

ECONOMIC DEVELOPMENT INCENTIVES:

INVESTING IN ECONOMIC GROWTH AND DIVERSITY



Finance & Economic Resiliency Committee

January 22, 2021

BUSINESS ATTRACTION TOOLKIT:

**USE INCENTIVES AS A TOOL TO GROW
AND DIVERSIFY THE ECONOMY**

- **LEVERAGE STATE & LOCAL
INCENTIVES**
- **DEVELOP A COMPETITIVE EDGE**
- **ATTRACT TARGETED INDUSTRIES**
- **ENCOURAGE BUSINESS
EXPANSION**
- **GENERATE LONG-TERM REVENUE**
- **FOSTER ECONOMIC RESILIENCE**

JOB CREATION INCENTIVE PROGRAM

- CREATES A BASELINE TO DIRECTLY COMPETE IN LOCAL MARKET (NEW, IMPROVED, NOT NOVEL)
- PERFORMANCE-BASED
 - A. MUST CREATE AT LEAST 10 JOBS
 - B. 125% OF COUNTY AVERAGE WAGES
- FOCUS ON TARGETED INDUSTRIES
 - FINANCIAL/PROFESSIONAL SERVICES
 - TECHNOLOGY
 - HEADQUARTERS
- NEW-TO-MARKET (4 YEARS) OR LOCAL EXPANSION (3 YEARS)
- ADDED BONUS FOR:
 - HIRING LOCAL RESIDENTS
 - HIRING LOCAL GRADUATES
 - MOVE OR EXPANSION IN NORTH BEACH
- MAXIMUM ANNUAL INCENTIVE: \$60K
- MAXIMUM TOTAL INCENTIVE: \$180K - \$240K

JOB CREATION INCENTIVE PROGRAM

- \$600 PER EMPLOYEE FOR FIRST 50 JOBS (MINIMUM OF 10)
- \$400 PER EMPLOYEE FOR EACH JOB ADDED BETWEEN 51 – 100
- \$250 PER EMPLOYEE FOR EACH JOB ADDED ABOVE 100

BONUS

- \$125 PER EMPLOYEE IF IN NORTH BEACH
- \$125 PER EMPLOYEE IF LOCAL GRADUATE
- \$125 PER EMPLOYEE IF PREVIOUSLY BELOW LIVING WAGE
- \$150 PER EMPLOYEE IF CITY OF MIAMI BEACH RESIDENT

	Company A	Company B	Company C
Number of New Jobs	25 25 jobs x \$600 = \$15,000	75 50 jobs x \$600 = \$30,000 25 jobs x \$400 = \$10,000 Subtotal: \$40,000	110 50 jobs x \$600 = \$30,000 50 jobs x \$400 = \$20,000 10 jobs x \$250 = \$ 2,500 Subtotal: \$52,500
Company Located in North Beach	Yes 25 jobs x \$125 = \$3,125	Yes 75 jobs x \$125 = \$9,375	No 110 jobs x \$0 = \$0
Degree from Local Institution	Yes 10 employees x \$125 = \$1,250	Yes 25 employees x \$125 = \$3,125	Yes 50 employees x \$125 = \$6,250
Below Living Wage	Yes 2 employees x \$125 = \$250	No	No
Residence in City	Yes 10 employees x \$150 = \$1,500	Yes 20 employees x \$150 = \$3,000	Yes 25 employees x \$150 = \$3,750
Total Less Amount Above \$60k Annual Cap	\$21,125	\$55,500	\$62,500 - \$2,500 = \$60,000

