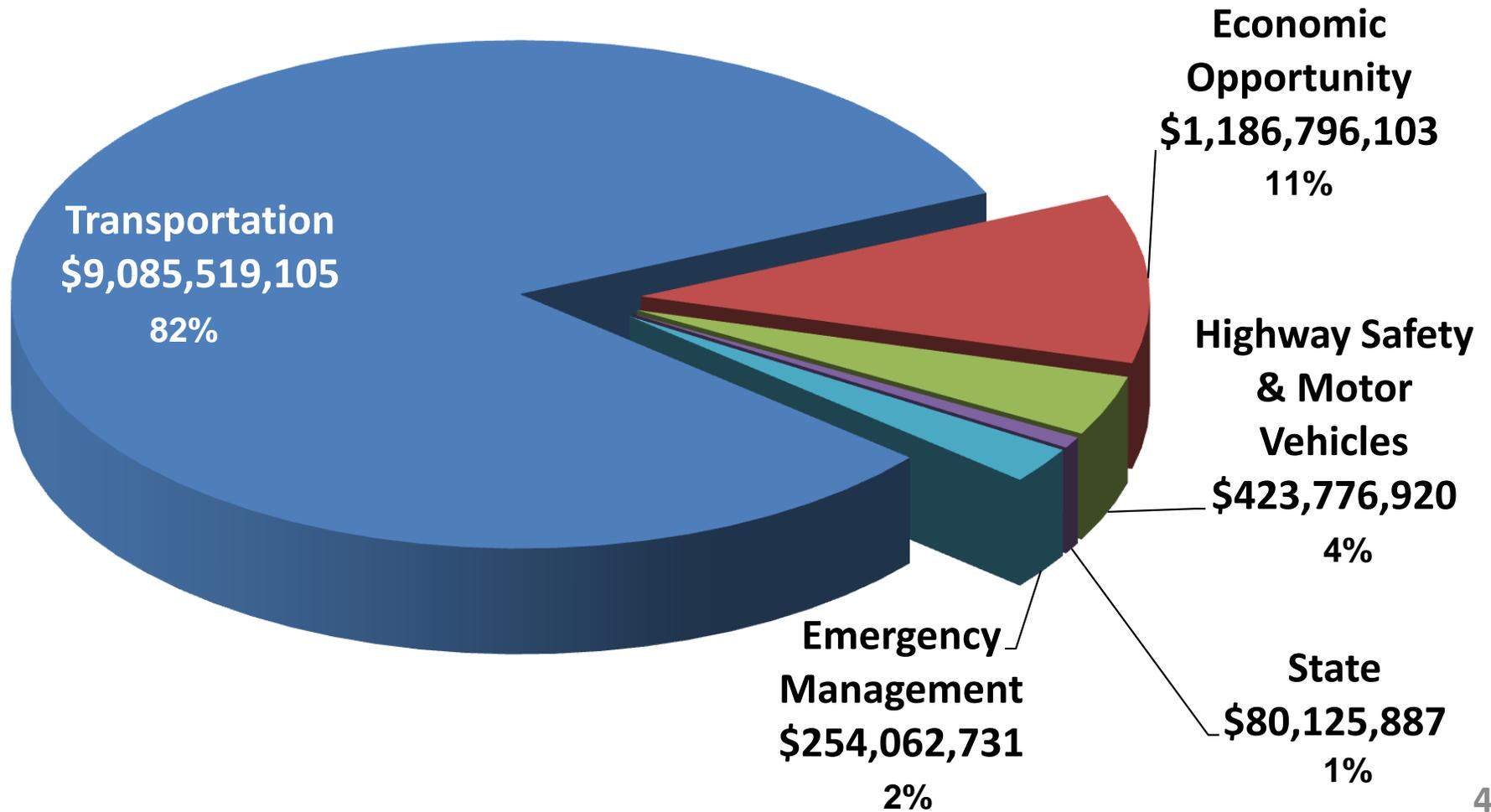
Department of Transportation



# Transportation and Economic Development

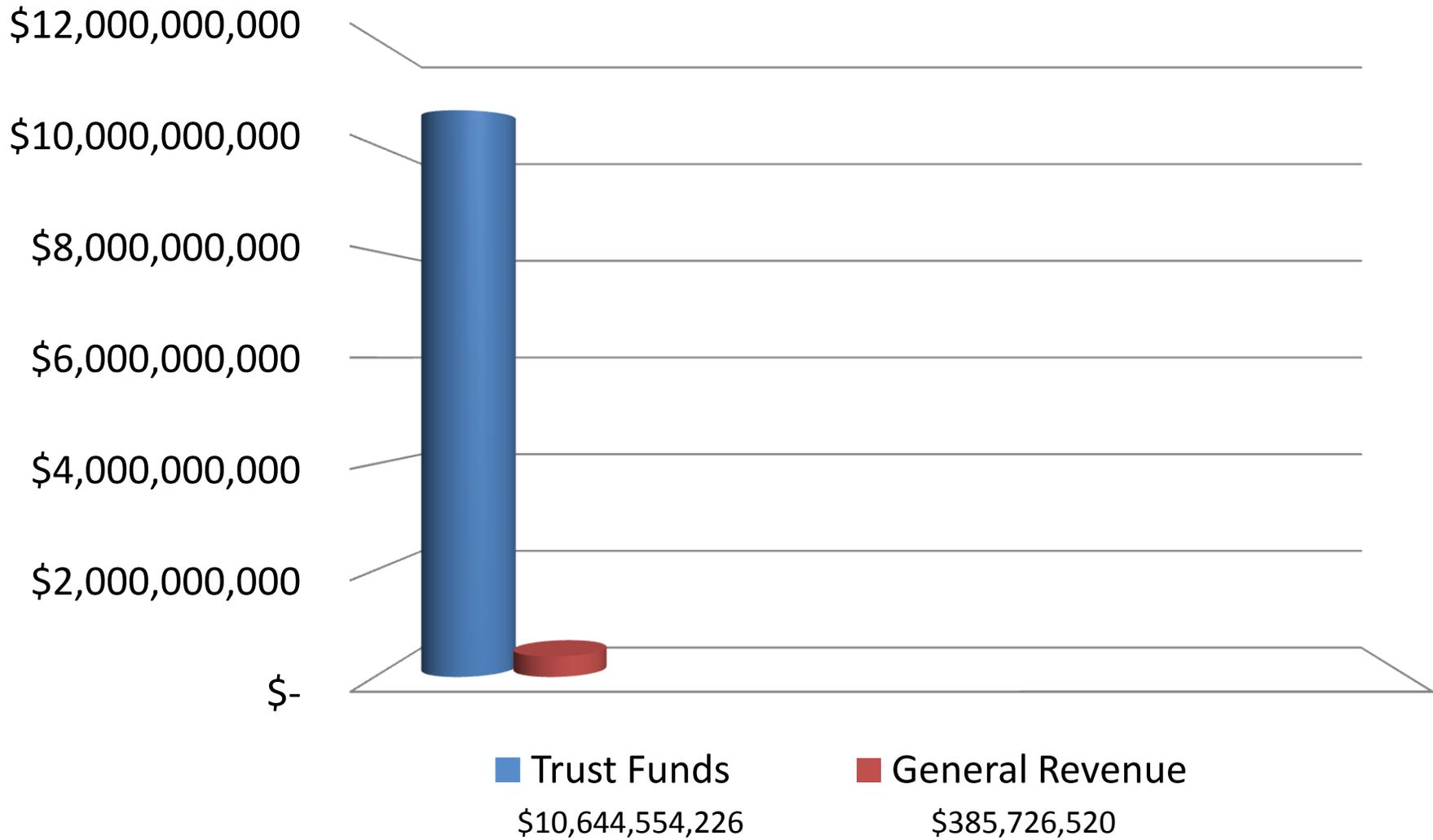
Total Budget - \$11.0 Billion

Fiscal Year 2013-14

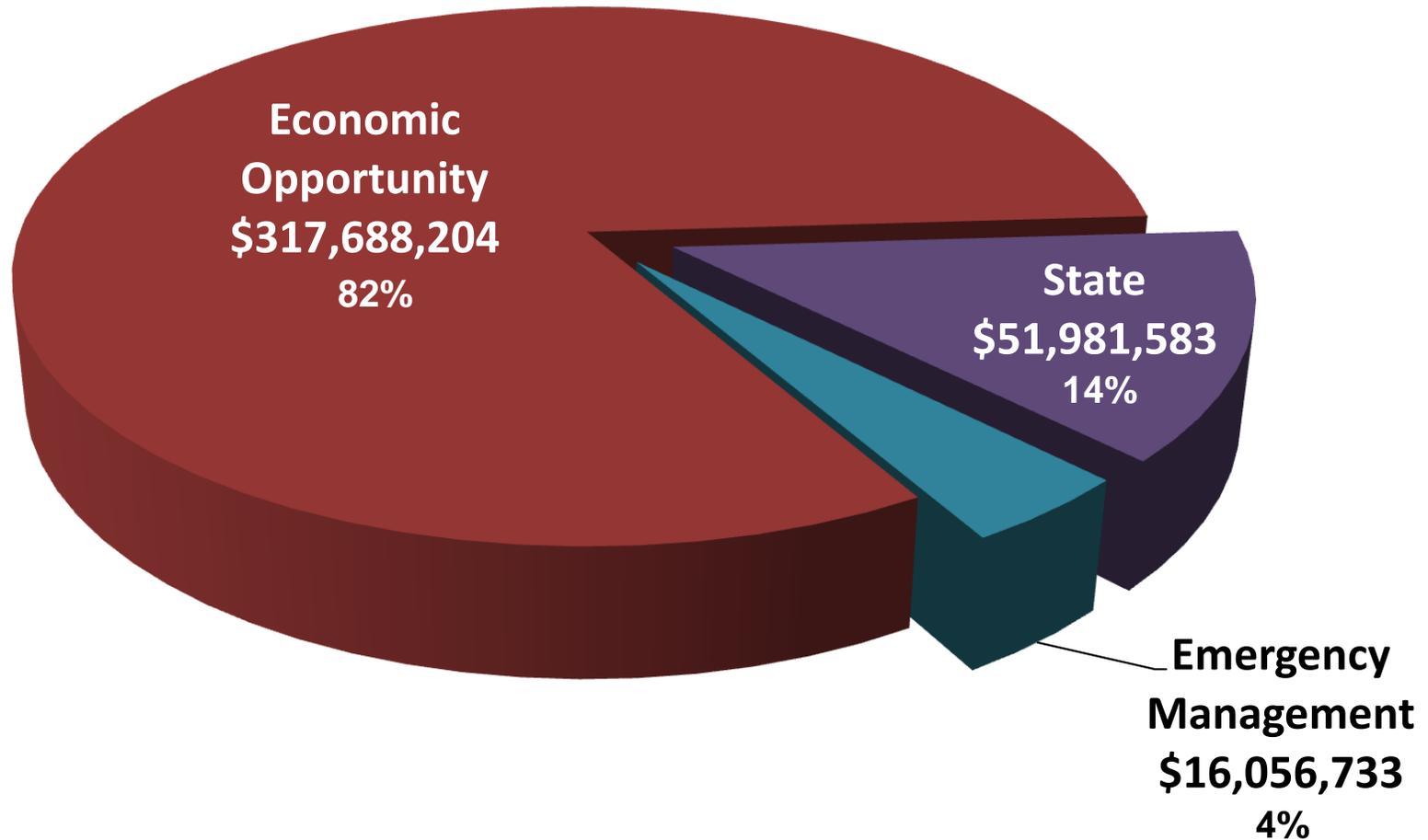


# Transportation and Economic Development General Revenue/Trust Fund

**FY 2013 - 14**



# General Revenue \$385.7 Million



# Budget by Agency

Fiscal Year 2013 - 14			
Agency	General Revenue	All Funds	Positions
DEM	\$16.1M	\$254.1M	153.00
DEO	\$317.7M	\$1.2B	1,625.00
DHSMV	\$0.00	\$423.8M	4,427.00
DOS	\$52M	\$80.1M	406.00
DOT	\$0.00	\$9.1B	6,735.00
<b>GRAND TOTAL:</b>	<b>\$385.7M</b>	<b>\$11B</b>	<b>13,346.00</b>



# Department of Economic Opportunity

\$1.2 Billion

- \$105 Million – Flexible Funding for Economic Development Tools (Includes Incentive Funding)
- \$174 Million – Reserve State Funds for Economic Development Opportunities
- \$36 Million – Recognition of Economic Development Achievements
- \$5.2 Million – Increase Enterprise Florida Funding Level (\$21.2 Million Total)
- \$31.5 Million – Increase in VISIT Florida Funding Level (\$75 Million Total)
- \$16 Million – Increase Space Florida Funding Level (\$20 Million Total)
- \$3 Million – Establish and Market a Florida Statewide Business Brand
- \$6 Million– Increase Quick Response Training Funding Level (\$12.0 Million Total)
- \$48 Million – Small Cities Community Development and Weatherization Programs
- \$50 Million – Affordable Housing / State Housing Initiatives Partnership Program



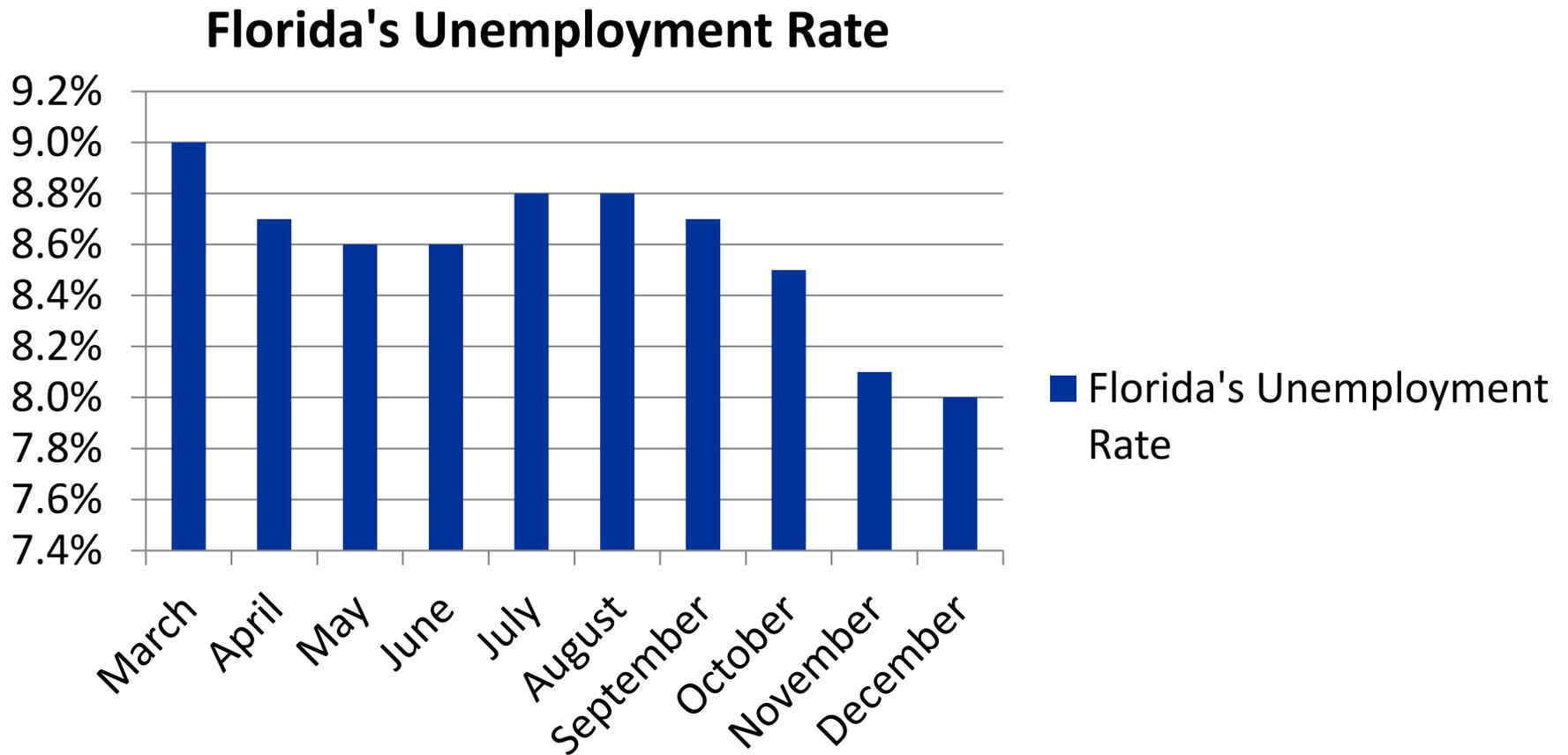
# Focus on Job Growth and Retention

*Change how we use existing programs that attract new businesses.*

- Consolidate funding for incentive programs to provide the flexibility to tailor state incentives to the needs of new and existing businesses that create jobs and grow our economy - \$105 Million
- Reserve \$173.7 Million in flexible funds to allow the state to react to economic opportunities
- Increase incentive funding from \$111.1 Million in FY 2012–13 to \$278.7 Million in FY 2013–14
- Retain the existing requirements that govern the use of the incentives – Enterprise Florida, Inc., required to submit each year a detailed Incentive Performance Report.
- Implementation of the Economic Development Incentives Portal



# Florida is Headed in the Right Direction



# Division of Emergency Management

\$254.1 Million

- \$188.9 Million – Federally Declared Disasters
- \$14.8 Million – Emergency Management Preparedness Grant
- \$13.2 Million/\$3.2 Million – Flood Mitigation Programs and Pre-Disaster Mitigation
- \$4 Million/\$1.2 Million – Repetitive Flood Claims and Severe Repetitive Loss Programs
- \$3 Million – Shelter Retrofit Program
- \$290,250 – To obtain accreditation for local emergency management agencies



# Department of Highway Safety and Motor Vehicles

\$423.8 Million

- \$11.3 Million – Florida Highway Patrol Pursuit Vehicles
- \$15 Million – Replace Computer Aided Dispatch and Records Management Systems in the Florida Highway Patrol
- \$787,275 – Replace Regional Communication Center Telephone Systems
- \$4.9 Million - Motorist Services Programs Modernization
- \$3.8 Million – Critical Safety Repairs Statewide



# Department of State

\$80.1 Million

- \$20.2 Million – State Aid to Libraries
- \$1 Million – Library Cooperative Grants
- \$3.9 Million – Cultural, Museum and Historic Preservation Grants
- \$2 Million – Support for Federal Elections
- \$2.75 Million – Maintenance and Repairs to the Grove
- \$500,000 – Department-wide Litigation Expenses
- \$350,000 – Florida Humanities Council



# Department of Transportation

\$9.1 Billion

- \$8.3 Billion – Transportation Work Program
  - Funds Maintenance, Enhancement and Expansion of the State’s Transportation System
  - Includes Funding for Seaports, Airports, Transit Systems, railways, roadways, etc.
- \$773 Million – Operations, Administration and Support Services
- \$112.4 Million – Transportation Disadvantaged Services
- \$4.8 Million – Fixed Capital Outlay – Maintenance and Repairs
- (\$8.9 Million, 204 FTE) – Department-wide Savings Due to Efficiencies and Restructuring; Includes Reduction of 204 Vacant Positions



# Department of Military Affairs

\$76.7 Million

- \$15 Million – Repair National Guard Armories
- \$2.0 Million for About Face and Forward March Program
- \$1.3 Million for Camp Blanding and Youth Challenge Program Equipment
- \$1.0 Million – Design of Automated Infantry Squad Battle Course and Fire Range



THE FLORIDA SENATE  
**APPEARANCE RECORD**

*Spoke*

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

2/7/13

Meeting Date

Topic Governor's 2013-14 Recommendations

Bill Number \_\_\_\_\_  
*(if applicable)*

Name Mark Kruse

Amendment Barcode \_\_\_\_\_  
*(if applicable)*

Job Title Policy Coordinator

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State

Zip

Speaking:  For  Against  Information

Representing Governor's Office

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

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# Overview of the Florida Office of Film & Entertainment



# Office of Film & Entertainment *Background*

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- **Created July 1, 1999**
- **Statutory Duties: Promote and develop Florida's film and entertainment industry**
  - Serve as liaison to entertainment industry and local governments
  - Gather and distribute information on Florida's entertainment industry
  - Create and administer field offices outside Florida (currently the L.A. office)
  - Solicit entertainment production opportunities for Florida, including through participation in trade shows
  - Administer entertainment industry tax credits and sales-tax exemptions
- **Led by Commissioner of Film & Entertainment: Shari Kerrigan**
  - Five FTEs



# Florida Film & Entertainment Advisory Council

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- Created pursuant to statute to represent spectrum of stakeholders in entertainment industry
- Seventeen members appointed for four-year terms by Governor, Senate President, and House Speaker
- Duties:
  - Study needs of entertainment industry
  - Advise Office of Film & Entertainment
  - Make recommendations to state and local government on actions that affect the entertainment industry
- Chairman: Augustin (Gus) Corbella



# Entertainment Industry Financial Incentive Program

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- Originally a cash rebate program (2004)
- Converted to transferable tax credit program in 2010
- Current funding: \$296 million for 2010-2016



# Entertainment Industry Financial Incentive Program

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- 20% - 30% tax credit on qualified Florida expenditures (production expenses paid to Florida businesses and residents)
  - 20% base
  - Off-season bonus: 5%
  - Family-friendly bonus: 5%  
(25 certified to date)
  - Underutilized-region bonus: 5%
  - Qualified-facility bonus: 5%
  - Florida student/recent graduate bonus: 15%



# Entertainment Industry Financial Incentive Program

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- Three “Queues”
  - 1) **General Production** (94% of total funds)
    - Includes films, TV, documentaries, digital media
    - Priority for high-impact TV (not to exceed 45% of tax credits) and digital media
    - Range: \$625,000 to \$8 million in qualified expenditures
  - 2) **Commercial and Music Video** (3% of total funds)
    - \$500,000 maximum in expenditures
  - 3) **Independent & Emerging Media** (3% of total funds)
    - Intended to encourage independent film and media production in Florida
    - Range: \$100,000 to \$625,000 in qualified expenditures
- OFE must certify any eligible production on a first-come, first-served basis

# Entertainment Industry Financial Incentive Program

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- Tax credit eligibility certified prior to production; actual tax credit awarded after post-production audit
- Production must use at least 60% Florida employees to be eligible (75% if digital media)
- Pornographic or obscene productions are not eligible



# Entertainment Industry Financial Incentive Program

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## Tax Credit Balance (as of 2/1/13)

Queue	Total Tax Credits Available	Balance Remaining for Certification	Total Tax Credits Awarded
General Production	\$278,240,000	\$0	\$49,138,479
Commercial & Music Video	\$8,880,000	\$3,006,274	\$936,304
Independent & Emerging Media	\$8,880,000	\$911,664	\$884,030
Total	\$296,000,00	\$3,917,938	\$50,958,813



# Entertainment Industry Financial Incentive Program

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## Projected Performance Summary FY 2010-2016

Applications Received	544
Projects Certified	262
Florida Qualified Expenditures	\$1,323,966,268
Number of Florida Positions	161,629
Florida Wages	\$805,618,980
Lodging/Room Nights	220,112



# Entertainment Industry Financial Incentive Program

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## Return on Investment

- Office of Economic & Demographic Research Study (2012)
  - FTC increases GDP \$15-\$16 for every \$1 of tax credit
  - FTC generates \$2 of tax revenue for every \$5 spent (“REMI model”); or \$1 of tax revenue for every \$2 spent (“statewide model”)
  - “Due to nature of the industry” economic effects may not be lasting



# Entertainment Industry Financial Incentive Program

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## Transfer of tax credits

- 38 (of 45) awarded credits have been transferred to another entity
  - \$43.3 of \$50.9 million in tax credits have transferred
- Selling for 85-98 cents on the dollar
- Five years from date of award to transfer
- Entity can elect to have State buy back at 90%, if money is appropriated by Legislature



# Entertainment Industry Sales Tax Exemption

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- Point of sale exemption on the sales and use tax on certain items used exclusively as an integral part of the production activities in Florida
- Eligibility: any production company engaged in the production of motion pictures, television series, commercial advertising, music videos, or sound recordings in Florida



THE FLORIDA SENATE  
**APPEARANCE RECORD**

*Spoke*

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2/7/13

Meeting Date

Topic Florida Office of Film & Entertainment

Bill Number N/A  
(if applicable)

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Amendment Barcode N/A  
(if applicable)

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Speaking:  For  Against  Information

Representing Dept. of Economic Opportunity

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

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S-001 (10/20/11)

THE FLORIDA SENATE  
**APPEARANCE RECORD**

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2/7/13  
Meeting Date

Topic FILM FLORIDA (OFFICE) PRESENTATION

Bill Number \_\_\_\_\_  
*(if applicable)*

Name CHRIS BANUNG

Amendment Barcode \_\_\_\_\_  
*(if applicable)*

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*State*

*Zip*

E-mail CHRISBANUNG@AOL.COM

Speaking:  For  Against  Information

Representing COMPASS

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

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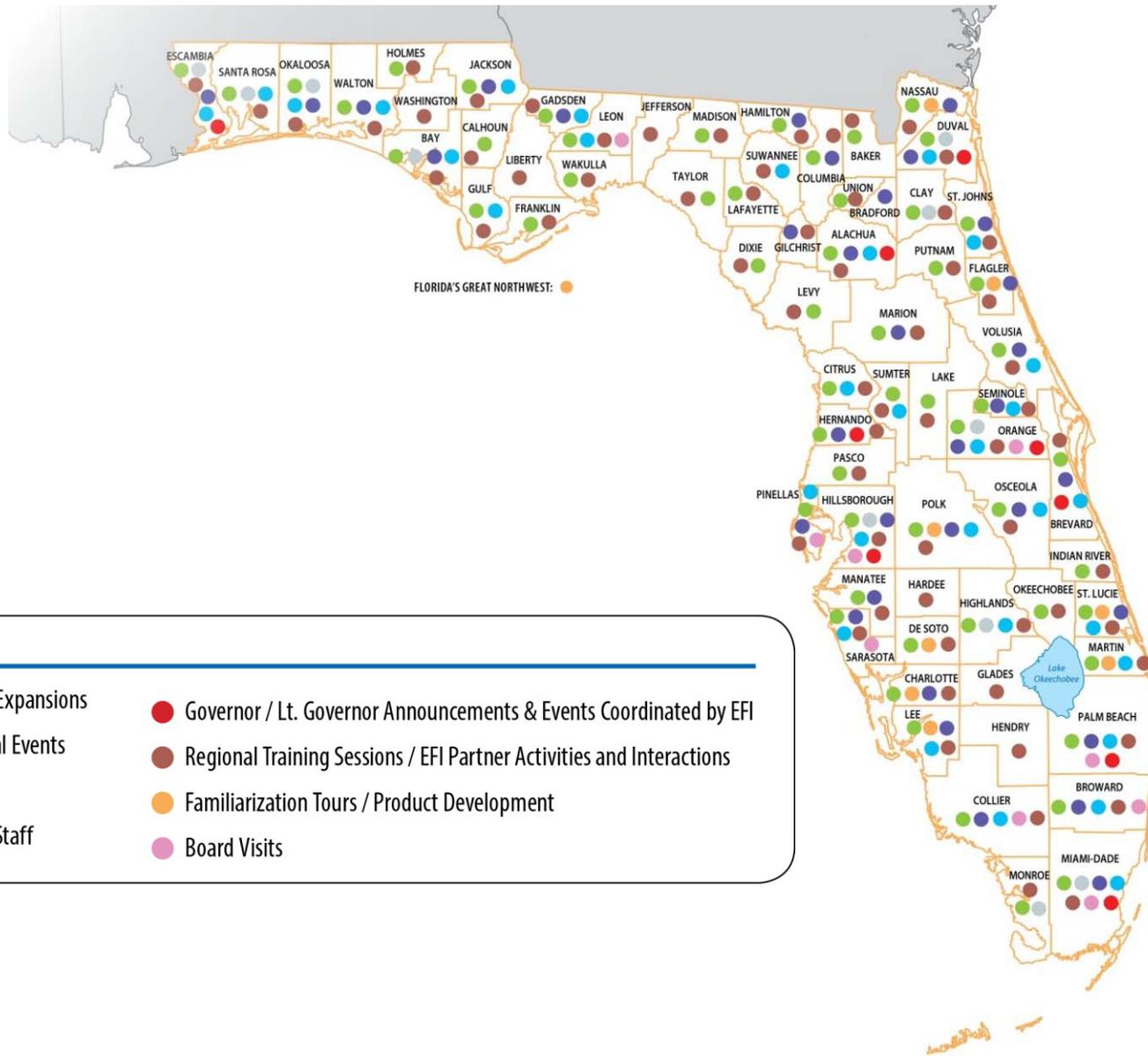
# Florida's Business Incentives and Job Creation Overview



# What You've Asked to See

- Increased Coordination with Local, Regional, & State Partners
- Proactive Business Recruitment
- Competitive Projects, How do we Know?
- Economic Benefit
- Program-by-Program Overview
- Most Effective Programs
- What can we Improve On?

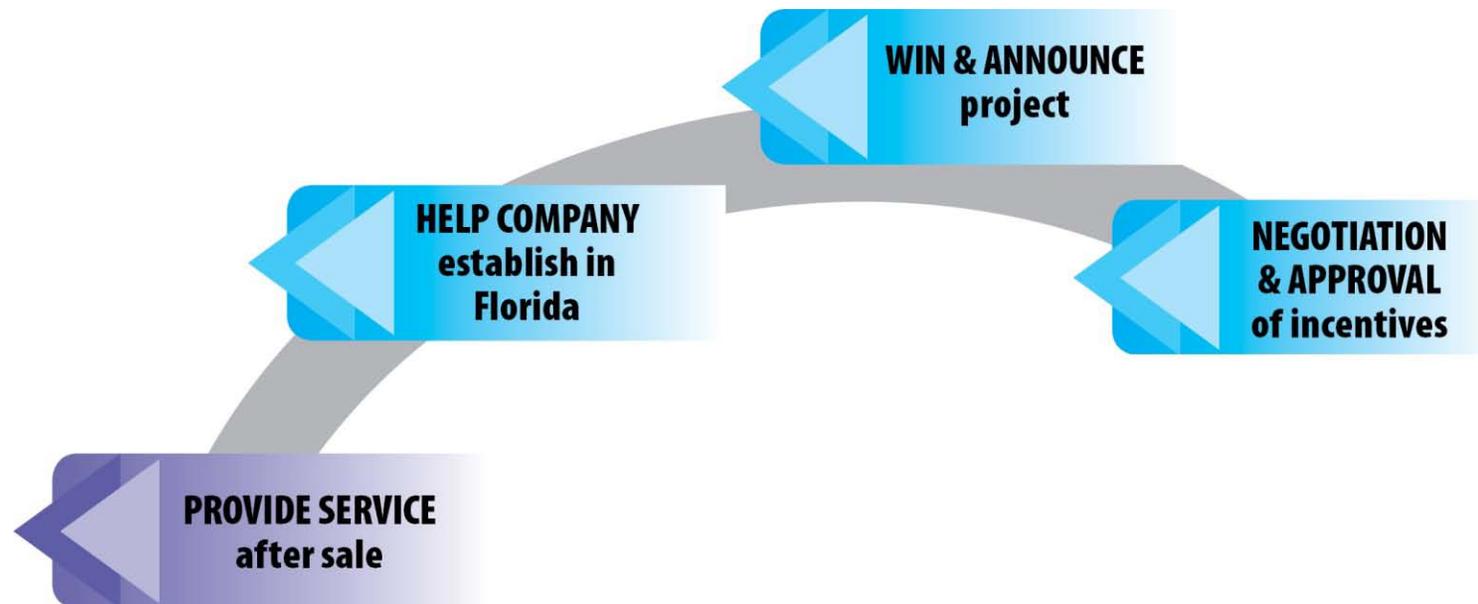
# EFI's Impact on the State



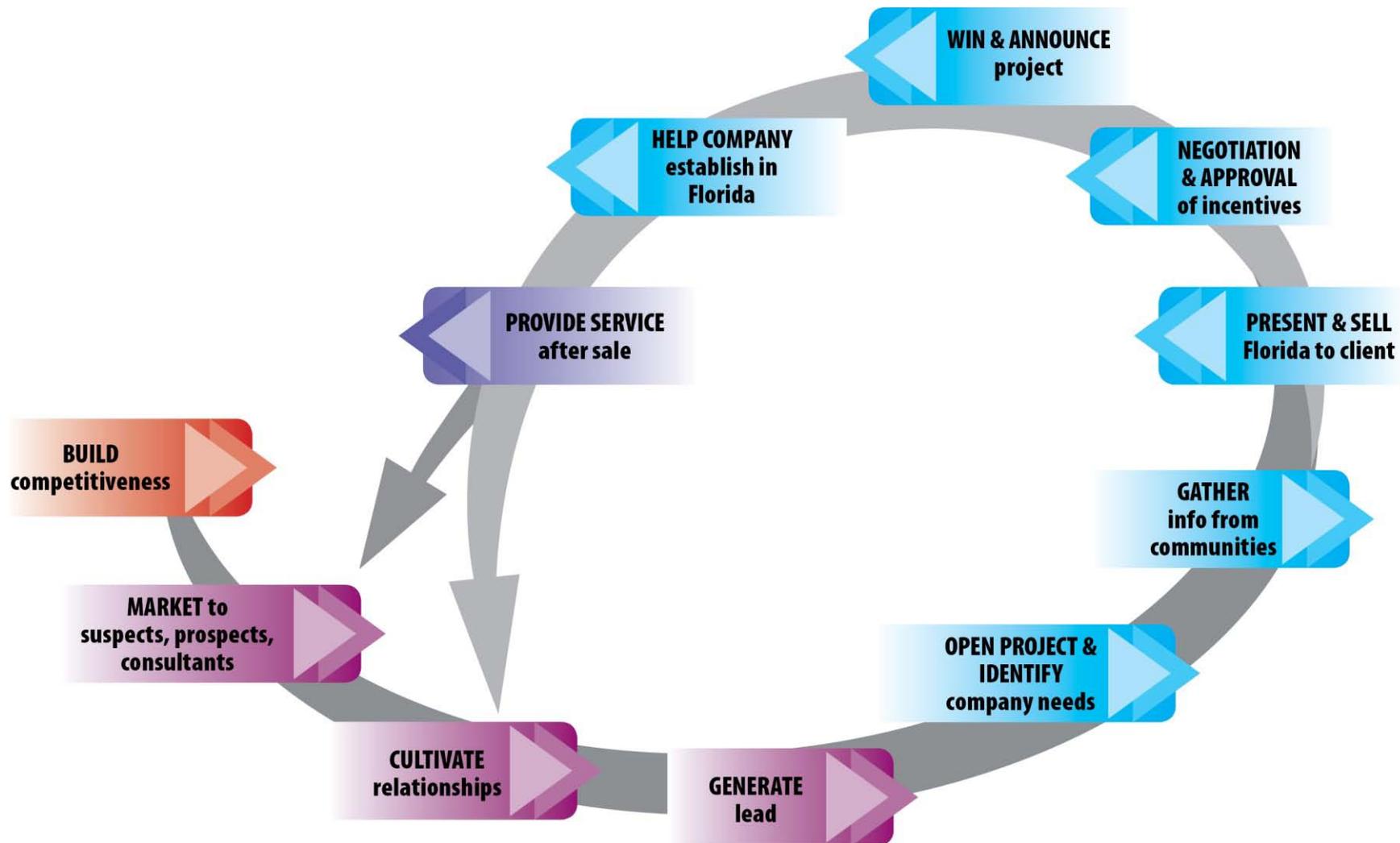
## Legend - EFI ACTIVITIES

- Competitive Projects Located / Expansions
- Export Assistance / International Events
- Military & Defense Visits
- Secretary of Commerce Visits / Staff
- Governor / Lt. Governor Announcements & Events Coordinated by EFI
- Regional Training Sessions / EFI Partner Activities and Interactions
- Familiarization Tours / Product Development
- Board Visits

# *The Competitive Project Process*



# The Competitive Project Process



# ROI, Payback, Economic Benefit

Incentives Reports provide actual ROI results based on verified company performance and State incentives actually paid

**Table 17**  
ECONOMIC BENEFITS – TOTAL PROJECT

	INITIAL PROJECTIONS	CONFIRMED PERFORMANCE	DIFFERENCE
Complete Contracts (3 Years)	40		
Jobs Created	7,782	11,803	52%
Average Wage	\$37,707	\$59,896	59%
State Incentive Payments (ALL)	\$38,355,454	\$33,438,427	(13%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	6.52	12.12	86%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	10.12	21.73	115%

Note: 2 projects were not included in the economic benefits calculation due to record retention policy

# ROI, Payback, Economic Benefit

## Payback (ROI)

- ROI by program is misleading; Statute requires ROI by project
- An incentive program with a high ROI does not mean the State should focus its limited funds on that program in lieu of others
- SEED funding structure is an important step in the right direction

## Revised impact analysis model in place

- Model reviewed by EDR (Florida Legislature's Office of Economic and Demographic Research)
- Changes suggested by EDR were made and updated model implemented on July 1, 2011
- Next review by EDR will occur in 2013

# ROI, Payback, Economic Benefit

Program	Initial Projections (4 Year Benefit)	Confirmed Performance (4 Year Benefit)	Difference
Qualified Target Industry	8.12	16.75	106%
Qualified Defense & Space Contractor	6.20	14.20	129%
High Impact Performance Incentive	7.53	9.36	24%
Stand-Alone Brownfield	15.21	18.55	22%

# Qualified Targeted Industry (QTI) Tax Refund

Refunds a portion of new taxes paid based on net new job creation

- Eligibility: target industry, 115% of average wage, requires local match
- Approval: IRC, DEO approval
- Performance-based: **Incentive paid after verification of jobs created, average wage, and taxes paid**

Total QTI projects	Currently active	Choose not to proceed with project	Partial Performance	Completed
1,134	335 (30%)	527 (46%)	175 (15%)	97 (9%)

# Brownfield Redevelopment & Bonus Tax Refund

Up to \$2,500 in tax refunds per new Florida job created in contaminated or blighted areas

- **Eligibility:** Qualify as QTI business OR “Stand-alone” with capital investment of at least \$500,000 (\$2 million if site requires remediation) and create at least 10 jobs
- **Approval:** DEO
- **Compliance:** Performance –based contract with jobs, wages and taxes paid requirements.

