Miami-Dade County, Florida



Application and Agreement for Targeted Jobs Incentive Fund (TJIF)

Name of Business

(Note: If the name of company is confidential at time of application, said company name shall be provided and appended to this Application and Agreement within 60 days of being approved by the County.)

Important: This Application and Agreement for TJIF shall be in compliance with Miami-Dade County Board of County Commissioners Ordinance No. 00-98 as codified in the Code of Miami-Dade County, Chapter 2, Article LXXXVI, and as further modified by Ordinance No. 18-36, as may be amended.



The Beacon Council 80 S.W. 8th Street, Suite 2400 Miami, FL 33130 Phone: 305-579-1300

www.beaconcouncil.com

Section 1. Targeted Jobs Incentive Fund (TJIF) Background

- 1.1 The Targeted Jobs Incentive Fund is an initiative fashioned by The Beacon Council and Miami-Dade County and patterned after the State of Florida Qualified Target Industry Tax Refund Program (QTI). The program's intent is to attract relocating out-of-area businesses and encourage expansion of existing local companies by providing cash incentive awards. As with the QTI Program, a Company is required to create a certain number of jobs and must also generate enough new revenue to Miami-Dade County to fund its TJIF benefit.
- 1.2 The TJIF is an inducement program available only to companies from outside the County (with the exception of Palm Beach, Broward, and Monroe Counties) wishing to relocate here, and to Miami-Dade companies which undertake a business expansion and which create jobs as a result of the local expansion. Nevertheless, a Palm Beach, Broward or Monroe County-located Company that is planning to relocate outside South Florida is eligible for this program. The Company must provide verifiable documentation supporting its consideration of other locales. Any business decisions, such as leasing of space or hiring of employees, made prior to the final TJIF approval will likely be grounds for disapproval unless waived by the Miami-Dade County Mayor or Mayor's designee after a showing of good cause.
- 1.3 Although the TJIF program is available to companies countywide, it is also used to encourage investment and the creation of jobs in Designated Priority Areas (DPA) i.e. Enterprise Zones, Empowerment Zones, Targeted Urban Areas, Community Development Block Grant eligible areas, and Brownfield areas, by providing business with additional incentives if the Company locates within these specified areas.
- 1.4 The TJIF program is strictly a performance-based incentive that is disbursed to the Company <u>after</u> it has met all of its job creation projections, average salary commitment, capital investment commitments and all other requirements of the program.

Section 2. Eligibility Criteria

- 2.1 The Targeted Jobs Incentive Fund (TJIF) is available to companies in the following industries:
 - a. Advance Manufacturing;
 - b. Aviation/Aerospace;
 - c. Clean Energy including, but not limited to, Solar Photovoltaic and Solar Thermal Energy, Biofuels, Smart Grid Technologies, Energy Storage, and Ocean Energy;
 - d. Financial/Professional Services;
 - e. Homeland Security/Defense;
 - f. Information Technology;
 - g. Life Sciences;
 - h. Creative Industries including, but not limited to, Fashion and Lifestyles;
 - i. Global Logistics;
 - j. Headquarters including regional headquarters (NAICS Code 5511); and
 - k. Any industry designated as a "Target industry business" under the State of Florida's Qualified Target Industry ("QTI") program, Section 288.106(1) of the Florida Statues.

The Board of County Commissioners, at its discretion, may waive the eligible industry requirement at the request and recommendation of The Beacon Council and the County Mayor and County Mayor's designee.

