



ECONOMIC DEVELOPMENT COUNCIL
OF TALLAHASSEE/LEON COUNTY, INC.

November 12, 2014

Vince Long, County Administrator
Leon County Government
301 S. Monroe Street
Tallahassee, FL 32301

Dear Vince,

Attached please find the FY 2013/2014 Annual Report for the Economic Development Council of Tallahassee/Leon County, Inc. We appreciate Leon County's continued commitment to economic development.

Please let us know if you have any questions.

Sincerely,

A handwritten signature in cursive script, appearing to read "Sue Dick", is written over a light blue horizontal line.

Sue Dick
President/CEO

cc: ✓ Ken Morris, Assistant County Administrator
Cristina Parades, Director of Economic Vitality



**ECONOMIC DEVELOPMENT COUNCIL
OF TALLAHASSEE/LEON COUNTY, INC.**

**Annual Report
FY 2013-2014
October 1, 2013 – September 30, 2014**

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

Economic Development Council of Tallahassee/Leon County, Inc.
Sue Dick, President/CEO
PO Box 1639
Tallahassee, FL 32302
(850) 521-3100
sdick@taledc.com

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

3. The amount of funds received from the local government. \$174,500

4. The amount of funds received from private investors. \$531,550

5. Administrative costs of the EDO: \$133,379

I. The number of businesses assisted by the EDO (EDC) and the type of assistance provided

A. Customized Assistance

1. Site Selection

The EDC currently has a total of 12 active projects and 3 on hold. The EDC is the recognized economic development organization for Tallahassee and Leon County and works directly with Enterprise Florida and Florida's Great Northwest in generating recruitment projects and assisting local retention and expansion projects. Leads are also generated by the EDC Website and marketing efforts, as well as community partner interviews. The total potential capital investment reflected by the current active projects is \$80 million and the jobs potential is 900 jobs.

FY 2013-2014 Total Projects: 15
Projects on Hold: 3
Active Projects: 12
Capital Investment Potential: \$80 million
Job Creation Potential: 900

Projects by Targeted Industry Sector:

- Aviation & Aerospace: 2
- Manufacturing: 3
- Transportation & Logistics: 2
- Research & Engineering Services: 1
- Health Sciences & Human Performance Enhancement: 1
- Renewable Energy & the Environment: 2
- Information Technology: 1

Community Site Visits Conducted

- Hosted Project Lewis on December 11 and February 27
- Hosted Project Jupiter on March 6
- Hosted Project Friday – May 9

Expanded Existing Business Outreach and Engagement

- 163 meetings with local business related to Business Retention and Expansion programs and services during reporting period.

Consultant Missions

The EDC, either solely or with partners Florida's Great Northwest and Enterprise Florida, markets Tallahassee/Leon County by participating in face-to-face meetings with site selection consultants and targeted industry trade shows. The following missions/trade shows were executed during the first half of FY 2013-14:

- National Business Aviation Association Annual Exhibition, Las Vegas, NV
- CoreNet Global Summit, Las Vegas, NV
- Enterprise Florida Site Selection Consultant Dinner, Las Vegas, NV
- Southern Economic Development Council's Meet the Consultants, Dallas, TX

New Business Contacts

- FSU Real Estate Trends Conference – meeting with developers/new business contacts
- American Chamber of Commerce Executives – Major Cities Council (Economic Development Roundtable)
- IEDC Annual Conference, Philadelphia, PA
- Future of Florida Forum, Orlando, FL

EDC Representation

- Airport Advisory Committee
- Alliance of Entrepreneur Resource Organizations (AERO)
- Capital Area Sustainability Council
- CareerSource Capital Region
- Florida's Great Northwest
- Manufacturers Association of Florida
- StartupQuest Advisory Committee
- Urban Land Institute Capital Region Leadership Committee
- TalTech Alliance
- Town & Gown

EDC E-Newsletter

E-News newsletter reaching a database of 2,323 individuals, primarily site selection consultants, with economic development news in Florida's Capital Region. EDC eNewsletter publication dates:

- 10-18-13
- 11-26-13
- 12-20-13
- 1-24-13

EDC Investor Insider E-Newsletter

A newsletter sent exclusively to EDC investors, as a complement to the EDC E-News. Publication dates:

- 10-2-13
- 11-1-13
- 12-12-13
- 1-30-14
- 6-30-14

Regulatory Assistance

One-on-one navigation is provided through state and local regulatory, permitting and incentives application processes, providing an advocate to keep projects on schedule from start to finish, and allowing businesses to accomplish goals within required time frames.

Job Training

The EDC has worked in partnership and coordination with CareerSource Capital Region (formerly Workforce plus), The Jim Moran Institute and the FAMU Small Business Development Center, conducting one-on-one sessions and workshops in the EDC offices. In

addition, through a partnership with CareerSource Capital Region, the EDC markets all available training grants and opportunities:

- **Incumbent Worker Training Program- funded by the Federal Workforce Investment Act (WIA) and administered by CareerSource Florida, Inc.**
Through this program, Florida is able to provide training to currently employed workers to keep Florida's workforce competitive in a global economy and to retain existing businesses. None as of this date.
- **Employed Worker Training Program**
Provides financial assistance to employers that recognize the importance of investing in their employees. Workforce research shows that employees value the opportunity to acquire new skills, which will lead to increased productivity and impact the bottom line. Administered through CareerSource Capital Region. None as of this date.
- **Quick Response Training Program**
This customer-driven program was designed as an inducement to secure new value-added businesses to Florida as well as provide existing businesses the necessary training for expansion. None as of this date.

2. Incentives Education and Referral

The EDC provides incentives education and referrals through bimonthly Board of Directors meetings, the Enterprise Zone Development Agency workshops, face-to-face company visits and a structured communications and marketing plan.

Economic Development Council Board of Directors Meetings

- October 15, 2013: The EDC Board of Directors meeting opened its first board of directors meeting with Dr. Jim Murdaugh as the new chair of the board and introducing the officers of the board. Kyle Touchstone, EVP of the EDC, presented a new aviation marketing video and TLH airport land development plans for the upcoming National Business Aviation Association Exhibition. Touchstone also discussed upcoming consultant meetings scheduled for the CoreNet Global Summit and Enterprise Florida's Site Selection Consultant dinner.
- January 14, 2014: The EDC Board of Directors meeting focused on program updates and a presentation was provided by Kim Rivers on the Imagine Tallahassee projects which would be considered by the Sales Tax Committee on January 16. Micah Widen, Co-Founder / Executive Director at Domi Ventures, LLC gave those in attendance background on business incubators and an overview of the Domi Ventures incubator.
- March 11, 2014: The EDC Board of Directors meeting was hosted by Flightline Group in their new hangar. Flightline Group provided an overview of their operations. Tony Carvajal, Executive Vice President of the Florida Chamber Foundation, presented the Florida Chamber's Trade and Logistics Plan demonstrating the assets of Tallahassee/Leon County and their importance to trade and logistics to Florida.

- May 13, 2014: The EDC Board of Directors was hosted by the FSU Foundation in the FSU Foundation Building at Innovation Park. Tom Jennings, FSU Vice President for University Advancement and President of the FSU Foundation provided an update, and Kristin Dozier, Chair of the Leon County Research and Development Board of Governors, provided an update on Innovation Park. Larry Lynch introduced EEP graduate James Olcese, Ph.D., president and CEO of KynderMed who discussed the commercialization of FSU research.
- August 7, 2014: The EDC Board of Directors held a joint Board meeting with the Greater Tallahassee Chamber of Commerce Board of Directors at the Annual Chamber Conference at Amelia Island. The two Boards voted separately to support a resolution in favor of the proposed one cent sales tax extension on the November ballot. Tallahassee City Commissioner Scott Maddox and Director of Aviation Chris Curry provided an overview of current airport operations and plans and prospects for future development, improved air service, and facility upgrades.
- September 25, 2014: The EDC Annual Meeting was held at the FSU Turnbull Conference center with 150 in attendance. EEP graduate, Jason Robotham, President of BioFront Technologies, spoke about the commercialization process and entrepreneurial landscape. David Day, the Assistant Vice President and Director of the Office of Technology Licensing, University of Florida spoke about the importance of working together to create a better tomorrow: building successful programs to develop and commercialize research and intellectual property, and how these advancements have added to the overall economic development of the Gainesville / Alachua County area.