Total Stand Alone BF projects	Currently active	Choose not to proceed with project	Partial Performance	Completed
<b>53</b>	<b>34</b> (64%)	<b>14</b> (26%)	<b>0</b> (0%)	<b>5</b> (10%)

# Quick Action Closing Fund (QAC)

Cash incentive used to create/retain Florida jobs

- Eligibility: Target industry, 125% of prevailing wage, 5 :1 ROI
- Approval: IRC, DEO plus
  - Under \$2M, Governor approval;
  - \$2M - \$5M–Gov and Leg Appropriations approval;
  - Over \$5M –Gov, LBC and Leg Appropriations approval
- Compliance: Payment conditions, performance contracts with jobs, wages, capital investment requirements
- Every contract contains sanctions for falling short of commitments (up to full clawback plus interest)

Total QAC projects	Currently active	Choose not to proceed with project	Partial Performance	Complete
120	90 (75%)	17 (14%)	10 (8%)	3 (3%)

# High Impact Performance Incentive Grants (HIPI)

Cash grant to induce high impact sector growth

- Eligibility: \$50M capital investment, 50 new jobs
- Approval: IRC, DEO approval
- Compliance: Performance contract based on jobs, capital investment; two payments-half at commencement of operations, balance at full operations

Total HIPI Projects	Currently Active	Partial Performance	Completed Projects
12	5 (42%)	4 (33%)	3 (25%)

# Economic Development Transportation Fund (“Road Fund”)

Reimbursable cash grant to local governments for the construction or improvement of transportation infrastructure needed to accommodate business

- Eligibility: Target industry, 10 job minimum, public purpose transportation infrastructure
- Approval: DEO certification, FDOT approval
- Compliance: Payments made after business has begun vertical construction
- State and local government have a permanent asset

# Capital Investment Tax Credit (CITC)

Corporate income tax credits based on the amount of capital investment

- Eligibility: high impact sector, \$25M in capital investment, 100 jobs created
- Approval: DEO certification, FDOR agreement
- Compliance: credits claimed after job and investment milestones have been met

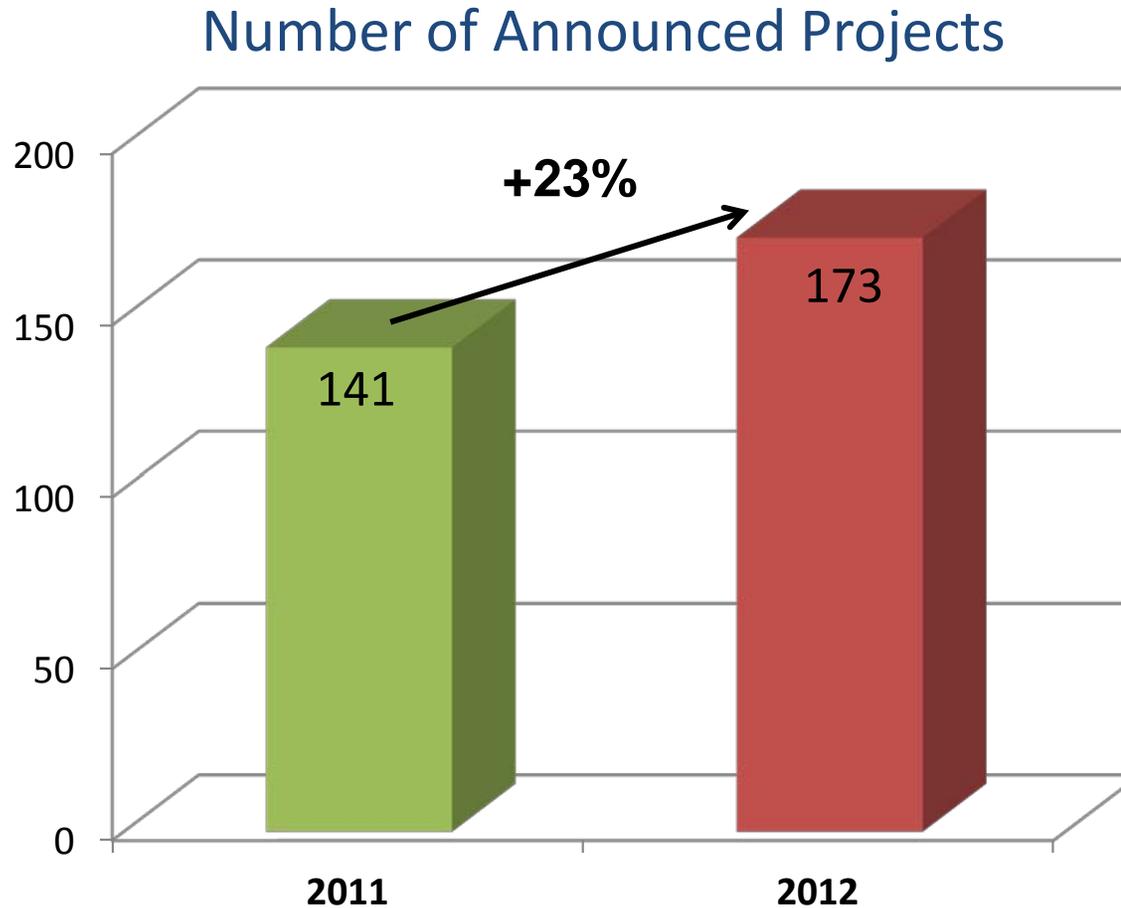
# Innovation Incentive Fund (IIF)

Negotiated, multi-year cash grant based on unique project needs (long term intent to build key sectors)

- Eligibility: R&D only, 1:1 return, 1:1 local match
- Approval: IRC, DEO, Governor, LBC and Leg Appropriations approval
- Compliance: Performance-based contracts based on jobs, wages and capital investment milestones
- Contracts include a reinvestment requirement; business repays funds into State trust fund

# Increased Competitive Project Activity

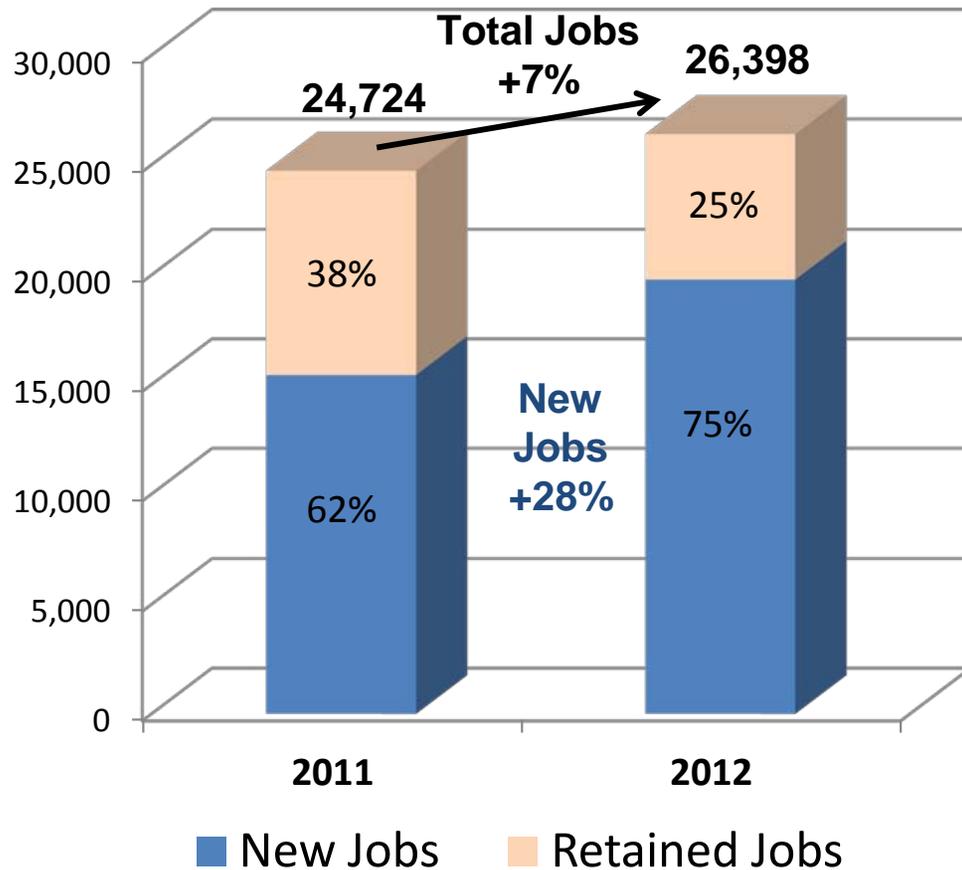
Announced Projects



# Increased Jobs & Capital Investment

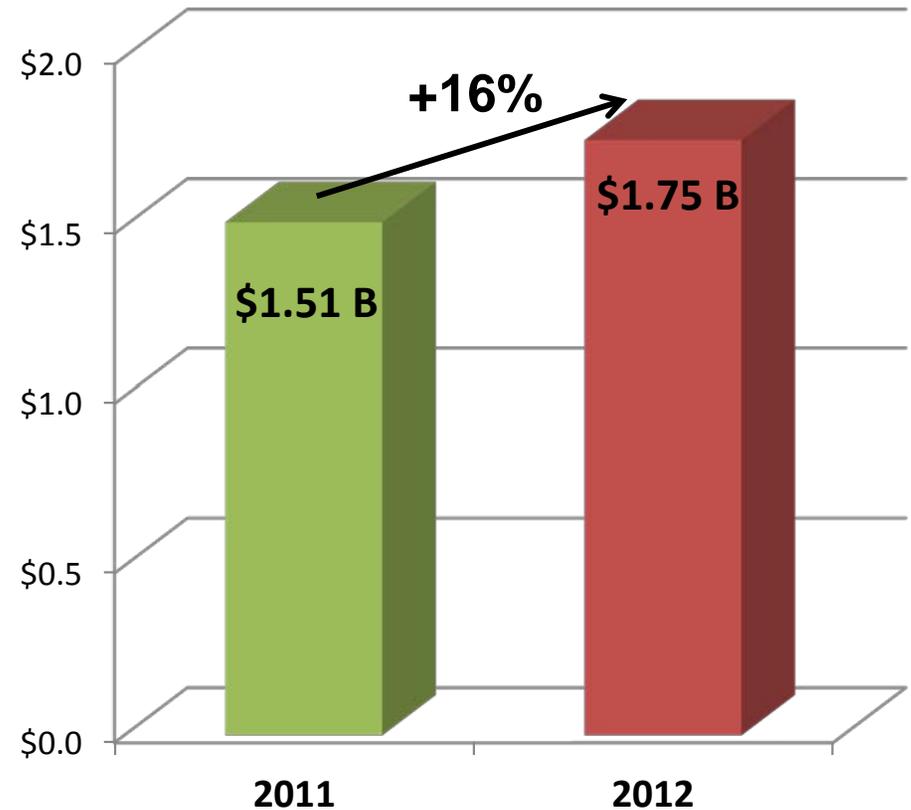
## Announced Projects

### Projected Jobs Created



### Capital Investment

\$ billions



# What Can We Improve On?

# 2012 ANNUAL INCENTIVES REPORT





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## Executive Summary

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 decide which existing locations should be expanded. With fewer corporate expansions, the economic development landscape has become more and more competitive in recent years due to aggressive efforts by all states, as well as other countries, to attract new jobs. Incentives are often needed to sway a company's decision toward one location versus another when other critical factors such as adequate workforce, good education system, transportation infrastructure, and business-friendly climate are all in place.

Economic development incentives come in various forms, including tax credits, tax refunds, tax exemptions, infrastructure funding, and occasionally cash directly to a business. All of Florida's incentives require some degree of performance before the incentive value is realized by the company and most are governed by contracts between the state and applicant. For incentives requiring additional performance after the payment or value has been realized by the company, the State includes clawbacks and sanctions in the contract in order to protect the taxpayer's investment.

The most widely used approach to protecting the taxpayer's investment is the use of "performance-based" incentives. This means the company has to perform, wholly or partly, with performance verified by the state, before all or a pro-rata portion of the incentive value is realized. Of the primary incentives administered by the Department of Economic Opportunity's Division of Strategic Business Development (DEO-DSBD), during fiscal year 2012, 77 percent of the contracts executed fall within this category of completely performance-based. These businesses will only receive the incentive after performance has been verified.

There has been much discussion about "failed" economic development projects involving incentives. However, it is important to understand what drives the corporate decision-making process. With this understanding, it is clear that what some call a failure may in fact be a success.

The Department of Economic Opportunity, the State agency responsible for managing the majority of Florida's economic development incentives, classifies the status of each incentive into one of six categories (Table 1), based upon the incentive lifecycle. Companies within each category may still be creating jobs in Florida, even if they do not pursue the incentive or fulfill the full terms of their contracts. These should not be considered failures and often produce a return on the State's investment that is higher than originally anticipated. This is because if they do not meet the terms of their agreements, the amount of the incentive is reduced or eliminated entirely; however, there may still be positive economic impacts from the jobs that are created.

The State's most widely accessed economic development incentive is the Qualified Target Industry (QTI) Tax Refund. In fiscal year 2012, 185 applications were received for this program. The State approved 121 applications and entered into 93 QTI agreements with businesses. Currently there are 335 active QTI agreements. The State has confirmed these companies have already created 18,496 jobs, which is 16 percent more than their contractual obligations. For complete QTI contracts, the story is even more positive. The State confirmed the 97 businesses with complete QTI agreements created 29,694 new jobs—56 percent more than required.

For each economic development incentive project involving payments to a business, the State estimates the economic benefit. This is expressed as the amount of State tax dollars expected to be generated as a result of a \$1 State investment in a project's economic development incentive package. For incentive agreements completed within the last three years, at the beginning of these projects Enterprise Florida estimated the average economic benefit to be \$6.52 in new State taxes for each \$1 of incentives awarded. Looking back and taking into consideration the confirmed jobs created, verified wages paid and the State incentive dollars paid to these businesses, the economic benefits were \$12.12 for each dollar invested by the State. While these are based on estimates of taxes collected and overall economic impacts, this represents a solid approach to evaluating program performance.

<b>Table 1</b>		
<b>QTI TAX REFUND CONTRACT PERFORMANCE</b>		
	Projected Jobs	Confirmed Jobs Created
<p><b>Active:</b></p> <ul style="list-style-type: none"> <li>• Currently performing and in good standing</li> <li>• Most are ramping-up their job creation</li> <li>• These companies are required to have 15,970 new jobs in place and have exceeded these expectations by 16%</li> </ul>	45,157	18,496
<p><b>Inactive:</b></p> <ul style="list-style-type: none"> <li>• Business has received one or more incentive payment after meeting a portion of its contract commitments, but is ineligible for future payments</li> <li>• Companies may have fallen short of their hiring projections, but still created jobs</li> <li>• No additional incentive dollars will be paid; however, the State still benefits from more than 23,000 jobs in place, based on the last reported data</li> </ul>	38,499	23,079
<p><b>Terminated:</b></p> <ul style="list-style-type: none"> <li>• An incentive contract was executed but business has not received any payments and is ineligible for future payments</li> <li>• Companies may have created a small portion of the jobs, but not enough to receive their first refund or may have decided not to locate in Florida, even though the incentive agreement was executed</li> <li>• Although no incentive payments were made to these companies, the State still confirmed they created 7,510 new jobs at no cost to the taxpayer</li> </ul>	60,916	7,510
<p><b>Vacated:</b></p> <ul style="list-style-type: none"> <li>• Incentive contract never signed by the business and therefore no incentive payments made</li> <li>• Since these are all competitive projects whereby the businesses are considering multiple locations, Florida does not always "win"; some companies are approved for incentives but choose not to locate in Florida</li> </ul>	16,948	0
<p><b>Withdrawn:</b></p> <ul style="list-style-type: none"> <li>• Incentive application was withdrawn by the business or Enterprise Florida prior to approval or just after approval but before contract was drafted</li> <li>• These are similar to the Vacated projects</li> </ul>	380	0
<p><b>Complete:</b></p> <ul style="list-style-type: none"> <li>• Business has met the terms of its contract and received all eligible incentive payments</li> </ul>	19,094	29,694

# Introduction

## OVERVIEW OF ECONOMIC DEVELOPMENT INCENTIVES

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Florida's economic development toolkit includes programs designed to address specific needs of businesses as they look to expand or locate in Florida. While the toolkit is critical to successful economic development, those involved in the process understand these are valuable taxpayer dollars and therefore we have a fiduciary responsibility to ensure they are spent wisely. In some cases, business needs can be met by making introductions to other companies within the industry cluster, assisting with a permitting issue, or helping to identify a suitable site. These situations are a win-win for the business and State, since limited taxpayer resources were required to facilitate new job creation. However, incentives are often required to "close the deal" on competitive projects, otherwise these high quality jobs will be placed in another state or country.

As part of the early project development process, Enterprise Florida sells the value of doing business in the State while evaluating the needs of each business in order to determine if incentives are needed and the appropriate program and investment for the particular project. A good understanding of the company's plans, goals, and the competitive nature of the project help to shape Florida's incentive package. A strong commitment by the local community can also help to define the level of commitment on behalf of the State.

Many factors make up a site location decision, including cost and availability of labor, transportation infrastructure, and tax climate. Economic development incentives are also frequently part of the discussion. There may be multiple locations across several states that can serve the company's needs from an operational perspective. In those cases, incentives may be offered to sway the company in the direction of one site versus another by reducing a tax burden, putting in infrastructure to help lower the company's construction costs, or assisting with business relocation costs.

In order to effectively compete for economic development projects, a strong, well-funded toolkit of incentives is needed. This will ensure Florida is able to address specific needs as they arise for projects considering new job creation and investment opportunities.

### **Changes in Florida's Economic Development Incentives Process**

Policy and statutory changes to Florida's economic development process were implemented in 2011. The primary goal of these changes was to migrate toward a seamless approach and single point-of-contact for businesses and eliminate confusion over the roles of different groups in the process.

In summary, Enterprise Florida continues to be the primary point of contact for businesses with relocation, expansion, or retention opportunities. Business Development Managers will work with companies to align business needs with Florida resources, including structuring incentive packages required to ensure a Florida location decision. Enterprise Florida also continues to sell the State as a place to do business and develop incentives necessary to close the deal.

The Department of Economic Opportunity (DEO) evaluates incentive applications, ensures statutory compliance, makes incentive policy decisions, and manages incentive contracts and compliance. DEO also coordinates with other State agencies as needed on issues such as permitting and regulatory compliance.

## Statutory Requirements

The annual incentives report has been produced by Enterprise Florida for nine years, as required under §288.095, F.S. Previous reports addressed the economic development incentives paid from the State's Economic Development Trust Fund (Qualified Target Industry Tax Refund, Qualified Defense and Space Contractor Tax Refund, and the Brownfield Redevelopment Bonus Refund) and summarized the performance of other incentives considered to be key components of Florida's economic development toolkit.

During the 2011 Legislative session, §288.907, F.S. was created, which expanded the scope of data to be included in the annual incentives report. In summary, the information presented will provide taxpayers, Legislators, and other stakeholders with a detailed understanding of the performance of various incentive programs. This performance is demonstrated by verified job creation and wage figures, calculation of economic benefits utilizing actual company performance and actual incentive payments made, and other analyses to help verify the outcomes and appropriateness of State incentives.

The Florida Legislature and Florida's taxpayers have indicated a desire for more transparency into State incentive awards. This report includes listings of businesses with incentive contracts executed during fiscal year 2012 and those receiving incentive award payments. Some of the specific project information remains confidential per §288.075, F.S. as of the time this report was written. However, all reasonable attempts have been made to include project details where applicable.

The data presented in this report should be evaluated in context with the program goals of the applicable incentives, the highly competitive nature of economic development, as well as the current economic climate.

## SUMMARY OF INCENTIVES REPORT CONTENTS

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### Programs Included

Various programs comprise Florida's economic development incentive toolkit. There are incentives paid directly to businesses, grants to local governments for infrastructure and other community development improvements, capital programs, and other intangible resources. These programs are housed in several different agencies within the State. This report focuses on the 11 programs managed by the Department of Economic Opportunity's Division of Strategic Business Development.

- Qualified Target Industry (QTI) Tax Refund
- Brownfield Redevelopment Bonus Tax Refund (available as a bonus in addition to QTI or stand-alone)
- Qualified Defense and Space Contractor (QDSC) Tax Refund
- Quick Action Closing Fund (QACF)
- Manufacturing and Spaceport Investment Incentive (MSII)
- Economic Development Transportation Fund (EDTF)
- High Impact Performance Incentive (HIPI)
- Capital Investment Tax Credit (CITC)
- Innovation Incentive Program (IIP or IIF)
- Local Government Distressed Area Matching Grant (LGDAMG)
- Jobs for the Unemployed Tax Credit (JUTC)

Descriptions and data for other programs—including Florida’s Quick Response Training program—have been included whenever possible, in order to show the diverse range of business assistance available in Florida. In compiling this Annual Incentives Report, Enterprise Florida collected information from the Department of Economic Opportunity’s Divisions of Strategic Business Development and Community Development, Workforce Florida, Inc., the Florida Department of Revenue, the Florida Export Finance Corporation, and the Florida Development Finance Corporation.

### **Program and Project Approach**

There are several ways to evaluate the performance and effectiveness of economic development incentives. One approach is based on specific economic development incentive programs (program approach), which includes data for each individual program, irrespective of whether multiple incentive programs were required to land the project. Another approach being based on individual projects (project approach) and evaluating the various incentives required to land a specific project and then a summary of the project’s performance compared to the incentives actually paid. In order to give a comprehensive summary, both approaches are presented in this report.

The program approach information includes the amount of incentives approved and amounts paid by the State, a summary status of all economic development incentive projects approved (since July 1, 1995, or other date as noted), a summary of the economic benefits as a result of money spent on economic development incentives, and summaries of incentive performance within specific industry sectors and geographically distressed areas. The challenge with this approach is that while it is good at comparing programs, it may lead to double counting of jobs if the new job creation for each program was simply added together.

The project approach analysis includes information on approvals for the previous fiscal year for each incentive program and the number of individual projects this represents. Further details are provided regarding these executed agreements, including the names of businesses, their performance commitments, and the incentive agreements executed. Additional information is provided for businesses receiving incentive payments during fiscal year 2011. These two data sets are generally different, since Florida’s incentives are performance based and therefore most businesses do not receive actual payments from the State until several years into the project.

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# Incentive Program Information

## TYPES OF INCENTIVES

Economic development incentives come in various forms, including tax refunds, tax credits, tax exemptions, and cash grants. Other tools, such as financing, can help facilitate an economic development project. A thorough evaluation of the project's needs as compared to the eligibility requirements of various incentive programs help dictate which programs may be a good—or not so good—fit for each project.

The majority of Florida's competitive economic development projects utilize tax refunds. With these incentives, the business first enters into a contract with the State, which includes a new job creation goal, a schedule by which these new jobs are to be created, and an average wage to be paid for the new jobs. After the business has commenced the project and begun hiring, it submits an annual claim form and documentation of taxes paid. The State verifies the claim data with the company's quarterly unemployment compensation and payroll reports and verifies the tax documentation. If the State confirms the contractual obligations have been met and the local financial support has been received (if required) from the community, a refund check is sent to the business. If a QTI business partially performs but does not meet its full contracted job or wage requirements, it may be entitled to a pro-rated refund, less a penalty, or it will be invited to apply for an Economic Recovery Extension (ERE). Businesses not filing claims or not meeting performance obligations are terminated from the program. Table 2 summarizes several different types of incentives.

	TAX REFUNDS	TAX CREDITS	TAX EXEMPTIONS	CASH GRANTS TO COMPANY	CASH GRANTS TO THIRD PARTY
<b>Florida Incentive Programs</b>	<ul style="list-style-type: none"> <li>• Qualified Target Industry (QTI)</li> <li>• Qualified Defense and Space Contractor (QDSC)</li> <li>• Brownfield Bonus</li> <li>• Manufacturing and Spaceport Investment Incentive (MSII)</li> </ul>	<ul style="list-style-type: none"> <li>• Capital Investment Tax Credit (CITC)</li> <li>• Jobs for the Unemployed Tax Credit (JUTC)</li> <li>• Other Job Tax Credits</li> </ul>	<ul style="list-style-type: none"> <li>• Various</li> </ul>	<ul style="list-style-type: none"> <li>• High Impact Performance Incentive (HIPI)</li> <li>• Quick Action Closing Fund (QACF)</li> <li>• Innovation Incentive Program / Fund (IIF)</li> </ul>	<ul style="list-style-type: none"> <li>• Economic Development Transportation Fund (EDTF or Road Fund)</li> <li>• Quick Response Training (QRT)</li> <li>• Local Government Distressed Area Matching Grant (LGDAMG)</li> </ul>
<b>Type of Incentive</b>	Refund of taxes paid, outlined in a performance based contract	Credit against tax owed	Exemption from tax owed	Grant with performance based contract	Grant with performance based contract
<b>Overview of Claim Process</b>	<ul style="list-style-type: none"> <li>• Company pays taxes</li> <li>• State confirms tax payments and validates performance</li> <li>• State issues refund check</li> </ul>	<ul style="list-style-type: none"> <li>• Company claims credits on State corporate income tax return after meeting program requirements</li> <li>• State confirms jobs and investment (if applicable)</li> </ul>	<ul style="list-style-type: none"> <li>• Company is issued tax exemption permit from Florida Department of Revenue</li> <li>• Permit presented to seller</li> <li>• Seller exempts sales tax on transaction</li> </ul>	<ul style="list-style-type: none"> <li>• Company achieves pre-set milestones</li> <li>• State validates performance</li> <li>• State issues check</li> </ul>	<ul style="list-style-type: none"> <li>• Company achieves pre-set milestones</li> <li>• State validates performance</li> <li>• State issues check</li> </ul>
<b>Revenue Source</b>	Annual appropriation	Foregone revenue (no appropriation)	Foregone revenue (no appropriation)	Annual appropriation	Annual appropriation

## FLORIDA'S KEY ECONOMIC DEVELOPMENT INCENTIVES

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### Tax Refunds

#### ***Qualified Target Industry Tax Refund (§288.106, F.S.)***

**Objective:** Spur Job Creation in Florida's Target Industries

**Description:** The Qualified Target Industry Tax Refund, established in 1995, 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. All QTI projects include a performance-based contract with the State of Florida, 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—20 percent of the award comes from the local city or county government.

#### ***Qualified Defense and Space Contractor Tax Refund (§288.1045, F.S.)***

**Objective:** Spur Job Creation in Florida's Defense and Space Industries

**Description:** The Qualified Defense and Space Contractor Tax Refund, established in 1996, serves to attract new high quality, high wage jobs for Floridians in the defense and space industries. Tax refunds are made to qualifying, pre-approved businesses bidding on new competitive contracts or consolidating existing defense or space contracts. This incentive is a partnership between the State and local community—20 percent of the award comes from the local city or county government. All QDSC projects include a performance-based contract with the State of Florida, which outlines specific milestones that must be achieved and verified by the State prior to payment of refunds.

#### ***Brownfield Redevelopment Bonus Refunds (§288.107, F.S.)***

**Objective:** Spur Job Creation and Capital Investment in Florida's Brownfield Areas

**Description:** 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 by each community for the presence or perceived presence of environmental contamination or blight. This incentive is a partnership between the State and local community—20 percent of the award comes from the local city or county government, unless a waiver of the match is requested. All Brownfield Bonus projects include a performance-based contract with the State of Florida, which outlines specific milestones that must be achieved and verified by the State prior to payment of refunds.

#### ***Manufacturing and Spaceport Investment Incentive (§288.1083, F.S.)***

**Objective:** Spur Capital Investment in the Manufacturing and Space Industries

**Description:** The Manufacturing and Spaceport Investment Incentive was created in 2010 to serve as a means of relieving some of the sales tax burden on existing manufacturers that were not increasing their productive output enough to be eligible for the standard manufacturing machinery and equipment sales tax exemption. This is a temporary program, with refunds available through FY 2012.

### Tax Credits

#### ***Capital Investment Tax Credit (§220.191, F.S.)***

**Objective:** Spur Capital Investment in Florida's High Impact Sectors

**Description:** The Capital Investment Tax Credit became effective July 1, 1998. CITC is used to attract and grow capital-intensive industries in Florida. It is an annual credit, provided for up to twenty years, against the corporate income tax. Eligible projects are those in designated high-impact portions of the following sectors: clean energy, biomedical technology, financial services, information technology, silicon technology, transportation equipment manufacturing, or a corporate headquarters facility.

**Jobs for the Unemployed Tax Credit (§220.1896, F.S.)**

Objective: Encourage Hiring of Unemployed Floridians

Description: Created in 2010, the Jobs for the Unemployed Tax Credit encourage target industry businesses to hire Florida residents who were unemployed for at least 30 days. This tax credit is claimed by the business after each employee has been retained for 12 months. This is a temporary program, with credits available through FY 2012.

**Cash Grants****High Impact Performance Incentive (§288.108, F.S.)**

Objective: Spur Capital Investment and Job Creation in Florida's High Impact Sectors

Description: Enacted in July 1997, the High Impact Performance Incentive (HIPI) is a grant reserved for major facilities operating in designated portions of high-impact sectors, including clean energy, biomedical technology, financial services, information technology, silicon technology, transportation equipment manufacturing, or a corporate headquarters facility. This performance based cash grant is paid in two equal installments, one upon commencement of operations and the other upon commencement of full operations.

**Quick Action Closing Fund (§288.1088, F.S.)**

Objective: Deal Closing Tool Used for Highly Competitive Projects to Attract New and Retain Existing Florida Jobs

Description: The Quick Action Closing Fund was created by the 1999 Legislature as a discretionary "deal closing" tool in highly competitive negotiations 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 Closing Fund projects include a performance-based contract with the State of Florida, which outlines specific milestones that must be achieved for grant payment, sanctions and penalties for non-performance, as well as annual compliance requirements. Closing Fund awards are generally paid out after the business has made a substantial capital investment toward tangible personal property tied to the project.

**Innovation Incentive Program (§288.1089, F.S.)**

Objective: Attract Major Innovation Businesses to Spur Development of Key Clusters

Description: The Innovation Incentive Program was created during the 2006 Legislative Session 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 of Florida, which outlines specific milestones that must be achieved for grant payment as well as compliance requirements. Innovation contracts also include a reinvestment requirement, by which recipients must remit a portion of their royalty revenues back to the State for reinvestment in existing State Trust Funds.

**Economic Development Transportation Fund (§288.063, F.S.)**

Objective: Transportation Infrastructure Improvements to Spur Job Creation / Retention and Capital Investment

Description: The Economic Development Transportation Fund is a grant to a local government used 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 EDTF was transferred to the Florida Department of Transportation (FDOT). As this report covers incentives through June 30, 2012, the EDTF data was provided by DEO.

***Local Government Distressed Area Matching Grant (\$288.0659, F.S.)***

Objective: Stimulate Economic Activity by Matching Local Business Assistance

Description: The Local Government Distressed Area Matching Grant program was created in 2010 to stimulate economic activity and enhance the ability of distressed communities to attract new job creation opportunities. The grant is administered through a contract between the State of Florida and the local government, with the State's funds (\$50,000 maximum) passed through to the business.

***Quick Response Training (\$288.047, F.S.)<sup>1</sup>***

Objective: Ensure Florida has a well-trained workforce with in-demand skill sets

Description: The Quick Response Training grant is an employer-driven training program designed to assist new value-added businesses and provide existing Florida businesses the necessary training for expansion. This reimbursement program is customized, flexible, and responsive to individual company needs. The Quick Response Training program is managed by Workforce Florida, Inc.; however, detailed information has been included in this report since it is a foundation of Florida's economic development toolkit.