- 2.2 The Company must create at least 10 new jobs and make a minimum capital investment of at least \$3 million.
- 2.3 The County Commission, recognizes its responsibility to set a community standard that permits full-time workers to live above the poverty line. Therefore, the TJIF Program will not be available to companies that pay any of their employees less than the Living Wage Rate as defined in Section 2-8.9 of the Code of Miami-Dade County, as adjusted annually by the Department of Small Business Development or its successor department. In addition, the New Jobs promised under the TJIF application/agreement must pay an estimated Average Annual Wage at least equal to the average private sector wage of the County or the statewide private sector average wage. In determining the Average Annual Wage, only New Jobs are to be included and wages for existing jobs shall be excluded from the calculation.
- 2.4 The Company's countywide ad valorem property taxes, excluding debt service, and countywide portion of sale taxes paid must generate sufficient additional general fund tax revenue to the County in order to fund the award. Additional general fund tax revenue generated by the project shall be determined by using a methodology acceptable to the County.
- 2.5 An economic impact analysis of the project will be determined using a professionally accepted econometric model such as Department of Commerce, BEA RIMS-II; Minnesota Implan Group, IMPLAN V.3; or REMI, Inc, REMI Model Pl+, and reviewed by the County's Chief Economist.
- 2.6 This Application and Agreement must be signed by the Company and Miami-Dade County stipulating the number of new jobs to be created, the projected amount of capital investment, the amount of the projected tax revenue and the date when the project will be completed. Disbursements of the TJIF award to the Company will only be made after it has achieved the capital investment and job creation benchmarks set forth in the Application and Agreement, and all other terms of the TJIF program.
- 2.7 The TJIF is an inducement program that is only available to companies considering a relocation and/or expansion in Miami-Dade County and one or more other communities. The TJIF is utilized to induce "New to Market" companies to relocate to Miami-Dade County (not available for companies located within Palm Beach, Broward and Monroe Counties unless a Company is planning to relocate outside South Florida). Companies located in other Florida counties are eligible for TJIF for any net <u>new</u> jobs being created in Miami-Dade County. The Company must identify the other metro areas being actively considered as locations for the project.

Section 3. Award Amounts Provided By Miami-Dade County

3.1 The TJIF Program is structured so that revenues received from the TJIF project will meet or exceed incentives paid by the County. As a result, the TJIF Program has a positive revenue impact on the countywide general fund during the incentive payout period. TJIF incentives are disbursed over a tenyear period, subsequent to the capital investment of the TJIF project appearing on the tax roll, and may equal up to 2.140 percent of the total real property capital investment and up to 1.440 percent of the tangible personal property capital investment. The TJIF project is eligible for additional incentive amount, for both real property and tangible personal property capital investment, if it is:

- a. A Miami-Dade County "green certified" business, as applicable (an additional 0.220 percent);
- b. Located in a DPA (an additional 0.220 percent);
- c. Located in a "green certified" building pursuant to Section 2-1258 (an additional 0.063 percent); and/or
- d. Classified as having its principal business activity in the manufacturing, installation, and repair of Solar Thermal and Photovoltaic energy production or other clean energy project (an additional 0.063 percent).
- e. A project that creates more than 50 new jobs (an additional 0.015 percent of the total amount of the Project's Capital Investment in taxable real property and tangible property for every 50 new jobs created).

In no case will TJIF incentive disbursements exceed the amount of additional countywide ad valorem generated by the TJIF project. In the event that the actual capital investment is less than the amount of capital investment stated in the application, the TJIF project will only be eligible to receive an incentive based on the approved percentage of the actual capital investment.

Applications for a TJIF award within Miami-Dade County are evaluated on a case-by-case basis.

- 3.2 A TJIF award is usually provided to a Company for a period of up to ten (10) years when the minimum number of new jobs has been created and when new capital investment by and/or for the Company exceeds \$3 million in taxable property value. This award is not applicable to the ad valorem property taxes paid-in on the subject property's land value nor to any improvements in place prior to the project.
- 3.3 A Company may not receive award payments of more than twenty five percent (25%) of the total awards specified in the approved application/agreement in any fiscal year even if all the New Jobs are created in one (1) year. Further, a Company may not receive more than \$1.5 million in awards in any single fiscal year, or more than \$2.5 million in any single fiscal year if the project is located in a Designated Priority Area. A Company may not receive more than \$5 million in award payments in all fiscal years, or more than \$7.5 million if the project is located in a Designated Priority Area. However, the Board of County Commissioners, at its discretion, may waive the applicable \$5 million or \$7.5 million total award cap at the request and recommendation of The Beacon Council and the County Mayor or the County Mayor's designee. However, in no event shall the total award exceed the amount of countywide general fund ad valorem property taxes paid in as a result of the project. While a Company can receive both a tax refund under the State of Florida Qualified Target Industry Program and a TJIF award at the same time, it cannot receive more than an amount equal to what it has paid-in under the project at any time.

