

Economic Development Incentives FY 2010-11

1. Economic Development Incentives Survey

Thank you for taking the time to complete this survey. Before you get started you may find it useful to print out this survey and gather the required data. You may print the entire survey from the Florida Legislative Office of Economic and Demographic Research (EDR) website at <http://edr.state.fl.us/>
Please feel free to contact EDR with any questions regarding this survey at (850) 410-1419.

This survey will close January 15, 2012.

The fiscal year referred to in this survey is the local government's fiscal year that ends September 30th.

Once you have submitted the survey, you will NOT be able to go back and edit your responses. If you find you have made an error, please contact EDR at the above phone number or email Melissa Hallaian at hallaian.melissa@leg.state.fl.us

Please note: Only municipal governments having annual revenues or expenditures greater than \$250,000 are required to report to EDR. All county governments are required to report.

Economic Development Incentives FY 2010-11

2. Survey Introduction

During the 2010 Regular Session, the Florida Legislature enacted Committee Substitute for Senate Bill 1752, relating to economic development, which was later codified as Chapter 2010-147, Laws of Florida. Sections 1 & 2 of the Act impose new economic development reporting requirements on county and municipal governments.

Section 1 of the Act amends Section 125.045, Florida Statutes, to specify that a contract between a county's governing body or other entity engaged in economic development activities on behalf of the county and an economic development agency must require the agency or entity receiving county funds to submit a report to the county's governing body detailing how the county funds were spent and the results of the economic development agency's or entity's effort on behalf of the county. By January 15, 2011, and annually thereafter, the county must file a copy of the report with the Florida Legislative Office of Economic and Demographic Research (EDR) and post the report on the local government's website.

Section 2 of the Act amends Section 166.021, Florida Statutes, to specify that a contract between a municipality's governing body or other entity engaged in economic development activities on behalf of the municipality and an economic development agency must require the agency or entity receiving municipal funds to submit a report to the municipality's governing body detailing how the municipal funds were spent and the results of the economic development agency's or entity's efforts on behalf of the municipality. By January 15, 2011, and annually thereafter, the municipality must file a copy of the report with EDR and post the report on the local government's website.

EDR has recommended items of interest that Economic Development Agencies or Organizations should cover in their reports to local governments. A helpful information page can be found at EDR's website (<http://edr.state.fl.us>).

The county or municipal government should file a copy of their report with EDR at the following address.

Melissa Hallaian
Office of Economic and Demographic Research (EDR)
111 West Madison Street, Suite 574
Tallahassee, FL 32399-6588
hallaian.melissa@leg.state.fl.us

Economic Development Incentives FY 2010-11

3. Survey Introduction - cont.

Additionally, by January 15, 2011, and annually thereafter, if a municipal or county government has given economic incentives in excess of \$25,000 during a fiscal year, then each municipal government having annual revenues or expenditures greater than \$250,000 and each county government shall report to EDR the economic development incentives, by class of incentive, given to any business during the local government's previous fiscal year. Pursuant to the Act, the county or municipal government shall report its economic development incentives in the format specified by EDR. This survey questionnaire serves as the specified format for this particular reporting requirement. For purposes of this questionnaire, each individual economic development incentive given by a local government should be categorized into the one of the following classes.

1. **DIRECT FINANCIAL INCENTIVES** - Direct financial incentives of monetary assistance provided to a business from the county or municipality or through an organization authorized by the local government. Such incentives include, but are not limited to, grants, loans, equity investments, loan insurance and guarantees, and training subsidies.
2. **INDIRECT INCENTIVES** - Indirect incentives in the form of grants and loans provided to businesses and community organizations that provide support to businesses or promote business investment or development.
3. **FEE OR TAX BASED INCENTIVES** - Fee-based or tax-based incentives, including, but not limited to, credits, refunds, exemptions, and property tax abatement or assessment reductions.
4. **BELOW MARKET RATE INCENTIVES** - Below-market rate leases or deeds for real property.

