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A bill to be entitled An act relating to economic development; creating s. 288.005, F.S.; providing definitions; amending s. 288.095, F.S.; making technical changes; deleting obsolete provisions; deleting a requirement for Enterprise Florida, Inc., to prepare an annual report; amending s. 288.106, F.S.; deleting a definition; revising criteria for the designation of target industries developed by the Office of Tourism, Trade, and Economic Development; requiring the Office of Tourism, Trade, and Economic Development to consider the economic benefits when awarding economic development incentives and certifying a business as a qualified target industry business; amending s. 288.1088, F.S.; requiring awards from the Quick Action Closing Fund to have a positive economic benefit; amending s. 288.90151, F.S.; revising legislative intent; providing that private sector support for the operations of Enterprise Florida, Inc., includes cash jointly raised by Enterprise Florida, Inc., and a private statewide business organization that supports collaborative projects; requiring the Office of Economic and Demographic Research to hire an economic analysis firm to assist in the development of a methodology for establishing and reporting of economic benefits of awards from the Quick Action Closing Fund; amending s. 288.906, F.S.; revising the required contents of an annual report by Enterprise Florida, Inc.; creating s. 288.907, F.S.; requiring Enterprise

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Florida, Inc., to create an annual incentives report; specifying the required components of the report; amending s. 288.911, F.S.; requiring Enterprise Florida, Inc., to cooperate with VISIT Florida in the promotion of this state to businesses in target industries and high-impact industries; requiring that certain counties and municipalities annually provide to Enterprise Florida, Inc., an overview of certain local economic development activities; amending s. 288.7771, F.S.; conforming a cross-reference to changes made by the act; providing an effective date.

Be It Enacted by the Legislature of the State of Florida:

Section 1. Section 288.005, Florida Statutes, is created to read:

(1) "Economic benefits" mean the direct, indirect, or

288.005 Definitions.—As used in this chapter, the term:

induced gains in state tax revenues as a percentage of the state's investment. The state's investment includes state grants, tax exemptions, tax refunds, tax credits, and other state incentives. The economic-benefits calculation may be expressed as a ratio of the increase in state revenues as

(2) "Office" means the Office of Tourism, Trade, and Economic Development in the Executive Office of the Governor.

Section 2. Subsection (3) of section 288.095, Florida Statutes, is amended to read:

288.095 Economic Development Trust Fund.-

compared to the state's investment.

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(3) (a) The office of Tourism, Trade, and Economic

Development may approve applications for certification pursuant to ss. 288.1045(3) and 288.106. However, the total state share of tax refund payments scheduled in all active certifications in any for fiscal year 2001-2002 may not exceed \$35 \$30 million.

The total for each subsequent fiscal year may not exceed \$35 million.

- (b) The total amount of tax refund claims approved for payment by the office of Tourism, Trade, and Economic Development based on actual project performance may not exceed the amount appropriated to the Economic Development Incentives Account for such purposes for the fiscal year. Claims for tax refunds under ss. 288.1045 and 288.106 shall be paid in the order the claims are approved by the office of Tourism, Trade, and Economic Development. If In the event the Legislature does not appropriate an amount sufficient to satisfy the tax refunds under ss. 288.1045 and 288.106 in a fiscal year, the office of Tourism, Trade, and Economic Development shall pay the tax refunds from the appropriation for the following fiscal year. By March 1 of each year, the office of Tourism, Trade, and Economic Development shall notify the legislative appropriations committees of the Senate and House of Representatives of any anticipated shortfall in the amount of funds needed to satisfy claims for tax refunds from the appropriation for the current fiscal year.
- (c) By December 31 of each year, Enterprise Florida, Inc., shall submit a complete and detailed report to the Governor, the President of the Senate, the Speaker of the House of Representatives, and the director of the Office of Tourism,

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Trade, and Economic Development of all applications received, recommendations made to the Office of Tourism, Trade, and Economic Development, final decisions issued, tax refund agreements executed, and tax refunds paid or other payments made under all programs funded out of the Economic Development Incentives Account, including analyses of benefits and costs, types of projects supported, and employment and investment created. Enterprise Florida, Inc., shall also include a separate analysis of the impact of such tax refunds on state enterprise zones designated pursuant to s. 290.0065, rural communities, brownfield areas, and distressed urban communities. The report must also discuss the efforts made by the Office of Tourism, Trade, and Economic Development to amend tax refund agreements to require tax refund claims to be submitted by January 31 for the net new full-time equivalent jobs in this state as of December 31 of the preceding calendar year. The report must also list the name and tax refund amount for each business that has received a tax refund under s. 288.1045 or s. 288.106 during the preceding fiscal year. The Office of Tourism, Trade, and Economic Development shall assist Enterprise Florida, Inc., in the collection of data related to business performance and incentive payments.