Section 4. Payment of Incentive

4.1 The TJIF program is a performance based incentive program; therefore, verification of the new jobs created, capital investment made by the Company, and the additional general fund tax revenue generated to Miami-Dade County must be verified by the County prior to any disbursement of funds to the Company. This procedure must be repeated each year that the Company submits a claim for the TJIF payment. The year that is applicable for consideration of taxes paid-in resulting in the additional general fund tax revenue is April 1 through March 31. Company award claims must be submitted each year during the period of April 1 through May 15. Any award appropriation, if made by the Miami-Dade County Board of County Commissioners will be paid in the County's fiscal year that begins on October 1 following the May 15 claims-submission deadline date.

- 4.2 The TJIF incentive award is paid beginning <u>after</u> the first year the new jobs are created. For example, if a Company committed to creating 100 new jobs by December 31, 2018, meets this benchmark (and all other conditions of the incentive award), and submits a claim for disbursement by May 15, 2020, then the first incentive payment will be disbursed in the County's fiscal year that begins on October 1, 2020. Disbursements shall occur according to the disbursement schedule set forth in the Board resolution granting the TJIF award even if all the new jobs are created prior to the end of the disbursement schedule. Payment to the Company will only be made after it has achieved all economic benchmarks. The Company's additional general fund tax revenue paid to Miami-Dade County must be equal to or greater than the Company's TJIF award less the County's portion of any Florida Qualified Target Industry incentive the Company may be receiving for the same project.
- 4.3 The Company must be current on its Miami-Dade County taxes in order to receive the disbursement of its approved TJIF incentive. Failure to meet this condition may cause that year's incentive to be forfeited.
- 4.4 No incentive amounts shall be disbursed after the last fiscal year set forth in the TJIF application agreement and the Board-approved TJIF Resolution. If a company fails to submit an application for reimbursement within three years of the first job creation benchmarks pursuant to Section 9.5 (c) in this application, the TJIF award will be cancelled without notice.
- 4.5 If in any year the applicant does not achieve the job creation schedule outlined in the applicant's approved resolution, but achieves at least 80% of the required net new jobs created, the company will receive a pro-rated incentive award less a 5% penalty of the scheduled award amount for that year. If job creation falls below 80% of the required jobs, the company will not receive a refund and will be terminated from the program.

Section 5. Application Process

Any Company that meets the criteria and objectives of the TJIF program must submit this Application and Agreement to the County through The Beacon Council for review. The Beacon Council will prepare an economic impact analysis for the project, based on the information provided by the Company and submit the application to the County Mayor or County Mayor's designee. An officer of the applying Company must sign the application.

Section 6. Review and Approval Process

- 6.1 Subsequent to an evaluation of the Application and Agreement by the County, staff will recommend its approval or denial to the County Mayor or the County Mayor's Designee and prepares an agenda item for the next available Board of County Commissioners meeting where the TJIF incentive is considered for approval. The County Mayor or the County Mayor's Designee will recommend Application and Agreement approval or denial to the Board of County Commissioners. Per Miami-Dade County Ordinance No. 00-98 creating this program as amended by Ordinance No. 18-36, the Board of County Commissioners shall have no obligation to approve any Application and Agreement that comes before it.
- 6.2 The Beacon Council staff and a Company representative (when requested) will attend the Board of County Commissioners meeting to be available to answer any questions related to the project and the TJIF Application.

- 6.3 If the Board of County Commissioners approves the Application and Agreement, the Company and the County Mayor or the County Mayor's Designee will execute said document(s). Upon request, a Company's confidentiality will be protected for any information regarding a project's location and/or expansion evaluation of any site in Florida in accordance with Sections 288.075 and 288.1066 of the Florida Statutes. If confidentiality is requested, then the Company name and identifying information shall be provided by the Company within 60 days of being approved by the County. Upon said approval, as the applying Company you will be sent a letter by The Beacon Council stipulating the conditions of the approval.
- 6.4 The Company, upon Board of County Commissioners approval, shall submit a current employee roster and tangible personal property and/or real property tax bill(s) for Miami-Dade County within 60 days after the Board's approval of the Application and Agreement.