EDR will compile the data submitted by local governments in a manner that summarizes the total of each class of economic development incentive provided by each individual county and municipal government and a total of all counties and all municipalities, respectively. EDR will also prepare and provide a report to the Governor's Office of Tourism, Trade, and Economic Development and other interested parties. The completed report will be posted to EDR's website at <http://edr.state.fl.us>.

LET'S BEGIN!

4. Local Government Type

***1. Are you completing this survey on behalf of a county or municipal government?**

County

Municipality (i.e., city, town, village)

5. County Government Identification

***1. Which county government do you represent?**

Please Select

County Government

Miami-Dade

7. Qualifying Question

***1. During Fiscal Year 2010-11, has your county or municipality given businesses or organizations/agencies that support economic development economic incentives more than \$25,000 in total?**

Yes

No

9. Direct Financial Incentives

***1. Were any DIRECT FINANCIAL INCENTIVES of monetary assistance provided to one or more businesses from your local government or through an organization authorized by your local government during Fiscal Year 2010-11? Such incentives include, but are not limited to, grants, loans, equity investments, loan insurance and guarantees, and training subsidies.**

Yes

No

Economic Development Incentives FY 2010-11

10. Direct Financial Incentives Description

1. Please give the total value for each direct financial incentive type granted during Fiscal Year 2010-11.

| | |
|--------------------|--|
| Grants | <input type="text" value="\$1,818,290"/> |
| Loans | <input type="text"/> |
| Equity Investments | <input type="text"/> |
| Loan Insurance | <input type="text"/> |
| Loan Guarantees | <input type="text"/> |
| Training Subsidies | <input type="text" value="\$718,935"/> |
| Other | <input type="text"/> |

2. Please indicate the number of businesses that received each direct financial incentive type in Fiscal Year 2010-11.

| | |
|--------------------|---------------------------------|
| Grants | <input type="text" value="15"/> |
| Loans | <input type="text"/> |
| Equity Investments | <input type="text"/> |
| Loan Insurance | <input type="text"/> |
| Loan Guarantees | <input type="text"/> |
| Training Subsidies | <input type="text" value="6"/> |
| Other | <input type="text"/> |

*** 3. How many total businesses received a direct financial incentive of monetary assistance during Fiscal Year 2010-11?**

Enter numerical value.

*** 4. What is the total amount of the direct financial incentives granted during Fiscal Year 2010-11?**

Enter numerical value.

11. Indirect Financial Incentives

*** 1. Were any INDIRECT INCENTIVES provided to one or more businesses from your local government or through an organization authorized by your local government during Fiscal Year 2010-11? Such incentives include grants or loans provided to businesses or community organizations that provide support to businesses or promote business investment or development.**

Yes

No

13. Fee-Based or Tax-Based Incentives

1. Were any FEE-BASED OR TAX-BASED INCENTIVES provided to one or more businesses from your local government or through an organization authorized by your local government during Fiscal Year 2010-11? Such incentives include, but are not limited to, credits, refunds, exemptions, and property tax abatement or assessment reductions.

Yes

No

Economic Development Incentives FY 2010-11

14. Fee-Based or Tax-Based Incentives Description

1. Please give the total value for each fee-based or tax-based incentive provided by your local government during Fiscal Year 2010-11.

| | |
|-----------------------------------|--|
| Credits | <input type="text"/> |
| Refunds | <input type="text" value="\$74,064"/> |
| Exemptions | <input type="text"/> |
| Property tax abatement | <input type="text" value="\$353,980"/> |
| Property tax assessment reduction | <input type="text"/> |
| Other | <input type="text"/> |

2. Please provide the number of businesses that received the fee-based or tax-based incentives during Fiscal Year 2010-11.

| | |
|-----------------------------------|--------------------------------|
| Credits | <input type="text"/> |
| Refunds | <input type="text" value="2"/> |
| Exemptions | <input type="text"/> |
| Property tax abatement | <input type="text" value="3"/> |
| Property tax assessment reduction | <input type="text"/> |
| Other | <input type="text"/> |

3. Please describe the type of fee-based or tax-based incentive if not included in the categories above.

***4. How many total businesses received fee-based or tax-based incentives during Fiscal Year 2010-11.**

Enter numerical value.