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<sup>1</sup> Quick Response Training is managed by Workforce Florida. However, it is a critical incentive for businesses and therefore select program information has been included in this report. The Incumbent Worker Training (IWT) program is also an important part of the toolkit; however, it has not been included in this report since these are Federal workforce dollars rather than a specific State appropriation.

## HISTORICAL INCENTIVE PROGRAM FUNDING AND AWARDS

As noted in Table 2, incentives take different forms, some of which require annual appropriations and others involve foregone tax revenue. Tables 3 and 4 detail incentives approved by year for all programs requiring an annual appropriation.

<b>Table 3</b> INCENTIVE APPROVALS <sup>2</sup> - TAX REFUNDS					
FISCAL YEAR ENDED	QTI	QDSC	BROWNFIELD BONUS (WITH QTI)	BROWNFIELD BONUS (STAND-ALONE)	MSII
2012 Maximum Awards	\$58,063,500	\$2,180,000	\$7,697,500	\$5,982,500	\$150,000
<i>State Portion</i>	<i>\$46,450,800</i>	<i>\$1,744,000</i>	<i>\$6,158,000</i>	<i>\$4,786,000</i>	<i>NA</i>
2011 Maximum Awards	\$37,940,810	\$2,037,000	\$4,552,500	\$3,437,500	\$1,300,000
<i>State Portion</i>	<i>\$30,352,648</i>	<i>\$1,629,600</i>	<i>\$3,642,000</i>	<i>\$2,750,000</i>	<i>NA</i>
2010 Maximum Awards	\$33,863,300	\$0	\$4,790,000	\$1,112,500	Created in 2010
<i>State Portion</i>	<i>\$27,090,640</i>	<i>\$0</i>	<i>\$3,832,000</i>	<i>\$890,000</i>	
2009 Maximum Awards	\$34,125,000	\$2,136,000	\$5,070,000	\$230,000	
<i>State Portion</i>	<i>\$27,300,000</i>	<i>\$1,708,800</i>	<i>\$4,056,000</i>	<i>\$184,000</i>	
2008 Maximum Awards	\$23,710,000	\$0	\$472,500	\$812,500	
<i>State Portion</i>	<i>\$18,968,000</i>	<i>\$0</i>	<i>\$378,000</i>	<i>\$ 650,000</i>	
2007 Maximum Awards	\$36,611,000	\$2,966,888	\$1,545,000	\$3,072,500	
<i>State Portion</i>	<i>\$29,288,800</i>	<i>\$2,373,510</i>	<i>\$1,236,000</i>	<i>\$2,458,000</i>	
2006 Maximum Awards	\$55,670,867	\$3,921,000	\$2,942,500	\$1,567,500	
<i>State Portion</i>	<i>\$44,536,694</i>	<i>\$3,136,800</i>	<i>\$2,354,000</i>	<i>\$1,254,000</i>	
2005 Maximum Awards	\$56,954,000	\$475,000	\$2,360,000	\$1,250,000	
<i>State Portion</i>	<i>\$45,563,200</i>	<i>\$380,000</i>	<i>\$1,888,000</i>	<i>\$1,000,000</i>	
2004 Maximum Awards	\$41,964,800	\$0	\$4,322,000	\$312,500	
<i>State Portion</i>	<i>\$33,571,840</i>	<i>\$0</i>	<i>\$3,457,600</i>	<i>\$250,000</i>	
2003 Maximum Awards	\$45,675,100	\$0	\$1,982,500	\$312,500	
<i>State Portion</i>	<i>\$36,540,080</i>	<i>\$0</i>	<i>\$1,586,000</i>	<i>\$250,000</i>	
2002 Maximum Awards	\$37,576,950	\$0	\$125,000		
<i>State Portion</i>	<i>\$30,061,560</i>	<i>\$0</i>	<i>\$100,000</i>	Stand-alone component added in 2002	
2001 Maximum Awards	\$50,546,800	\$288,000	\$100,000		
<i>State Portion</i>	<i>\$40,437,440</i>	<i>\$230,400</i>	<i>\$80,000</i>		
2000 Maximum Awards	\$56,223,500	\$1,350,000	\$300,000		
<i>State Portion</i>	<i>\$44,978,800</i>	<i>\$1,080,000</i>	<i>\$240,000</i>		
1999 Maximum Awards	\$26,607,880	\$112,000	\$845,000		
<i>State Portion</i>	<i>\$21,286,304</i>	<i>\$89,600</i>	<i>\$676,000</i>		
1998 Maximum Awards	\$59,995,152	\$0	\$231,250		
<i>State Portion</i>	<i>\$47,996,122</i>	<i>\$0</i>	<i>\$185,000</i>		
1997 Maximum Awards	\$34,298,000	\$410,000		Created in 1997	
<i>State Portion</i>	<i>\$27,438,400</i>	<i>\$328,000</i>			
1996 Maximum Awards	\$26,557,500	\$0			
<i>State Portion</i>	<i>\$21,246,000</i>	<i>\$0</i>			

<sup>2</sup> "Maximum awards" represents the total amount of tax refunds approved for businesses during the respective fiscal year. These refunds are paid to companies in future years following confirmed performance.

For incentives paid from the same year’s appropriation, particularly QACF, EDTF, and QRT, the awards granted may exceed the appropriation for that year. This is because incentives are sometimes approved for businesses that decide not to locate in Florida, those funds may then be re-allocated to another project. Occasionally the Legislature will authorize line item appropriations for special EDTF projects, which do not follow the same recommendation and approval process as other EDTF awards. These are noted as “member projects” throughout the report rather than “traditional” EDTF projects, which follow the regular recommendation and approval process.

**Table 4**  
INCENTIVE APPROVALS - GRANTS

FY END	HIPI	QACF	IIF	EDTF	LGDAMG	QRT
2012	\$1,500,000	\$28,413,000	\$6,600,000	\$14,830,795	\$150,000	\$5,899,332
2011	\$8,640,000	\$24,337,700	\$0	\$30,342,123	\$0	\$8,545,367
2010	\$0	\$25,401,830	\$0	\$4,280,390	Created in 2010	\$3,391,777
2009	\$13,984,000	\$60,579,000	\$0	\$27,565,525		\$13,270,962
2008	\$0	\$47,000,000	\$249,090,000	\$9,732,860		\$1,606,960
2007	\$0	\$41,857,800	\$200,000,000	\$12,039,178		\$11,410,488
2006	\$3,150,000	\$10,442,200	Created in 2006	\$11,617,198		\$7,083,202
2005	\$0	\$9,272,500		\$14,710,964		\$7,970,541
2004	\$0	\$4,400,000		\$17,212,039		\$7,822,434
2003	\$0	\$0		\$17,012,214		\$7,317,724
2002	\$0	\$1,350,000		\$14,937,348		\$7,585,239
2001	\$2,000,000	\$900,000		\$20,158,571		\$4,772,350
2000	\$15,250,000	\$1,400,000		\$27,866,578		\$5,803,588
1999	\$12,500,000	Created in 1999		\$25,047,952		\$4,166,842
1998	\$0			\$16,230,721		\$3,739,430
1997	Created in 1997			\$8,595,618		\$6,704,625
1996				\$10,023,177		\$4,371,850

In addition to incentives requiring a payment from the State, tax credits are also key components of Florida’s incentive toolkit. Since credits are foregone revenue and therefore do not require an annual appropriation, they are reported differently. Table 5 includes a summary of the amount of tax credits approved for various State tax credit incentives. Capital Investment Tax Credit is provided as an aggregate figure for the amount of credits claimed for years prior to 2010 in order to maintain company confidentiality. The value of credits claimed is often much lower than the value of credits approved because in many cases the credits can only be used to offset a portion of the incremental new tax liability attributable to a project or the company’s tax liability may be lower than the value of the credits. Further, companies occasionally file amended tax returns or request extensions, which is why there may be a change in prior years.

<b>Table 5</b>						
<b>TAX CREDITS, REFUNDS AND EXEMPTIONS CLAIMED BY BUSINESSES</b>						
<b>YEAR</b>	<b>CITC (AMOUNT CLAIMED)</b>	<b>JOB FOR THE UNEMPLOYED TAX CREDIT</b>	<b>RURAL JOB TAX CREDIT</b>	<b>URBAN JOB TAX CREDIT</b>	<b>EZ JOBS TAX CREDIT (SALES TAX)</b>	
2011	\$5,578,022	\$33,000	\$431,000	\$790,500	\$757,739	
2010	\$13,658,884	Created in 2010	\$181,000	\$1,259,500	\$5,683,252	
2009	\$70,970,525		\$204,000	\$855,000	\$5,227,245	
2008			\$66,000	\$517,500	\$5,732,605	
2007			\$204,000	\$654,000	\$6,087,743	
2006			\$647,500	\$1,014,000	\$6,777,250	
2005			\$673,000	\$1,761,000	\$4,729,834	
2004			\$50,000	\$1,053,500	\$2,579,512	
2003			\$1,008,000	\$1,069,000	\$1,444,543	
2002			\$584,000	\$2,673,500	\$970,148	
2001		\$0		\$257,000	\$2,486,500	\$1,287,263
2000		\$0		\$21,000	\$4,999,500	\$1,036,480
1999	\$0		\$0	\$260,500	\$1,179,457	
1998	Created in 1998		\$0	\$0	\$629,694	
1997			Created in 1997	Created in 1997	\$548,988	
1996					\$269,906	
<b>YEAR</b>	<b>EZ JOBS TAX CREDIT (CORP. INCOME TAX)</b>	<b>EZ PROPERTY TAX CREDIT</b>	<b>EZ SALES TAX REFUND FOR BUILDING MATERIALS</b>	<b>EZ SALES TAX REFUND FOR BUSINESS EQUIPMENT</b>	<b>EZ SALES TAX EXEMPTION FOR ELECTRICAL ENERGY</b>	
2011	\$4,956,598	\$1,994,562	\$13,590,376	\$679,440	\$972,185	
2010	\$4,348,031	\$1,384,668	\$54,012,915	\$1,035,562	\$1,138,054	
2009	\$5,072,555	\$1,910,708	\$30,994,860	\$1,139,066	\$1,007,007	
2008	\$5,507,311	\$2,184,036	\$25,665,025	\$1,269,955	\$606	
2007	\$5,919,236	\$2,291,961	\$18,855,129	\$1,771,396	\$793,179	
2006	\$4,253,621	\$1,267,999	\$7,415,711	\$2,940,864	\$778,090	
2005	\$2,080,397	\$1,668,168	\$3,878,421	\$1,618,721	\$84,516	
2004	\$1,086,747	\$507,022	\$1,356,462	\$1,182,582	\$488,937	
2003	\$800,029	\$272,942	\$533,673	\$1,874,145	\$476,251	
2002	\$1,965,920	\$303,542	\$456,551	\$2,813,601	\$229,789	
2001	\$345,669	\$363,502	\$548,668	\$1,911,472	\$289,822	
2000	\$1,022,058	\$545,409	\$334,668	\$2,188,606	\$331,614	
1999	\$626,972	\$1,015,587	\$277,803	\$1,739,695	\$331,695	
1998	\$1,365,761	\$638,833	\$269,242	\$1,288,160	\$303,528	
1997	\$2,812,621	\$204,713	\$102,349	\$521,443	\$223,827	
1996	\$2,463,810	\$145,017	\$72,713	\$242,303	\$243,565	

Table Notes: 1) Enterprise Zone incentives are on an October 1 to September 30 program year, which has been translated to the calendar year in which the program ends. 2) Value of CITC credits claimed is for the companies' fiscal years beginning in the corresponding calendar year. These credits may change due to changes from Federal audits or filing extensions.

## INCENTIVE PROGRAM ACTIVITY AND RESULTS

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Understanding the usage and performance of specific incentive programs is critical to determining whether they are effective job creation tools. Measurement against the incentive contract takes place annually (at a minimum). The following tables quantify key performance metrics for each program.

When a business is contemplating a major expansion, Enterprise Florida works with the company to understand its needs in order to facilitate a Florida location decision. After the project has been vetted, the needs of the project have been evaluated, and an incentive package has been developed, DEO further reviews the deal to ensure it is in the best interest of Florida's taxpayers. Adjustments may be made during the incentive negotiation process to further tailor the structure of the incentive package to ensure alignment with the company's needs. Once the incentive package is finalized, DEO and/or the other appropriate State bodies issue the formal approvals.

Following the approval is an agreement or contract between the business (or local government) and the State. All agreements include performance requirements to be achieved before any incentive funds are paid out. For the few agreements structured for the business to receive incentive payments before the full scope of the project is achieved (primarily Closing Fund and Innovation Fund), each contract includes clawbacks and sanctions for non-performance. These sanctions include requiring the company to repay all or a portion of the incentive award, plus interest. The contracts also may include the right to impose a lien on assets of the business.

In order to further protect the State's investment in economic development incentives, funds are often placed into an escrow account, managed by Enterprise Florida, prior to disbursement to the companies. As of December 21, 2012, Enterprise Florida held \$16,964,200 in escrow funds for 11 different economic development projects. If any of these businesses do not meet the milestones required for the payments to be disbursed, the escrowed funds will be returned to General Revenue. Funds previously held in the EFI escrow account have also been returned to the State for projects not meeting their payment milestones in a timely manner. Funds have been returned for five projects totaling \$31,763,334.

In addition, 18 previous QACF awardees have returned a total of \$14,273,034.10 to the State (plus \$148,798.53 in penalty and interest payments), per the sanctions outlined in the QACF agreements. Some of these companies returned a pro-rated portion of their award, while others returned the entire award. There have been three instances where the State was unable to recoup funds owed due to businesses failing. This represents three percent of the total executed QACF agreements.

### Program Utilization – Tax Refunds

Tables 6 through 9 were compiled using data provided by DEO and show a summary of the current status of incentives approved by the State since July 1, 1995. The status of each incentive falls within one of six categories: active, inactive, terminated, vacated, withdrawn or complete. Explanations for each of these are contained within the tables below. The number of executed incentive agreements is also provided.

Businesses with active incentive agreements are in the midst of ramping up their expansion or new Florida operation. The number of complete incentive agreements may seem low compared to the number approved. Since incentive agreements are multi-year contracts—typically five to seven years for QTI—many businesses are in the midst of contract performance.

Not all businesses approved for incentives decide to commence their projects in Florida, which explains the gap between number of approvals and contracts executed (“vacated”). Some of these businesses even execute the incentive agreement, but still decide not to proceed with the project or decide to forego the incentive (“terminated”). Other factors may also play a role, such as weak economic conditions, failure to get an anticipated contract, or a change in operational plans. In addition, some businesses start their project, create a minimum number of jobs, and therefore receive one or more incentive payments based on this performance. If these businesses do not fulfill the full terms of their agreement, they are no longer eligible for subsequent payments.

<b>Table 6</b>				
<b>PROGRAM ACTIVITY – TAX REFUNDS</b>				
	<b>QTI</b>	<b>QDSC<sup>3</sup></b>	<b>BROWNFIELD BONUS<sup>4</sup></b> (WITH QTI)	<b>BROWNFIELD BONUS</b> (STAND-ALONE)
Incentive Approvals (7/1/94 to 6/30/12)	1,134	33	98	53
<b>Active:</b> Business currently performing and in good standing	335	6	52	34
<b>Inactive:</b> Business has received one or more incentive payment after meeting a portion of its contract commitments, but is ineligible for future payments	175	3	5	0
<b>Terminated:</b> An incentive contract was executed but business has not received any payments and is ineligible for future payments	397	14	30	6
<b>Vacated:</b> Incentive contract never signed by the business and therefore no incentive payments made	127	5	7	8
<b>Withdrawn:</b> Incentive application was withdrawn by the business or Enterprise Florida prior to approval or before the contract was drafted	3	0	0	0
<b>Complete:</b> Business has met the terms of its contract and received all eligible incentive payments	97	5	4	5
Contracts Executed (through 6/30/12)	967 <sup>5</sup>	15	85	39

### Confirmed Results – Tax Refunds

Depending on the scope of the project, it may take a business several months or several years to reach its full employment projections. Therefore at any given point they may have only created a portion of the total jobs committed over the life of the agreement. Three data points are provided to show the current performance of active incentive agreements. “Contract Job Requirement” represents the full job creation commitments for these projects. “Jobs Due (as of latest FY)” is the total number of new jobs the businesses are contractually obligated to have in place as of their latest claim period. “Confirmed Performance” represents the number of net new to Florida jobs the State has confirmed to have been created by these businesses. The proper comparison here is the “Jobs Due (as of latest FY)” with “Confirmed Performance,” since this represents where the businesses actually are in terms of meeting their goals versus where they should be per their contracts.

<sup>3</sup> QDSC figures are since program inception, 1/1/1994.

<sup>4</sup> These figures contract and job figures are also part of the QTI data set.

<sup>5</sup> In the 2011 IR Table 5, 14 QTI contracts were listed as executed in FY 2011 but instead were approved in FY 2011 but executed in FY 2012. All other data related to 2011 contracts are correct.

Table 7 shows the number of jobs expected to be created by active incentive projects, both over the life of the agreements (“Contract Job Requirement”) and as of the most recent claim period (“Jobs Due”). To provide a more complete view of performance, data is also presented for all of the projects with executed incentive agreements. This includes businesses actively performing and in compliance with their agreements, those who initially made a Florida location decision but are no longer pursuing the incentive, and those who have successfully completed their agreements. The job data included represents the last figures confirmed by the State.

<b>Table 7 PROGRAM RESULTS – TAX REFUNDS<sup>6</sup></b>					
	<b>QTI</b>	<b>QDSC</b>	<b>BROWN-FIELD BONUS (WITH QTI)<sup>7</sup></b>	<b>BROWN-FIELD BONUS (STAND-ALONE)</b>	<b>COMMENTS</b>
<b>Active Agreements</b>					
Contract Job Requirement (Total Project)	45,157	418	9,811	4,640	Number of jobs these businesses have committed to create over the life of the contract
Jobs Due (as of Latest FY)	15,970	168	2,238	979	Number of jobs these businesses are contractually obligated to have in place as of their last reporting period
Confirmed Performance	18,496	186	3,011	866	Number of net new jobs the State has confirmed have been created by these businesses
Difference (Jobs Due vs. Confirmed)	16%	11%	35%	(12%)	Businesses actually created more (or less) jobs than originally committed
<b>Complete Agreements</b>					
Contract Job Requirement	19,094	795	975	555	Number of jobs these businesses committed to create over the life of the contract
Confirmed Performance	29,694	1,521	2,558	516	Number of net new jobs the State has confirmed have been created by these businesses as of their last report
Difference (Expected vs. Contracted)	56%	91%	162%	(7%)	Businesses actually created more (or less) jobs than originally committed
<b>All Executed Agreements</b>					
Contract Job Requirement (Total Project)	158,267	1,238	13,096	4,970	Number of jobs these businesses have committed to create over the life of the contract
Jobs Due (as of Latest FY)	68,778	593	3,435	1,534	Number of jobs these businesses are contractually obligated to have in place as of their last reporting period
Confirmed Performance	78,779	718	5,897	1,382	Number of net new jobs the State has confirmed have been created by these businesses
Difference (Expected vs. Confirmed)	15%	21%	72%	(10%)	Businesses actually created more (or less) jobs than originally committed

<sup>6</sup> Several companies have more than one active or complete QTI as a result of multiple expansions. For these projects, the “confirmed” jobs only include those required under the original contracts so as to not double count the same set of jobs for multiple projects.

<sup>7</sup> These jobs are also included in the “QTI” section.

*Of all QTI contracts executed, companies have created 15% more jobs than required.*

## Program Utilization – Grants

Contracts for incentive grants are similar to contracts for tax refunds. The business enters into a performance based agreement with the State, which outlines specific milestones for performance and payment. For the Economic Development Transportation Fund grants, these funds are paid directly to the city or county on a reimbursement basis as the applicant and not to the company. The transfer of the EDTF program to FDOT occurred on July 1, 2012, therefore the information presented here was provided by DEO.

**Table 8**  
PROGRAM ACTIVITY - GRANTS

	HIPI	QACF	IIF	EDTF (MEMBER)	EDTF (TRADITIONAL)
<b>Incentive Approvals</b> (7/1/95 to 6/30/12)	12	120	9	18	274
<b>Active:</b> Business currently performing and in good standing	5	90	9	6	24
<b>Inactive:</b> Business has received one or more incentive payment after meeting a portion of its contract commitments, but is ineligible for future payments	4	10	0	1	14
<b>Terminated:</b> An incentive contract was executed but business has not received any payments and is ineligible for future payments	0	6	0	2	56
<b>Vacated:</b> Incentive contract never signed by the business and therefore no incentive payments made	0	7	0	0	4
<b>Withdrawn:</b> Incentive application was withdrawn by the business or Enterprise Florida prior to approval or before the contract was drafted	0	4	0	0	0
<b>Complete:</b> Business has met the terms of its contract and received all eligible incentive payments	3	3	0	9	176
<b>Contracts Executed</b> (through 6/30/11)	12	98	8	17	264

## Confirmed Results – Grants

Results for the economic development grants are mixed, with projects both exceeding as well as not quite achieving their targets. All of the State's incentive grant contracts with businesses contain penalties for non-performance or other sanctions in order to protect taxpayer funds. In cases where a business falls short, the State actively pursues the recapture of funds. This is evidenced by the businesses with complete QACF contracts, two of which repaid funds although they still created a significant number of new Florida jobs.

<b>Table 9 PROGRAM RESULTS - GRANTS</b>					
	<b>HIPI</b>	<b>QACF</b>	<b>IIF</b>	<b>EDTF<sup>8</sup> (TRADITIONAL)</b>	<b>COMMENTS</b>
<b>Active Agreements</b>					
Contract Job Requirement (Total Project)	1,930	22,121	1,771	6,391	Number of jobs these businesses have committed to create over the life of the contract
Jobs Due (as of Latest FY)	20	6,967	894	163	Number of jobs these businesses are contractually obligated to have in place as of their last reporting period
Confirmed Performance	21	8,515	819	131	Number of net new jobs the State has confirmed have been created by these businesses
Difference (Jobs Due vs. Confirmed)	5%	22%	NA	(20%)	Businesses actually created more (or less) jobs than originally committed
<b>Complete Agreements</b>					
Contract Job Requirement	630	1,600	NA	4,759	Number of jobs these businesses committed to create over the life of the contract
Confirmed Performance	682	1,052	NA	7,046	Number of net new jobs the State has confirmed have been created by these businesses as of their last report
Difference (Expected vs. Contracted)	8%	(34%) <sup>9</sup>	NA	48%	Businesses actually created more (or less) jobs than originally committed
<b>All Executed Agreements</b>					
Contract Job Requirement (Total Project)	4,460	26,922	1,771	6,705	Number of jobs these businesses have committed to create over the life of the contract
Jobs Due (as of Latest FY)	1,505	9,192	894	5,041	Number of jobs these businesses are contractually obligated to have in place as of their last reporting period
Confirmed Performance	1,904	9,776	819	7,555	Number of net new jobs the State has confirmed have been created by these businesses
Difference (Expected vs. Confirmed)	27%	6%	NA	50%	Businesses actually created more (or less) jobs than originally committed

<sup>8</sup> Since EDTF grants are made to a local government, the State does not confirm job creation in the same manner as QTI. The contracted and confirmed job numbers listed here represent projects for which the businesses also have a QTI or other incentive contract in place and the State has verified the job figures as part of the claim process. The total number of potential new jobs associated with the three active EDTF agreements with verified job numbers is 342. EDTF Member projects have not been included here since these projects may or may not result in new job creation.

<sup>9</sup> Two QACF recipients with completed projects have repaid a portion of their awards since they did not create all of the jobs originally committed. These companies have repaid \$676,666.66, or 45% of their total QACF awards.

## Other Program Results

Several other programs have similar performance data available. Due the nature of each, the relevant metrics to report are different. Information for these programs is presented below.

### ***Capital Investment Tax Credit***

The State has issued 26 approvals or certifications for CITC projects through June 30, 2012. Of these, 21 are considered active and five have been terminated. The Florida Department of Revenue has issued nine technical assistance advisements (TAAs) for CITC projects through fiscal year 2012. The active CITC projects may create as many as 8,760 new jobs. The State has confirmed creation of 2,761 new jobs to date.

### ***Quick Response Training***

The QRT program, managed by Workforce Florida, Inc., had approved 588 applications through June 30, 2012. Of these, 68 are active. While QRT grants are largely based on new job creation, the focus is on number of trainees. For the active agreements, QRT businesses are expected to train 14,928 Floridians, leading to new and improved skill sets. The QRT program has already trained 9,902 citizens through these active contracts.

### ***Manufacturing and Spaceport Investment Incentive***

Eleven applications for the MSII program were approved in fiscal year 2012. The total number of approvals to date is 35.

## ECONOMIC BENEFITS

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An economic and fiscal impact analysis is completed for each incentive application submitted to Enterprise Florida. The analysis is based upon RIMS II multipliers issued by the U.S. Department of Commerce's Bureau of Economic Analysis for each industry. The analysis provides a payback ratio, or "economic benefit", estimating the amount of State taxes and related revenues generated per dollar invested by the State in economic development incentives.

Each company entering into a contract for state incentives must commit to a job creation number and a schedule by which those jobs will be in place. Upon completion of the first-year of job creation, the company submits a claim stating the number of new full-time jobs created in that year, the wages paid to these employees, and the amount of taxes paid. The documentation submitted by the company is reviewed and confirmed by the State.

While companies do their best to project future workforce needs, there is an element of uncertainty involved with estimating a job creation schedule several years in advance. Therefore, the actual number of new jobs created may be higher or lower than the original contractual commitment. In most cases, the end result is a payback higher than originally projected. This is because the initial projections are based on the maximum amount the State will invest in incentives for the project. If the business creates most, but not all, of the committed jobs, the State's incentive payment is reduced as well.

### **Review of Economic Benefits Model**

In 2010, the State's Office of Economic and Demographic Research (EDR) reviewed Enterprise Florida's impact analysis model. Enterprise Florida and EDR worked together to redefine variables within the impact analysis model to optimize the State's return on investment estimate. EDR recommended using statewide RIMS II multipliers instead of regional multipliers to ensure the fiscal impact of increased economic activity is captured on a statewide basis. The new impact analysis model became effective July 1, 2011.

### Methodology for Evaluating Economic Benefits

As previously stated, an economic and fiscal impact analysis is completed for incentive applications submitted to the State. Based on the up-front commitments regarding jobs, wages, capital investment, and other factors, the model calculates the expected payback to the State, given the State incentives offered for the project.

For the purposes of calculating the actual economic benefits to the State for projects completed in the previous three years, the State’s payback was recalculated utilizing the original impact analysis model and replacing the up-front committed values for jobs, wages, and incentive payments with the actual performance data verified by auditors. In the confirmed economic benefits analysis, the committed job number was replaced with the actual jobs created each year; the anticipated tax refund value was replaced the actual tax refund paid, the single committed wage was replaced by the confirmed wage for each year.

Table 10 shows an example of this concept. The company’s original QTI contractual commitment was 50 new jobs per year for three years (150 total, row #1) and an average annual wage of \$42,000 (row #2). The maximum QTI Tax Refund payment will be based on this schedule (row #3), even if performance is higher than required. If the company creates more jobs than its commitment (row #4) and pays a higher average wage (row #5), the benefit to the State is more jobs and higher wages, while the incentive payments remain the same. More jobs means additional tax revenue, leading to a higher return on the State’s investment, in this example 44% higher than anticipated over ten years. The same is generally true if the company created some, but not all, of its required new jobs. This is because if a company does not create all of the required jobs, the amount of the refund is reduced proportionally and a 5 percent penalty is assessed. Therefore, if the jobs are lower, the incentive is the same proportion lower but also reduced by the assessed penalty, the overall economic benefit is higher than originally projected.

QTI @ \$3,000/JOB	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7
1) New Job Creation Commitment (Cumulative)	50	100	150	150	150	150	150
2) Average Annual Wage Commitment	\$42,000	\$42,000	\$42,000	\$42,000	\$42,000	\$42,000	\$42,000
3) Tax Refund Incentive Payment (State's Portion)	\$0	\$30,000	\$60,000	\$90,000	\$90,000	\$60,000	\$30,000
4) Confirmed Job Creation (Cumulative)	60	125	180	172	178	183	175
5) Confirmed Average Annual Wage	\$45,000	\$45,735	\$44,870	\$46,000	\$46,500	\$47,900	\$48,850
			<b>INITIAL PROJECTIONS</b>	<b>CONFIRMED PERFORMANCE</b>	<b>DIFFERENCE</b>		
Jobs created			150	175	16%		
Average wage			\$42,000	\$48,850	16%		
State incentive payments (QTI tax refunds only)			\$360,000	\$360,000	0%		
4 year economic benefit (\$ in state tax revenue per \$ invested in incentives)			9.39	13.32	42%		
10 year economic benefit (\$ in state tax revenue per \$ invested in incentives)			16.54	23.79	44%		

## Economic Benefits – Program Approach Results

### QTI Tax Refunds

In the previous 3 years (July 1, 2009 – June 30, 2012), thirty-four Qualified Target Industry incentive agreements were completed. The State confirmed these projects have created 58% more jobs than required per the incentive contracts and are paying an average wage 61% higher than committed.

QTI tax refunds paid by the State were 11% less than originally committed to these projects. Actual tax refunds paid to companies may be less than the original commitment due to pro-rata tax refunds issued. The pro-rata tax refund is a result of a company's confirmed jobs being less than 100% but more than 80% of its contractual job commitment or the business' lower than anticipated tax liability.

*Compared to the initial analysis, the State has realized 10 year economic benefits 140% greater than originally projected for complete QTI agreements.*

**Table 11**  
ECONOMIC BENEFITS – QTI TAX REFUNDS

	INITIAL PROJECTIONS	CONFIRMED PERFORMANCE	DIFFERENCE
Complete Contracts (3 Years)	34		
Jobs Created	6,987	11,041	58%
Average Wage	\$37,756	\$60,698	61%
State Incentive Payments (QTI Tax Refunds Only)	\$24,934,400	\$22,262,644	(11%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	8.12	16.75	106%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	12.77	30.67	140%

Note: 2 QTI's were not included in the economic benefits calculation due to record retention policy

For those QTI agreements completed in the last three years, the State has seen a significant increase in the original payback. Compared to the initial estimated economic benefit, the state has seen a 106% greater return on its investment over four years and 140% over 10 years. The significant increase in the state's return on its investment is due to the nearly twice as many jobs created versus committed and the confirmed average wage.

### Brownfield Bonus

Completed Brownfield Bonus projects also produced a higher economic benefit than originally projected. Tables 12 and 13 provide the economic benefit information for Brownfield Bonus (with QTI) projects and stand-alone Brownfield Bonus projects.

There were three QTI with Brownfield Bonus projects completed in the last three years, which created 161% more jobs, paying an average wage 108% higher than initially projected. Both the four year and 10 year economic benefit calculations represent the Brownfield bonus portion payments only. Strictly considering the Brownfield Bonus portion of the incentive (not the QTI portion), the economic benefit was 290% higher than originally projected over ten years. The substantial increase is due to the significantly higher jobs created and average wages paid. It should be noted, the job and wage values in Table 12 are also part of Table 11 under the QTI only portion of the incentive. The combined project payback, inclusive of all incentives, is shown in Table 17.

**Table 12**  
ECONOMIC BENEFITS – BROWNFIELD (QTI BONUS) TAX REFUNDS

	INITIAL PROJECTIONS	CONFIRMED PERFORMANCE	DIFFERENCE
Complete Contracts (3 Years)	3		
Jobs Created	955	2,496	161%
Average Wage	\$56,163	\$116,930	108%
State Incentive Payments (Brownfield Portion Only)	\$1,910,000	\$1,879,288	(2%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	16.69	48.20	189%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	26.86	104.71	290%

Note: One project included in this analysis created nearly triple the number of jobs than initially projected.

Under the Stand Alone Brownfield program, capital investment is a program requirement and therefore confirmed and presented here. Of the four stand-alone Brownfield Bonus projects completed in the last three years, the confirmed capital investment is slightly higher than the initial projections. These projects have generated a 10 year payback to the state that is 45% higher than the initial projections.

**Table 13**  
ECONOMIC BENEFITS – BROWNFIELD (STAND ALONE) TAX REFUNDS

	INITIAL PROJECTIONS	CONFIRMED PERFORMANCE	DIFFERENCE
Complete Contracts (3 Years)	4		
Jobs Created	510	470	(8%)
Average Wage	\$16,620	\$23,874	44%
Capital Investment	\$36,062,803	\$38,512,590	7%
State Incentive Payments (Brownfield Portion Only)	\$1,020,000	\$881,065	(14%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	15.21	18.55	22%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	17.47	25.30	45%

Note: One Stand Alone Brownfield project was not included in the economic benefits calculation due to record retention policy

**Qualified Defense and Space Contractor Tax Refund**

One QDSC project was completed in the last three years. The project fulfilled all of its requirements and received its full tax refund. Additionally, the company exceeded its projected job number and anticipated average wage, thus the state has seen a 129% greater return on its investment over four years and 140% over 10 years.

**Table 14**  
ECONOMIC BENEFITS – QUALIFIED DEFENSE AND SPACE CONTRACTOR TAX REFUND

	INITIAL PROJECTIONS	CONFIRMED PERFORMANCE	DIFFERENCE
Complete Contracts (3 Years)	1		
Jobs Created	55	62	13%
Average Wage	\$70,939	\$87,009	23%
State Incentive Payments	\$1,452,000	\$1,452,000	0%
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	6.20	14.20	129%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	11.82	28.34	140%

### **High Impact Performance Incentive**

One HIPI project was completed in the last three years and the project received both installments of its payments. The company's capital investment was 18% higher than initially anticipated and the confirmed wage was 17% higher than originally projected. These increases contributed to an increased payback to the state of 24% over four years and 26% over 10 years.

**Table 15**  
ECONOMIC BENEFITS – HIGH IMPACT PERFORMANCE INCENTIVE

	INITIAL PROJECTIONS	CONFIRMED PERFORMANCE	DIFFERENCE
Complete Contracts (3 Years)	1		
Jobs Created	230	230	0%
Average Wage	\$75,020	\$87,720	17%
Capital Investment	\$177,100,000	\$209,000,000	18%
State Incentive Payments (HIPI Portion Only)	\$3,150,000	\$3,150,000	0%
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	7.53	9.36	24%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	10.02	12.64	26%

### **Quick Action Closing Fund**

Closing Fund agreements are typically six to 10 years in duration, therefore there are only three complete QACF contracts. There were zero closing fund projects completed in the last three years (all three were completed in years prior).

### **Economic Development Transportation Fund**

Forty-Two EDTF contracts were completed in the last three years, with the State paying out eight percent less in grant funds than originally committed. Since EDTF grants represent permanent community infrastructure improvements that remain in place irrespective of the location of a business, impact analyses for projects involving only an EDTF grant are typically not compiled. Out of the forty-two EDTF contracts completed, one project also had a completed QTI. The total combined analysis is presented in Table 17 for this project.