Section 7. Application and Agreement Instructions

- 7.1 Please carefully review all Application and Agreement materials.
- 7.2 Contact The Beacon Council at the below address to discuss your project and Application before submitting a formal proposal.
- 7.3 Any information or documents that cannot be supplied in the provided space should be placed in a notebook or other presentation format. The material should be indexed, tabbed or labeled with the number of the relevant question from the Application and Agreement form.
- 7.4 The completed and signed Application and Agreement must be filed with:

The Beacon Council
Attn: Dyan Brasington, Executive Vice President
Targeted Jobs Incentive Fund (TJIF)
80 S.W. 8th Street, Suite 2400
Miami, Florida 33130
Phone: 305-579-1343

7.5 IMPORTANT NOTE: This Application and Agreement must be filed prior to making the decision to locate a new business in Miami-Dade County or to expand an existing Miami-Dade County business. However, an applying Company that is contemplating such a business decision may, upon request and Beacon Council recommendation, be considered by the County Mayor or the County Mayor's Designee for preserving inducement. If the County Mayor or the County Mayor's Designee authorizes preserving inducement the applying company maintains TJIF program eligibility. See Miami-Dade County Code Section 2-1256 for additional information.

Section 8. Employer Identification

8.4

penalties?

____ YES ___ NO

8.1 Please note: The following form may not provide enough space for required answers. Please attach a separate page with tabs that refers to the question number. Please include supporting documentation or explanation with responses where appropriate. 8.2 TARGETED JOBS INCENTIVE FUND (TJIF) a) Name of Company: _____ b) Mailing Address: c) Primary Company contact-please include phone and fax numbers: d) Company's federal employer identification number: e) Company's unemployment compensation identification number: __ f) Company's Florida sales tax registration number: g) List NAICS codes of all activities of the Company: h) Describe the Company's primary business activities: i) You may request that your project information (including the information contained in this application) be confidential per Section 288.075 of the Florida Statutes, Confidentiality of Records. YES, we request Confidentiality NO, we do not request confidentiality a) Is the Company 51% or more minority owned? YES NO 8.3 b) If YES, please identify: __ Black/African American__ Hispanic ___ Other c) Is the Company certified as a Black Business Enterprise (BBE), Women Business Enterprise (WBE), Hispanic Business Enterprise (HBE), Community Small Business Enterprise (CSBE), Community Business Enterprise (CBE) and/or Disadvantaged Business Enterprise (DBE) pursuant to Miami-Dade County Code? _____ YES ____ NO

a) Has the Company or any of its officers ever been subjected to criminal or civil fines and

b) If YES, please explain:

Section 9. Project Identification / Information

	ami-Dade County business
	y Miami-Dade County-located employees are the unit:
	oject:
	te the line item:
☐ Project's current location, if application	able:
	erent from above:
☐ Anticipated Miami-Dade County C	Commission District(s):
☐ Anticipated Miami-Dade County C	
Check the boxes that best defines your 1 □ regional headquarters office	project: 5
Check the boxes that best defines your regional headquarters office national headquarters office	project: 5
Check the boxes that best defines your 1 □ regional headquarters office	project: 5
Check the boxes that best defines your regional headquarters office national headquarters office world headquarters office Latin America headquarters of	project: 5

	penefits associated with each new job created 9.2:
d) Average annualized value of employer provided be by the project in the first year indicated in (c): \$ e) Square footage of proposed location indicated in 9. EXISTING NEW: a) Anticipated commencement date of project:	penefits associated with each new job created 9.2:
d) Average annualized value of employer provided be by the project in the first year indicated in (c): \$ e) Square footage of proposed location indicated in 9. EXISTING NEW: a) Anticipated commencement date of project:	penefits associated with each new job created 9.2:
 d) Average annualized value of employer provided be by the project in the first year indicated in (c): \$	penefits associated with each new job created 9.2:
 by the project in the first year indicated in (c): \$	9.2 :
e) Square footage of proposed location indicated in 9. EXISTING NEW: a) Anticipated commencement date of project:	9.2 :
a) Anticipated commencement date of project:	
b) Anticipated timeframe when the project will be con	
	ompleted:
Amount of incentive award requested from Miami-Da	Pade County \$
action 10 Deciset Impact Informat	tion
ction 10. Project Impact Informat	<u> 11011 </u>
Miami-Dade County Ordinance 00-98 as amended by County review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application based on the county review and evaluate the Application and the county review and evaluate the county review and evaluate the county review and t	•
concise responses to the items below are very important	