***5. What is the total value of the fee-based or tax-based incentives granted during Fiscal Year 2010-11?**

Enter numerical value.

15. Below-Market Rate Leases or Deeds for Real Property

***1. Were any BELOW-MARKET RATE LEASES OR DEEDS FOR REAL PROPERTY provided to one or more businesses from your local government or through an organization authorized by your local government during Fiscal Year 2010-11?**

Yes

No

17. Incentives - Geared Towards Certain Industries?

1. Are your local government's incentives geared towards attracting a particular industry (industries)?

Yes

No

18. Industry types

1. What type of industry/industries is/are your local government incentives geared towards attracting?

- Manufacturing
- Corporate headquarters
- Professional Services
- Research and Development
- Information Technology
- Financial Services
- Multi-state/multi-national distribution
- Business Services
- Other

2. If you choose other, please describe the type(s) of industry/industries your local government incentives are geared towards attracting (for example: sports, agriculture, tourism).

Aviation/Aerospace, Clean Energy, Homeland Security, Life Sciences, Creative Industries, Global Logistics

19. Survey Respondent - Contact Information

Please fill out your contact information. Once you hit done, your survey will be submitted and you will be taken to EDR's home page. A copy of the report will be made available on EDR's website in early 2012. Thank you!

***1. How may we contact you?**

| | |
|--------------------|--------------------------------|
| Name: | Freenette D. Williams |
| Government entity: | Miami-Dade County |
| Address: | 111 NW 1st Street - 22nd Floor |
| City/Town: | Miami |
| State: | Florida |
| ZIP: | 33128 |
| Email Address: | fwilli@miamidade.gov |
| Phone Number: | 305 375-3869 |

Attached, please find the Economic Development Incentives survey's ancillary report completed by the Miami-Dade Beacon Council, Miami-Dade County's official economic development partner. The information provided is at the sole discretion of the Beacon Council. Please note the capital investment and job creation figures are future projections reported by the companies. If you have any questions regarding this report, please contact: The Miami-Dade Beacon Council

Stephen Beatus, Associate Executive Vice President
80 SW 8th Street, Suite 2400, Miami, FL 33130
(305) 579-1300

**FLORIDA REPORTING INFORMATION
(FY 2010-11)**

1. The name of the Economic Development Agency, Entity or Organization (EDO) and their contact information

The Miami-Dade Beacon Council, Inc., also known as The Beacon Council

2. The name of the local government the EDO has a contract with.

Miami-Dade County

3. The amount of funds received from the local government.

\$3,900,299*

*Funds are derived from a surcharge on Business License Taxes, formerly known as Occupational Licenses. These funds are dedicated to countywide economic development purposes. These funds are not allocated from general funds.

4. The amount of funds received from private investors.

\$1,151,804

5. Administrative costs of the EDO.

\$5,109,092*

*Costs include; Total Personnel, Program, Occupancy & Equipment and Other expenses.

6. The number of businesses assisted by the EDO and the type of assistance provided. This includes assisting businesses with:

The Beacon Council considers a company to be an active project if the company is in a targeted industry sector, is considering Miami-Dade as a place to locate or expand its operations and will be creating new jobs and committing new capital into the area.

A project is considered completed once all Beacon Council services are provided and the company acknowledges receiving those services and certifies the expected level of new job creation and new capital investment being made in Miami-Dade County.

In fiscal year 2010-2011 (October 1, 2010 through September 30, 2011), The Beacon Council assisted 29 companies in establishing new and/or expanding existing operations in Miami-Dade County. Assistance provided to these companies includes:

**FLORIDA REPORTING INFORMATION
(FY 2010-11)**

Site Selection, Permitting/Licenses, Employee Relocation Services, Research & Market Analysis, Business Contacts & Referrals, General Community Information, Enterprise/Empowerment Zone Benefits, Procurement of Financing, State and Local Incentives (Qualified Target Industry (QTI) Tax Refund, Targeted Job Incentive Fund (TJIF), Brownfield Bonus, Film and Entertainment Incentive, and Manufacturing Sales Tax Exemption), Labor/Training Programs, such as the Quick Response Training (QRT) and Incumbent Worker Training (IWT).