<b>Table 16</b>			
<b>ECONOMIC BENEFITS – ECONOMIC DEVELOPMENT TRANSPORTATION FUND</b>			
	<b>INITIAL PROJECTIONS</b>	<b>CONFIRMED PERFORMANCE</b>	<b>DIFFERENCE</b>
Complete Contracts (3 Years)	42		
Jobs Created	8,083	NA	NA
Average Wage	\$39,850	NA	NA
State Incentive Payments (EDTF Portion Only)	\$36,146,728	\$33,344,960	(8%)

**Quick Response Training**

The Quick Response Training program, while also focused on new job creation, measures performance based on trainees and wages paid to these trainees. The goal is to see a documented increase in wages paid to employees trained under QRT grants. Workforce Florida measures these wage increases for several years following the training.

Thirty-one QRT contracts were completed in the past three years. These companies identified 4,249 potential trainees, while grants totaling \$3,749,862 were actually paid for 6,667 trainees. Based on the most recent data available from the Florida Education and Training Placement Information Program (FETPIP), for 2009-2010, QRT trainee wages increased more than 47 percent in the 15 months after completion of the program.

The 31 complete contracts spanned three target industries, manufacturing (16), financial and professional services (12), and infotech (3). Nine of the contracts were in distressed areas, including two in Enterprise Zones, two in rural counties, and two Brownfield Area.

**Total Project Economic Benefits – Project Approach**

The economic benefit information presented thus far is based on the investment of a single program. However, multiple State incentives are sometimes necessary to close the deal. Table 16 includes the “total project” economic benefits. This considers multiple State incentives paid for a single project, without double counting jobs or wages. There were a total of 81 projects with 85 completed incentive agreements within the last three years. Twelve projects utilized multiple incentives. Table 17 provides a summary of the economic benefits for the projects with completed incentive agreements in the past three years. The State incentive payments include all funds paid to or for the benefit of each project. Therefore, if a company received a QTI, QRT, and EDTF, all of these incentives are factored into the economic benefit analysis.

The economic benefit to the state for projects with completed contracts between July 1, 2009, and June 30, 2012, indicates a positive return to the state. The State was able to benefit from 52% more jobs than what these businesses originally committed to and made incentive payments 13% percent less than expected.

<b>Table 17</b> ECONOMIC BENEFITS – TOTAL PROJECT			
	INITIAL PROJECTIONS	CONFIRMED PERFORMANCE	DIFFERENCE
Complete Contracts (3 Years)	40		
Jobs Created	7,782	11,803	52%
Average Wage	\$37,707	\$59,896	59%
State Incentive Payments (ALL)	\$38,355,454	\$33,438,427	(13%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	6.52	12.12	86%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	10.12	21.73	115%
Note: 2 projects were not included in the economic benefits calculation due to record retention policy			

### ***Economic Benefits by Industry***

Florida's Targeted Industries are a critical component to economic development throughout the state. A review of projects with completed incentive agreements in the last three years is presented below by target industry in Table 18. The information contained within the table is central to evaluating the quality and effectiveness of the incentives geared toward targeted industries in Florida.

- Manufacturing ranks the highest in terms of number of projects completed with corporate headquarters and financial/professional services placing second and third, respectively.
- The target industry yielding the most significant payback to the State over four years is Corporate Headquarters, with a 155% increase over the projected parameters.
- For all targeted industries, the state incentives actually paid to businesses were lower than projected.
- Corporate headquarters projects yielded a significantly higher economic benefit to the State over a ten year period as compared to the economic benefits based on the committed project parameters. This is due to the increased number of jobs created and the higher wages paid, in addition to the lower incentives payments made by the State.

<b>Table 18</b> ECONOMIC BENEFITS BY INDUSTRY			
<b>MANUFACTURING</b>	INITIAL PROJECTIONS	CONFIRMED PERFORMANCE	DIFFERENCE
Complete Contracts (3 Years)	9		
Jobs Created	583	802	38%
Average Wage	\$41,044	\$53,642	31%
State Incentive Payments (ALL)	\$4,993,794	\$4,563,862	(9%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	4.37	6.76	55%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	6.78	11.64	72%

<b>Table 18</b>			
<b>ECONOMIC BENEFITS BY INDUSTRY (CONTINUED)</b>			
<b>CORPORATE HEADQUARTERS</b>	<b>INITIAL PROJECTIONS</b>	<b>CONFIRMED PERFORMANCE</b>	<b>DIFFERENCE</b>
Complete Contracts (3 Years)	7		
Jobs Created	1,649	3,236	96%
Average Wage	\$53,334	\$110,022	106%
State Incentive Payments (ALL)	\$11,896,319	\$9,711,147	(18%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	4.68	11.95	155%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	7.84	24.46	212%
<b>LIFE SCIENCES</b>	<b>INITIAL PROJECTIONS</b>	<b>CONFIRMED PERFORMANCE</b>	<b>DIFFERENCE</b>
Complete Contracts (3 Years)	2		
Jobs Created	61	71	16%
Average Wage	\$53,224	\$63,971	20%
State Incentive Payments (ALL)	\$208,800	\$180,359	(14%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	13.57	20.68	52%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	22.41	34.52	54%
<b>INFORMATION TECHNOLOGY</b>	<b>INITIAL PROJECTIONS</b>	<b>CONFIRMED PERFORMANCE</b>	<b>DIFFERENCE</b>
Complete Contracts (3 Years)	5		
Jobs Created	2,040	3,225	58%
Average Wage	\$24,492	\$27,194	11%
State Incentive Payments (ALL)	\$6,836,324	\$5,211,129	(24%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	9.47	18.54	96%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	12.82	27.27	113%
<b>AVIATION / AEROSPACE</b>	<b>INITIAL PROJECTIONS</b>	<b>CONFIRMED PERFORMANCE</b>	<b>DIFFERENCE</b>
Complete Contracts (3 Years)	2		
Jobs Created	423	528	25%
Average Wage	\$34,544	\$41,394	20%
State Incentive Payments (ALL)	\$1,202,940	\$901,371	(25%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	8.93	18.80	111%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	15.59	30.57	96%

<b>Table 18</b>			
<b>ECONOMIC BENEFITS BY INDUSTRY (CONTINUED)</b>			
<b>HOMELAND SECURITY / DEFENSE</b>	<b>INITIAL PROJECTIONS</b>	<b>CONFIRMED PERFORMANCE</b>	<b>DIFFERENCE</b>
Complete Contracts (3 Years)	3		
Jobs Created	315	371	18%
Average Wage	\$70,451	\$78,772	12%
State Incentive Payments (ALL)	\$4,807,836	\$4,729,467	(2%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	7.20	10.75	49%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	10.72	17.61	64%
<b>FINANCIAL / PROFESSIONAL SERVICES</b>	<b>INITIAL PROJECTIONS</b>	<b>CONFIRMED PERFORMANCE</b>	<b>DIFFERENCE</b>
Complete Contracts (3 Years)	6		
Jobs Created	1,721	2,356	37%
Average Wage	\$41,118	\$58,470	30%
State Incentive Payments (ALL)	\$5,157,441	\$5,036,184	(2%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	10.03	20.63	106%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	18.26	37.43	105%
<b>EMERGING TECHNOLOGIES</b>	<b>INITIAL PROJECTIONS</b>	<b>CONFIRMED PERFORMANCE</b>	<b>DIFFERENCE</b>
Complete Contracts (3 Years)	3		
Jobs Created	525	782	49%
Average Wage	\$25,707	\$36,798	43%
State Incentive Payments (ALL)	\$2,322,000	\$2,309,216	(1%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	6.89	9.55	39%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	9.58	15.06	57%
<b>NOT IN A TARGET SECTOR</b>	<b>INITIAL PROJECTIONS</b>	<b>CONFIRMED PERFORMANCE</b>	<b>DIFFERENCE</b>
Complete Contracts (3 Years)	3		
Jobs Created	465	432	(7%)
Average Wage	\$15,662	\$22,757	45%
State Incentive Payments (ALL)	\$930,000	\$795,691	(14%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	8.74	10.47	20%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	10.18	16.84	65%

**Economic Benefits in Distressed Areas**

Sixteen projects were completed in distressed areas within the last three years. These represent a significant benefit to the state by increasing the economic vitality to these communities. As previously seen, incentive payments made to these companies were lower and both confirmed jobs created and average wage were significantly higher than originally committed.

Four standalone brownfield bonus projects were completed in the last three years, three were not considered in a dedicated target industry and one was an emerging technology (distribution). The four projects yielded a significant payback to the state over both a four-year and ten-year period. These completed projects provided 470 jobs and infused nearly \$38.5 million in capital investment to these distressed areas. There were also fifteen EDTF projects completed in distressed areas.

The per job incentive paid to companies locating in distressed areas is typically higher, ranging from \$2,000 (stand-alone brownfield project) to \$8,500 (QTI in Enterprise Zone/Rural Community plus Brownfield Bonus) and the analysis demonstrates a positive economic benefit to the state over both four and ten-year periods.

<b>Table 19</b>			
<b>ECONOMIC BENEFITS IN DISTRESSED AREAS</b>			
	<b>INITIAL PROJECTIONS</b>	<b>CONFIRMED PERFORMANCE</b>	<b>DIFFERENCE</b>
Complete Contracts (3 Years)	16		
Jobs Created	3,635	6,243	72%
Average Wage	\$32,152	\$63,411	97%
State Incentive Payments (QTI)	\$21,366,654	\$18,876,773	(12%)
4 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	4.38	9.64	120%
10 Year Economic Benefit (\$ in State Tax Revenue per \$ Invested in Incentives)	6.87	18.92	176%

## PROGRAM TRENDS AND UTILIZATION

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Several trends are apparent when looking at interest in and usage of economic development incentives. These general trends are listed below. In addition in fiscal year 2012, five applications were approved for businesses identifying themselves as minority or woman-owned (1 QACF and 4 QTI).

### INCREASED PROJECT ACTIVITY

Enterprise Florida has seen an uptick in project activity as the economy starts to rebound. Many companies tightened their belts during the recession and have managed to preserve their cash reserves. As consumer and overall economic confidence increases, some of these companies are now looking to reinvest back into their operations and upgrade facilities, streamline operations, or venture into new product lines.

### FINANCING IS STILL AN ISSUE

For small and medium sized businesses, financing remains a critical need in order to expand. Capital is still tight through many traditional sources; therefore companies are seeking other resources. The State Small Business Credit Initiative program is helping to open up access to much needed capital by way of loan guarantees and other mechanisms.

### FLEXIBILITY IS KEY

Cities, counties and states across the country are being more and more creative in crafting compelling offers to attract economic development projects and meet individual company needs. In order to compete, Florida must continue to enhance the flexibility of its incentive toolkit, while at the same time maintain programs that are fiscally sound and provide a good return on taxpayer investments. The creation of Florida's State Economic Enhancement and Development Trust Fund (SEED) in 2011 is a good example of an effort to increase flexibility. The ability to utilize a single source of funding for multiple incentive programs allows leadership to address the individual needs of a specific project by using existing statutory programs, with flexibility on the funding mechanism.

### CONSIDER TWEAKING EXISTING PROGRAMS TO BE MORE COMPETITIVE

Florida's incentive programs help the State to be more competitive for highly sought after economic development projects. However, other states are often able to put forth more attractive incentive packages in terms of overall dollar value. Most companies recognize it is not just the dollar value of these incentives, but the timeliness of approvals, how the programs are structured, and the compliance process, which make a difference in the attractiveness of a particular location. Additional funding for Florida's incentive programs would make the State a more attractive option for these important projects. Other suggestions to make Florida more competitive include the following:

- *Removal of the \$7 million per business unit cap for QTI and QDSC* – Large companies with locations in many states that can rebate jobs are discouraged from creating those jobs in Florida if they have met their QTI or QDSC caps. Two companies in Florida are at or are about to reach the cap and without removal we risk losing their job growth to other states where these businesses have a presence.
- *Update the Innovation Incentive Fund Approval Process* – Currently all Innovation Incentive Fund awards must receive Legislative Budget Commission (LBC) approval before being approved. In order to speed up the approval process, the IIF could mirror the Quick Action Closing Fund process (awards up to \$2M Governor can approve, awards \$2M-5M requires consultation with the LBC Chair & Vice-Chair, awards greater than \$5M require LBC approval).

With the changing economy the Innovation Incentive Fund is no longer geared towards large projects seeking multi-million dollar deals, they are smaller companies looking for smaller amounts. We run the risk of losing important projects that are unable to wait for the next LBC meeting to occur.

- *Decrease the productivity showing for the manufacturing machinery and equipment sales tax exemption* – Currently manufacturers have to a 5% productivity showing to qualify for the manufacturing machinery and equipment sales tax exemption. Lowering the productivity showing for manufactures from 5% to 2.5% to be eligible for the manufacturing machinery and equipment sales tax exemption would help to increase Florida’s competitiveness for manufacturing projects, which occur in all regions of the State.
- *Incentive programs not utilized* – The three incentive programs (JUTC, MSII, and LGDAMG) created in 2010 designed to help stimulate the economy have been underutilized.
  - ❖ *Jobs for the Unemployed Tax Credit* – In FY 2011-12, \$5 million in credits was statutorily authorized; however, only \$33,000 in credits was actually claimed.
  - ❖ *Manufacturing and Spaceport Investment Incentive* – This incentive was intended to alleviate some of the burden on existing manufacturers who may want to purchase new machinery but would not meet the increase in output required for the general Manufacturing Machinery and Equipment sales tax exemption. Only \$550,000 in refunds have been paid to companies applying for this exemption, compared to the statutory maximum of \$43 million in allowable refunds. Some companies are still in the process of applying for their refunds; however, the maximum amount the State will end up paying based on these applications is \$2 million. A more simplified approach would be to reduce (or eliminate) the productive output requirement for manufacturers.
  - ❖ *Local Government Distressed Area Matching Grant* – The LGDAMG program was designed to attract businesses to distressed areas and allow local governments to leverage their additional resources by offering State matching funds. Through fiscal year 2012, only three awards were made from this program.

# Fiscal Year 2012 Project Information

## PROJECTS WORKED

In fiscal year 2012, 329 applications were received for the 12 primary programs and QRT. Table 20 includes a breakout of applications received, recommendations made by Enterprise Florida, approvals issued by the Office of Tourism, Trade and Economic Development (OTTED) / DEO or other agency, and contracts executed. During fiscal year 2012, the function of processing incentive applications was shifted from Enterprise Florida to DEO. This transition occurred between October 2011 and January 2012. Therefore, during several months of the year, Enterprise Florida continued to “recommend” incentive awards for approval. This transition is the reason for the low number of recommendations made compared to applications received and approvals for the same programs.

Table 20 also includes the number of projects represented by these incentives. For example, 329 applications were received on behalf of 267 different projects, since some projects submit applications for multiple incentives. EDTF projects resulting from a line item appropriation by Legislative members are not included in the project totals since these are not considered traditional economic development projects and may or may not be tied to job creation and capital investment.

	APPLICATIONS RECEIVED	RECOMMENDATIONS MADE	APPROVALS (CERTIFICATIONS)	CONTRACTS EXECUTED
QTI	161	37	101	76
QTI with Brownfield Bonus	24	10	20	17
QACF	39	14	29	18
QRT <sup>11</sup>	27	NA	27	27
Brownfield Bonus (stand-alone)	26	11	19	13
EDTF <sup>12</sup>	15	8	12	9
MSII	11	NA	11	NA
JUTC	9	NA	5	NA
CITC	6	3	5	NA
HIPi	5	1	1	2
IIF	4	1	2	1
LG DAMG	2	NA	3	1
QDSC	0	1	1	1
<b>TOTAL (APPLICATIONS)</b>	<b>329</b>	<b>86</b>	<b>236</b>	<b>165</b>
<b>NUMBER OF UNIQUE PROJECTS</b>	<b>267</b>	<b>70</b>	<b>191</b>	<b>121</b>

<sup>10</sup> NA denotes the corresponding step does not apply for this program.

<sup>11</sup> QRT projects have been included here in summary form but are not included in the subsequent charts.

<sup>12</sup> There was one application for an EDTF “member” project, which was also approved and an agreement executed.

The incentive 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 phenomenon is the primary reason for the difference in applications, approvals, recommendations, and contracts. In addition, Enterprise Florida works closely with businesses through the incentives process and if a company is believed to be ineligible for a specific incentive, that information is conveyed as early as possible so as to not waste the time of the company in filling out an application. This approach also leads to efficiencies in incentive processing. Of the incentive applications received by Enterprise Florida during the first half of 2012 (the time when applications were still being recommended to OTTED / DEO), 3 were not recommended (1 QTI, 1 HIPI, and 1 QACF).

## EXECUTED AGREEMENTS

All of the State incentives reported on here require the business to enter into a performance agreement with the State of Florida. Exceptions are sales tax credits and exemptions, which are utilized upon a taxable event after approval by the State. Grants to local governments are overseen by performance agreements with the government applicant.

Table 21 summarizes the job, capital investment and average wage commitments for businesses with incentive agreements executed by DEO in fiscal year 2012 (excludes QRT agreements, which totaled an additional \$5,899,332 for this group of projects). This table also includes the value of State incentives associated with these executed agreements and the required local financial support commitments by Florida cities and counties.

Table 21 SUMMARY OF FY 2012 EXECUTED AGREEMENTS					
NUMBER OF PROJECTS	CONTRACTED NEW JOBS	EXPECTED CAPITAL INVESTMENT	CONTRACTED AVERAGE ANNUAL WAGE	MAXIMUM STATE INCENTIVE PAYMENTS	LOCAL FINANCIAL SUPPORT COMMITMENTS <sup>13</sup>
122	13,558	\$1,877,024,715	\$49,397	\$71,946,285	\$8,953,140

Some of these projects may take advantage of other incentives not included in the \$71.1 million since this represents the value of those agreements executed during the previous fiscal year. A breakdown by project is included in Appendix C<sup>14</sup>. This list is as complete as possible, given the data available from various State agencies, including DEO and Workforce Florida, and the fact that some incentives are awarded after jobs are created such as the Enterprise Zone Jobs Tax Credit. Enterprise Florida and DEO assume these other incentives are taken advantage of at their maximum potential value. This is the most fiscally conservative approach in order to ensure the statutory payback ratio requirements are met. The local incentives listed are minimum amounts expected to be provided for each project. In some cases the community may offer incentives above and beyond what is required to leverage State funds. These values have been included wherever possible.

<sup>13</sup> The 2011 Incentives Report included estimated incentives offered by local communities. For 2012, this information has been limited to the statutorily required local financial support for the QTI, QDSC, and Brownfield Bonus incentives.

<sup>14</sup> While §288.907, F.S. requires disclosure of the average committed to be paid for these projects, Florida's economic development confidentiality statute, §288.075, F.S., prohibited releasing wage information for active incentive agreements prior to July 1, 2012. Several incentive agreements were executed during the fiscal year, which have since been terminated (therefore are no longer "active"). The wages for these projects have been disclosed as required in Appendix C.

Table 22 provides a breakdown of the maximum State incentive payments by program type for the incentive agreements executed in fiscal year 2012.

<b>Table 22</b> MAXIMUM INCENTIVE AWARDS – CONTRACTS EXECUTED IN FY 2012	
<b>PROGRAM</b>	<b>MAXIMUM INCENTIVE AWARDS</b>
QTI	\$29,356,160
Brownfield Bonus	\$6,592,000
<i>With QTI</i>	<i>\$3,080,000</i>
<i>Stand Alone</i>	<i>\$3,512,000</i>
QACF <sup>15</sup>	\$14,358,000
<i>Escrowed</i>	<i>\$10,215,000</i>
<i>Payable to business</i>	<i>\$4,143,000</i>
HIPI	\$8,140,000
EDTF	\$11,106,125
<i>Traditional</i>	<i>\$7,106,125</i>
<i>Member Projects</i>	<i>\$4,000,000</i>
QDSC	\$1,744,000
IIF	\$600,000
LGDAMG	\$50,000
<b>Total – DEO Managed Programs</b>	<b>\$71,946,285</b>
QRT awards for these 122 projects	\$2,135,477
Value of contracts executed in other fiscal years for these 122 projects	\$14,987,606
<b>Total – incentives under contract for all projects listed in Appendix C</b>	<b>\$89,069,368</b>

### Industry Analysis

The majority of Florida's incentive programs are focused on job growth within specific target industries. In fiscal year 2012, the majority of DEO's executed incentive agreements were with businesses in these target industries. The exception is several stand-alone Brownfield Bonus projects. Table 23 provides additional details on the contracts executed by industry.

<sup>15</sup> QACF payments are often held in an escrow account managed by Enterprise Florida until the business has reached substantial project milestones. The figures here represent funds flowing through the EFI escrow account ("Escrowed") compared to those expected to be paid to the businesses directly ("Payable to Business").

**Table 23**  
INCENTIVE PROJECT COMMITMENTS BY INDUSTRY

INDUSTRY	NUMBER OF PROJECTS	CONTRACTED NEW JOBS	EXPECTED CAPITAL INVESTMENT	CONTRACTED AVERAGE ANNUAL WAGE
Manufacturing	38	2,474	\$425,931,344	\$37,352
Corporate Headquarters	23	2,316	\$244,403,500	\$62,532
Financial / Professional Services	16	4,707	\$221,419,709	\$46,620
Information Technology	12	1,145	\$135,975,713	\$55,024
Not in a Target Industry	7	385	\$41,388,550	\$23,777
Aviation / Aerospace	6	821	\$207,783,000	\$56,194
Emerging Technologies	5	665	\$236,194,008	\$40,655
Life Sciences	5	770	\$43,358,344	\$68,388
Clean Technologies	4	183	\$298,881,547	\$50,900
Research and Development	4	62	\$7,009,000	\$68,717
Homeland Security / Defense	2	30	\$14,680,000	NA <sup>16</sup>
<b>TOTAL</b>	<b>122</b>	<b>13,558</b>	<b>\$1,877,024,715</b>	<b>\$49,397</b>

In fiscal year 2011, 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 §288.106(2)(t)6., F.S. The review concluded with no substantive changes to the industries that comprise the list. However, the format was revised to be consistent with how Enterprise Florida markets the State as a business location of choice and also to better reflect current industry nomenclature. The new target industry list is included in Appendix A of this report.

**Distressed Areas**

Of the 122 projects with executed incentive agreements in fiscal year 2012, 46 of these were in distressed areas, including rural communities, Brownfield areas, Enterprise Zones, and distressed urban areas. These projects are committing to create 4,616 new jobs and are expected to invest more than \$886 million into these blighted areas. Table 23 shows the breakdown of these projects by area.

*Businesses locating or expanding in distressed areas represent 34% of the expected new job creation under contract in fiscal year 2012*

**Table 24**  
ACTIVITY IN DISTRESSED AREAS

	RURAL	NON-RURAL	TOTAL
Brownfield Area	3	21	24
Enterprise Zone	6	6	12
Brownfield Area and Enterprise Zone	1	5	6
General Economic Distress	3	1	4
<b>Total</b>	<b>13</b>	<b>33</b>	<b>46</b>

<sup>16</sup> Wage not disclosed due to confidentiality since there are only two projects in this industry.

### Economic Recovery Extension

In 2010, the Florida Legislature extended the Economic Recovery Extension (ERE) for existing QTI businesses. This extension allows businesses affected by an economic downturn in their industry, hurricanes or named tropical storms, or specific terrorist attacks to receive additional time to meet their job creation commitments. In fiscal year 2012, 37 businesses were approved for Economic Recovery Extensions.

### Amending Tax Refund Agreements

In 2002, a statutory change requiring a December 31 job creation date and a subsequent January 31 claim submission deadline were established for QTI and QDSC in order to streamline the claims payment process. In addition, tax refunds for these projects now require that the refund be paid from funds appropriated for the following fiscal year. Economic Recovery Extension recipients operating under the old contracts have been migrated to the new contract timing, which led to a significant increase in the number of contracts requiring December 31 job creation since 2004. As of now, virtually all active QTI contracts are based on December 31 job creation schedules.

## INCENTIVE PAYMENTS

During fiscal year 2012, the State paid a total of \$71,963,169.04 between the QTI, Brownfield Bonus, Closing Fund, QDSC, Innovation Incentive, HIPI, and EDTF programs. One-hundred nineteen payments were made to or on behalf of 103 projects. Table 25 includes the number of net new to Florida jobs the State is confirmed to have been created as well as the confirmed average wage for the businesses receiving incentive payments and the total local incentive contributions made during the year (this is a minimum value). The local incentives consist primarily of cash paid to the State and subsequently refunded to the business. Several projects were recipients of ad valorem tax abatements, which were used as the match for the QTI refunds. These local incentives have been included in the local incentive payments data below. Further information on individual businesses receiving payments is included in Appendix D.

<b>Table 25</b> SUMMARY OF FY 2012 INCENTIVE PAYMENTS			
NUMBER OF PROJECTS	CONFIRMED NEW JOBS	CONFIRMED AVERAGE ANNUAL WAGE	LOCAL INCENTIVE PAYMENTS
103	13,074	\$69,417.52	\$1,362,411.06

Table 26 shows a summary of the total payments (state portion) made by program. Specific information on tax credits claimed is not included here due to the lag of information between a fiscal year and when credits are claimed. In addition, the information for specific businesses claiming credits under the CITC program is considered confidential per §213.053, F.S. Aggregate information for the most recent fiscal years for credits claimed is contained in Table 4.

<b>Table 26</b>	
<b>INCENTIVE PAYMENTS – FISCAL YEAR 2012</b>	
<b>INCENTIVE</b>	<b>TOTAL FY 2012 PAYMENTS</b>
Innovation Incentive	\$37,925,000
QACF	\$19,357,700
<i>Paid into escrow</i>	<i>\$14,814,200</i>
<i>Paid to businesses</i>	<i>\$3,793,500</i>
<i>Returned to the State<sup>17</sup></i>	<i>\$750,000</i>
EDTF	\$7,866,469.28
<i>Traditional</i>	<i>\$6,607,383.53</i>
<i>Member Projects</i>	<i>\$1,259,085.75</i>
QTI	\$4,558,534.26
Brownfield Bonus	\$1,011,865.50
<i>QTI bonus</i>	<i>\$674,410.00</i>
<i>Stand-alone</i>	<i>\$337,455.50</i>
HIPi	\$1,000,000
QDSC	\$243,600.00
Total – incentive payments for all projects listed in Appendix D	\$71,963,169.04

All of Florida’s incentives are performance-based to varying degrees. Each business receiving a payment had to provide documentation to the State demonstrating they met the contractual requirements to receive a payment. As previously discussed, occasionally Enterprise Florida will recommend incentive funds be placed into an escrow account, which protects State funds while allowing a business sufficient time to meet appropriate performance requirements.

<sup>17</sup> Funds were repaid to the State after the company decided not to proceed with the full scale project.

## CASE STUDIES

### ADT Corporation

**Target Sector:** Corporate Headquarters

**Location:** Boca Raton, Palm Beach County

**Overview:**

Headquartered in Boca Raton, ADT is a leader in the electronic security, interactive home and business automation and alarm monitoring services industry in the U.S. and Canada, with 6.4 million customers and nearly 16,000 employees. With 200 locations across the U.S. and Canada, ADT maintains the industry's largest sales, installation and service field force. In November 2012, ADT announced it will expand its headquarters in Boca Raton (second expansion in two years) creating 120 new jobs and investing \$6.4 million.

**Employee Success: Eddie Celestin, IT Media Engineer**

After serving our country as a company commander for the United States Army, which included two deployments to Iraq, and as the creative director at Poweri Technologies, Inc., Eddie Celestin joined ADT IT media engineer in October 2012. His previous experience and supervised high standards of discipline, strength management, maintenance, accountability and readiness prepared him well for success in his new position with ADT. In his role, Eddie develops and maintains web applications on various ADT websites, mobile and micro sites. He coordinates and implements marketing sales campaigns for ADT websites. In addition, he is responsible for debugging and implementing industry standard solutions to sustain site performance.

<b>Incentives:</b>	QTI:	\$840,000	QACF:	\$400,000
	County Grant:	\$200,000	QRT:	\$180,000

### Prime Therapeutics, LLC

**Target Sector:** Life Sciences

**Location:** Orlando, Orange County

**Overview:**

Headquartered in St. Paul, Minn., Prime Therapeutics is a pharmacy benefit management company dedicated to providing innovative, clinically-based, cost-effective pharmacy solutions for clients and customers nationwide. With nearly \$12 billion in annualized drug spend under management, Prime is the fourth largest pharmacy benefit manager in the nation. In October 2012, Prime Therapeutics announced it will create 213 new full time jobs as part of its expansion of its pharmacy fulfillment and back-office administrative functions in Florida. The company will invest approximately \$8.9 million in the renovation of a 55,000 square foot facility in the City of Orlando. In addition to the facility, the company will invest \$9.2 million on manufacturing equipment.

**Employee Success: Tiffany Lebron, Cash Application Specialist**

After being out of work for nearly two years, all Tiffany Lebron was looking for an opportunity to get back into her chosen career field and passion. In her current position as a Cash Application Specialist, Tiffany is responsible for reconciling all batches and payment transactions on a daily basis to ensure that all transactions are properly recorded in the accounts receivable source system and general ledger. After coming on board with Prime Therapeutics, Tiffany soon recognized she was surrounded by a management team that believed in her abilities and what she could provide to the company. She also discovered that being employed at Prime Therapeutics made her realize that there was much more out there with bigger goals to follow.

<b>Incentives:</b>	QTI:	\$639,000	QRT:	\$319,500
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**Green Circle Bio Energy, Inc.**

**Target Sector:** Cleantech  
**Location:** Cottondale, Jackson County  
**Overview:**

Green Circle Bio Energy Inc., a subsidiary of Sweden based JCE Group AB, is a Florida based corporation that produces high energy density wood pellets that are used in power plants throughout Europe. In December 2006, Green Circle Bio Energy announced the selection of Jackson County as the site for its new manufacturing facility. The county proved to be the perfect location because it offered a combination of ideal geographical and logistical conditions, as well as an ample supply of locally available raw materials. The new facility would create 51 new jobs and bring a \$100 million investment into the area. At the time of its opening in early 2008, the 225 acre facility was the world's largest operating pellet plant, producing more than 500 tons of pellets per year.

Since beginning full production in 2008, Green Circle Bio Energy has proved to be an excellent example of a project that has exceeded its incentive based goals. When first established and with incentive packages secured, Green Circle Bio Energy was required to create 51 new jobs with an average wage of \$33, 293. **As of 2011, the company has created a confirmed 79 jobs with an average wage of \$55, 381.**

**Incentives:** EDTF: \$1,020,000  
 RIF: \$675,000  
 QTI: \$357,000

\*Actual QTI award was reduced due to the amount of confirmed taxes paid

**Mindtree**

**Target Sector:** Information Technology  
**Location:** Gainesville, Alachua County  
**Overview:**

Established in 1999 by ten industry professionals from Cambridge Technology Partners, Lucent Technologies, and Wipro, Mindtree Limited is a global information technology solutions company with revenues of more than \$400 million. Currently co-headquartered in Warren, New Jersey, and Bangalore, India, it has three development centers in India and 15 offices in Asia, Europe, and the United States. After considering site locations in South Carolina and Alabama, Mindtree officials selected Gainesville as the site for its United States expansion, bringing 400 new jobs over the next five years and making a \$2.925 million capital investment into the area. Mindtree ultimately selected Gainesville for the area's innovative workforce talent, community spirit and unparalleled quality of life.

**Employee Success: Tara Parkins, Programmer**

Growing up in Florida, Tara Parkins knew from a young age that she only wanted to study at the University of Florida. Years later and at UF, Tara immersed herself in interdisciplinary studies between the Computer Sciences and Engineering school and the Fine Arts department. As her graduation neared, she hoped to stay in Florida. Tara first learned of Mindtree when the company targeted the perfect venues to reach students: The Career Resource Center and the CISE Bits & Bytes Blog, which was garnering increasing word-of-mouth recognition amongst UF students. Utilizing Florida's excellent job resource, EmployFlorida.com, Tara applied for a programming position with Mindtree. Shortly after graduation, she was "extended an offer to join the Mindtree family" and particularly intrigued by the use of the word "family." It was not a routine automated offer letter to join a big business; it was a thoughtful and sincere welcoming to a company that cares. In just a small amount of time, Tara has already learned and grown from Mindtree's technical training. The company's expert teachers have instructed her on industry best practices and methodologies, new programming techniques, and top problem-solving strategies delivering personalized, quality training that cannot be received anywhere else.

**Incentives:** QTI: \$1,200,000 QACF: \$950,000  
 QRT: \$800,000 Local Incentives: \$2,050,000

## Additional Program Reports

Other State incentives and resources are critical components of Florida's economic development toolkit. Each of these programs has its own goals, objectives, and performance measures. Since these programs are vastly different from the traditional economic development incentives already discussed, the information presented here reflects a summary of each program's performance.

### DEO – DIVISION OF COMMUNITY DEVELOPMENT

#### Black Business Loan Program

In 2007, the Legislature enacted the Florida Black Business Investment Act, which established the Black Business Loan Program within OTTED. On October 1, 2011, the program was transferred to DEO. Annually, DEO certifies program administrators, known as Black Business Investment Corporations (BBICs). The BBICs use program funds to make loans, loan guarantees, and investments to black business enterprises that cannot obtain capital through conventional lending institutions.

<b>Table 27</b>					
<b>BLACK BUSINESS LOAN PROGRAM</b>					
<b>FLORIDA STATUTE:</b>		288.7102 – 288.714, F.S.			
<b>INCEPTION DATE:</b>		2007 (Current Version)			
<b>FISCAL YEAR</b>	<b>NUMBER OF CERTIFICATIONS</b>	<b>CONTRACT AMOUNTS</b>	<b>NUMBER OF LOANS/LOAN GUARANTEES</b>	<b>AMOUNT OF LOANS/LOAN GUARANTEES</b>	<b>PROJECTED NUMBER OF JOBS CREATED</b>
2011/2012	7	\$325,000.00	16	\$884,964.25	33
2010/2011	9	\$250,000.00	67	\$2,824,791	59
2009/2010	9	\$261,333.32	91	\$2,732,743	132
2008/2009	9	\$591,133.34	92	\$2,893,667	171
<b>TOTALS</b>	<b>34</b>	<b>\$1,427,466.66</b>	<b>266</b>	<b>\$9,336,165.25</b>	<b>395</b>

#### Community Contribution Tax Credit Program

The Community Contribution Tax Credit Program (CCTCP) provides a financial incentive (tax credit or sales tax refund) to encourage Florida businesses to make donations toward community development and housing projects for low-income persons. Businesses located anywhere in Florida that make donations to approved community development projects may receive a tax credit or sales tax refund equal to 50 percent of the value of the donation.