(c) (d) Moneys in the Economic Development Incentives

Account may be used only to pay tax refunds and other payments authorized under s. 288.1045, s. 288.106, or s. 288.107.

(d) (e) The Office of Tourism, Trade, and Economic Development may adopt rules necessary to carry out the provisions of this subsection, including rules providing for the use of moneys in the Economic Development Incentives Account and

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for the administration of the Economic Development Incentives

118 Account.

Section 3. Paragraphs (q) and (t) of subsection (2) and paragraph (c) of subsection (4) of section 288.106, Florida Statutes, are amended, and present paragraphs (r) through (u) of subsection (2) are redesignated as paragraphs (q) through (t), respectively, to read:

288.106 Tax refund program for qualified target industry businesses.—

- (2) DEFINITIONS.—As used in this section:
- (q) "Return on investment" means the gain in state revenues as a percentage of the state's investment. The state's investment includes state grants, tax exemptions, tax refunds, tax credits, and other state incentives.
- (s) (t) "Target industry business" means a corporate headquarters business or any business that is engaged in one of the target industries identified pursuant to the following criteria developed by the office in consultation with Enterprise Florida, Inc.:
- 1. Future growth.—Industry forecasts should indicate strong expectation for future growth in both employment and output, according to the most recent available data. Special consideration should be given to businesses that export goods to, or provide services in, international markets and businesses that replace domestic and international imports of goods or services.
- 2. Stability.—The industry should not be subject to periodic layoffs, whether due to seasonality or sensitivity to volatile economic variables such as weather. The industry should

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also be relatively resistant to recession, so that the demand for products of this industry is not typically subject to decline during an economic downturn.

- 3. High wage.—The industry should pay relatively high wages compared to statewide or area averages.
- 4. Market and resource independent.—The location of industry businesses should not be dependent on Florida markets or resources as indicated by industry analysis, except for businesses in the renewable energy industry.
- 5. Industrial base diversification and strengthening.—The industry should contribute toward expanding or diversifying the state's or area's economic base, as indicated by analysis of employment and output shares compared to national and regional trends. Special consideration should be given to industries that strengthen regional economies by adding value to basic products or building regional industrial clusters as indicated by industry analysis. Special consideration should also be given to the development of strong industrial clusters that include defense and homeland security businesses.
- 6. <u>Positive impact</u> Economic benefits.—The industry is expected to have strong positive impacts on or benefits to the state or regional economies.

The term does not include any business engaged in retail industry activities; any electrical utility company; any phosphate or other solid minerals severance, mining, or processing operation; any oil or gas exploration or production operation; or any business subject to regulation by the Division of Hotels and Restaurants of the Department of Business and

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Professional Regulation. Any business within NAICS code 5611 or 5614, office administrative services and business support services, respectively, may be considered a target industry business only after the local governing body and Enterprise Florida, Inc., make a determination that the community where the business may locate has conditions affecting the fiscal and economic viability of the local community or area, including but not limited to, factors such as low per capita income, high unemployment, high underemployment, and a lack of year-round stable employment opportunities, and such conditions may be improved by the location of such a business to the community. By January 1 of every 3rd year, beginning January 1, 2011, the office, in consultation with Enterprise Florida, Inc., economic development organizations, the State University System, local governments, employee and employer organizations, market analysts, and economists, shall review and, as appropriate, revise the list of such target industries and submit the list to the Governor, the President of the Senate, and the Speaker of the House of Representatives.

- (4) APPLICATION AND APPROVAL PROCESS.-
- (c) Each application meeting the requirements of paragraph
  (b) must be submitted to the office for determination of eligibility. The office shall review and evaluate each application based on, but not limited to, the following criteria:
- 1. Expected contributions to the state's economy, consistent with the state strategic economic development plan adopted by Enterprise Florida, Inc.
  - 2. The economic benefits return on investment of the

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proposed award of tax refunds under this section and the economic benefits of return on investment for state incentives proposed for the project. The Office of Economic and Demographic Research shall review and evaluate the methodology and model used to calculate the economic benefits return on investment and shall report its findings by September 1 of every 3rd year, beginning September 1, 2010, to the President of the Senate and the Speaker of the House of Representatives.