7. The capital investment of business who have been assisted by the EDO.

The total capital investment of the 29 companies assisted by The Beacon Council in FY 2010-2011 is \$117,150,000.

8. The foreign investment of businesses who have been assisted by the EDO.

In FY 2010-2011, The Beacon Council assisted 14 international companies in establishing their operations in Miami-Dade County. The total foreign investment of those 14 companies is \$33,285,000.

9. The number of new direct jobs as a result of a business being moved into the area or expanding in the area due to the assistance of the EDO.

In FY 2010-2011, The Beacon Council assisted 29 companies in establishing new and/or expanding existing operations in Miami-Dade County, which will create a total of 1,591 new direct jobs over a period of three years.

10. The number of these jobs retained and the length of the job retention.

In FY 2010-2011 The Beacon Council supported the creation of 1,591 new direct jobs and no job retention was recorded during the fiscal year.

11. The type of incentives and the amount of the incentives that the EDO has successfully assisted businesses in receiving.

In FY 2010-2011, the Beacon Council assisted three companies in obtaining one or more of the following State and Local Incentives; the Florida Qualified Target Industry (QTI) Tax Refund and the Miami-Dade County Targeted Job Incentive Fund (TJIF).

QTI: \$366,000
TJIF: \$52,869

12. Any additional information that would show an economic benefit to the local government as a result of the efforts of the EDO.

The Beacon Council's Urban Initiatives program augments Miami-Dade County's economic development efforts and identifies the opportunities inside Miami-Dade County's Targeted Urban Areas and Enterprise Zones in order to present them to

FLORIDA REPORTING INFORMATION (FY 2010-11)

site selectors and companies looking to locate to or expand in Miami-Dade County. To this end, The Beacon Council has partnerships with local organizations to facilitate service and program delivery for small businesses, as well as employs a variety of outreach efforts, including the following:

- Conducts visitations to companies located in Enterprise Zones, Empowerment Zones, and Targeted Urban Areas (TUA), as indentified by Miami-Dade County,
- Conducts business assistance workshops and seminars with local partners,
- Partners with investors, banks and financial institutions to drive more small business funding into urban areas, and
- Recommends policy initiatives to foster economic growth in urban areas.

During fiscal year 2010-2011, The Beacon Council's Urban Initiatives Program and Committee focused on strategic programs and sites for development within TUAs by partnering with State and local governments on marketing incentives for job recruitment and job expansion.

Successful Brownfield Projects

To increase awareness about the availability and scope of incentives and workforce opportunities related to Brownfields and Brownfield redevelopment, Urban Initiatives staff attended the 2011 Brownfield Conference in Philadelphia to market select Miami-Dade County sites. Staffs also partnered with the City of Miami Gardens, Town of Cutler Bay, and the City of Hialeah to market and approve select Brownfield Redevelopment Bonus Refund Program incentives to recruit expanding businesses.

Successful General Obligation Bond (GOB) Program TUA Applications

To increase the awareness of, and access to, the GOB Infrastructure grant program, UI staff partnered with Miami-Dade County's Office of Economic Development and International Trade to identify and solicit applications from qualified targeted urban area projects with job creation and job recruitment opportunities.

Successful Retail Skills Center Launch

To increase access to career-path positions in the retail industry, Beacon Council staff successfully partnered with a local urban developer willing to donate office space, along with a local urban non-profit willing to oversee a nationally accredited retail skills center program for an urban area mall. Eight years in the making, the program conducted a soft launch in 2011 and will undergo a full-scale launch in January of 2012.

In fiscal year 2010-2011, The Beacon Council completed a total of 17 Enterprise Zone projects, with 8 of those also located in an Empowerment Zone. These projects will result in the creation of 798 new direct jobs and add \$77.1 million in new capital investment.