<b>Table 28</b>					
<b>COMMUNITY CONTRIBUTION TAX CREDIT PROGRAM</b>					
FLORIDA STATUTE:		212.08 (5) (p); 220.183; and 624.5105, F.S.			
INCEPTION DATE:		1982			
FISCAL YEAR	NUMBER OF APPROVALS	NUMBER OF DENIALS	AMOUNT OF TAX CREDITS	COMMUNITY DEVELOPMENT PROJECTS	HOUSING
2011/12	333	1	\$14.0 million	24	41
2010/11	308	3	\$14.0 million	19	41
2009/10	308	2	\$14.0 million	20	38
2008/09	351	1	\$16.5 million	21	39
2007/08	286	3	\$14.0 million	22	33
2006/07	283	6	\$14.0 million	19	27
2005/06	285	0	\$12.0 million	16	29
2004/05	251	0	\$10.0 million	6	23
2003/04	285	5	\$10.0 million	11	22
2002/03	359	7	\$10.0 million	21	30
2001/02	323	1	\$10.0 million	21	23
2000/01	224	0	\$6.1 million	24	15
1999/00	198	2	\$5.1 million	30	10
1998/99	170	1	\$5.0 million	25	7
1997/98	69	0	\$2.0 million	18	2
1996/97	81	4	\$2.0 million	13	3
1995/96	75	1	\$2.0 million	15	3
<b>TOTALS</b>	<b>4,189</b>	<b>37</b>	<b>\$160.6 million</b>	<b>325</b>	<b>386</b>

**Economic Gardening Loan Pilot Program**

The purpose of the Economic Gardening Loan Pilot Program is to stimulate investment into Florida’s economy by providing loans to expanding second stage businesses in the state.

<b>Table 29</b>				
<b>ECONOMIC GARDENING LOAN PILOT PROGRAM</b>				
FLORIDA STATUTE:		288.1082, F.S.		
INCEPTION DATE:		2009 Special Session A		
NUMBER OF LOANS MADE	NUMBER OF APPLICATIONS DENIED	AMOUNT OF LOANS MADE TO DATE	INTEREST EARNED ON LOANS MADE	ECONOMIC BENEFITS
43	57	\$7,875,000.00 <sup>18</sup>	\$248,313.00	161 jobs created 910 jobs retained

**Florida Small Business Credit Initiative**

Florida was awarded \$97.6 million to establish the program that increases access to capital for small businesses. Florida was approved to operate a Capital Access Program (CAP), a Venture Capital Program and a Small Business Loan Support Program.

<sup>18</sup> Corrected figure from the 2011 Incentives Report.

<b>Table 30</b>			
<b>FLORIDA SMALL BUSINESS CREDIT INITIATIVE</b>			
FLORIDA STATUTE:		The Legislative Budget Commission approved the federal grant and established budget authority to allow the Department of Economic Opportunity to administer the State Small Business Credit Initiative on 9/30/2011.	
INCEPTION DATE:		December 2011	
FLORIDA CAPITAL ACCESS PROGRAM BUDGET	VENTURE CAPITAL BUDGET	SMALL BUSINESS LOAN SUPPORT BUDGET	ECONOMIC BENEFITS
\$10.9 million	\$43.5 million	\$43.2 million	In aggregate these programs are required to leverage 10 private dollars for every public dollar spent. Therefore the program anticipates leveraging \$970 million capital for small businesses in Florida.

### Manufacturing Extension Partnership

The Florida Manufacturing Extension Partnership (Florida MEP) supports the economic growth of Florida manufacturing businesses and communities. This program provides technical and business assistance for manufacturers in order to leverage federal and private resources. The focus of MEP is market penetration and creating economic impact for manufacturers.

<b>Table 31</b>		
<b>MANUFACTURING EXTENSION PARTNERSHIP</b>		
FLORIDA STATUTE:		General Appropriations Act
INCEPTION DATE:		2008
FISCAL YEAR	CONTRACT AMOUNT	NEW JOBS CREATED
2011/2012	\$500,000.00	275
2010/2011	\$500,000.00	287
2009/2010	\$500,000.00	47
2008/2009	\$500,000.00	n/a
TOTALS	\$2,000,000.00	609

### New Markets Development Program

The New Markets Development Program was created in 2009 to encourage capital investment in low income communities. Tax payers earn credits against specified taxes by making qualified investments into federally registered Community Development Entities which in turn make investments in qualified low income community businesses. In July 2012, an additional \$66.3 million in tax credits was approved. Information on this allocation of credits will be in next year's incentives report.

<b>Table 32</b>				
<b>NEW MARKETS DEVELOPMENT PROGRAM</b>				
FLORIDA STATUTE:		288.9912 - 288.9922, F.S.		
INCEPTION DATE:		2009		
TOTAL AMOUNT OF CAPITAL INVESTMENT	TOTAL TAX CREDITS AWARDED	NUMBER OF INVESTMENTS IN LOW INCOME COMMUNITIES	AMOUNT INVESTED *	ECONOMIC BENEFITS
\$250,000,000	\$97,500,000	23	\$162,652,700	30 jobs created @ \$63,924 avg wage 1,020 jobs retained @ \$48,136 avg wage

### Regional Rural Development Grant Program

The Rural Regional Staffing Initiative was created in 1996 to award matching grants to regional organizations created by rural counties for the purpose of operating economic development activities to benefit their areas. Although these grants were funded as part of the Rural Community Development Revolving Loan Fund in fiscal year 1996-1997, no distributions were made during that fiscal year. The Initiative was reauthorized for fiscal year 1997-1998. Additional funds were provided by the Florida Legislature in the 1998-99 General Appropriations Act.

Enterprise Florida administered the Regional Rural Development Grant Program from July 1, 1996 through September 30, 2011. On October 1, 2011, the program was transferred to DEO.

Table 33 REGIONAL RURAL DEVELOPMENT GRANT PROGRAM			
FLORIDA STATUTE:		288.018, F.S.	
INCEPTION DATE:		1996	
FISCAL YEAR	NUMBER OF APPROVALS	AMOUNT OF AWARDS	ECONOMIC BENEFITS
2011/2012 <sup>19</sup>	2	\$135,000	Enhancements to the staffing abilities of regional economic development organizations serving within the rural areas of Florida.  Staff members have received scholarships to attend training workshops and participate in site visits and familiarization tours.
2010/2011	11	\$587,500	
2009/2010	6	\$458,285	
2008/2009	5	\$250,000	
2007/2008	5	\$242,138	
2006/2007	4	\$235,000	
2005/2006	4	\$197,500	
2004/2005	4	\$284,300	
2003/2004	4	\$279,000	
2002/2003	4	\$259,000	
TOTALS	49	\$2,927,723	

### Rural Community Development Revolving Loan Fund

The Rural Community Development Revolving Loan Fund Program provides financial assistance to units of local governments, or economic development organizations within a rural county or community, in the form of either a loan or loan guarantee. The purpose of the program is to provide financial assistance for a specific project that will lead to the creation of new jobs that maintains or increases the economic vitality of Florida’s rural counties.

Table 34 RURAL COMMUNITY DEVELOPMENT REVOLVING LOAN FUND			
FLORIDA STATUTE:		288.065, F.S.	
INCEPTION DATE:		1996	
YEARS	NUMBER OF APPROVALS	AMOUNT OF AWARDS	ECONOMIC BENEFITS
1997 - 2011	17	\$6,056,727	Funding was used to attract businesses retain jobs, and make capital improvements to help attract businesses. Examples include: <ul style="list-style-type: none"> <li>• Family Dollar distribution center in Jackson County</li> <li>• Green Circle Energy in Jackson County</li> </ul>

<sup>19</sup> Corrected figures from the 2011 Incentives Report.

## Rural Infrastructure Fund Program

The Rural Infrastructure Fund (RIF) program was created to facilitate the planning, preparing, and financing of infrastructure projects in rural communities that encourage job creation, capital investment, and the strengthening and diversification of rural economies. Awards are limited to 30% of the total infrastructure project cost, (40% for a “rural catalyst site”) and provide funding for three types of projects:

- Total Participation Grants – used to fill 'gaps' in infrastructure funding from other sources.
- Feasibility Studies – used to develop the base line data and plans needed before applications for significant economic development funding can be submitted.
- Preclearance Review – provides access to the resources of Section 403.973(19), F.S. providing surveys and other materials necessary for preparing sites for significant economic development projects.

**Table 35**  
RURAL INFRASTRUCTURE FUND PROGRAM

FLORIDA STATUTE: 288.0655, F.S.			
INCEPTION DATE: 2001			
FISCAL YEAR	NUMBER OF APPROVALS	AMOUNT OF AWARDS	ECONOMIC BENEFITS
2011/2012	3	\$1,581,244	Feasibility and engineering studies for the NW RACEC and NC RACEC Catalyst Sites and Gadsden County Equestrian Facility.
2010/2011	4	\$1,100,000	Projected capital investment of \$6,350,000 for one total participation grant. Remaining three grants are feasibility studies.
2009/2010	6	\$1,150,000	Feasibility studies -
2008/2009	10	\$4,700,000	Projected capital investment - Two feasibility study grants totaling \$336,000 awarded to two Rural Areas of Critical Economic Concern (RACEC) for broadband studies resulted in a combined award of approximately \$54 million in federal funding to expand broadband access in Florida's three designated RACECs.
2007/2008	5	\$1,834,186	Projected capital investment:
2006/2007	11	\$4,233,548	Projected capital investment:
2005/2006	8	\$3,060,301	Projected capital investment:
2004/2005	7	\$2,416,005	Projected capital investment:
2003/2004	4	\$492,300	Projected capital investment:
2002/2003	6	\$1,366,165	Projected capital investment:
2001/2002	11	\$4,297,355	Projected capital investment:
<b>TOTALS</b>	<b>75</b>	<b>\$26,231,104</b>	

### Enterprise Zone Incentives

The Florida Enterprise Zone Program offers businesses located in enterprise zones corporate and sales tax credits for hiring residents of the zones. Sales tax refunds are offered to businesses located in the zone that purchase building materials and business equipment for use in the zone. Corporate tax credits are available to new and expanding businesses that locate or expand their facilities in a zone. In some zones, a sales tax exemption on electrical energy is available to new businesses locating there. In addition to these state incentives, local governments also provide a number of incentives to attract new businesses, as well as to help existing businesses expand. Table 5 includes the amount of annual credits and refunds approved under the various Enterprise Zone programs. The Enterprise Zone Program reporting period is October 1 to September 30.

Table 36 ENTERPRISE ZONE INCENTIVES					
FLORIDA STATUTE: 212.096, 220.181, 220.182, 212.08(5)(g), 212.08(5)(h), 212.08(15), 212.08(5)(p), 220.183, 624.5105, 196.095					
INCEPTION DATE: 1995 (Current Version)					
FISCAL YEAR	NEW BUSINESSES	NEW JOBS CREATED	BUSINESSES RECEIVING TECHNICAL ASSISTANCE	STATE EZ INCENTIVES APPROVED	LOCAL EZ INCENTIVES APPROVED
2010/11	4,103	11,559	5,618	\$22,950,900	\$33,091,214
2009/10	7,559	6,784	9,056	\$67,602,482	\$19,975,176
2008/09	3,104	9,073	11,708	\$45,351,441	\$11,577,451
<b>TOTALS</b>	<b>14,766</b>	<b>27,416</b>	<b>26,382</b>	<b>\$135,904,823</b>	<b>\$64,643,841</b>

### Rural Job Tax Credit Program

In calendar year 2011, four businesses were approved for Rural Job Tax Credits totaling \$431,000. These four companies created 431 new jobs within Florida's rural areas. The four recipients are listed below.

- Liberty Highlands, LLC
- Pilgrim's Pride Corporation
- Omni Hotels Management Corporation
- Thule, Inc.

### Urban Job Tax Credit Program

In calendar year 2011, 12 businesses were approved for Urban Job Tax Credits totaling \$790,500. These 12 companies created 589 new jobs within Florida's urban areas and are listed below.

- Braman Motors, Inc.
- Riva Motorsports Miami, Inc.
- BVHG 50<sup>th</sup> Street, LLC
- T. T. of Eatonville Inc.
- BVHG 5905 International Management
- T. T. of Orlando, Inc.
- Goodwill Industries of North Florida
- Target Corporation
- LSREF Orange OPS (Orlando), LLC
- Team Fan Shop Fulfillment
- Palace Laundry, Inc., d/b/a Linens of the Week
- Zlos Enterprises, Inc., d/b/a Miss Trendy

## FINANCING PROGRAMS

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### Florida Opportunity Fund

The Florida Opportunity Fund was created because the Florida Legislature found there was a need to increase the availability of seed capital and early stage venture equity capital for emerging companies in Florida, including, without limitation, enterprises in life sciences, information technology, advanced manufacturing processes, aviation and aerospace, homeland security and defense, as well as other strategic technologies.

Legislation passed by the Florida Legislature in 2007, which created Sections 288.9621-288.9625 of the Florida Statutes, collectively referred to as the Florida Capital Formation Act, provided for the creation of the Florida Opportunity Fund, initially as a fund of funds program that invests in venture capital funds. In 2009, The Florida Legislature expanded the Florida Opportunity Fund's mandate under the Florida Capital Formation Act to create direct investment programs that invest in businesses and infrastructure projects.

The Florida Opportunity Fund receives administrative services from Enterprise Florida and investment management services from Florida First Partners (FFP). FFP is a joint venture between Arsenal Venture Partners (AVP) and the Credit Suisse Customized Fund Investment Group (CFIG). Formerly known as MILCOM Venture Partners, AVP is a leading Florida fund manager and venture capital firm that has invested in companies in the power, energy, communications, software and materials science sectors. CFIG is the leading primary private equity fund-of-funds investment group of global banking giant Credit Suisse. CFIG also manages in-state private equity investment programs in Ohio, Michigan, Indiana, New York and Oregon.

As of June 30, 2012, the Florida Opportunity Fund was comprised of three programs – 1) the Fund of Funds Program, 2) the Clean Energy Investment Program and 3) the Florida Venture Capital Program:

### FUND OF FUNDS PROGRAM

Launched in 2008, the Fund of Funds Program was created to realize significant long-term capital appreciation by identifying and investing in a diversified, high-quality portfolio of seed and early stage venture capital funds that target (in whole or in part) investment opportunities within Florida.

The State of Florida provided \$29.5 million to capitalize the Fund of Funds Program. As of June 30, 2012, \$27.0 million out of the \$29.5 million had been committed to six venture capital funds and approximately \$8.4 million had been funded. These six venture funds were:

- Inflexion Fund II, a fund with offices in Orlando, Gainesville, and Tampa that focuses on seed or early-stage medical technology, clean technology and information technology. In September 2009, Florida Opportunity Fund announced its \$4.0 million commitment to this fund.
- New Enterprise Associates, a fund with a long track record of success in financing startup companies in Florida. In November 2009, Florida Opportunity Fund announced its \$4.0 million commitment to this fund.
- Harbert Venture Partners, a fund that focuses on early-stage information technology and biotech opportunities. In January 2010, Florida Opportunity Fund announced its \$4.0 million commitment to this fund.
- 5AM Ventures III, a bioscience venture capital fund whose managing partner is the former chairman of The Scripps Research Institute. In February 2010, Florida Opportunity Fund announced its \$3.0 million commitment to this fund.

- Stonehenge Growth Equity, a fund that includes a team in Tampa that has focused on early-stage ventures in Florida for the past decade, investing in more than 17 Florida companies. In March 2010, Florida Opportunity Fund announced its \$4.0 million commitment to this fund.
- HIG BioVentures, a bioscience venture capital fund based out of Miami. Florida Opportunity Fund committed \$4.0 million to this fund in January 2011.

The participating funds are performing well, providing approximately \$2.2 million in returns since the program's inception. Investments by participating funds have also generated approximately \$226 million in additional co-investment from outside equity partners and 328 Florida-based employees have been positively impacted by this investment.

### **CLEAN ENERGY INVESTMENT PROGRAM**

Launched in 2010, the Clean Energy Investment Program (CEIP) was created to promote the adoption of energy efficient or renewable energy (EE/RE) products and technologies in Florida by providing funding to businesses to increase the use of EE/RE technologies, equipment and materials in the State. The Florida Energy & Climate Commission provided approximately \$36.1 million to capitalize the CEIP.

Examples of possible structures for funding opportunities include project financing, asset-based lending, mezzanine financing and equity investments. The Program's Focus Areas for investment are:

- Facility and Equipment Improvement – Implementing, expanding, upgrading or demonstrating energy efficient products, equipment and materials for use by companies in their existing facilities and buildings in Florida.
- Renewable Energy Products – Acquiring, upgrading or demonstrating small-scale renewable energy products, equipment and materials for use by companies in their operations in Florida.
- Process Improvement – Determining potential energy efficiencies and then executing actions to reduce consumption or increase the efficient use of energy in existing production, manufacturing, assembly or distribution processes, including the purchase of equipment and materials to make processes more energy efficient.

The CEIP may invest alongside additional private capital that will allow funding for activities beyond those permitted by the CEIP. The CEIP targets funding opportunities ranging from \$500,000 to \$5.0 million. As of the fiscal year ended June 30, 2012, eight direct investment commitments had been made which fully committed the program's funding.

### **FLORIDA VENTURE CAPITAL PROGRAM**

In late 2011, the Florida Venture Capital Program was launched utilizing approximately \$41.9 million in State Small Business Credit Initiative (SSBCI) funding. The Florida Venture Capital Program is available to qualifying Florida businesses by providing direct investments to increase the amount of capital available to small businesses. The program's emphasis is placed on investment opportunities within the State of Florida's targeted industries.

Equity investments and convertible debt instruments ranging from \$1,000,000 - \$3,000,000 are targeted, although larger transactions are permitted in exceptional cases. Each equity investment requires at a minimum, a matching concurrent private capital investment or other credit assistance. As of the fiscal year ended June 30, 2012, one \$500,000 direct investment had closed.

### Florida Development Finance Corporation

Florida Development Finance Corporation (FDFC) was specifically formed pursuant to Florida Statutes, Chapter 288 Part IX to facilitate economic development in Florida by working in partnership with the Florida financial services industry and local development organizations to create access to competitive sources of finance for creditworthy small manufacturers and other firms critical to the economic base of Florida. FDFC receives its administrative support entirely from Enterprise Florida.

FDFC offers tax-exempt, low interest bond financing to qualified, financially sound, manufacturers and 501(c)(3) non-profit organizations. Because rules, regulations and historical case law are extensive and can affect eligibility, case by case eligibility for manufacturers is ultimately determined by bond counsel after review of all the factors.

If a transaction does not meet IRS qualifying rules for tax-exempt finance, it can be financed with taxable bonds through FDFC. For taxable transactions, IRS qualifying rules governing tax-exempt financing do not apply. However, the project must still meet project-type parameters as outlined per Florida Statute.

With the continued restoration of market confidence through 2011 and into 2012, the global credit market continued to experience a slow recovery. In this environment, however, FDFC completed the following four conduit bond issuances in the fiscal year ending June 30, 2012:

BORROWER	COUNTY	AMOUNT
Atlantic Pro-Nutrients, LLC	Orange	\$10,800,000
Bay Area Charter School Foundation	Hillsborough	\$37,990,000
Sculptor Charter School	Brevard	\$720,000
Montverde Academy	Lake	\$6,300,000

FDFC recognized \$175,632 in issuance fee revenue from these issuances. Please note that with respect to these bond issuances, FDFC served only as the conduit issuer of bonds issued on behalf of the borrowers. These bonds do not constitute a general debt, liability or obligations of FDFC.

### Florida Export Finance Corporation

Access up to \$500,000 in loan guarantees is available to Florida's small and medium-sized businesses through the Florida Export Finance Corporation (FEFC). The FEFC was created by the State in 1993 as a not for profit corporation with a mandate to expand employment and income opportunities to Florida residents by increased exports of goods and services resulting from assistance given by the FEFC to Florida companies. Information, technical, and consulting assistance is offered. However, financial assistance is the primary service offered by the FEFC. Guarantees are transaction specific but normally issued as a revolving line of credit. This program, operating in partnership with Florida's banking community, is designed to assist the State's smaller exporters by giving them improved access to affordable working capital. As of

December 31, 2011, FEFC reported total assets of \$9,267,275.09 and total liabilities of \$1,685.54. The full copy of the FEFC annual report is included with the Annual Incentives Report, as required by §288.7771, F.S.

### **Florida Small Business Technology Growth Fund**

The Florida Small Business Technology Growth Program (FSTGP) was established in 1998 to provide financial assistance to businesses in this state having high job growth and emerging technology potential and fewer than 100 employees. The program is administered and managed by Enterprise Florida. All moneys in FSTGP (\$922,783 in cash as of June 30, 2011) are continuously appropriated to the FSTGP and may be used for loan guarantees, letter of credit guarantees, cash reserves for loan and letter of credit guarantees, payments of claims pursuant to contracts for guarantees, subordinated loans, loans with warrants, royalty investments, equity investments, and operations. During FY 2011-12, no new activity was reported for the FSTGP.

# Appendix

## APPENDIX A - TARGETED INDUSTRY LIST

**eFlorida**  
eflorida.com

### QUALIFIED TARGETED INDUSTRIES FOR INCENTIVES

CLEANTECH	LIFE SCIENCES	INFOTECH	AVIATION / AEROSPACE	HOMELAND SECURITY / DEFENSE	FINANCIAL / PROFESSIONAL SERVICES
<b>MANUFACTURING CORPORATE HEADQUARTERS RESEARCH &amp; DEVELOPMENT</b>					
<ul style="list-style-type: none"> <li>Biomass &amp; Biofuels Processing</li> <li>Energy Equipment Manufacturing</li> <li>Energy Storage Technologies</li> <li>Photovoltaic</li> <li>Environmental Consulting</li> </ul>	<ul style="list-style-type: none"> <li>Biotechnology</li> <li>Pharmaceuticals</li> <li><b>MEDICAL DEVICES:</b></li> <li>Laboratory and Surgical Instruments</li> <li>Diagnostic Testing</li> </ul>	<ul style="list-style-type: none"> <li>Modeling, Simulation and Training</li> <li>Optics and Photonics</li> <li>Digital Media</li> <li>Software</li> <li>Electronics</li> <li>Telecommunications</li> </ul>	<ul style="list-style-type: none"> <li><b>AVIATION:</b></li> <li>Aircraft and Aircraft Parts Manufacturing</li> <li>Maintenance Repair and Overhaul of Aircrafts</li> <li>Navigation Instrument Manufacturing</li> <li>Flight Simulator Training</li> <li><b>AEROSPACE:</b></li> <li>Space Vehicles and Guided Missile Manufacturing</li> <li>Satellite Communications</li> <li>Space Technologies</li> <li>Launch Operations</li> </ul>	<ul style="list-style-type: none"> <li><b>EQUIPMENT:</b></li> <li>Optical Instruments</li> <li>Navigation Aids</li> <li>Ammunition</li> <li>Electronics</li> <li><b>TRANSPORTATION:</b></li> <li>Military Vehicles</li> <li>Shipbuilding and Repair</li> <li><b>TECHNOLOGY:</b></li> <li>Computer Systems Design</li> <li>Simulation and Training</li> </ul>	<ul style="list-style-type: none"> <li><b>FINANCIAL SERVICES:</b></li> <li>Banking</li> <li>Insurance</li> <li>Securities and Investments</li> <li><b>PROFESSIONAL SERVICES:</b></li> <li>Corporate Headquarters</li> <li>Engineering</li> <li>Legal</li> <li>Accounting</li> <li>Consulting</li> </ul>
<b>EMERGING TECHNOLOGIES</b>			<b>OTHER MANUFACTURING</b>		
<ul style="list-style-type: none"> <li>Global Logistics</li> <li>Marine Sciences</li> <li>Materials Science</li> <li>Nanotechnology</li> </ul>			<ul style="list-style-type: none"> <li>Food and Beverage</li> <li>Automotive and Marine</li> <li>Plastics and Rubber</li> <li>Machine Tooling</li> </ul>		

Businesses able to locate in other states and serving multi-state and/or international markets are targeted. Call Centers and Shared Service Centers may qualify for incentives if certain economic criteria are met. Retail activities, utilities, mining and other extraction or processing businesses, and activities regulated by the Division of Hotels and Restaurants of the Department of Business and Professional Regulation are statutorily excluded from consideration. All projects are evaluated on an individual basis and therefore operating in a target industry does not automatically indicate eligibility.

Rev. 2/11

## APPENDIX B – KEY ACRONYMS

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The following acronyms are used throughout this report:

- BF – Brownfield
- QACF or Closing Fund – Quick Action Closing Fund
- CITC – Capital Investment Tax Credit
- DEO – Department of Economic Opportunity
- DoD – Department of Defense
- EDO – Economic Development Organization
- EDTF or Road Fund – Economic Development Transportation Fund
- EFI – Enterprise Florida, Inc.
- EZ – Enterprise Zone
- FEFC – Florida Export Finance Corp.
- FTE – Full time equivalent job
- FOF – Florida Opportunity Fund
- LGDAMG – Local Government Distressed Area Matching Grant Program
- HIPI – High Impact Performance Incentive
- IIP or IIF – Innovation Incentive Program / Fund
- IWT – Incumbent Worker Training
- JUTC – Jobs for the Unemployed Tax Credit
- MSA – Metropolitan Statistical Area
- MSII – Manufacturing and Spaceport Investment Incentive
- OTTED – Office of Tourism, Trade, and Economic Development
- QDSC – Qualified Defense and Space Contractor
- QRT – Quick Response Training
- QTI – Qualified Target Industry
- RACEC – Rural Area of Critical Economic Concern
- REDI – Rural Economic Development Initiative
- RIF – Rural Infrastructure Fund
- RJTC – Rural Jobs Tax Credit
- SDST – Semiconductor, Defense, and Space Technology
- SSBCI – State Small Business Credit Initiative
- TGF – Technology Growth Fund
- UJTC – Urban Jobs Tax Credit

## APPENDIX C – INCENTIVE AGREEMENTS EXECUTED

Table 38 lists projects with executed incentive agreements during fiscal year 2012. Incentives noted in italics are for contracts executed as of November 2012, but not executed during fiscal year 2012. Values noted in dark blue are currently held by Enterprise Florida in an escrow account until the business meets pre-determined payment criteria; therefore, these funds have not been paid to the business.

Since most of these are active incentive agreements and in place prior to July 1, 2012, the average wage commitment cannot be disclosed per §288.075(6)(a)2 (2011 statutes and prior). However, several agreements were executed by the business but have since been terminated or completed (therefore are no longer active). The wage commitments for these projects have been footnoted. QACF, QDSC, and EDTF awards may also be partially based upon retained jobs, if there were jobs at jeopardy of leaving the State. All contracts require existing Florida companies to maintain their current employment levels.

Some communities are eligible to request a waiver of the local financial support (LFS) requirements. These are denoted as “WAIVED” in the respective column. In addition, the LFS shown here is what is required in order to access the State incentive. Additional incentives for each project such as property tax abatements, cash grants, etc., have not been included here.

Table 38 INCENTIVE AGREEMENTS EXECUTED – FY 2012							
Company	County	Industry	Contracted New Jobs	Expected Capital Investment	State Program	Maximum State Incentive Payment	Required Local Financial Support
2G Manufacturing Inc.	St. Johns	Manufacturing	125	\$12,170,000	QACF	\$350,000 (escrow)	NA
					QTI	\$500,000	\$125,000
AgileThought, Inc.	Hillsborough	Information Technology	12	\$420,000	QTI	\$67,200	\$16,800
Airdyne Aerospace, Inc.	Hernando	Aviation / Aerospace	17	\$213,000	QTI	\$95,200	\$23,800
ALM Technologies, Inc. dba Definitive Design	Nassau	Manufacturing	30	\$1,520,000	QACF	\$100,000	NA
Altadis USA, Inc.	Broward	Corporate Headquarters	55	\$730,000	QTI	\$264,000	\$66,000
					QACF (2011)	\$236,000	NA
Alto Products Corporation	Escambia	Corporate Headquarters	12	\$500,000	QTI	\$67,200	\$16,800
Amcors Rigid Plastics USA, Inc.	Orange	Emerging Technologies	29	\$19,490,000	EDTF	\$50,600	NA
					QTI	\$69,600	\$17,400
					QRT	\$153,510	NA

<b>Table 38</b>							
<b>INCENTIVE AGREEMENTS EXECUTED – FY 2012 (CONTINUED)</b>							
Company	County	Industry	Contracted New Jobs	Expected Capital Investment	State Program	Maximum State Incentive Payment	Required Local Financial Support
American High Tech Homes, Inc. <sup>20</sup>	Palm Beach	Manufacturing	55	\$2,000,000	BF Bonus	\$110,000	WAIVED
American Sugar Refining, Inc.	Palm Beach	Research and Development	10	\$775,000	QTI	\$40,000	\$10,000
Axium Healthcare Pharmacy, Inc.	Seminole	Emerging Technologies	90	\$704,008	QTI	\$216,000	\$54,000
BANAH International Group, Inc.	Miami-Dade	Corporate Headquarters	292	\$9,950,000	QTI	\$344,560	\$86,140
BBA U.S. Holdings, Inc.	Orange	Corporate Headquarters	100	\$1,500,000	QACF	\$175,000	NA
					QTI	\$560,000	\$140,000
					BF Bonus	\$200,000	\$50,000
BioAxone Biosciences, Inc.	Miami-Dade	Research and Development	11	\$1,274,000	QTI	\$66,000	\$16,500
Blue Leader Marketing, LLC	Flagler	Corporate Headquarters	25	\$1,350,000	QTI	\$120,000	\$30,000
					BF Bonus	\$40,000	WAIVED
C2C Solutions, Inc.	Duval	Financial / Professional Services	55	\$2,501,424	QTI	\$132,000	\$33,000
Capital Avionics, Inc.	Okaloosa	Manufacturing	15	\$3,300,000	QTI	\$72,000	\$18,000
CareCentrix, Inc.	Hillsborough	Financial / Professional Services	110	\$720,000	QTI	\$264,000	\$66,000
Caterpillar Work Tools, Inc.	Duval	Manufacturing	39	\$3,895,000	QTI	\$93,600	\$23,400
Cheney Brothers, Inc.	Charlotte	Emerging Technologies	380	\$24,000,000	BF Bonus	\$760,000	\$190,000
					EDTF	\$721,677	NA
Chico's FAS, Inc.	Lee	Corporate Headquarters	150	\$25,000,000	QACF	\$1,000,000	NA
					QTI	\$840,000	\$210,000
					CITC	NA	NA
Chopard Marketing Services, Inc.	Miami-Dade	Corporate Headquarters	30	\$6,700,000	QTI	\$72,000	\$18,000

<sup>20</sup> Incentive agreement is no longer active – average wage commitment was \$24,000.