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10.3	Project Impact: Provide a brief synopsis, on a separate sheet, on the impacts the project is expected to stimulate in the community, the state or regional economy, focusing on economic conditions in the area, including the unemployment rate in the community where the project will be located.
10.4	Corporate Responsibility, Environmental and Growth Management: Submit a brief review, on a separate sheet, of the applicant's past activities in Miami-Dade County, Florida and in other states, particularly as they relate to environmental and growth management impacts and how these have been handled. Have any awards been recommended or received? (Basically, what kind of corporate citizen has the applicant been?)
10.5	Capital Investment: a) Describe the capital investment in real and personal property (examples: construction of new facility; remodeling of facility; upgrading, replacing or buying new equipment):
	b) List the amount and type (purchase of machinery/equipment, construction of buildings, etc.) of major capital investment to be made by the applicant in connection with this Miami-Dade County project: Amount \$ Construction/Renovations Amount \$ Manufacturing Equipment Amount \$ Other Equipment
10.6	Indicate other incentive programs the Company will be applying for: □ Enterprise Zone □ Opportunity Zones □ Refund of Impact Fees □ Sales Tax Refunds □ Jobs Tax Credit □ Transportation "Road Fund" □ Qualified Target Industry □ Quick Response Training □ Other □ □ Other □ □ Opportunity Zones
11.1	Section 11. Please initial below indicating your agreement: that Miami-Dade County may review and verify the financial and personnel records of the
	Company and/or perform on site visits to verify employment relating to the new jobs, review said financial and personnel records, and ascertain whether the Company is compliance with the terms of the Application/Agreement and the TJIF program requirements;
11.2	that compliance with the terms and conditions of the approved Application/Agreement and with the TJIF program requirements is a condition precedent for the receipt of any TJIF award in a fiscal year and that the Company's failure to comply with the terms and conditions of the approved Application/Agreement results in the loss of eligibility for receipt of TJIF awards and the revocation by

11.3 _____ that the payment of TJIF awards are conditioned on and subject to specific annual appropriations by the Board sufficient to pay amounts under the approved Application/Agreement;

business;

the County Mayor or the County Mayor's Designee of the certification of the Company as a TJIF eligible

impacts the implementation or operation of this As Such developments will include, but not be limited	d in writing, within 60 days, of any development that greement or the project that this Agreement covers. to: commencement of and full implementation of the the project; and all material changes of the project;
taxes paid which are the subject of this Agreement a	nel and financial records related to jobs, wages, and nd submit summary reports of said records to Miamission. The Company will retain said personnel and r payment of the last cash incentive award.
that the Company must apply by May 15 award in the following County fiscal year.	in each fiscal year to be considered to receive a TJIF
	sbursed after the last fiscal year set forth in the proved TJIF Resolution. Disbursement dates can d/approved by the Board.
but achieves at least 80% of the required net new jo	creation schedule outlined in its approved resolution, obs, the Company will receive a prorated refund less that year. If job creation falls below 80% of the fund and will be terminated from the program.
that the Company will not enter into a written permission from the County.	lease agreement before the final approval, without
	on for reimbursement within three years of the first in this application, the TJIF award will be cancelled
Section 12. Projected New Reve	<u> </u>
Miami-Dade County:	rty Taxes Taxes (List)
Section 13. If Project will be loc Designated Priority Area (Check a	
☐ Targeted Urban Area or Enterprise Zones ☐ ☐ Community Development Block Grant area ☐ Brownfield site	(indicate specific TUA or EZ)
Opportunity Zone	