- 3. The amount of capital investment to be made by the applicant in this state.
- 4. The local financial commitment and support for the project.
- 5. The effect of the project on the unemployment rate in the county where the project will be located.
- 6. The effect of the award on the viability of the project and the probability that the project would be undertaken in this state if such tax refunds are granted to the applicant.
- 7. The expected long-term commitment of the applicant to economic growth and employment in this state resulting from the project.
- 8. A review of the business's past activities in this state or other states, including whether such business has been subjected to criminal or civil fines and penalties. This subparagraph does not require the disclosure of confidential information.
- Section 4. Subsection (2) of section 288.1088, Florida Statutes, is amended to read:
  - 288.1088 Quick Action Closing Fund.-
  - (2) There is created within the Office of Tourism, Trade,

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233 and Economic Development the Quick Action Closing Fund. Projects eligible for receipt of funds from the Quick Action Closing Fund shall:

- (a) Be in an industry as referenced in s. 288.106.
- (b) Have a positive economic benefit payback ratio of at least 5 to 1.
- (c) Be an inducement to the project's location or expansion in the state.
- (d) Pay an average annual wage of at least 125 percent of the areawide or statewide private sector average wage.
- (e) Be supported by the local community in which the project is to be located.

Section 5. Section 288.90151, Florida Statutes, is amended to read:

288.90151 Economic benefit Return on investment from activities of Enterprise Florida, Inc.; private sector support.-

- (1) The public funds appropriated each year for the operation of Enterprise Florida, Inc., are invested in this public-private partnership to enhance international trade and economic development, to spur job-creating investments, and to create new employment opportunities for Floridians. This policy will be the Legislature's priority consideration when reviewing the return of the public's investment in funding the activities of return-on-investment for Enterprise Florida, Inc.
- (2) It is also the intent of the Legislature that Enterprise Florida, Inc., coordinate its operations with local economic-development organizations to maximize the state and local economic benefits of creating and retaining return-oninvestment to create jobs for Floridians.

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(3) It is further the intent of the Legislature to maximize private sector support in operating Enterprise Florida, Inc., as an endorsement of its value and as an enhancement of its efforts.

- (4)(a) The state's operating investment in Enterprise Florida, Inc., is the budget contracted by the office of Tourism, Trade, and Economic Development to Enterprise Florida, Inc., less funding that is directed by the Legislature to be subcontracted to a specific recipient.
- (b) The board of directors of Enterprise Florida, Inc., shall adopt for each upcoming fiscal year an operating budget for the organization that specifies the intended uses of the state's operating investment and a plan for securing private sector support to Enterprise Florida, Inc. Each fiscal year private sector support to Enterprise Florida, Inc., shall equal no less than 100 percent of the state's operating investment, including at least \$1 million in cash as defined in paragraph (5)(a), and an additional \$400,000 in cash as defined in paragraphs (5)(a), (b), and (c).
- (5) Private sector support in operating Enterprise Florida, Inc., includes:
- (a) Cash given directly to Enterprise Florida, Inc., for its operations, excluding contributions from grantees or companies having contracts with Enterprise Florida, Inc., which represent more than 5 percent of the value of all contracts with Enterprise Florida, Inc., exclusive of grants, or more than 5 percent of the company's revenues. Cash in this category is not subject to restrictions on the use of appropriated funds;
  - (b) Cash jointly raised by Enterprise Florida, Inc., and a

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local economic development organization, a group of such organizations, or a <u>private</u>, statewide business organization that supports collaborative projects;

- (c) Cash generated by fees charged for products or services of Enterprise Florida, Inc., and by sponsorship of events, missions, programs, and publications; and
- (d) In-kind contributions directly to Enterprise Florida,
  Inc., including: business expenditures; business services
  provided; business support; or other business contributions that
  augment the operations, program, activities, or assets of
  Enterprise Florida, Inc., including, but not limited to: an
  individual's time and expertise; sponsored publications; private
  sector staff services; payment for advertising placements;
  sponsorship of events; sponsored or joint research; discounts on
  leases or purchases; mission or program sponsorship; and
  copayments, stock, warrants, royalties, or other private
  resources dedicated to Enterprise Florida, Inc.
- (6) Enterprise Florida, Inc., shall fully comply with the performance measures, standards, and sanctions in its contracts with the office of Tourism, Trade, and Economic Development under s. 14.2015(2)(h) and (7). The office of Tourism, Trade, and Economic Development shall ensure, to the maximum extent possible, that the contract performance measures are consistent with performance measures that the office is required to develop and track under performance-based program budgeting.
- (7) As part of the annual report required under s. 288.906, Enterprise Florida, Inc., shall provide the Legislature with information quantifying the return on the public's investment return on-investment as described in this section for fiscal