Table 38

## INCENTIVE AGREEMENTS EXECUTED – FY 2012 (CONTINUED)

Company	County	Industry	Contracted New Jobs	Expected Capital Investment	State Program	Maximum State Incentive Payment	Required Local Financial Support
Clare Controls, Inc.	Manatee	Corporate Headquarters	62	\$982,000	QTI	\$248,000	\$62,000
Client First Settlement Funding, LLC	Palm Beach	Financial / Professional Services	90	\$400,000	QTI	\$216,000	\$54,000
Colonial Construction Concrete Precast, LLC	Charlotte	Manufacturing	65	\$570,000	EDTF	\$230,975	NA
Colt's Manufacturing Company LLC	Osceola	Manufacturing	63	\$2,500,000	QACF	\$250,000	NA
CONFIDENTIAL	Broward	Information Technology	33	\$250,000	QTI	\$105,600	\$26,400
CONFIDENTIAL	Brevard	Corporate Headquarters	127	\$900,000	QTI	\$304,800	WAIVED
					BF Bonus	\$254,000	WAIVED
CONFIDENTIAL	Gilchrist	Manufacturing	40	\$250,000	QTI	\$192,000	WAIVED
CONFIDENTIAL	Manatee	Manufacturing	20	\$4,950,000	QTI	\$48,000	\$12,000
CONFIDENTIAL	Brevard	Information Technology	150	\$530,000	BF Bonus	\$300,000	\$75,000
CONFIDENTIAL	Seminole	Financial / Professional Services	133	\$1,700,000	QTI	\$425,600	\$106,400
CONFIDENTIAL	Pasco	Financial / Professional Services	350	\$50,000,000	QTI	\$1,400,000	\$350,000
					EDTF (MEMBER)	\$4,000,000	NA
					QACF (2011)	\$4,500,000 (escrow)	NA
					CITC	NA	NA
CONFIDENTIAL	Brevard	Aviation / Aerospace	10	\$170,000	QTI	\$24,000	\$6,000
CTG Power Solutions, LLC	Pasco	Manufacturing	20	\$1,525,000	QTI	\$80,000	\$20,000
CTG Power Systems, Inc.	Pasco	Financial / Professional Services	12	\$150,000	QTI	\$48,000	\$12,000
Custom Control Solutions, Inc.	Escambia	Manufacturing	15	\$520,000	QTI	\$36,000	\$9,000
					QRT	\$22,575	NA

Table 38 INCENTIVE AGREEMENTS EXECUTED – FY 2012 (CONTINUED)							
Company	County	Industry	Contracted New Jobs	Expected Capital Investment	State Program	Maximum State Incentive Payment	Required Local Financial Support
Digital Risk, LLC	Palm Beach	Financial / Professional Services	1000	\$3,000,000	QACF	\$2,000,000 (\$1,000,000 in escrow)	NA
					QRT	\$761,040	NA
Electronic Payments, Inc.	Palm Beach	Corporate Headquarters	35	\$1,950,000	QTI	\$84,000	\$21,000
Emerson Process Management, LLLP	Broward	Corporate Headquarters	51	\$2,176,000	QTI	\$285,600	\$71,400
					QACF (2011)	\$250,000	NA
Enzymedica, Inc.	Sarasota	Corporate Headquarters	72	\$1,673,500	QTI	\$172,800	\$43,200
Escent Technologies, LLC	Brevard	Manufacturing	50	\$500,000	QTI	\$120,000	\$30,000
					BF Bonus	\$100,000	\$25,000
EverBank, FSB	Duval	Financial / Professional Services	200	\$10,500,000	QTI	\$1,280,000	\$320,000
					BF Bonus	\$400,000	\$100,000
Evolution Auto Sales-Longwood, Inc.	Seminole	Not in a Target Industry	40	\$3,200,000	BF Bonus	\$80,000	\$20,000
Federated Precision, Inc.	Broward	Manufacturing	66	\$13,875,000	QTI	\$264,000	\$66,000
					QRT	\$102,491	NA
FELD Entertainment, Inc.	Manatee	Corporate Headquarters	235	\$34,000,000	QTI	\$940,000	\$235,000
					QACF (2011)	\$650,000	NA
Florida SE, Inc.	Miami-Dade	Not in a Target Industry	80	\$4,514,000	BF Bonus	\$160,000	WAIVED
Florida SE, Inc.	Miami-Dade	Not in a Target Industry	80	\$6,487,000	BF Bonus	\$160,000	WAIVED
Florida SE, Inc.	Columbia	Not in a Target Industry	80	\$3,885,000	BF Bonus	\$160,000	WAIVED
Fortitude Industries, Inc.	Volusia	Manufacturing	50	\$940,000	QTI	\$120,000	\$30,000
					BF Bonus	\$100,000	\$25,000

Table 38 INCENTIVE AGREEMENTS EXECUTED – FY 2012 (CONTINUED)							
Company	County	Industry	Contracted New Jobs	Expected Capital Investment	State Program	Maximum State Incentive Payment	Required Local Financial Support
Garda USA Inc.	Palm Beach	Corporate Headquarters	100	\$1,150,000	QTI	\$480,000	\$120,000
					QACF (2011)	\$100,000	NA
Genesis Corp.	Seminole	Information Technology	100	\$230,000	QACF	\$165,000	NA
					QTI	\$120,000	\$30,000
Green Technologies, LLC	Osceola	Manufacturing	10	\$12,225,000	QTI	\$24,000	\$6,000
GSE Holdings, Inc.	Manatee	Manufacturing	42	\$1,019,044	QTI	\$168,000	\$42,000
Hamilton Visions Aviation Services, LLC	Bay	Manufacturing	225	\$23,200,000	QTI	\$720,000	\$180,000
Harris Corporation	Brevard	Information Technology	100	\$100,000,000	HIPI	\$1,500,000	NA
					EDTF	\$3,000,000	NA
					CITC	NA	NA
HBO Latin America Production Services, LC	Miami-Dade	Corporate Headquarters	101	\$22,300,000	QACF	\$400,000	NA
					QTI	\$323,200	\$80,800
HControl Holdings, Inc.	Miami-Dade	Information Technology	75	\$25,000,000	QTI	\$360,000	\$90,000
HIHO, LLC.	Volusia	Manufacturing	30	\$16,000,000	BF Bonus	\$60,000	WAIVED
Hixardt Technologies, Inc.	Escambia	Information Technology	60	\$5,100,000	QTI	\$288,000	\$72,000
Home Source International, Inc.	Jackson	Manufacturing	303	\$2,355,000	QACF	\$1,400,000	NA
Hot Brands International Inc., USA	Manatee	Corporate Headquarters	12	\$117,000	QTI	\$48,000	\$12,000
Ice River Springs Marianna, LLC	Jackson	Manufacturing	31	\$20,300,000	QTI	\$148,800	WAIVED
					EDTF (2008)	\$910,925	NA
Integrated Manufacturing Company, Inc.	Marion	Manufacturing	175	\$10,365,500	QTI	\$420,000	\$105,000

Table 38 INCENTIVE AGREEMENTS EXECUTED – FY 2012 (CONTINUED)							
Company	County	Industry	Contracted New Jobs	Expected Capital Investment	State Program	Maximum State Incentive Payment	Required Local Financial Support
Intellifuel Systems, Inc.	Brevard	Information Technology	30	\$760,000	QTI	\$96,000	\$24,000
					BF Bonus	\$60,000	WAIVED
Interplex Sunbelt, Inc.	Broward	Manufacturing	17	\$500,000	QTI	\$40,800	\$10,200
IRX Therapeutics, Inc.	Pinellas	Life Sciences	283	\$9,817,732	IIF	\$600,000	NA
iSirona, LLC	Bay	Information Technology	45	\$200,000	QTI	\$144,000	\$36,000
ITT Mine Defense Systems	Bay	Homeland Security / Defense	30	\$5,675,000	QTI	\$96,000	\$24,000
JRL Ventures, Inc.	Manatee	Manufacturing	80	\$1,060,000	QTI	\$192,000	\$48,000
					BF Bonus	\$160,000	\$40,000
					QRT	\$97,272	NA
Kaman Aerospace Corporation	Duval	Aviation / Aerospace	200	\$28,000,000	QTI	\$1,280,000	\$320,000
					BF Bonus	\$400,000	\$100,000
					QACF (2011)	\$657,500	NA
KCI Enterprises, Inc.	Duval	Aviation / Aerospace	30	\$6,100,000	QTI	\$72,000	\$18,000
					BF Bonus	\$60,000	\$15,000
Klausner Holding USA, Inc.	Suwannee	Manufacturing	350	\$150,000,000	QTI	\$1,680,000	\$420,000
					QACF (2011)	\$3,000,000 (escrow)	NA
					EDTF (2013)	\$3,000,000	NA
Latitude Software	Duval	Information Technology	30	\$1,000,000	QTI	\$144,000	\$36,000
					QRT	\$98,658	NA
Lockheed Martin Maritime Systems and Sensors	Pinellas	Homeland Security / Defense	0 new 545 retained	\$9,005,000	QDC	\$1,744,000	\$436,000
LYF Holdings, Inc.	Palm Beach	Corporate Headquarters	91	\$1,945,000	QTI	\$291,200	\$72,800

Table 38 INCENTIVE AGREEMENTS EXECUTED – FY 2012 (CONTINUED)							
Company	County	Industry	Contracted New Jobs	Expected Capital Investment	State Program	Maximum State Incentive Payment	Required Local Financial Support
Majestic Candies Company, LLC	Escambia	Manufacturing	100	\$6,190,000	QTI	\$480,000	\$120,000
Medtronic Xomed, Inc.	Duval	Corporate Headquarters	175	\$14,020,000	QACF	\$630,000	NA
					QTI	\$840,000	\$210,000
Mindray North America	Miami-Dade	Research and Development	16	\$1,400,000	QTI	\$76,800	\$19,200
Nautical Structures Industries, Inc. <sup>21</sup>	Pinellas	Manufacturing	30	\$6,500,000	QTI	\$72,000	\$18,000
Navy Federal Credit Union	Escambia	Financial / Professional Services	700	\$6,000,000	QACF	\$1,000,000 (escrow)	NA
Nexlube Tampa, LLC	Hillsborough	Clean Technologies	75	\$86,781,547	QTI	\$480,000	\$120,000
					BF Bonus	\$200,000	\$50,000
Paragon Plastics, Inc.	---	Manufacturing	10	\$650,000	QTI	\$48,000	\$12,000
					BF Bonus	\$20,000	WAIVED
PF Inc.	Brevard	Manufacturing	40	\$3,500,000	QTI	\$96,000	\$24,000
					BF Bonus	\$80,000	\$20,000
Pilot Training College Florida, LLC	Brevard	Financial / Professional Services	255	\$47,900,000	QACF	\$575,000	NA
					QTI	\$612,000	\$153,000
					BF Bonus	\$510,000	\$127,500
Planet Hollywood International, Inc.	Orange	Corporate Headquarters	90	\$1,250,000	QACF	\$288,000	NA
					QTI	\$288,000	\$72,000
PRG Packing Corp.	Madison	Manufacturing	70	\$3,500,000	LGDAMG	\$50,000	NA
					QTI (2011)	\$336,000	WAIVED
PricewaterhouseCoopers, LLP	Hillsborough	Financial / Professional Services	200	\$78,000,000	QACF	\$800,000	NA
					QTI	\$480,000	\$120,000

<sup>21</sup> Incentive agreement is no longer active – average wage commitment was \$45,188.

Table 38 INCENTIVE AGREEMENTS EXECUTED – FY 2012 (CONTINUED)							
Company	County	Industry	Contracted New Jobs	Expected Capital Investment	State Program	Maximum State Incentive Payment	Required Local Financial Support
Prime Therapeutics, LLC	Orange	Life Sciences	213	\$18,155,612	QTI	\$511,200	\$127,800
					QRT	\$279,468	NA
Prioria Robotics, Inc.	Alachua	Financial / Professional Services	40	\$2,034,000	QACF	\$225,000	NA
					QTI	\$224,000	\$56,000
Pro Poly of America, Inc.	Marion	Manufacturing	12	\$185,000	EDTF	\$100,000	NA
Publix Super Markets, Inc.	Orange	Emerging Technologies	156	\$188,500,000	BF Bonus	\$312,000	\$78,000
					EDTF	\$1,092,000	NA
Qunomic, Inc.	Hamilton	Manufacturing	53	\$1,014,800	QTI	\$254,400	\$63,600
Raintree Essix Inc.	Manatee	Manufacturing	48	\$6,552,000	QTI	\$192,000	\$48,000
					BF Bonus	\$96,000	\$24,000
Rapid Pathogen Screening, Inc.	Sarasota	Life Sciences	164	\$4,335,000	QTI	\$656,000	\$164,000
RARE Hospitality Management, Inc.	Miami-Dade	Not in a Target Industry	35	\$4,575,000	BF Bonus	\$70,000	WAIVED
RARE Hospitality Management, Inc.	Columbia	Not in a Target Industry	35	\$3,227,550	BF Bonus	\$70,000	WAIVED
Rational Energies MC, Inc.	Manatee	Clean Technologies	21	\$12,100,000	QTI	\$50,400	\$12,600
Redpine Healthcare Technologies, Inc. <sup>22</sup>	Bay	Information Technology	410	\$2,150,000	QTI	\$1,312,000	\$328,000
					QACF (2011)	\$400,000	NA
SABMiller Latin America	Miami-Dade	Corporate Headquarters	70	\$2,160,000	QTI	\$145,600	\$36,400
Sapient Corporation	Miami-Dade	Financial / Professional Services	210	\$6,500,000	QACF	\$500,000	NA
Saveology.com, LLC	Broward	Financial / Professional Services	600	\$2,014,285	BF Bonus	\$1,200,000	\$300,000
					QRT	\$442,330	NA

<sup>22</sup> Incentive agreement is no longer active – average wage commitment was \$49,155.

Table 38 INCENTIVE AGREEMENTS EXECUTED – FY 2012 (CONTINUED)							
Company	County	Industry	Contracted New Jobs	Expected Capital Investment	State Program	Maximum State Incentive Payment	Required Local Financial Support
Saveology.com, LLC	Broward	Information Technology	100	\$335,713	QTI	\$480,000	\$120,000
					BF Bonus	\$200,000	\$50,000
Sikorsky Aircraft Corporation	Palm Beach	Aviation / Aerospace	14	\$10,300,000	QTI	\$78,400	\$19,600
					QACF (2011)	\$600,000	NA
SomahLution, Inc.	Palm Beach	Research and Development	25	\$3,560,000	QTI	\$120,000	\$30,000
South Atlantic, LLC	Polk	Manufacturing	40	\$6,400,000	QTI	\$96,000	\$24,000
Southeast Renewable Fuels, LLC	Hendry	Clean Technologies	47	\$100,000,000	EDTF	\$490,873	NA
SteriPack, Ltd.	Polk	Life Sciences	65	\$7,050,000	QTI	\$156,000	\$39,000
SynGest, Inc.	Columbia	Clean Technologies	40	\$100,000,000	QTI	\$192,000	\$48,000
Teledyne Instruments, Inc.	Volusia	Corporate Headquarters	100	\$4,350,000	QTI	\$480,000	\$120,000
					BF Bonus	\$200,000	\$50,000
Tersus Chemical Group, Inc.	Walton	Manufacturing	25	\$580,000	QTI	\$140,000	\$35,000
The Boeing Company	Brevard	Aviation / Aerospace	550	\$163,000,000	HIPI	\$6,640,000	NA
					CITC	NA	NA
The Coca-Cola Company	Polk	Manufacturing	60	\$99,000,000	QTI	\$144,000	\$36,000
					EDTF	\$420,000	NA
Time Warner Business Services, LLC	Hillsborough	Financial / Professional Services	500	\$5,000,000	QACF	\$900,000 (escrow)	NA
					QTI	\$1,200,000	\$300,000
TraPac, Inc. <sup>23</sup>	Duval	Emerging Technologies	10	\$3,500,000	EDTF	\$1,000,000	NA

<sup>23</sup> Incentive agreement is no longer active – average wage commitment was \$82,950.

<b>Table 38</b>							
<b>INCENTIVE AGREEMENTS EXECUTED – FY 2012 (CONTINUED)</b>							
Company	County	Industry	Contracted New Jobs	Expected Capital Investment	State Program	Maximum State Incentive Payment	Required Local Financial Support
TravelCLICK, Inc.	Orange	Financial / Professional Services	252	\$5,000,000	QTI	\$604,800	\$151,200
					QRT	\$178,133	NA
Trojan Powder Coating Company, Inc.	Manatee	Manufacturing	30	\$3,350,000	QTI	\$72,000	\$18,000
Unlimited Harvest Group	Osceola	Manufacturing	20	\$225,000	QTI	\$96,000	\$24,000
Veethree Electronics & Marine, LLC.	Manatee	Manufacturing	20	\$2,745,000	QTI	\$48,000	\$12,000
Widewaters Bradenton LLC	Manatee	Not in a Target Industry	35	\$15,500,000	BF Bonus	\$70,000	WAIVED
Winn-Dixie Stores, Inc.	Duval	Corporate Headquarters	100	\$81,000,000	QACF	\$3,600,000 (escrow)	NA
Wyndham Vacation Ownership, Inc.	Orange	Corporate Headquarters	231	\$28,700,000	QTI	\$1,108,800	\$277,200
Xcelience, LLC	Hillsborough	Life Sciences	45	\$4,000,000	QTI	\$108,000	\$27,000

## APPENDIX D – INCENTIVE PAYMENTS

Table 39 lists all businesses receiving incentive payments from the QTI, QDSC, Brownfield Bonus, HIPI, Closing Fund, Innovation Incentive, and EDTF programs. The majority of these payments are for QTI and other programs that do not require confirmation of capital investment. For programs with a capital investment requirement, the confirmed investment has been footnoted. The average wage for specific projects remains confidential if there is an active incentive agreement in place, per §288.075(6)(a)(3), F.S.

The State QTI payment represents the amount of the incentive paid during fiscal year 2012. Other payments may have been received in previous years and / or may be payable in the future depending on company performance. The local incentive payment indicates the amount of local financial support provided to leverage the State’s investment for that fiscal year. Additional local incentive payments are made in the years preceding and following fiscal year 2011. Enterprise Florida is not aware of any Federal incentives received by these projects. QACF, QDSC, and EDTF awards may also be partially based upon retained jobs, if there were jobs at jeopardy of leaving the State.

The following is an explanation of the fields within incentive payments table.

Company AB	State’s portion of incentive award for this fiscal year	Maximum incentive award	Total contract job commitment	Job commitment for the scheduled fiscal year
			Other Manufacturing	Orange County
Maximum QTI Award	\$300,000		Contract Job Requirement	100
State QTI Payment	\$15,000.00		Jobs Due	25
Local Financial Support	\$3,750.00		Confirmed Performance	28
Date Paid	8/14/2011		Scheduled Fiscal Year	2011-12

<b>Table 39</b>			
<b>INCENTIVE PAYMENTS - FY 2012</b>			
<b>21st Century Oncology Management Services, Inc.</b>		<b>HQ</b>	<b>Lee County</b>
Maximum QTI Award	\$420,000	Contract Job Requirement	140
State QTI Payment	\$63,000.00	Jobs Due	105
Local Financial Support	\$15,750.00	Confirmed Performance	141
Date Paid	10/4/2011	Scheduled Fiscal Year	2011-12
<b>Aetna Rx Home Delivery, LLC</b>		<b>HQ</b>	<b>Hillsborough County</b>
Maximum QTI Award	\$378,000	Contract Job Requirement	126
State QTI Payment	\$75,600.00	Jobs Due	126
Local Financial Support	\$18,900.00	Confirmed Performance	270
Date Paid	9/6/2011	Scheduled Fiscal Year	2010-11
<b>ALM Technologies, Inc. dba Definitive Design</b>		<b>Manufacturing</b>	<b>Nassau County</b>
Maximum QACF Award	\$100,000	Contract Job Requirement	30
State QACF Payment	\$100,000	Jobs Due	NA
Date Paid	4/26/2012	Confirmed Performance	NA
<b>Altadis USA, Inc.</b>		<b>HQ</b>	<b>Broward County</b>
Maximum QTI Award	\$236,000	Contract Job Requirement	126
State QTI Payment	\$75,600.00	Jobs Due	126
Local Financial Support	\$18,900.00	Confirmed Performance	270
Date Paid	9/6/2011	Scheduled Fiscal Year	2010-11
<b>American Custom Yachts, Inc.</b>		<b>Manufacturing</b>	<b>Martin County</b>
Maximum QACF Award	\$750,000	Contract Job Requirement	600
State QACF Payment	\$750,000.00	Jobs Due	NA
Date Paid	8/24/2011	Confirmed Performance	NA
<i>Company plans changed after contract executed (due to economic conditions, corporate restructuring, or other reasons). Company repaid the entire award amount.</i>			
<b>AppRiver, LLC</b>		<b>Infotech</b>	<b>Santa Rosa County</b>
Maximum QTI Award	\$320,000	Contract Job Requirement	80
State QTI Payment	\$36,000.00	Jobs Due	45
Local Financial Support	\$9,000.00	Confirmed Performance	45
Date Paid	9/6/2011	Scheduled Fiscal Year	2011-12
<b>Ascend Performance Materials, LLC</b>		<b>Manufacturing</b>	<b>Escambia County</b>
Maximum QACF Award	\$400,000	Contract Job Requirement	102
State QACF Payment	\$400,000.00	Jobs Due	NA
Date Paid	9/27/2011	Confirmed Performance	NA
<b>Becton, Dickinson and Company</b>		<b>Life Sciences</b>	<b>Miami-Dade County</b>
Maximum QTI & BF Award	\$712,500	Contract Job Requirement	75
State QTI Payment	\$23,800.00	Jobs Due	17
Local Financial Support (QTI)	\$5,950.00	Confirmed Performance	34
State Brownfield Bonus Payment	\$8,500.00	Date Paid	4/30/2012
Local Financial Support (BF)	WAIVED	Scheduled Fiscal Year	2011-12

<b>Table 39</b>			
<b>INCENTIVE PAYMENTS – FY 2012 (CONTINUED)</b>			
<b>BI-LO, LLC</b>		<b>HQ</b>	<b>Duval County</b>
Maximum QACF Award	\$3,600,000	Contract Job Requirement	100
State QACF Payment into EFI Escrow	\$3,600,000	Jobs Due	NA
Date Paid	6/28/2012	Confirmed Performance	NA
<i>Funds currently held in the EFI escrow account until company achieves certain performance requirements.</i>			
<b>Biotest Pharmaceuticals Corporation</b>		<b>Life Sciences</b>	<b>Palm Beach County</b>
Maximum QTI Award	\$200,000	Contract Job Requirement	50
State QTI Payment	\$20,000.00	Jobs Due	25
Local Financial Support	\$5,000.00	Confirmed Performance	59
Date Paid	9/6/2011	Scheduled Fiscal Year	2011-12
<b>Bren-Tronics, Inc.</b>		<b>Manufacturing</b>	<b>Alachua County</b>
Maximum QTI Award	\$45,000	Contract Job Requirement	15
State QTI Payment	\$211.82	Jobs Due	10
Local Financial Support	\$52.95	Confirmed Performance	9
Date Paid	9/9/2011	Scheduled Fiscal Year	2011-12
<b>Burnham Institute for Medical Research</b>		<b>Life Sciences</b>	<b>Orange County</b>
Maximum IIF Award	\$155,272,000	Contract Job Requirement	303
State IIF Payment	\$18,325,000	Jobs Due	210
Date Paid	11/21/2011	Confirmed Performance	231
<i>To date, Burnham has received \$118,071,000 in IIF payments.</i>			
<b>CAE USA Inc.</b>		<b>InfoTech</b>	<b>Orange County</b>
Maximum QTI Award	\$135,000	Contract Job Requirement	45
State QTI Payment	\$6,000.00	Jobs Due	10
Local Financial Support	\$1,500.00	Confirmed Performance	18
Date Paid	6/28/2012	Scheduled Fiscal Year	2011-12
<b>Cardinal Glass Industries, Inc.</b>		<b>Manufacturing</b>	<b>Marion County</b>
Maximum QTI Award	\$405,000	Contract Job Requirement	135
State QTI Payment	\$51,191.70	Jobs Due	135
Local Financial Support	\$12,797.93	Confirmed Performance	128
Date Paid	3/23/2012	Scheduled Fiscal Year	2011-12
<b>Charles Stark Draper Laboratories</b>		<b>Life Sciences</b>	<b>Pinellas County</b>
Maximum IIF Award	\$15,000,000	Contract Job Requirement	165
State IIF Payment	\$1,000,000	Jobs Due	80
Date Paid	11/29/2011	Confirmed Performance	55
<i>To date, Draper has received \$14,000,000 in IIF payments.</i>			
<b>Chromalloy Gas Turbine LLC</b>		<b>HQ</b>	<b>Palm Beach County</b>
Maximum QACF Award	\$500,000	Contract Job Requirement	52
State QACF Payment	\$500,000	Jobs Due	NA
Date Paid	8/4/2011	Confirmed Performance	NA

<b>Table 39</b>			
<b>INCENTIVE PAYMENTS - FY 2012 (CONTINUED)</b>			
<b>Citrix Systems, Inc.</b>		<b>InfoTech</b>	<b>Broward County</b>
Maximum QTI Award	\$520,000	Contract Job Requirement	130
State QTI Payment	\$104,000.00	Jobs Due	130
Local Financial Support	\$26,000.00	Confirmed Performance	280
Date Paid	8/4/2011	Scheduled Fiscal Year	2010-11
<b>City of Green Cove Springs (Alternate Energy Technologies, LLC)</b>		<b>Manufacturing</b>	<b>Clay County</b>
Maximum EDTF Award	\$549,440	Contract Job Requirement	15
State EDTF Payment	\$549,440	Jobs Due	NA
Date Paid	12/9/2011	Confirmed Performance	NA
<i>EDTF payments are made directly to the community applicant. This project has a corresponding QTI with the first year job implementation requirement in 2012.</i>			
<b>City of Lakeland (GTECH Printing Corporation)</b>		<b>Not in a Target Industry</b>	<b>Polk County</b>
Maximum EDTF Award	\$1,052,700	Contract Job Requirement	221
State EDTF Payment	\$37,982	Jobs Due	96
Date Paid	6/18/2012	Confirmed Performance	55
<i>EDTF payments are made directly to the community applicant. This project has a corresponding QTI, which is the source for the confirmed performance figure.</i>			
<b>City of Melbourne Airport (Embraer Aircraft Holding, Inc.)</b>		<b>Aviation / Aerospace</b>	<b>Brevard County</b>
Maximum EDTF Award	\$1,500,000	Contract Job Requirement	200
State EDTF Payment	\$455,163.35	Jobs Due	NA
Date Paid	12/6/2011	Confirmed Performance	NA
<i>EDTF payments are made directly to the community applicant. This project has a corresponding QTI with the first year job implementation requirement in 2012.</i>			
<b>City of Riviera Beach (Lockheed Martin Corp - Marine Systems &amp; Sensors)</b>		<b>Manufacturing</b>	<b>Palm Beach County</b>
Maximum EDTF Award	\$1,653,538	Contract Job Requirement	55
State EDTF Payment	\$492,199.78	Jobs Due	55
Date Paid	12/7/2011	Confirmed Performance	62
State EDTF Payment	\$790,614.75		
Date Paid	6/27/2012		
<i>EDTF payments are made directly to the community applicant. This project has a corresponding QDSC, which is the source for the confirmed performance figure.</i>			
<b>Conax Florida Corporation</b>		<b>Manufacturing</b>	<b>Pinellas County</b>
Maximum QTI Award	\$111,000	Contract Job Requirement	37
State QTI Payment	\$22,200.00	Jobs Due	37
Local Financial Support	\$5,550.00	Confirmed Performance	62
Date Paid	1/30/2012	Scheduled Fiscal Year	2011-12

<b>Table 39</b>			
<b>INCENTIVE PAYMENTS - FY 2012 (CONTINUED)</b>			
<b>Crane Performance Products</b>		<b>Manufacturing</b>	<b>Volusia County</b>
Maximum QTI & BF Award	\$143,000	Contract Job Requirement	22
State QTI Payment	\$8,000.00	Jobs Due	16
Local Financial Support (QTI)	\$2,000.00	Confirmed Performance	24
State Brownfield Bonus Payment	\$5,000.00	Date Paid	12/8/2011
Local Financial Support (BF)	\$1,250.00	Scheduled Fiscal Year	2011-12
<b>Danfoss Turbocor Compressors, Inc.</b>		<b>Manufacturing</b>	<b>Leon County</b>
Maximum QTI Award	\$1,050,000	Contract Job Requirement	150
State QTI Payment	\$210,000.00	Jobs Due	150
Local Financial Support	\$52,500.00	Confirmed Performance	154
Date Paid	8/5/2011	Scheduled Fiscal Year	2011-12
<b>DEGC Enterprises (U.S.), Inc.</b>		<b>Emerging Technologies</b>	<b>Pinellas County</b>
Maximum QTI Award	\$300,000	Contract Job Requirement	100
State QTI Payment	\$36,000.00	Jobs Due	100
Local Financial Support	\$9,000.00	Confirmed Performance	452
Date Paid	2/22/2012	Scheduled Fiscal Year	2011-12
<b>Digital Risk, LLC</b>		<b>Financial / Professional Services</b>	<b>Orange County</b>
Maximum QTI Award	\$726,000	Contract Job Requirement	242
State QTI Payment	\$90,000.00	Jobs Due	150
Local Financial Support	\$22,500.00	Confirmed Performance	452
Date Paid	2/17/2012	Scheduled Fiscal Year	2011-12
<b>Digital Risk, LLC</b>		<b>Financial / Professional Services</b>	<b>Duval County</b>
Maximum QTI Award	\$525,000	Contract Job Requirement	175
State QTI Payment	\$41,807.48	Jobs Due	100
Local Financial Support	\$10,451.87	Confirmed Performance	91
Date Paid	4/20/2012	Scheduled Fiscal Year	2011-12
<b>Donald J Pliner of Florida, Inc.</b>		<b>Emerging Technologies</b>	<b>Miami-Dade County</b>
Maximum QTI Award	\$90,000	Contract Job Requirement	30
State QTI Payment	\$14,099.40	Jobs Due	30
Local Financial Support	\$3,524.85	Confirmed Performance	25
Date Paid	8/5/2011	Scheduled Fiscal Year	2010-11
<b>EDAK, Inc.</b>		<b>Manufacturing</b>	<b>Brevard County</b>
Maximum QTI Award	\$48,000	Contract Job Requirement	16
State QTI Payment	\$3,600.00	Jobs Due	16
Local Financial Support	\$900.00	Confirmed Performance	20
Date Paid	12/16/2011	Scheduled Fiscal Year	2011-12

<b>Table 39</b>			
<b>INCENTIVE PAYMENTS - FY 2012 (CONTINUED)</b>			
<b>Edison Chouest Offshore - Tampa Ship LLC</b>		<b>Manufacturing</b>	<b>Hillsborough County</b>
Maximum QTI & BF Award	\$3,400,000	Contract Job Requirement	400
State QTI Payment	\$153,000.00	Jobs Due	150
Local Financial Support (QTI)	\$38,250.00	Confirmed Performance	135
State Brownfield Bonus Payment	\$58,410.00	Date Paid	6/29/2012
Local Financial Support (BF)	\$14,602.50	Scheduled Fiscal Year	2011-12
<b>Emerson Process Management, LLLP</b>		<b>HQ</b>	<b>Broward County</b>
Maximum QACF Award	\$250,000	Contract Job Requirement	51
State QACF Payment	\$250,000.00	Jobs Due	18
Date Paid	9/13/2011	Confirmed Performance	24
<i>Funds were paid into the EFI escrow account 9/16/11 and then paid to the company on 9/26/12 following achievement of performance milestones.</i>			
<b>EverBank</b>		<b>HQ</b>	<b>Duval County</b>
Maximum QTI Award	\$360,000	Contract Job Requirement	120
State QTI Payment	\$72,000.00	Jobs Due	120
Local Financial Support	\$18,000.00	Confirmed Performance	399
Date Paid	2/15/2012	Scheduled Fiscal Year	2011-12
<b>Family Dollar Services, Inc.</b>		<b>Emerging Technologies</b>	<b>Jackson County</b>
Maximum QTI Award	\$2,550,000	Contract Job Requirement	425
State QTI Payment	\$155,180.00	Jobs Due	425
Local Financial Support	\$38,795.00	Confirmed Performance	351
Date Paid	9/6/2011	Scheduled Fiscal Year	2011-12
<b>FELD Entertainment, Inc.</b>		<b>HQ</b>	<b>Manatee County</b>
Maximum QACF Award	\$650,000	Contract Job Requirement	235
State QACF Payment	\$650,000.00	Jobs Due	NA
Date Paid	9/26/2011	Confirmed Performance	NA
<i>Funds were paid into the EFI escrow account 9/26/11 and then paid to the company on 5/15/12 following achievement of performance milestones.</i>			
<b>Fidelity National Financial, Inc. &amp; Subsidiaries</b>		<b>HQ</b>	<b>Duval County</b>
Maximum QTI & BF Award	\$7,875,000	Contract Job Requirement	750
State QTI Payment	\$312,000.00	Jobs Due	750
Local Financial Support (QTI)	\$78,000.00	Confirmed Performance	2,259
State Brownfield Bonus Payment	\$97,500.00	Date Paid	8/5/2011
Local Financial Support (BF)	\$24,375.00	Scheduled Fiscal Year	2010-11
<i>Fidelity has had multiple QTI projects. The confirmed performance figures listed are those tied to each individual incentive agreement and are not double counted.</i>			

<b>Table 39</b>			
<b>INCENTIVE PAYMENTS – FY 2012 (CONTINUED)</b>			
<b>Fidelity National Financial, Inc. &amp; Subsidiaries</b>		<b>Financial / Professional Services</b>	<b>Duval County</b>
Maximum QTI & BF Award	\$1,900,000	Contract Job Requirement	200
State QTI Payment	\$280,000.00	Jobs Due	200
Local Financial Support (QTI)	\$70,000.00	Confirmed Performance	123
State Brownfield Bonus Payment	\$100,000.00	Date Paid	8/4/2011
Local Financial Support (BF)	\$25,000.00	Scheduled Fiscal Year	2010-11
<i>Fidelity has had multiple QTI projects. The confirmed performance figures listed are those tied to each individual incentive agreement and are not double counted.</i>			
<b>Fidelity National Financial, Inc. &amp; Subsidiaries</b>		<b>Financial / Professional Services</b>	<b>Duval County</b>
Maximum QTI & BF Award	\$5,700,000	Contract Job Requirement	600
State QTI Payment	\$840,000.00	Jobs Due	600
Local Financial Support (QTI)	\$210,000.00	Confirmed Performance	979
State Brownfield Bonus Payment	\$300,000.00	Date Paid	8/5/2011
Local Financial Support (BF)	\$75,000.00	Scheduled Fiscal Year	2011-12
<i>Fidelity has had multiple QTI projects. The confirmed performance figures listed are those tied to each individual incentive agreement and are not double counted.</i>			
<b>Florida State University (Ringling School of Art and Design)</b>		<b>Not in a Target Industry</b>	<b>Sarasota County</b>
Maximum EDTF Award	\$1,000,000	Contract Job Requirement	NA
State EDTF Payment	\$70,167.19	Jobs Due	NA
Date Paid	6/12/2012	Confirmed Performance	NA
State EDTF Payment	\$188,918.56		
Date Paid	1/23/2012		
<i>EDTF Member project.</i>			
<b>FSV Payment Systems</b>		<b>Infotech</b>	<b>Duval County</b>
Maximum QTI Award	\$150,000	Contract Job Requirement	50
State QTI Payment	\$30,000.00	Jobs Due	50
Local Financial Support	\$7,500.00	Confirmed Performance	169
Date Paid	9/27/2011	Scheduled Fiscal Year	2011-12
<b>Garda USA Inc.</b>		<b>HQ</b>	<b>Palm Beach County</b>
Maximum QACF Award	\$100,000	Contract Job Requirement	100
State QACF Payment	\$100,000.00	Jobs Due	45
Date Paid	9/27/2011	Confirmed Performance	40
<b>Gartner, Inc.</b>		<b>Financial / Professional Services</b>	<b>Lee County</b>
Maximum QACF Award	\$500,000	Contract Job Requirement	200
State QACF Payment	\$500,000.00	Jobs Due	40
Date Paid	8/29/2011	Confirmed Performance	83

<b>Table 39</b>			
<b>INCENTIVE PAYMENTS – FY 2012 (CONTINUED)</b>			
<b>Geographic Solutions, Inc.</b>		<b>Financial / Professional Services</b>	<b>Pinellas County</b>
Maximum QTI Award	\$30,000	Contract Job Requirement	10
State QTI Payment	\$6,000.00	Jobs Due	10
Local Financial Support	\$1,500.00	Confirmed Performance	26
Date Paid	2/28/2012	Scheduled Fiscal Year	2011-12
<b>Green Circle Bio Energy, Inc.</b>		<b>Cleantech</b>	<b>Jackson County</b>
Maximum QTI Award	\$357,000	Contract Job Requirement	51
State QTI Payment	\$71,400.00	Jobs Due	51
Local Financial Support	WAIVED	Confirmed Performance	72
Date Paid	9/13/2011	Scheduled Fiscal Year	2011-12
<b>Guardian Ignition Interlock Manufacturing, Inc</b>		<b>Infotech</b>	<b>Brevard County</b>
Maximum QTI Award	\$40,000	Contract Job Requirement	10
State QTI Payment	\$8,000.00	Jobs Due	10
Local Financial Support	\$2,000.00	Confirmed Performance	18
Date Paid	8/10/2011	Scheduled Fiscal Year	2011-12
<b>H. Lee Moffitt Cancer Center &amp; Research Institute, Inc.</b>		<b>Life Sciences</b>	<b>Hillsborough County</b>
Maximum QTI Award	\$540,000	Contract Job Requirement	108
State QTI Payment	\$69,488.80	Jobs Due	85
Local Financial Support	\$17,372.20	Confirmed Performance	95
Date Paid	5/14/2012	Scheduled Fiscal Year	2010-11
<b>Hillsborough County (Lear Corporation)</b>		<b>Manufacturing</b>	<b>Hillsborough County</b>
Maximum EDTF Award	\$685,000	Contract Job Requirement	137
State EDTF Payment	\$95,720.14	Jobs Due	80
Date Paid	10/4/2011	Confirmed Performance	0
<i>EDTF payments are made directly to the community applicant.</i>			
<b>Hillsborough County (Tropical Sportswear International, Inc.)</b>		<b>Manufacturing</b>	<b>Hillsborough County</b>
Maximum EDTF Award	\$750,000	Contract Job Requirement	150
State EDTF Payment	\$120,108.00	Jobs Due	125
Date Paid	10/14/2011	Confirmed Performance	294
<i>EDTF payments are made directly to the community applicant. This project has a corresponding QTI, which is the source for the confirmed performance figure.</i>			
<b>InEnTec Chemical LLC</b>		<b>HQ</b>	<b>Clay County</b>
Maximum QTI Award	\$50,000	Contract Job Requirement	10
State QTI Payment	\$5,000.00	Jobs Due	5
Local Financial Support	\$1,250.00	Confirmed Performance	5
Date Paid	6/28/2012	Scheduled Fiscal Year	2011-12