Economic Development Council Winter Forum

- February 27, 2013 – Carol Johnson, economic development strategist, owner of Continuous Dialog and FSU graduate, was the featured speaker to 150 attendees. Johnson spoke about the importance of communities working together with a strategic focus in order to more successfully foster economic growth.

Collaborative Labs Engagement

On October 30, Tallahassee Community College hosted the EDC board and investors for a collaborative engagement session with St. Petersburg College Collaborative Labs team. During the half-day session, the EDC investors, with the guidance of the Collaborative Lab team, identified goals and priorities of the EDC. Through the session, areas of focus were determined. Those areas were healthcare, research, and marketing. The EDC team has since incorporated those focus areas and strategies into its program of work.

Economic Development Council Executive Committee Meetings

- November 12, 2013
- February 18, 2014
- April 23, 2014
- June 17, 2014

- September 16, 2014

Enterprise Zone Development Agency Board of Commissioners Meetings

- December 4, 2013: The Board reviewed the statewide annual Enterprise Zone program report, reviewed historical performance data for EZ #3701 and received a presentation regarding statewide and local EZ challenges, opportunities and key facts from Florida Department of Economic Opportunity EZ Program Director Burt Von Hoff. A preliminary look forward to the 2014 state legislative session was also held. Moreover, the City response to decline the addition of the economic development incentive for the electric utility was formally received and accepted.
- February 12, 2014: Dr. Jeffrey Sharkey with Capitol Alliance Group provided a detailed update on the Economic Development and Enterprise Zone Legislative Issues underway as legislative committee meetings continue and in preparation for the start of the 2014 Legislative Session, as well as a review of the most recent quarterly report.
- April 9, 2014: The Board reviewed the EZ 2nd and 3rd quarterly reports and approved a cover letter. An update as to pending EZ legislation was provided, and planning for a summer EZ workshop was discussed.
- August 12, 2014: The Board was provided with an update regarding current OPPAGA EZ Review and the EZ Extension, and Preparation for the 2015 EZ Legislation. The 4th quarterly report was approved. The Board reviewed the staff responses to the OPPAGA EZ administrators' survey, and also reviewed the updated EZ collateral.
- September 29, 2014: A community EZ workshop was held at Brooklyn Water Bagel & Pizza, an incentive beneficiary business located within EZ #3701 with approximately 25 attendees.

Tax Incentives

Management of a portfolio of local and state tax refund programs to encourage quality job retention and growth in targeted, high value-added businesses. The EDC also manages geographic zoning incentives to encourage business development in economically distressed urban and rural areas.

3. Technical Assistance

The EDC provides technical assistance through programs and comprehensive scope of work including the Entrepreneurial Excellence Program, Industry Sector Roundtables and the Enterprise Zone Development Agency.