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year 1997-1998 and each subsequent fiscal year. The annual report shall also include the results of a customer-satisfaction survey of businesses served, as well as the lead economic development staff person of each organization that is a primary partner.

(8) Enterprise Florida, Inc., in consultation with the Office of Economic and Demographic Research Program Policy Analysis and Government Accountability, shall hire an economic analysis firm to assist in the development of develop the methodology for establishing and reporting economic benefits return-on-investment and in-kind contributions as described in this section and shall hire a firm experienced in survey research to develop, analyze, and report on the results of the customer-satisfaction survey. The Office of Economic and Demographic Research Program Policy Analysis and Government Accountability shall review and offer feedback on the methodology before it is implemented.

Section 6. Section 288.906, Florida Statutes, is amended to read:

288.906 Annual report of Enterprise Florida, Inc.; audits.—
Prior to December 1 of each year, Enterprise Florida, Inc.,
shall submit to the Governor, the President of the Senate, the
Speaker of the House of Representatives, the Senate Minority
Leader, and the House Minority Leader a complete and detailed
report including, but not limited to:

(1) A description of the operations and accomplishments of Enterprise Florida, Inc., and its boards and advisory committees or similar groups created by Enterprise Florida, Inc., and an identification of any major trends, initiatives, or developments

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affecting the performance of any program or activity.

- (2) An evaluation of progress towards achieving organizational goals and specific performance outcomes, both short-term and long-term, established pursuant to s. 288.905.
- (3) Methods for implementing and funding the operations of Enterprise Florida, Inc., and its boards, including the private sector support required under s. 288.90151.
- (4) A description of the operations and accomplishments of Enterprise Florida, Inc., and its boards with respect to aggressively marketing Florida's rural communities and distressed urban communities as locations for potential new investment and job creation, aggressively assisting in the creation, retention, and expansion of existing businesses and job growth in these communities, and aggressively assisting these communities in the identification and development of new economic development opportunities.
- (5) A description and evaluation of the operations and accomplishments of Enterprise Florida, Inc., and its boards with respect to interaction with local and private economic development organizations, including the an identification of each organization that is a primary partner and any specific programs or activities that which promoted the activities of such organizations and an identification of any specific programs or activities that which promoted a comprehensive and coordinated approach to economic development in this state.
- (6) An assessment of job creation that directly benefits participants in the welfare transition program.
- (7) The annual report shall also include the results of a customer-satisfaction survey of businesses served. Enterprise

23-01464A-11 20111686 378 Florida, Inc., shall hire a firm experienced in survey research 379 to develop, analyze, and report on the results of the customer-380 satisfaction survey. 381  $(8) \frac{(7)}{(7)}$  An annual compliance and financial audit of accounts 382 and records by an independent certified public accountant at the 383 end of its most recent fiscal year performed in accordance with 384 rules adopted by the Auditor General. 385 386 The detailed report required by this section subsection shall 387 also include the information identified in subsections (1)-(8) (1)-(7), if applicable, for any board established within the 388 389 corporate structure of Enterprise Florida, Inc. Section 7. Section 288.907, Florida Statutes, is created to 390 391 read: 392 288.907 Annual incentives report by Enterprise Florida, 393 Inc.-394 (1) In addition to the annual report required under s. 395 288.906, Enterprise Florida, Inc., by December 30 of each year, 396 shall provide the Governor, the President of the Senate, and the 397 Speaker of the House of Representatives a detailed incentives 398 report quantifying the economic benefits for each of the 399 following economic development incentive programs recommended by Enterprise Florida, Inc., in its recruitment efforts: the 400 401 Qualified Target Industry Tax Refund Program, the Quick Action 402 Closing Fund, the Qualified Defense Contractor and Space Flight Business Tax Refund Program, the High-Impact Business incentive, 403 404 the Capital Investment Tax Credit Program, the Brownfield 405 Redevelopment Bonus Refunds incentive, and the Economic 406

Development Transportation grant program.