<b>Table 39</b>			
<b>INCENTIVE PAYMENTS – FY 2012 (CONTINUED)</b>			
<b>Iowa College Acquisition Corporation dba Kaplan University</b>		<b>HQ</b>	<b>Broward County</b>
Maximum QTI Award	\$1,980,000	Contract Job Requirement	660
State QTI Payment	\$396,000.00	Jobs Due	660
Local Financial Support	\$99,000.00	Confirmed Performance	726
Date Paid	8/5/2011	Scheduled Fiscal Year	2010-11
<b>IRX Therapeutics, Inc.</b>		<b>Life Sciences</b>	<b>Pinellas County</b>
Maximum IIF Award	\$600,000	Contract Job Requirement	283
State IIF Payment	\$475,000	Jobs Due	NA
Date Paid	12/17/2011	Confirmed Performance	NA
State IIF Payment	\$125,000		
Date Paid	1/12/2012		
<b>Jacksonville Port Authority (TraPac, Inc.)</b>		<b>Emerging Technologies</b>	<b>Duval County</b>
Maximum EDTF Award	\$1,000,000	Contract Job Requirement	10
State EDTF Payment	\$1,000,000.00	Jobs Due	NA
Date Paid	6/19/2012	Confirmed Performance	NA
<i>EDTF payments are made directly to the community applicant.</i>			
<b>Jensen USA, Inc.</b>		<b>Manufacturing</b>	<b>Bay County</b>
Maximum QTI Award	\$180,000	Contract Job Requirement	45
State QTI Payment	\$36,000.00	Jobs Due	45
Local Financial Support	\$9,000.00	Confirmed Performance	67
Date Paid	8/28/2011	Scheduled Fiscal Year	2010-11
<b>JetBlue Airways Corporation</b>		<b>Financial / Professional Services</b>	<b>Orange County</b>
Maximum QTI Award	\$616,000	Contract Job Requirement	154
State QTI Payment	\$67,200.00	Jobs Due	154
Local Financial Support	\$16,800.00	Confirmed Performance	377
Date Paid	2/22/2012	Scheduled Fiscal Year	2011-12
<b>John Bean Technologies Corporation</b>		<b>Manufacturing</b>	<b>Polk County</b>
Maximum QACF Award	\$164,200	Contract Job Requirement	23
State QACF Payment	\$164,200.00	Jobs Due	NA
Date Paid	9/26/2011	Confirmed Performance	NA
<i>Funds currently held in the EFI escrow account until company achieves certain performance requirements.</i>			
<b>Kaman Aerospace Corporation</b>		<b>Aviation / Aerospace</b>	<b>Duval County</b>
Maximum QACF Award	\$657,500	Contract Job Requirement	200
State QACF Payment	\$657,500.00	Jobs Due	NA
Date Paid	9/27/2011	Confirmed Performance	NA
<i>Funds were paid into the EFI escrow account 9/28/11 and then paid to the company on 5/1/12 following achievement of performance milestones.</i>			

<b>Table 39</b>			
<b>INCENTIVE PAYMENTS – FY 2012 (CONTINUED)</b>			
<b>Klausner Holding USA, Inc.</b>		<b>Manufacturing</b>	<b>Suwannee County</b>
Maximum QACF Award	\$3,000,000	Contract Job Requirement	350
State QACF Payment	\$3,000,000.00	Jobs Due	NA
Date Paid	9/27/2011	Confirmed Performance	NA
<i>Funds currently held in the EFI escrow account until company achieves certain performance requirements.</i>			
<b>L-3 Communication Integrated Systems LP Crestview Aerospace</b>		<b>Manufacturing</b>	<b>Okaloosa County</b>
Maximum QACF Award	\$1,300,000	Contract Job Requirement	340
State QACF Payment	\$1,300,000.00	Jobs Due	NA
Date Paid	9/30/2011	Confirmed Performance	NA
<i>Funds currently held in the EFI escrow account until company achieves certain performance requirements.</i>			
<b>Lender Processing Services, Inc.</b>		<b>Financial / Professional Services</b>	<b>Duval County</b>
Maximum QTI & BF Award	\$1,150,000	Contract Job Requirement	210
State QTI Payment	\$126,000.00	Jobs Due	210
Local Financial Support (QTI)	\$31,500.00	Confirmed Performance	801
State Brownfield Bonus Payment	\$105,000.00	Date Paid	3/14/2012
Local Financial Support (BF)	\$26,250.00	Scheduled Fiscal Year	2011-12
<b>LiveTV, LLC</b>		<b>Infotech</b>	<b>Brevard County</b>
Maximum QTI Award	\$45,000	Contract Job Requirement	15
State QTI Payment	\$9,000.00	Jobs Due	15
Local Financial Support	\$2,250.00	Confirmed Performance	16
Date Paid	2/13/2012	Scheduled Fiscal Year	2011-12
<b>Lockheed Martin Corporation - FBM</b>		<b>Homeland Security / Defense</b>	<b>Brevard County</b>
Maximum QDSC Award	\$850,000	Contract Job Requirement	30
State QDSC Payment	\$30,000.00	Jobs Due	30
Local Financial Support	\$7,500.00	Confirmed Performance	53
Date Paid	12/20/2011	Scheduled Fiscal Year	2011-12
<i>The QDSC award also involves 140 retained jobs.</i>			
<b>Lockheed Martin Missiles and Fire Control/Ocala</b>		<b>Manufacturing</b>	<b>Marion County</b>
Maximum QTI Award	\$500,000	Contract Job Requirement	125
State QTI Payment	\$79,200.00	Jobs Due	99
Local Financial Support	\$19,800.00	Confirmed Performance	121
Date Paid	2/29/2012	Scheduled Fiscal Year	2011-12
State QTI Payment	\$28,000.00	Jobs Due	35
Local Financial Support	\$7,000.00	Confirmed Performance	79
Date Paid	8/4/2011	Scheduled Fiscal Year	2010-11
<i>Two QTI Refund payments were made for this project during FY 2011-12.</i>			

<b>Table 39</b>			
<b>INCENTIVE PAYMENTS - FY 2012 (CONTINUED)</b>			
<b>MarineMax, Inc.</b>		<b>HQ</b>	<b>Pinellas County</b>
Maximum QTI Award	\$150,000	Contract Job Requirement	30
State QTI Payment	\$10,000.00	Jobs Due	30
Local Financial Support	\$2,500.00	Confirmed Performance	46
Date Paid	8/5/2011	Scheduled Fiscal Year	2010-11
<b>Max Planck Florida Corporation</b>		<b>Life Sciences</b>	<b>Palm Beach County</b>
Maximum IIF Award	\$94,090,000	Contract Job Requirement	135
State IIF Payment	\$10,000,000	Jobs Due	61
Date Paid	12/6/2011	Confirmed Performance	62
<i>To date, Max Planck has received \$94,090,000 in IIF payments.</i>			
<b>McKibbon Hotel Management, Inc</b>		<b>Not in a Target Industry</b>	<b>Hillsborough County</b>
Maximum BF Bonus Award	\$247,500	Contract Job Requirement	99
State BF Bonus Payment	\$46,084.00	Jobs Due	99
Local Financial Support	WAIVED	Confirmed Performance	101
Date Paid	8/10/2011	Scheduled Fiscal Year	2011-12
<b>Morris and Lee, Inc.</b>		<b>HQ</b>	<b>Nassau County</b>
Maximum QTI Award	\$140,000	Contract Job Requirement	20
State QTI Payment	\$14,000.00	Jobs Due	10
Local Financial Support	\$3,500.00	Confirmed Performance	20
Date Paid	9/19/2011	Scheduled Fiscal Year	2011-12
<b>NeoGenomics Laboratories, Inc.</b>		<b>Life Sciences</b>	<b>Lee County</b>
Maximum QTI Award	\$300,000	Contract Job Requirement	75
State QTI Payment	\$32,000.00	Jobs Due	20
Local Financial Support	\$8,000.00	Confirmed Performance	40
Date Paid	9/6/2011	Scheduled Fiscal Year	2011-12
<b>Office Depot, Inc.</b>		<b>HQ</b>	<b>Palm Beach County</b>
Maximum QTI Award	\$2,150,000	Contract Job Requirement	430
State QTI Payment	\$172,000.00	Jobs Due	172
Local Financial Support	\$43,000.00	Confirmed Performance	249
Date Paid	1/5/2012	Scheduled Fiscal Year	2011-12
<b>Okaloosa County (BAE Systems Technology Solutions &amp; Services, Inc.)</b>		<b>Manufacturing</b>	<b>Okaloosa County</b>
Maximum EDTF Award	\$1,884,696	Jobs Projected	135
State EDTF Payment	\$503,539.48	Jobs Due	NA
Date Paid	6/22/2012	Confirmed Performance	NA
State EDTF Payment	\$529,451.72		
Date Paid	6/22/2012		
State EDTF Payment	\$736,458.67		
Date Paid	4/30/2012		
<i>EDTF payments are made directly to the community applicant. This project did not have another incentive with verified performance therefore the job figure provided is projected.</i>			

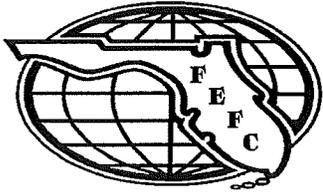
<b>Table 39</b>			
<b>INCENTIVE PAYMENTS – FY 2012 (CONTINUED)</b>			
<b>Okaloosa County (Sunshine Aero Industries, Inc.)</b>		<b>Manufacturing</b>	<b>Okaloosa County</b>
Maximum EDTF Award	\$92,000	Jobs Retained	25
State EDTF Payment	\$39,208.50	Jobs Due	NA
Date Paid	2/21/2012	Confirmed Performance	NA
<i>EDTF payments are made directly to the community applicant. This project involved retention of 25 existing jobs with no new jobs projected.</i>			
<b>Optical Crime Prevention, Inc.</b>		<b>Infotech</b>	<b>Broward County</b>
Maximum QACF Award	\$750,000	Contract Job Requirement	100
State QACF Payment	\$750,000.00	Jobs Due	NA
Date Paid	9/14/2011	Confirmed Performance	NA
<i>Funds currently held in the EFI escrow account until company achieves certain performance requirements.</i>			
<b>Orange County (Darden Restaurants, Inc.)</b>		<b>HQ</b>	<b>Orange County</b>
Maximum EDTF Award	\$2,000,000	Contract Job Requirement	500
State EDTF Payment	\$135,202.82	Jobs Due	191
Date Paid	6/12/2012	Confirmed Performance	195
<i>EDTF payments are made directly to the community applicant. This project has a corresponding QTI, which is the source for the confirmed performance figure.</i>			
<b>Orbeco-Hellige Inc.</b>		<b>Manufacturing</b>	<b>Manatee County</b>
Maximum QTI Award	\$30,000	Contract Job Requirement	10
State QTI Payment	\$6,000.00	Jobs Due	10
Local Financial Support	\$1,500.00	Confirmed Performance	12
Date Paid	12/6/2011	Scheduled Fiscal Year	2011-12
<b>Oregon Health &amp; Science University - VGTI</b>		<b>Life Sciences</b>	<b>St. Lucie County</b>
Maximum IIF Award	\$60,000,000	Contract Job Requirement	200
State IIF Payment	\$5,000,000	Jobs Due	89
Date Paid	3/23/2012	Confirmed Performance	90
<i>To date, VGTI has received \$60,000,000 in IIF payments.</i>			
<b>Oscor, Inc.</b>		<b>Manufacturing</b>	<b>Pinellas County</b>
Maximum QTI Award	\$165,000	Contract Job Requirement	55
State QTI Payment	\$33,000.00	Jobs Due	55
Local Financial Support	\$8,250.00	Confirmed Performance	92
Date Paid	1/30/2012	Scheduled Fiscal Year	2011-12
<b>Pall Corporation</b>		<b>Manufacturing</b>	<b>Escambia County</b>
Maximum QTI Award	\$216,000	Contract Job Requirement	54
State QTI Payment	\$34,646.40	Jobs Due	54
Local Financial Support	\$8,661.60	Confirmed Performance	46
Date Paid	8/5/2011	Scheduled Fiscal Year	2011-12

<b>Table 39</b>			
<b>INCENTIVE PAYMENTS – FY 2012 (CONTINUED)</b>			
<b>Pilot Corporation of America</b>		<b>HQ</b>	<b>Duval County</b>
Maximum QTI Award	\$264,000	Contract Job Requirement	66
State QTI Payment	\$17,600.00	Jobs Due	22
Local Financial Support	\$4,400.00	Confirmed Performance	51
Date Paid	1/4/2012	Scheduled Fiscal Year	2011-12
<b>Plasma-Therm, LLC</b>		<b>Manufacturing</b>	<b>Pinellas County</b>
Maximum QTI Award	\$340,000	Contract Job Requirement	68
State QTI Payment	\$68,000.00	Jobs Due	68
Local Financial Support	\$17,000.00	Confirmed Performance	78
Date Paid	5/8/2012	Scheduled Fiscal Year	2011-12
<b>PricewaterhouseCoopers LLP - Knowledge Service Org</b>		<b>Financial / Professional Services</b>	<b>Hillsborough County</b>
Maximum QTI Award	\$1,280,000	Contract Job Requirement	320
State QTI Payment	\$256,000.00	Jobs Due	320
Local Financial Support	\$64,000.00	Confirmed Performance	337
Date Paid	2/22/2012	Scheduled Fiscal Year	2010-11
<b>Raydon Corporation</b>		<b>Homeland Security / Defense</b>	<b>Volusia County</b>
Maximum QDSC Award	\$1,200,000	Contract Job Requirement	88
State QDSC Payment	\$213,600.00	Jobs Due	55
Local Financial Support	\$53,400.00	Confirmed Performance	55
Date Paid	9/30/2012	Scheduled Fiscal Year	2011-12
<i>The QDSC award also involves 212 retained jobs.</i>			
<b>CONFIDENTIAL</b>		<b>Financial / Professional Services</b>	<b>Pasco County</b>
Maximum QACF Award	\$4,500,000	Contract Job Requirement	750
State QACF Payment	\$4,500,000.00	Jobs Due	NA
Date Paid	9/19/2011	Confirmed Performance	NA
<i>Funds currently held in the EFI escrow account until company achieves certain performance requirements.</i>			
<b>Redpine Healthcare Technologies, Inc.</b>		<b>Infotech</b>	<b>Bay County</b>
Maximum QACF Award	\$400,000	Contract Job Requirement	410
State QACF Payment	\$400,000.00	Jobs Due	NA
Date Paid	8/29/2011	Confirmed Performance	NA
<i>Redpine is no longer in operation and DEO is pursuing legal action to recoup the QACF funds.</i>			
<b>Rulon Company</b>		<b>Manufacturing</b>	<b>St. Johns County</b>
Maximum QTI Award	\$400,000	Contract Job Requirement	120
State QTI Payment	\$56,666.66	Jobs Due	85
Local Financial Support	\$14,166.66	Confirmed Performance	96
Date Paid	9/30/2011	Scheduled Fiscal Year	2010-11

<b>Table 39</b>		
<b>INCENTIVE PAYMENTS – FY 2012 (CONTINUED)</b>		
<b>Saab Training USA LLC</b>		<b>Financial / Professional Services      Orange County</b>
Maximum QTI Award	\$132,000	Contract Job Requirement      33
State QTI Payment	\$8,000.00	Jobs Due      10
Local Financial Support	\$2,000.00	Confirmed Performance      10
Date Paid	5/11/2012	Scheduled Fiscal Year      2011-12
<b>Samsonite Corporation</b>		<b>Emerging Technologies      Duval County</b>
Maximum BF Bonus Award	\$132,500	Contract Job Requirement      53
State BF Bonus Payment	\$26,500.00	Jobs Due      53
Local Financial Support	\$6,625.00	Confirmed Performance      94
Date Paid	1/30/2012	Scheduled Fiscal Year      2010-11
State BF Bonus Payment	\$26,500.00	Jobs Due      53
Local Financial Support	\$6,625.00	Confirmed Performance      53
Date Paid	1/30/2012	Scheduled Fiscal Year      2009-10
<i>Two BF Bonus Refund payments were made for this project during FY 2011-12.</i>		
<b>Sikorsky Aircraft Corporation</b>		<b>Aviation / Aerospace      Palm Beach County</b>
Maximum QACF Award	\$600,000	Contract Job Requirement      14
State QACF Payment	\$600,000.00	Jobs Due      NA
Date Paid	9/22/2011	Confirmed Performance      NA
<i>Funds were paid into the EFI escrow account 9/23/11 and then paid to the company on 12/5/12 following achievement of performance milestones.</i>		
<b>SolarSink, LLC</b>		<b>Financial / Professional Services      Leon County</b>
Maximum HIPI Award	\$1,000,000	Contract Job Requirement      30
State HIPI Payment	\$500,000.00	Jobs Due      10
Date Paid	7/22/2011	Confirmed Performance      11
<i>HIPI grants are paid in two equal installments, the first upon "commencement of operations" and the second upon "commencement of full operations". This is the project's first HIPI payment.</i>		
<b>SunnyLand Solar, LLC</b>		<b>Financial / Professional Services      Leon County</b>
Maximum HIPI Award	\$1,000,000	Contract Job Requirement      35
State HIPI Payment	\$500,000.00	Jobs Due      10
Date Paid	9/9/2011	Confirmed Performance      10
<i>HIPI grants are paid in two equal installments, the first upon "commencement of operations" and the second upon "commencement of full operations". This is the project's first HIPI payment.</i>		
<b>Tampa Housing Authority (Cardno TBE)</b>		<b>Not in a Target Industry      Hillsborough County</b>
Maximum EDTF Award	\$1,000,000	Contract Job Requirement      NA
State EDTF Payment	\$289,665.55	Jobs Due      NA
Date Paid	4/3/2012	Confirmed Performance      NA
State EDTF Payment	\$400,367.25	
Date Paid	11/9/2011	
State EDTF Payment	\$309,967.20	
Date Paid	7/6/2011	
<i>EDTF Member project.</i>		

<b>Table 39</b>			
<b>INCENTIVE PAYMENTS – FY 2012 (CONTINUED)</b>			
<b>Taurus International Manufacturing, Inc.</b>		<b>Manufacturing</b>	<b>Miami-Dade County</b>
Maximum QTI Award	\$369,000	Contract Job Requirement	123
State QTI Payment	\$55,800.00	Jobs Due	93
Local Financial Support	\$13,950.00	Confirmed Performance	107
Date Paid	6/29/2012	Scheduled Fiscal Year	2011-12
<b>TBC Corporation</b>		<b>HQ</b>	<b>Palm Beach County</b>
Maximum QTI Award	\$200,000	Contract Job Requirement	50
State QTI Payment	\$28,800.00	Jobs Due	36
Local Financial Support	\$7,200.00	Confirmed Performance	111
Date Paid	1/30/2012	Scheduled Fiscal Year	2011-12
<b>The Newport Group, Inc.</b>		<b>Financial / Professional Services</b>	<b>Seminole County</b>
Maximum QTI Award	\$300,000	Contract Job Requirement	60
State QTI Payment	\$60,000.00	Jobs Due	60
Local Financial Support	\$15,000.00	Confirmed Performance	85
Date Paid	10/4/2011	Scheduled Fiscal Year	2011-12
<b>Time Warner Business Services, LLC</b>		<b>Financial / Professional Services</b>	<b>Hillsborough County</b>
Maximum QACF Award	\$900,000	Contract Job Requirement	500
State QACF Payment	\$900,000.00	Jobs Due	NA
Date Paid	4/16/2012	Confirmed Performance	NA
<i>Funds currently held in the EFI escrow account until company achieves certain performance requirements.</i>			
<b>Torrey Pines Institute for Molecular Studies</b>		<b>Life Sciences</b>	<b>St. Lucie County</b>
Maximum IIF Award	\$24,728,000	Contract Job Requirement	189
State IIF Payment	\$3,000,000	Jobs Due	120
Date Paid	12/2/2011	Confirmed Performance	120
<i>To date, Torrey Pines has received \$19,000,000 in IIF payments.</i>			
<b>Triad Isotopes, Inc.</b>		<b>HQ</b>	<b>Orange County</b>
Maximum QTI Award	\$240,000	Contract Job Requirement	30
State QTI Payment	\$48,000.00	Jobs Due	30
Local Financial Support	\$12,000.00	Confirmed Performance	40
Date Paid	2/15/2012	Scheduled Fiscal Year	2011-12
<b>Triumph Aerostructures, LLC</b>		<b>Aviation / Aerospace</b>	<b>Martin County</b>
Maximum QTI Award	\$300,000	Contract Job Requirement	100
State QTI Payment	\$27,000.00	Jobs Due	45
Local Financial Support	\$6,750.00	Confirmed Performance	54
Date Paid	9/27/2011	Scheduled Fiscal Year	2011-12

<b>Table 39</b>			
<b>INCENTIVE PAYMENTS - FY 2012 (CONTINUED)</b>			
<b>Ultramatics, Inc.</b>		<b>Financial / Professional Services</b>	<b>Pinellas County</b>
Maximum QTI Award	\$172,000	Contract Job Requirement	43
State QTI Payment	\$18,286.00	Jobs Due	43
Local Financial Support	\$4,571.50	Confirmed Performance	36
Date Paid	2/28/2012	Scheduled Fiscal Year	2011-12
<b>University Clinical Research - Deland, LLC</b>		<b>Financial / Professional Services</b>	<b>Volusia County</b>
Maximum QTI Award	\$66,000	Contract Job Requirement	22
State QTI Payment	\$7,200.00	Jobs Due	22
Local Financial Support	\$1,800.00	Confirmed Performance	28
Date Paid	8/16/2011	Scheduled Fiscal Year	2011-12
<b>VaxDesign Corporation</b>		<b>Financial / Professional Services</b>	<b>Orange County</b>
Maximum QTI Award	\$195,000	Contract Job Requirement	39
State QTI Payment	\$8,000.00	Jobs Due	39
Local Financial Support	\$2,000.00	Confirmed Performance	43
Date Paid	2/16/2012	Scheduled Fiscal Year	2011-12
<b>VISA Global Customer Care Services</b>		<b>Financial / Professional Services</b>	<b>Miami-Dade County</b>
Maximum QTI Award	\$475,800	Contract Job Requirement	366
State QTI Payment	\$36,556.00	Jobs Due	185
Local Financial Support	\$9,139.00	Confirmed Performance	148
Date Paid	6/29/2012	Scheduled Fiscal Year	2011-12
<b>Volusia County (International Speedway Corporation)</b>		<b>HQ</b>	<b>Volusia County</b>
Maximum EDTF Award	\$2,000,000	Contract Job Requirement	103
State EDTF Payment	\$1,122,294.32	Jobs Due	NA
Date Paid	3/8/2012	Confirmed Performance	NA
<i>EDTF payments are made directly to the community applicant.</i>			
<b>Wal-Mart Stores East, LP - Auburndale</b>		<b>Not in a Target Industry</b>	<b>Polk County</b>
Maximum BF Bonus Award	\$592,500	Contract Job Requirement	237
State BF Bonus Payment	\$118,500.00	Jobs Due	237
Local Financial Support	WAIVED	Confirmed Performance	254
Date Paid	9/27/2011	Scheduled Fiscal Year	2010-11
<b>Wal-Mart Stores East, LP - Inverness</b>		<b>Not in a Target Industry</b>	<b>Polk County</b>
Maximum BF Bonus Award	\$712,500	Contract Job Requirement	285
State BF Bonus Payment	\$119,871.00	Jobs Due	285
Local Financial Support	WAIVED	Confirmed Performance	254
Date Paid	1/20/2012	Scheduled Fiscal Year	2010-11
<b>World Duty Free Americas</b>		<b>HQ</b>	<b>Broward County</b>
Maximum QTI Award	\$400,000	Contract Job Requirement	100
State QTI Payment	\$12,000.00	Jobs Due	100
Local Financial Support	\$3,000.00	Confirmed Performance	147
Date Paid	8/5/2011	Scheduled Fiscal Year	2010-11



# FLORIDA EXPORT FINANCE CORPORATION

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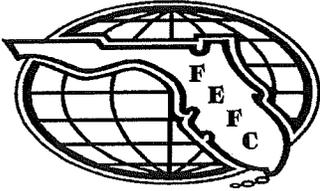


## Annual Report 2011

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# FLORIDA EXPORT FINANCE CORPORATION

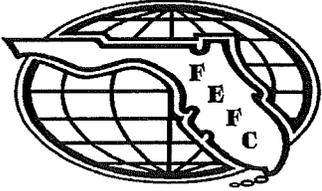
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## ANNUAL REPORT

January 1, 2011 - December 31, 2011

The 1993 Legislature enacted the "Florida Export Finance Corporation Act by S.S. 288.770-288.778, Florida Statutes which required the FEFC annual report to be sent to the Governor, the President of the Florida Senate, the Speaker of the Florida House of Representatives, the Senate Minority Leader, the House Minority Leader, and Enterprise Florida, Inc. The 2010 Legislature amended the act to require the report to be sent only to Enterprise Florida, Inc. to be included in the Enterprise Florida annual report.



# FLORIDA EXPORT FINANCE CORPORATION

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## PRESIDENT'S MESSAGE

Florida depends on international business for the vitality of its economy more than any other state. Many of Florida's business and government leaders are aware that international trade is the largest segment of our economy and has out paced the growth of any other sector by a wide margin. That we are so dependent on international trade should not be surprising given Florida's geographic location and multi ethnic population. One aspect of international trade is exporting, and exports have been increasing for the past several years.

We rely on small business to make those exports far more than any other state. Most of the small business exporters in Florida are trading intermediaries. By a wide margin over any state Florida depends on these intermediaries to make our export business move forward, and almost all trading intermediaries are small businesses. These are the entities that bear the largest burden in the decline of exports and benefit the least in increasing exports. The benefits to small business from increased exports over the past several years has lagged that of our state's larger companies; however, there is evidence that many small exporters are experiencing increased demand.

The expenses and time required to obtain an export order are huge but the largest impediment is the ability, more properly described as the inability, of the small exporter to obtain adequate financing to allow fulfillment of that export order. This impediment is particularly true for an intermediary exporter who generally has a small asset base of inventory or receivables on which traditional financing can be based.

Florida's banking community is large and provides enormous amounts of funding for international trade. Banking is a highly regulated industry with those regulations designed first and foremost to protect the ordinary citizen who deposits money in the bank, and secondly to protect the shareholders of the bank. This is proper, but it automatically forces banks to lend to the highest level of loan repayment expectations. In general, small business does not fall into this expectation category. Nor does the financing of export sales. Nor does the financing of an intermediary. There is no misperception here as history shows this to be true. However, exports produce a benefit to our society far greater than domestic sales and cannot be ignored simply because they have a higher risk. Nor can small business, because it is the backbone of our country and, even more so, our state. The multitude of new regulations that have been implemented since the events of "9-11" have increased the difficulty for all exporting companies but more for small business. The current lending slow down has affected everyone and has created a lack of assistance for small exporters.

Since our inception more than 100 banks have agreed to cooperate with the FEFC in various ways to provide assistance to exporters. Many of these banks had not previously been involved in export trade finance. In the past, bank support for small exporters has grown as they recognize the huge business potential vested in this market. The consolidation taking place among banks does not seem to have either helped or hindered trade finance overall, except in the case of small business where it hurts. It is very clear that the larger a bank the larger it wants its customers to be.

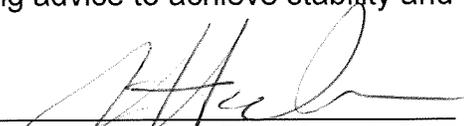
SBA continue to improve their efforts to make their assistance programs available to small exporters but are clearly affected by increasing regulations and the economic slow down.

Florida's government - cities, counties, and state - know this importance and have done many things to help small business and to increase Florida exports. However, it is a never-ending process of improvements and continuing support that will and can enhance Florida's economy through small business and exports. Florida needs more manufacturers. Our ratio of trading intermediaries to manufacturers is very heavily weighted to intermediaries. This ratio in the business of Florida's exports is almost exactly inverse to California's. Our exporting structure and the vast amount of port volume are heavily dependent on manufactured products flowing through from other states and even other countries. Florida is more in the business of exporting other states' products than those from Florida simply because of our lack of manufacturing. Economic development designed to enlarge our existing small business manufacturers, and to bring more manufacturers into Florida, would in years to come benefit the state as much or more than anything Florida is now doing. The Florida Chamber of Commerce, The Florida Manufacturers Association, and The Florida Finance Network all are attempting measures to improve small manufacturers' access to capital. The State Government needs to embrace this need.

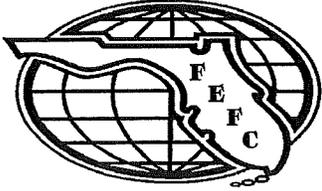
For a number of years the preceding, with appropriate and periodic updates, has been the cornerstone of FEFC's message. During most of that time the business of exporting continually grew and banks continually increased their commitment to trade finance. This trend stopped in 2008 when both actual exports and bank support decreased for the small exporters.

2008 saw a downturn of small business exports and 2009 was much worse and 2010 was even worse for small business. Overall exports increased in 2010 and 2011. Small exporters are the first to feel a slowdown and the last to recover. An increasing number of foreign buyers are defaulting on payments to their Florida suppliers. This has created problems for many Florida banks and many have reduced their level of trade finance, especially to small business. Even with new efforts by all Federal and State entities offering support to exporters, both large and small, the business of almost all small individual entities declined. Our guarantee level rose from the prior year due to a new incentive with additional funding from the State of Florida. 2011 was a recovery year but lending to small business including manufacturers has not improved.

The Florida Export Finance Corporation has dedicated itself to provide all Florida small business with an opportunity of ensuring that no valid export order is lost due to the lack of financing. The key words are all small business - manufacturer, agriculture, service, or intermediary. A further key is that every export sale, no matter what its size, is beneficial to Florida. Small becomes large only step by step with each sale. The goal of the FEFC is to help small business grow, not just to make loans. This goal is achieved by offering consulting services and structuring advice to achieve stability and long term growth in addition to financial assistance.

  
\_\_\_\_\_  
J. Stephen Fancher, President & CEO

  
\_\_\_\_\_  
Date



# FLORIDA EXPORT FINANCE CORPORATION

A NOT FOR PROFIT CORPORATION  
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## THE FLORIDA EXPORT FINANCE CORPORATION

### STATEMENT OF POLICY

Florida Statute 288.770, effective July 1, 1993, created and funded the Florida Export Finance Corporation (FEFC) as a not for profit corporation with an economic development mandate to expand employment and income opportunities for Florida residents.

Fulfillment of the mandate is to be accomplished by increased exports of goods and services resulting from informational, technical, and financial assistance given by FEFC to small and medium sized Florida domiciled businesses. No specific Florida content is required for the exported items but preference is given to Florida value-added transactions.

Information and technical assistance to business is offered and the FEFC will cooperate and work with other organizations to enhance the ability of Florida exporters to increase their sales and their access to programs designed to assist them. However, financial assistance is the primary service offered by the FEFC. FEFC financial assistance is available to small and medium sized companies registered to do business in the State of Florida; with less than 250 employees and less than a \$6,000,000 net worth; only for direct export transactions; only for goods and services being shipped from Florida; and only when the inability to obtain financing elsewhere is demonstrated.

FEFC financial assistance is in the form of a loan guarantee generally for short term transactions. The FEFC may have guarantees outstanding at any one time not greater than five times the FEFC Fund amount at such time.

In order to make full use of its leveraging authority FEFC financial assistance to exporters is in the form of guarantees given to commercial lenders who make loans to exporters to support a verified foreign order. The exporter may apply directly to the FEFC for a loan guarantee or, a lender may apply on behalf of an exporter. The maximum amount FEFC will consider guaranteeing is \$500,000 and the FEFC guarantee may not exceed 90% of the loan value. The loan is to be secured by the foreign receivable generated by the sale. Ex-Im Bank or other acceptable foreign risk insurance should be obtained where possible.

The FEFC does not make grants nor will it issue loan guarantees unless they can be secured in a manner which assures a high probability of repayment. The FEFC paperwork will be the minimum necessary and its fees and rates will be as low as possible. FEFC loan guarantees will require the lender to follow all customary and prudent lending practices.

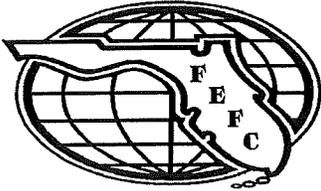
creditworthy, when a transaction is too small or too short term to produce a profit for the lender. If the need of the exporter is post-shipment related, i.e., offering payment terms to the foreign buyer, FEFC will assist the exporter in applying for coverage under a foreign risk insurance policy which mitigates the risk of an exporter loan default due to non payment by a foreign buyer. Many exporters will also need pre-shipment loans, i.e., purchasing the materials required to fill the order of a foreign buyer.

The agreement of lenders to accept the FEFC guarantee is dependent on many factors. The question of safety is paramount and is reflected by FEFC's credit policy, the risk mitigation arrangements which the FEFC might have, and the size of the FEFC Fund. Where possible FEFC will use the risk mitigation programs of Ex-Im Bank or other acceptable means. FEFC's credit policy and procedures have been formulated by FEFC's Board of Directors to evolve based on FEFC's delineated market and acting as an economic development entity. These individuals all have extensive experience in commercial lending, export sales, and trade finance representing and blending the expertise of banks and exporters, both large and small.

FEFC's Board of Directors recognizes the wide gap between the financing needs of small and medium sized exporters and the conservative approach required of conventional lenders, especially when it concerns trading companies who by many lending definitions are viewed as being undercapitalized with insufficient collateral. The bridging of this financial "gap" and the mandate to assist and nurture the growth of qualified Florida exporters is the guiding principle of FEFC's Board of Directors. Application of FEFC's credit policy and procedures will always consider this factor.

The FEFC accounts and records are maintained by the Corporation with audits by independent auditors and regular reviews by the State of Florida. The FEFC Fund is under the full control of FEFC's Board of Directors and is separate from any other funds. Additional funding may be appropriated each year by the State of Florida or from other sources, both public and private. The Corporation's administrative expenses are allocated from the FEFC Fund in accordance with an operating budget approved by the Board of Directors. All fees, interest income, investment income, or any other income is deposited directly to the FEFC Fund. Investments are made under rules established in Florida Statutes and in accordance with policy established by FEFC's Board of Directors.

The policy of the Board of Directors is to operate the FEFC in a sound and prudent manner which will accomplish the purposes and requirements of the Corporation as set forth in Florida Statutes while safeguarding and increasing its assets. The Board has established a credit committee, an audit and examination committee, an asset and liability committee, a management review committee, and an executive committee. Each committee has specific responsibilities concerning establishing and overseeing policies and procedures of the Corporation.