DOMI Incubator

The EDC has worked extensively with DOMI during the reporting period to expand entrepreneurial activities, business incubation and to quickly engage DOMI within the programs, services, and business networks of our EDC, community and region. Significant planning and training during this period has included hosting DOMI presentations during both classes of the Entrepreneurial Excellence Program that were held, inclusion on the programs of numerous EDC

Roundtables, highlighting during one of the EDC quarterly board meetings, and at a series of related smaller EDC-led events and meetings. Following the grand opening of the permanent DOMI site on Railroad Avenue, staff is planning additional social activities, open house events and additional partnership opportunities aligned with, and exceeding, our contractual obligations. During the January EDC Board of Directors meeting, Micah Widen, Co-Founder / Executive Director at Domi Ventures, LLC spoke briefly giving those in attendance background on business incubators and an overview of the DOMI Ventures incubator. DOMI was featured on a panel discussion at the Annual Community Conference in Amelia Island in August and the EDC paid the conference fee for a DOMI resident. Additionally, the EDC scheduled Roundtable meetings to occur at DOMI Station, including the Roundtable Chair meeting on June 24, 2014 (including a presentation by EFI Executive Director Gray Swoope).

FSU 3D Printer “Stacking Layers” Symposium

In partnership with Florida State University, the EDC provided support and facilitation to this groundbreaking 3D printing, research and technology focused conference that was held from February 25 to 26, 2014 at the Turnbull Center. This facilitation included leadership staffing by Mr. Lynch and the hosting by the EDC of regional private sector partners at a VIP event to interact and exchange with practitioners and conference presenters who are leaders in this field.

Entrepreneurial Excellence Program (EEP)

EEP, a tuition-based course is designed to arm existing early stage start-up businesses, as well as entrepreneurs with well-developed ideas, with the resources and knowledge needed to enhance their chance of success. The course explores the realities of planning and starting a company, and helps individuals plan for the successful development and launch of a business or a new product line. This is not an academic exercise but rather a series of practical lessons on what it takes to convert a good business idea into a good business.

The Small Business Administration funding was extended through September 2014, and EDC is pursuing continuing funding. The Knight Foundation Fund awarded EEP a \$50,000 grant in September 2014. Class 7 met in January/February 2014. Twenty-two participants representing 14 companies completed Class 7. Class 8 was presented in August/September 2014. Fifteen participants representing 11 companies completed Class 8. Class 9 is scheduled for January/February 2015.

EEP Topics include:

Developing Successful Business Ideas:

Is your business concept an idea or truly an opportunity? Learn how to tell the difference. Learn how to analyze the opportunity to develop an effective business model.

Building a Strong Business Team:

The product or service you will offer is important. Even more important is the team you build management, employees, board, investors and service providers. Learn how to build the best team possible to drive the success of your new venture.

Marketing Strategies and Effective Sales:

No matter how beneficial your product or service is, if you don't know who the customer is and communicate your message in an effective way to get their attention, you won't have sales.

Proper Legal and Ethical Foundations:

Many decisions are involved in establishing a new venture. Learn what the legal options are and explore how to establish high standards of business ethics.

Funding and Financing:

You've analyzed the opportunity and have begun to build a team to drive success.

You've written a great business plan. How do you secure the financial resources to make it all happen?

Entrepreneurial Insights:

A panel of experienced entrepreneurs will share their insights "from the trenches." What have they learned? What would they do differently? What is their advice to you?

Local Support for Entrepreneurs:

A gathering of industry representatives in Tallahassee and its surrounding counties that actively support the work and development of local entrepreneurs.

Business Presentations:

You will have the opportunity to make a presentation to a group of experienced entrepreneurs and get feedback about your business, market and financial opportunities.

Enterprise Zone Development Agency

Numbers and Types of Businesses Assisted by the EZDA:

Method and Volume of Technical Assistance (EZ FY 13-14):

- EZ address checks vis phone or email: 101
- EZ initial mail outs on incentives: 293
- EZ follow-up mail outs: 14
- Web hits: 879
- 28 EZ Incentive Applications Processed
- 18 Full Time (New) Employees Included in Applications with 63 Total Jobs Created
- \$247,753 in Total Estimated EZ Incentives Applied for During Reporting Year.

B. General Assistance

1. Leading Formation of Entrepreneurial Services Organization (ESO) For Community

Continuing to work with the AERO partnership in development of the entrepreneurial hub website. Moreover, at the end of the prior reporting period, the EDC has taken over formal management and staffing responsibilities for the AERO working group.