	n 14. Application Confiri	
Company	Telephone Contact Number	
Date App	lication Received by The Beacon Council	il
Date App	lication Completed/Finalized	
Date App	lication presented to Miami-Dade Count	у
	on 15. Maximum Award a mpleted by The Beacon Council and/or M	
	: The maximum amount of preceive on the project.	TJIF cash incentive awards which the Company is
Maximun	n Award in Fiscal Year	Maximum Amount
FY		\$
FY		\$
FY		\$
FY		\$ \$
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Chapter 2	, unless terminated earlier i	n accordance with the Code of Miami-Dade Coun
Chapter 2 Sectio	, unless terminated earlier in 2, Article LXXXVI, and as further modified	
Chapter 2 Sectio	, unless terminated earlier in 2, Article LXXXVI, and as further modified in 16. Parties	n accordance with the Code of Miami-Dade Counted by Ordinance No. 11-08, as may be amended. dresses:

Section 17. Termination

- 17.1 This Agreement may be terminated by Miami-Dade County upon failure of the Company to comply with any material term or condition of this Agreement or a decision by the Company not to proceed with the project. A termination will result in the loss of eligibility for receipt of all cash incentive awards previously approved and scheduled, but not paid, as well as the revocation of the certification as a TJIF business. The foregoing notwithstanding, in the event that Miami-Dade County fails to pay the Company a cash incentive award to which the Company is eligible under Agreement as a result of insufficient County funds or for any reason whatsoever, the Company shall have the right to terminate this Agreement and shall be entitled to retain any cash incentive award or credits previously paid or awarded to the Company by Miami-Dade County under this Agreement. Compliance with the terms and conditions of the Agreement, and with all requirements of the TJIF Program as set forth in Miami-Dade County Code Sections 2-1251-1260, is a condition precedent for receipt of cash incentive awards each year. The failure to comply with the terms and conditions of this Agreement and the requirements of the TJIF Program shall result in the loss of eligibility for receipt of all cash incentive awards previously authorized pursuant to this section, and the revocation of the certification as a qualified applicant by the County Mayor or the County Mayor's Designee.
- 17.2 This Agreement may be terminated by Miami-Dade County if it finds that the Company has provided false or misleading information in any part of this Application and Agreement or if the Company attempts to meet any of its obligations under this TJIF Program through fraud, misrepresentation or material misstatement. If Miami-Dade County terminates this Agreement for breach of this Section 18.2, the Company shall within 90 days refund to the County all cash incentives awards paid to the Company as a result of the false information.
- 17.3 This Agreement may be terminated by Miami-Dade County if the Company is delinquent on any Miami-Dade County taxes for a period of two years or longer.

Section 18. Legal Requirements

18.1 This Agreement is executed and entered into in the State of Florida, and will be construed, performed and enforced in all respects in accordance with the laws and rules of the State of Florida. Each party will perform its obligations in accordance with the terms and conditions of this Agreement. Any and all litigation arising under this Agreement shall be brought in the appropriate court in Miami-Dade County, Florida. If any term or provision of the Agreement is found to be illegal and unenforceable, the remainder of the Agreement will remain in full force and effect and such term or provision will be deemed stricken.

ATTEST: (SEAL)	MIAMI-DADE COUNTY, FLORIDA	
By:	By:	
Print: Title:	Print: Title:	
Approved as to form and legal sufficiency:		
Ву:		
Assistant County Attorney		
State of Florida) County of Miami-Dade)		
The foregoing instrument was acknowledge	ed before me by	,
County Mayor or Mayor's designee, and on behalf of Miami-Dade County, Florida, this	, Deputy Clerk, day of,	respectively
	Notary Public – State of Florida Print Name:	
	Commission expires:	
ATTEST: (SEAL)	Company name:	
By:	By:	
By: Print:	By: Print:	
Title:	Title:	
State of Florida) County of Miami-Dade)		
The foregoing instrument was acknowledge (<u>Title</u>), on behalf of	ed before me by	,
<u>(Title)</u> , on behalf of of,	(Company), this	day
	Notary Public – State of Florida Print Name:	
	Commission expires:	