# FLORIDA EXPORT FINANCE CORPORATION

A NOT FOR PROFIT CORPORATION  
 CREATED AND FUNDED BY THE STATE OF FLORIDA



## YEAR 2011 FACT SHEET

- \*July 5, 1992 - Business Plan presented to and approved by Governor's Office
- \*July 1, 1993 - Enabling Statute FS 288.770/8
- \*August 16, 1993 - First employee
- \*November 5, 1993 - Programs/Policies approved by Board and Governor's Office
- \*February 2, 1994 - Began accepting Loan and Loan Guarantee applications
- \*November 1, 1994 - Became member of Ex-Im Bank City/State Program
- \*May 1, 1995 - Signed Co-Guarantee Agreement with SBA
- \*December 1, 1995 - Ex-Im Bank Umbrella Insurance Policy activated
- \*July 1, 1996 - Increased Capital Grant by State
- \*September 18, 1996 - Ex-Im Bank Delegated Authority received
- \*July 1, 1997 - State Grants Self-Sufficiency Capital
- \*December 31, 1998 - Achieved Self-Sufficiency
- \*July 1, 2010 - Additional capital of \$4.9 million appropriated by the State

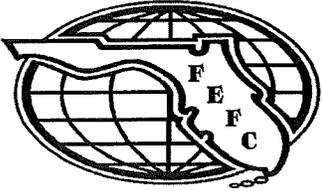
Note: figures are cumulative from inception except where noted

12/31/11

Medium term (over 1yr.) loans commitments arranged on behalf of small Florida exporters	\$1,797,665,000
Export value of Political and Credit Risk Insurance arranged to support sales of small Florida exporters	\$ 240,000,000
Export value covered by FEFC loan guarantee commitments for small Florida exporters	\$ 353,561,000
Total value assisted (100% small business/ approx. 72% minority and women owned)	\$2,391,226,000
Total for 2011 activities	\$ 418,251,000
Total State Grants received (1993/2011) \$10,500,000 Capital - \$1,000,000 Operating Expenses	\$ 11,500,000
Net Worth of FEFC - 12/31/11	\$ 9,265,316
Total number of seminars -	375
FEFC seminar attendance - Exporters	12,549
- Bankers	2,450

FEFC Status - Non stock not for profit corporation with IRS 501(c)3 status  
 13 Member Board of Directors (3 Government/10 Private Sector)  
 Loan Defaults – 21 (\$2,054,291 Net Loss)

Legislative Mandate - To increase job opportunities and income for residents of Florida by providing financial, technical, and consulting assistance to small and medium sized Florida companies in support of their export sales.



# FLORIDA EXPORT FINANCE CORPORATION

A NOT FOR PROFIT CORPORATION  
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To Financial Professionals:

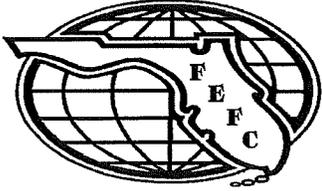
All of us who offer financial services to businesses in the State of Florida know the unique nature of our market. Many of your clients could be defined as small businesses, and many of those export goods and services to foreign markets. Indeed, small businesses are the major engine of employment, economic growth, and exporting in our State.

Despite their importance to our economy, far too often they lack access to the financing they need. This is especially true of small business which need financing for their export transactions. The Florida Export Finance Corporation (FEFC) was created by the State of Florida as a not-for-profit corporation, with a mandate to expand employment and income opportunities by supporting the export of goods and services from the State.

The FEFC offers information, technical and consulting assistance to exporters throughout the State of Florida. Financial assistance, though, is our chief service. The FEFC will guarantee a lender's revolving line up to a maximum of \$500,000. Applicants for a loan guarantee must be exporters based in Florida who have been turned down by at least one potential lender.

The FEFC is a member of the City/State program of the Export-Import Bank of the United States and offers Florida exporters access to U.S. Government export assistance programs offered by the Ex-Im Bank and the SBA. Services include packaging for the loan, insurance and guarantee programs offered by these agencies. The FEFC has delegated authority for Ex-Im Bank working capital loan guarantees up to \$1,000,000 and SBA loans for up to \$1,500,000.

This pamphlet reviews our general services. We ask that you bring to your client's attention the many opportunities available to them to enhance their success as exporters. One call or visit to our offices is all that is necessary to learn about these opportunities. Applications are available on the Internet or upon request.



# FLORIDA EXPORT FINANCE CORPORATION

A NOT FOR PROFIT CORPORATION  
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## EXPORT FINANCE ASSISTANCE FOR FLORIDA COMPANIES

A major hurdle for many businesses seeking to take advantage of the opportunities offered by expanding foreign markets is access to affordable working capital. The State of Florida, working in partnership with the federal government and the State's banking community has lowered this hurdle for small and medium-sized businesses.

### FLORIDA EXPORT FINANCE CORPORATION

Access up to \$500,000 in loan guarantees is available to Florida's small and medium-sized businesses through the Florida Export Finance Corporation (FEFC). The FEFC was created by the State in 1993 as a not for profit corporation with a mandate to expand employment and income opportunities to Florida residents by increased exports of goods and services resulting from assistance given by the FEFC to Florida companies. Information, technical, and consulting assistance is offered. However, financial assistance is the primary service offered by the FEFC. Guarantees are transaction specific but normally issued as a revolving line of credit. This program, operating in partnership with Florida's banking community, is designed to assist the State's smaller exporters by giving them improved access to affordable working capital.

#### FEFC FEATURES:

- Loan guarantees for the lesser of 90% of the loan or \$500,000.
- No minimum size.
- May be used to support loan or standby letter of credit.
- Available for pre-export working capital and/or post-export receivables financing.
- Maximum term for pre or post-export is 180 days, combination is 360 days.
- Reduced turn-around time for approval.
- Flexible collateral requirements.

#### FEFC PROGRAM CRITERIA

- Shipment must be from Florida.
- Products do not have to be made in Florida.
- Must be a small/medium sized Florida company.
- Must have received a turndown from conventional lender or apply jointly with a lender.

#### FEFC PROGRAM FEES:

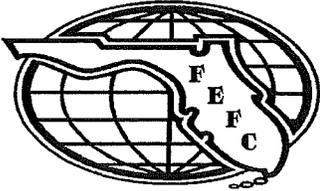
- \$250 application fee.
- A facility fee based on maximum allowable outstanding at any one time.

### EXPORT-IMPORT BANK OF THE UNITED STATES AND SMALL BUSINESS ADMINISTRATION CITY/STATE PROGRAM

The FEFC is a member of the City/State program and offers Florida exporters access to export assistance programs offered by the Ex-Im Bank and the SBA. Services include packaging for Ex-Im Bank and SBA export working capital guarantees, and other loan, insurance and guarantee programs offered by these agencies.

#### FEFC PACKAGING, CREDIT INSURANCE, AND CO-GUARANTEE PROGRAMS

Financing assistance provided by the City/State Program focuses on the packaging and expedited processing of applications. The FEFC will assist exporters and lenders in arranging loans exceeding the FEFC limit in order to complete an export sale of any size including Ex-Im Bank product and project loans and SBA loans. The FEFC will assist exporters and lenders in obtaining credit insurance to mitigate foreign risk. FEFC can combine its guarantee with that of the SBA for a total guarantee value of up to \$1,500,000. FEFC has delegated authority from Ex-Im Bank and can combine its guarantee with that of Ex-Im Bank for a \$1,000,000 guarantee. This delegated authority is primarily designed to work with community banks in support of their customers.



# FLORIDA EXPORT FINANCE CORPORATION

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## REFERRAL SERVICES

FEFC staff maintains up-to-date knowledge of exporter assistance programs offered by these federal agencies, as well as working relationships with their staffs. This combination allows us to recommend the best match between an exporter's financial need and available assistance and provide quick access to that assistance.

Products offered by Ex-Im Bank include:

- working capital guarantees/ medium-term guarantees/direct project guarantees/foreign credit insurance

*SBA also offers working capital guarantees in support of export sales.*

The export working capital guarantee programs of Ex-Im Bank and SBA are organized in a complimentary fashion. These programs are collectively referred to as the Export Working Capital Program. This program offers:

### EWCP FEATURES:

- Guarantees to support specific transactions or a revolving line
- No minimum or maximum amount (though the amount requested will determine which agency will make the guarantee)

### EWCP ELIGIBILITY CRITERIA:

- Exporter must have been in business at least one year
- Exporter must be able to demonstrate financial strength to support loan
- Export transaction must involve a country approved by Ex-Im Bank's Country Limitation Schedule
- Exporting company must have business operations in Florida.

Though the EWCP is operated jointly by the two agencies, certain features of the program are unique to each agency. The financing needs of the exporter, the nature of their business and the products being exported will determine which of the agencies will make the guarantee.

The most important of the defining criteria is the amount of financing being requested:

#### Ex-Im Bank

**Guarantee requests exceeding \$1,000,000  
(Up to 90% of loan)**

#### SBA

**Guarantee requests below \$1,000,000  
(Up to 90% of loan)**

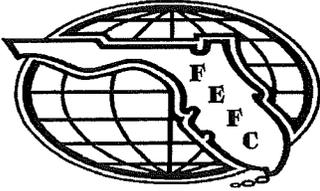
#### UNIQUE EX-IM BANK FEATURES

- Maximum term of financing is 1 year
- Exporter must be profitable
- No military sales
- Export product must exceed 50% U.S. origin
- Preliminary commitment for 6 months
- FEFC delegated authority for up to a \$1,000,000 guarantee
- Master Agreements with community banks thru FEFC

#### UNIQUE SBA FEATURES:

- Exporter must be a small business as defined by SBA
- Maximum term of financing is 3 years
- Military sales are allowed
- No. U.S. content requirement
- Preliminary commitment for 60 days
- Combined SBA/FEFC guarantee for up to \$1,500,000

**PLEASE CALL THE FEFC OFFICE FOR FURTHER INFORMATION  
ON PROGRAM LIMITATIONS & CRITERIA**



# FLORIDA EXPORT FINANCE CORPORATION

A NOT FOR PROFIT CORPORATION  
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President & CEO: J. Stephen Fancher

## BOARD OF DIRECTORS

<u>Represents</u>			
1.	NW Florida: Region 1	Todd G. Kocourek, President & CEO Florida First Capital Finance Corp. P. O. Box 4166 Tallahassee, FL 32315-4166 850/222-5198 FAX 850/222-7284	10/13
2.	NE Florida: Region 2	Cathy Hagan University of North Florida Small Business Development Center 12000 Alumni Drive Jacksonville, FL 32224 904/620-2478 FAX	07/12
3.	Central Florida: Region 3 National Bank	David Matos, Vice President TD Bank 1560 Orange Avenue Suite 300 Winter Park, FL 32789 407/6223513 PH 407/4085816 CELL	07/14
4.	West Central Florida: Region 4	Salvatore M. Pontillo 3521 Autumn Glen Dr. Valrico, FL 33594 813/505-2157	04/12
5.	SW Florida: Region 5	Penny S. Phillippi, Executive Director Collier County Redevelopment Agency 2210 Immokalee Drive Immokalee, FL 34142 Cel: 239/285-7635	06/13
6.	South Florida: Region 6	Adolfo D. Martinez, Managing Partner ADM Financial LLC 9230 S.W. 36 <sup>th</sup> Street Miami, FL 33165 305/798-3392 FAX 305/207-3425	04/12
7.	Insurance:	Art Warner, Vice President ARI Global Insurance 19106 Two River Lane Boca Raton, FL 33498 561/ 353-1170 FAX 561/353-1172	01/12

8. Foreign Bank: Efrain Lopez 03/12  
General Manager  
Caixa Galicia  
1111 Brickell Avenue, Suite 2100  
Miami, FL 33131  
Cell: 954/682-6201
9. State Bank: Ignacio Hernandez, Senior Vice President 06/14  
Ocean Bank  
780 NW 42<sup>nd</sup> Avenue  
Suite 401  
Miami, FL 33126  
305/5695435 PH  
305/9653670 CELL
10. Small/medium exporter: Daniel M. Schwartz, Director 07/14  
Hencorp  
777 Brickell Avenue, Ste 1010  
Miami, FL 33131  
305/4169110
11. Secretary of State: Kurt Browning  
Designee: Jennifer Kennedy, Deputy Secretary  
Florida Department of State  
R. A. Gray Building  
500 S. Bronough  
Tallahassee, FL 32399-0250  
850/245-6525 FAX 850/245-6125
12. Chief Financial Officer: Jeff Atwater, CFO  
Designee: Maria J. Boue, President  
Paris Trading, Inc.  
5313 Collins Avenue, Ste. 1005  
Miami Beach, FL 33140  
786/281-9764 Fax 305/866-3068
13. Enterprise Florida CEO: Gray Swoope  
Designee: Manny Mencia, Vice President  
Enterprise Florida International Trade  
201 Alhambra Circle #610  
Coral Gables, FL 33134  
305/808-3660 FAX 305/808-3586

CHAIR - SAL PONTILLO  
VICE CHAIR - TODD KOCOUREK  
TREASURER - ADOLFO MARTINEZ  
SECRETARY - DANIEL SCHWARTZ

Revised: 1/12

FLORIDA EXPORT FINANCE CORPORATION

Balance Sheet

As of December 31, 2011

	<u>Dec 31, 11</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
DEPOSIT	49,362.43
FEFC/SPIA - see notes	8,337,034.61
OPERATING ACCT	48,648.43
Total Checking/Savings	<u>8,435,045.47</u>
Other Current Assets	
LOANS - see notes	829,516.12
SECURITY DEPOSIT	2,713.50
Total Other Current Assets	<u>832,229.62</u>
Total Current Assets	<u>9,267,275.09</u>
<b>TOTAL ASSETS</b>	<b><u>9,267,275.09</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
CUSTOMER DEPOSIT	1,685.54
Total Other Current Liabilities	<u>1,685.54</u>
Total Current Liabilities	<u>1,685.54</u>
Total Liabilities	1,685.54
Equity	
OPENING CAPITAL	100,000.00
PAID IN CAPITAL	10,400,000.00
RETAINED EARNINGS	-795,028.28
Net Income	-439,382.17
Total Equity	<u>9,265,589.55</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>9,267,275.09</u></b>

FLORIDA EXPORT FINANCE CORPORATION  
Profit & Loss  
January through December 2011

	<u>Jan - Dec 11</u>
<b>Income</b>	
APP FEES	10,000.00
GUAR FEES	165,076.98
INVESTMENT INCOME	150,067.16
RECOVERIES	18,369.86
REIMB EXP	24,170.00
SERVICE FEES	80.00
	<hr/>
<b>Total Income</b>	367,764.00
<b>Expense</b>	
BANK CHARGES	311.84
BOARD	3,380.93
CLAIMS	181,165.55
CREDIT REPORTS	145.00
DUES	4,215.00
EMPLOYEE BENEFITS	112,872.43
EQUIP RENT	4,043.76
INSURANCE	9,328.04
INTEREST PAID	27,024.12
MISC EXPENSES	1,684.63
OFFICE SUPP/PRINTING	7,802.88
PAYROLL	343,900.12
PAYROLL TAXES	25,144.56
POSTAGE	1,716.50
PROFESSIONAL FEES	18,100.38
RENT	49,412.93
REPAIR & MAINT	603.61
TAXES	25.00
TELEPHONE	6,916.49
TRAVEL	7,151.07
UTILITIES	2,201.33
	<hr/>
<b>Total Expense</b>	807,146.17
	<hr/>
<b>Net Income</b>	<b><u><u>-439,382.17</u></u></b>

## FLORIDA EXPORT FINANCE CORPORATION

## Profit &amp; Loss Prev Year Comparison

January through December 2011

	Jan - Dec 11	Jan - Dec 10	\$ Change	% Change
<b>Income</b>				
APP FEES	10,000.00	9,250.00	750.00	8.1%
GUAR FEES	165,076.98	130,391.07	34,685.91	26.6%
INVESTMENT INCOME	150,067.16	97,593.94	52,473.22	53.8%
LOAN INTEREST	0.00	158.33	-158.33	-100.0%
RECOVERIES	18,369.86	96,562.50	-78,192.64	-81.0%
REIMB EXP	24,170.00	25,298.96	-1,128.96	-4.5%
SERVICE FEES	80.00	19,002.00	-18,922.00	-99.6%
<b>Total Income</b>	<b>367,764.00</b>	<b>378,256.80</b>	<b>-10,492.80</b>	<b>-2.8%</b>
<b>Expense</b>				
BANK CHARGES	311.84	1,351.98	-1,040.14	-76.9%
BOARD	3,380.93	2,580.49	800.44	31.0%
CLAIMS	181,165.55	73,862.50	107,303.05	145.3%
CREDIT REPORTS	145.00	0.00	145.00	100.0%
DUES	4,215.00	1,240.00	2,975.00	239.9%
EMPLOYEE BENEFITS	112,872.43	100,810.26	12,062.17	12.0%
EQUIP RENT	4,043.76	4,633.54	-589.78	-12.7%
INSURANCE	9,328.04	10,424.00	-1,095.96	-10.5%
INTEREST PAID	27,024.12	0.00	27,024.12	100.0%
LICENSES	0.00	61.25	-61.25	-100.0%
MISC EXPENSES	1,684.63	2,056.20	-371.57	-18.1%
OFFICE SUPP/PRINTING	7,802.88	8,138.61	-335.73	-4.1%
PAYROLL	343,900.12	315,000.12	28,900.00	9.2%
PAYROLL TAXES	25,144.56	23,379.96	1,764.60	7.6%
POSTAGE	1,716.50	1,708.69	7.81	0.5%
PROFESSIONAL FEES	18,100.38	12,400.00	5,700.38	46.0%
RENT	49,412.93	41,119.82	8,293.11	20.2%
REPAIR & MAINT	603.61	775.00	-171.39	-22.1%
TAXES	25.00	25.00	0.00	0.0%
TELEPHONE	6,916.49	7,258.58	-342.09	-4.7%
TRAVEL	7,151.07	9,941.33	-2,790.26	-28.1%
UTILITIES	2,201.33	2,557.45	-356.12	-13.9%
<b>Total Expense</b>	<b>807,146.17</b>	<b>619,324.78</b>	<b>187,821.39</b>	<b>30.3%</b>
<b>Net Income</b>	<b>-439,382.17</b>	<b>-241,067.98</b>	<b>-198,314.19</b>	<b>-82.3%</b>

**NOTES TO FEFC FINANCIAL STATEMENTS**  
**12/31/11**

1. The FEFC is a 501(c)3 Not For Profit Corporation utilizing modified cash accounting.
2. Florida Statutes establish the FEFC **Guarantee Account** as the net worth of the FEFC. This amount is available to pay any claims against FEFC loan guarantee commitments.
3. Florida Statutes authorize the FEFC to have outstanding loan guarantee commitments (contingent liabilities) of five times the balance of the Guarantee Account, and allow the FEFC Board of Directors to reduce this leveraging ratio at its discretion. The leveraged amount is the FEFC **Guarantee Authority**.
4. The FEFC **Guarantee Fund** was established by the FEFC, within the Guarantee Account, and represents grants by the State specifically directed by the board to support FEFC loan and loan guarantee commitments. The FEFC uses the Guarantee Fund as a conservative base for establishing the Guarantee Authority.

	<u>Guarantee Account</u>	<u>Guarantee Fund</u>	<u>Guarantee Authority</u>
12/31/11	\$9,267,275	\$8,508,688	\$42,529,875
Outstanding		6,120,000	30,600,000
Available		2,388,688	11,943,440

A) Guarantee Account - Net worth of the FEFC at any point in time.

B) Guarantee Fund - Guarantee Account less retained earnings and other capital not specifically designated for loan and loan guarantee commitments.

C) Guarantee Authority - Five times the Guarantee Fund. (See note 5D)

D) Outstanding - Existing FEFC guarantee commitments (contingent liabilities) at full value against the Guarantee Authority and at 20% of such value against the Guarantee Fund. FEFC loans are applied at full value against both the Guarantee Authority and the Guarantee Fund. (See Note 6)

E) Available - Guarantee Authority/Fund less Outstandings.

F) At 12/31/11 loans and loan guarantee commitments outstanding equal 3.30 times the Guarantee Account, 3.60 times the Guarantee Fund, and 71.9% of the Guarantee Authority.

6. All outstanding loans (\$829,516) were originally guarantees, which were converted to loans by FEFC as a result of paying the lender claims. All loans are performing marginally and if all were considered as total losses and eliminated from the Balance Sheet FEFC's resulting net worth would be \$8,438,045.
7. The 2010 Florida Legislature appropriated \$4,900,000 in additional capital for FEFC which has been received .

**INCOME STATEMENT  
TWELVE MONTHS ENDING ON DATE SHOWN**

	12/31/93	12/31/94	12/31/95	12/31/96	12/31/97	12/31/98	12/31/99	12/31/00	12/31/01	12/31/02
<b>Income</b>	\$ 6,389	\$174,950	\$407,997	\$432,654	\$564,150	\$681,845	\$489,603	\$539,123	\$697,994	\$399,537
<b>Expenses</b>	29,566	162,824	232,073	289,522	335,362	497,265	418,072	477,443	570,335	764,003
<b>Profit (Loss)</b>	(23,177)	12,126	175,924	143,132	228,778	184,580	71,531	91,680	127,689	(364,466)
	12/31/03	12/31/04	12/31/05	12/31/06	12/31/07	12/31/08	12/31/09	12/31/10	12/31/11	Cumulative
<b>Income</b>	\$728,196	\$266,870	\$535,702	\$833,310	\$925,082	\$585,981	\$250,037	\$378,257	\$367,764	\$9,265,442
<b>Expenses</b>	502,043	471,708	386,735	463,160	861,906	1,125,819	1,515,546	619,325	807,146	10,499,853
<b>Profit (Loss)</b>	226,153	(204,838)	148,967	370,150	63,176	(539,837)	(1,265,509)	(241,068)	(439,382)	(1,234,411)

**BALANCE SHEET  
As of date shown**

	12/31/93	12/31/94	12/31/95	12/31/96	12/31/97	12/31/98	12/31/99
Capital	\$1,000,000	\$1,000,000	\$1,000,000	\$2,500,000	\$4,800,000	\$5,600,000	\$5,600,000
Retained Earnings	(23,177)	(11,053)	164,841	308,007	536,795	721,375	792,906
<b>Net Worth</b>	<b>975,823</b>	<b>988,949</b>	<b>1,164,874</b>	<b>2,808,007</b>	<b>5,336,795</b>	<b>6,321,375</b>	<b>6,392,906</b>

	12/31/00	12/31/01	12/31/02	12/31/03	12/31/04	12/31/05	12/31/06
Capital	\$5,600,000	\$5,600,000	\$5,600,000	\$5,600,000	\$5,600,000	\$5,600,000	\$5,600,000
Retained Earnings	884,586	1,012,245	647,779	873,931	669,094	818,061	1,188,210
<b>Net Worth</b>	<b>6,484,586</b>	<b>6,612,245</b>	<b>6,247,779</b>	<b>6,473,931</b>	<b>6,269,094</b>	<b>6,418,061</b>	<b>6,788,510</b>

	12/31/07	12/31/08	12/31/09	12/31/10	12/31/11
Capital	\$5,600,000	\$5,600,000	\$5,600,000	\$6,825,000	\$10,500,000
Retained Earnings	1,251,386	711,549	(553,960)	(795,028)	(1,234,410)
<b>Net Worth</b>	<b>6,851,386</b>	<b>6,311,549</b>	<b>5,046,040</b>	<b>6,029,972</b>	<b>9,265,590</b>

THE FLORIDA SENATE  
**APPEARANCE RECORD**

*Spoke*

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

Meeting Date \_\_\_\_\_

Topic ~~Griff Salmon~~ Economic Development Incentives Bill Number \_\_\_\_\_  
*(if applicable)*

Name Griff Salmon Amendment Barcode \_\_\_\_\_  
*(if applicable)*

Job Title COO

Address 800 N. Magnolia Ave Phone \_\_\_\_\_  
*Street*

Orlando FL 32801 E-mail \_\_\_\_\_  
*City State Zip*

Speaking:  For  Against  Information

Representing Enterprise Florida

Appearing at request of Chair:  Yes  No Lobbyist registered with Legislature:  Yes  No

While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.

**This form is part of the public record for this meeting.**

THE FLORIDA SENATE  
**APPEARANCE RECORD**

*Spoke*

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

2.7.13

Meeting Date

Topic Economic Development

Bill Number \_\_\_\_\_  
*(if applicable)*

Name Crystal Sircy

Amendment Barcode \_\_\_\_\_  
*(if applicable)*

Job Title SVP, Business Development

Address 800 N Magnolia Ave

Phone 407 956 5640

Street

Orlando, FL 32803

E-mail csircy@eflorida.com

City

State

Zip

Speaking:  For  Against  Information

Representing Enterprise Florida

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.

**This form is part of the public record for this meeting.**

S-001 (10/20/11)

*Spoke*

# APPEARANCE RECORD

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

2/7/13

Meeting Date

Topic Enterprise Florida

Bill Number \_\_\_\_\_  
*(if applicable)*

Name Dan Krassner

Amendment Barcode \_\_\_\_\_  
*(if applicable)*

Job Title Executive Director

Address 715 N. Calhoun St. #4

Phone 850-321-0432

Tallahassee FL 32303  
City State Zip

E-mail dan@integrityfl.org

Speaking:  For  Against  Information

Representing Integrity Florida

Appearing at request of Chair:  Yes  No

Lobbyist registered with Legislature:  Yes  No

*While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.*

**This form is part of the public record for this meeting.**

# CourtSmart Tag Report

Room: EL 110

Case:

Type:

Caption: Senate Appropriations Subcommittee on Transportation, Tourism and Economic Development Judge:

Started: 2/7/2013 9:04:26 AM

Ends: 2/7/2013 11:48:31 AM

Length: 02:44:06

9:04:26 AM Senator Gardiner calls the meeting to order  
9:04:38 AM roll call  
9:04:59 AM Sen. Gardiner  
9:05:41 AM Mark Kruse, Policy Coordinator, Executive Office of the Governor  
9:13:38 AM Sen. Margolis  
9:14:15 AM Sen. Gardiner  
9:14:30 AM Mark Kruse  
9:20:56 AM Sen. Gardiner  
9:21:03 AM Sen. Margolis - question  
9:21:40 AM Mark Kruse  
9:22:17 AM Sen. Margolis  
9:24:14 AM Mark Kruse  
9:24:41 AM Sen. Margolis  
9:24:45 AM Mark Kruse  
9:25:04 AM Sen. Gibson  
9:27:09 AM Mark Kruse  
9:27:32 AM Sen. Gibson  
9:27:59 AM Mark Kruse  
9:28:22 AM Sen. Latvala  
9:28:34 AM Mark Kruse  
9:28:38 AM Sen. Latvala  
9:28:47 AM Mark Kruse  
9:29:07 AM Sen. Latvala  
9:29:56 AM Mark Kruse  
9:30:16 AM Sen. Latvala  
9:31:41 AM Sen. Ring  
9:34:43 AM Mark Kruse  
9:36:18 AM Sen. Ring  
9:38:17 AM Mark Kruse  
9:38:27 AM Sen. Thompson  
9:39:39 AM Mark Kruse  
9:40:27 AM Sen. Margolis  
9:40:42 AM Mark Kruse  
9:40:50 AM Sen. Margolis  
9:41:38 AM Sen. Thompson  
9:42:11 AM Mark Kruse  
9:42:37 AM Sen. Thompson  
9:43:06 AM Mark Kruse  
9:43:32 AM Sen. Thompson  
9:44:02 AM Sen. Lee  
9:48:03 AM Mark Kruse  
9:50:14 AM Sen. Lee  
9:51:47 AM Sen. Sobel  
9:52:02 AM Mark Kruse  
9:52:04 AM Sen. Sobel  
9:52:11 AM Mark Kruse  
9:52:53 AM Sen. Gardiner  
9:54:42 AM Mark Kruse  
9:54:45 AM Sen. Sobel  
9:55:10 AM Sen. Gardiner  
9:55:21 AM Sen. Gibson  
9:56:06 AM Mark Kruse

<b>9:56:38 AM</b>	Sen. Gardiner
<b>9:57:23 AM</b>	Mark Kruse
<b>9:59:32 AM</b>	Sen. Gardiner
<b>10:00:59 AM</b>	Mark Kruse
<b>10:01:12 AM</b>	Sen. Gardiner
<b>10:02:56 AM</b>	Mark Kruse
<b>10:03:00 AM</b>	Sen. Gardiner
<b>10:03:16 AM</b>	Sen. Simpson
<b>10:06:48 AM</b>	Sen. Margolis
<b>10:07:12 AM</b>	Mark Kruse
<b>10:07:28 AM</b>	Sen. Gardiner
<b>10:07:32 AM</b>	Mark Kruse
<b>10:07:35 AM</b>	Sen. Gardiner
<b>10:08:01 AM</b>	Jesse Panuccio, Executive Director, Department of Economic Opportunity
<b>10:15:14 AM</b>	Sen. Latvala
<b>10:15:16 AM</b>	Sen. Gardiner
<b>10:15:25 AM</b>	Sen. Latvala
<b>10:15:30 AM</b>	Jesse Panuccio
<b>10:15:38 AM</b>	Sen. Latvala
<b>10:15:49 AM</b>	Jesse Panuccio
<b>10:16:01 AM</b>	Sen. Latvala
<b>10:16:12 AM</b>	Jesse Panuccio
<b>10:16:25 AM</b>	Sen. Gardiner
<b>10:16:48 AM</b>	Jesse Panuccio
<b>10:17:00 AM</b>	Sen. Margolis
<b>10:17:03 AM</b>	Jesse Panuccio
<b>10:17:24 AM</b>	Sen. Margolis
<b>10:17:40 AM</b>	Jesse Panuccio
<b>10:18:21 AM</b>	Sen. Margolis
<b>10:18:38 AM</b>	Jesse Panuccio
<b>10:18:41 AM</b>	Sen. Margolis
<b>10:18:48 AM</b>	Jesse Panuccio
<b>10:18:56 AM</b>	Sen. Margolis
<b>10:19:09 AM</b>	Jesse Panuccio
<b>10:19:17 AM</b>	Sen. Sobel
<b>10:19:48 AM</b>	Jesse Panuccio
<b>10:20:14 AM</b>	Sen. Gardiner
<b>10:20:36 AM</b>	Sen. Sobel
<b>10:20:39 AM</b>	Sen. Gardiner
<b>10:20:40 AM</b>	Sen. Latvala
<b>10:21:15 AM</b>	Jesse Panuccio
<b>10:21:52 AM</b>	Sen. Latvala
<b>10:21:56 AM</b>	Jesse Panuccio
<b>10:22:01 AM</b>	Sen. Latvala
<b>10:22:04 AM</b>	Jesse Panuccio
<b>10:22:10 AM</b>	Sen. Gardiner
<b>10:22:12 AM</b>	Jesse Panuccio
<b>10:27:10 AM</b>	Sen. Gardiner
<b>10:27:21 AM</b>	Jesse Panuccio
<b>10:27:47 AM</b>	Sen. Gardiner
<b>10:28:14 AM</b>	Jesse Panuccio
<b>10:28:15 AM</b>	Sen. Gardiner
<b>10:28:28 AM</b>	Sen. Latvala
<b>10:29:10 AM</b>	Jesse Panuccio
<b>10:29:57 AM</b>	Sen. Margolis
<b>10:30:40 AM</b>	Jesse Panuccio
<b>10:31:11 AM</b>	Sen. Margolis
<b>10:31:36 AM</b>	Jesse Panuccio
<b>10:32:11 AM</b>	Sen. Latvala
<b>10:33:21 AM</b>	Jesse Panuccio
<b>10:34:35 AM</b>	Sen. Latvala
<b>10:35:31 AM</b>	Jesse Panuccio

10:36:21 AM Sen. Gardiner  
10:37:08 AM Jesse Panuccio  
10:37:36 AM Sen. Margolis  
10:38:27 AM Jesse Panuccio  
10:38:43 AM Sen. Margolis  
10:38:53 AM Jesse Panuccio  
10:38:59 AM Sen. Margolis  
10:39:00 AM Jesse Panuccio  
10:39:07 AM Sen. Margolis  
10:39:14 AM Jesse Panuccio  
10:39:18 AM Sen. Margolis  
10:39:26 AM Sen. Gardiner  
10:39:29 AM Sen. Stargel  
10:39:55 AM Jesse Panuccio  
10:40:07 AM Sen. Gardiner  
10:40:11 AM Sen. Thompson  
10:40:54 AM Jesse Panuccio  
10:42:09 AM Sen. Gardiner  
10:42:13 AM Sen. Margolis  
10:42:39 AM Sen. Gardiner  
10:43:36 AM Sen. Sobel  
10:43:45 AM Jesse Panuccio  
10:44:30 AM Sen. Gardiner  
10:44:35 AM Sen. Stargel  
10:44:51 AM Jesse Panuccio  
10:45:05 AM Sen. Gardiner  
10:45:08 AM Jesse Panuccio  
10:45:13 AM Sen. Gardiner  
10:45:39 AM Griff Salmon, Chief Operating Office, Enterprise Florida - Presentation on Economic Dev. Incentives -  
Enterprise FL  
11:03:22 AM Sen. Latvala  
11:03:48 AM Griff Salmon  
11:03:55 AM Crystal Sircy, SVP, Business Development, Enterprise Florida  
11:04:57 AM Griff Salmon  
11:06:36 AM Sen. Gardiner  
11:06:43 AM Griff Salmon  
11:06:44 AM Sen. Gardiner  
11:07:02 AM Sen. Latvala  
11:07:49 AM Griff Salmon  
11:22:22 AM Sen. Gardiner  
11:22:42 AM Griff Salmon  
11:23:04 AM Sen. Gardiner  
11:23:24 AM Griff Salmon  
11:23:56 AM Sen. Gardiner  
11:24:02 AM Griff Salmon  
11:24:08 AM Sen. Gardiner  
11:24:46 AM Crystal Sircy  
11:25:43 AM Sen. Gardiner  
11:25:47 AM Sen. Sobel  
11:26:34 AM Crystal Sircy  
11:28:10 AM Sen. Gibson  
11:28:22 AM Crystal Sircy  
11:29:31 AM Sen. Gibson  
11:29:57 AM Griff Salmon  
11:30:38 AM Sen. Gibson  
11:31:10 AM Griff Salmon  
11:31:33 AM Sen. Gibson  
11:32:03 AM Griff Salmon  
11:32:11 AM Crystal Sircy  
11:34:02 AM Sen. Gibson  
11:34:28 AM Crystal Sircy  
11:35:32 AM Sen. Gardiner

**11:35:33 AM** Sen. Stargel  
**11:35:56 AM** Griff Salmon  
**11:36:04 AM** Sen. Stargel  
**11:36:16 AM** Sen. Gardiner  
**11:36:38 AM** Sen. Sobel  
**11:36:54 AM** Griff Salmon  
**11:37:26 AM** Sen. Sobel  
**11:37:34 AM** Sen. Gardiner  
**11:38:07 AM** Dan Krassner, Executive Director, Integrity Florida  
**11:39:45 AM** Sen. Gardiner  
**11:39:49 AM** Sen. Latvala  
**11:40:19 AM** Dan Krassner  
**11:41:14 AM** Sen. Latvala  
**11:41:42 AM** Dan Krassner  
**11:42:21 AM** Sen. Gardiner  
**11:43:14 AM** Chris Ranung, Chairman, COMPASS  
**11:48:20 AM** Sen. Gardiner  
**11:48:27 AM** Meeting Adjourned