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(a) The annual incentives report must include for each incentive program:

- 1. A brief description of the incentive program.
- 2. The amount of awards granted, by year, since inception.
- 3. Beginning in 2015, the economic benefits, as defined in s. 288.005(1), based on the actual amount of private capital invested, actual number of jobs created, and actual wages paid for incentive agreements completed during the previous 3 years.
- 4. Beginning in 2015, the report shall also include the actual amount of private capital invested, actual number of jobs created, and actual wages paid for incentive agreements completed during the previous 3 years for each target industry sector.
- (b) For projects completed during the previous state fiscal year, the report must include:
- 1. The number of economic development incentive applications received.
- 2. The number of recommendations made to the office by Enterprise Florida, Inc., including the number recommended for approval and the number recommended for denial.
- 3. The number of final decisions issued by the office for approval and for denial.
- 4. The projects for which a tax refund, tax credit, or cash grant agreement was executed, identifying:
  - a. The number of jobs committed to be created.
  - b. The amount of capital investments committed to be made.
  - c. The annual average wage committed to be paid.
- d. The amount of state economic development incentives committed to the project from each incentive program under the

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project's terms of agreement with the office.

- (c) For economic development projects that received tax refunds, tax credits, or cash grants under the terms of an agreement for incentives, the report must identify:
  - 1. The number of jobs actually created.
  - 2. The amount of capital investments actually made.
  - 3. The annual average wage paid.
- (d) For a project receiving economic development incentives approved by the office and receiving federal or local incentives, the report must include a description of the federal or local incentives, if available.
- (e) The report must state the number of withdrawn or terminated projects that did not fulfill the terms of their agreements with the office and consequently are not receiving incentives.
- (f) The report must include an analysis of the economic benefits, as defined in s. 288.005(1), of tax refunds, tax credits, or other payments made to projects locating or expanding in state enterprise zones, rural communities, brownfield areas, or distressed urban communities.
- (g) The report must identify the target industry businesses and high-impact businesses.
- (h) The report must describe the trends relating to business interest in, and usage of, the various incentives, and the number of minority- or woman-owned businesses receiving incentives.
- (2) The office shall assist Enterprise Florida, Inc., in the preparation of the annual incentives report.
  - Section 8. Section 288.911, Florida Statutes, is amended to

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288.911 Creation and implementation of a marketing and image campaign.—

- (1) Enterprise Florida, Inc., in <u>cooperation</u> collaboration with <u>VISIT Florida and</u> the private sector, shall create a marketing campaign to help attract, develop, and retain <u>target</u> industry businesses and high-impact businesses to <u>information</u> technology businesses in this state. The campaign must be coordinated with any existing economic development promotion efforts in this state, and shall be jointly funded from private and public resources.
- (2) The message of the campaign shall be to increase national and international awareness of this state as a state ideally suited for the successful advancement of businesses within the state's target industries and high-impact industries the information technology business sector. Marketing strategies shall include development of promotional materials, Internet and print advertising, public relations and media placement, trade show attendance at information technology events, and appropriate followup activities. Efforts to promote this state as a high-technology business leader must include identification and coordination of existing clusters of target industry businesses and high-impact businesses and business technology resources, partnerships with economic development organizations and private sector businesses, continued retention and growth of businesses based in this state that produce high-technology products or use high-technology skills for manufacturing, and recruitment of new business in such area.
  - Section 9. Inventory of communities seeking to recruit

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494 businesses.-By September 30 of each year, a county or 495 municipality that has a population of at least 25,000 or its 496 local economic development organization must submit to 497 Enterprise Florida, Inc., a brief overview of the strengths, 498 services, and economic development incentives that its community 499 offers. The local government or its local economic development 500 organization must also identify any industries that it is 501 encouraging to locate or relocate to its area.

Section 10. Section 288.7771, Florida Statutes, is amended to read:

288.7771 Annual report of Florida Export Finance Corporation.—The corporation shall annually prepare and submit to Enterprise Florida, Inc., for inclusion in its annual report required by  $\underline{s.\ 288.907}$   $\underline{s.\ 288.095}$  a complete and detailed report setting forth:

- (1) The report required in s. 288.776(3).
- (2) Its assets and liabilities at the end of its most recent fiscal year.
- 512 Section 11. This act shall take effect July 1, 2011.