2. Demographics and Market Research

The EDC provides demographic information and market research about the Tallahassee MSA, which is comprised of four counties: Gadsden, Jefferson, Leon, and Wakulla counties.

3. Workforce Assistance

Access to customized training solutions, including state and federal training grants, to quickly meet the needs of new or expanding businesses creating high-quality jobs.

- **CareerSource Capital Region**

The EDC partners with Region 5 Workforce Board – CareerSource Capital Region (formerly Workforce plus) by promoting EmployFlorida.com to employers and job seekers, by sponsoring the Annual regional job fair and targeted business retention and expansion activities. Information about CareerSource Capital Region services and capabilities is included in all projects requiring labor force information and data.

- **Tallahassee Community College Center for Workforce Development**

The EDC partners with the TCC Center for Workforce Development in several ways, including:

- Location Host for the upcoming Entrepreneurial Excellence Program class
- Serves as the co-administrators for the Capital Region Manufacturers Roundtables

4. Workshops and Forums

Industry Sector Roundtables

An additional and effective approach to working with existing companies is the Industry Sector Roundtables. First Focus manages active roundtables in all six of the EDC's targeted sectors. Each Roundtable is led by a volunteer chair from private industry. Roundtables provide a forum for business leaders from both public and private sectors to design and implement specific initiatives, and continue to connect local employers in these sectors to local and state associations working on their behalf, such as Manufacturers Association of Florida, BioFlorida, TalTech Alliance, Leon County Research & Development Authority and Sustainable Tallahassee. For FY 13/14 activity is as follows:

- October 2nd Entrepreneurial Service Organization Roundtable
- October 4th Capital Region Manufacturers Roundtable
- October 16th TalTech Alliance (IT) Roundtable
- November 14th Research & Engineering Roundtable
- November 20th TalTech Alliance/IT Roundtable
- November 21st Renewable Energy & Environment Roundtable
- December 20th Health Sciences & Human Performance Roundtable
- January 15th TalTech Alliance/IT Roundtable
- February 6th Advanced Manufacturing Roundtable
- February 19th TalTech Alliance/IT Roundtable
- March 7th Aviation Roundtable
- March 19th IT Roundtable
- March 21st AERO Roundtable
- March 27th Research & Engineering Roundtable

- April 16th TalTech Alliance/IT Roundtable
- April 21st Entrepreneurial Roundtable with Congressman Southerland
- May 9th International Roundtable Meeting with South Korean Delegation
- May 14th International Healthcare Roundtable Lunch with Chinese Delegation
- May 19th Entrepreneurial Roundtable Breakfast
- June 24th Roundtable Chair Roundtable with Enterprise Florida Executive Gray Swoope
- June 26th Advanced Manufacturing Roundtable
- July 14th Entrepreneurial Roundtable
- July 16th TalTech Alliance/IT Roundtable
- September 5th World Class Schools Roundtable
- September 17th Research & Engineering Roundtable

Continued assistance to the TalTech Alliance, as well as CareerSource Capital Region and FSU, toward developing STEM/Information Technology internship study and program development.

Entrepreneur Month (eMonth) Activities

During the month of November, the EDC helped publicize and participated in various activities that were held throughout the community.

- Hackathon hosted by Making Awesome, Tallahassee's Makerspace
- The Jim Moran Institute's eMonth Kickoff
- Imagine TLH Open House on Economic Development
- Compressed Natural Gas Symposium & Showcase
- Power Forward with Barbara Corcoran & Networking Reception
- FSU Sneak Peek
- International Collegiate Sales Competition at FSU
- Railroad Square (focus on entrepreneurship)
- The Jim Moran Institute's 7 Under 30
- FSU Innovators' Reception
- Big Bend Minority Chamber of Commerce Business Pitch
- FSU Real Estate Trends Conference
- "If I were 21" Student/ Mentor Q&A
- FSU GAP Competition
- FAMU Intellectual Property Forum
- FAMU iShow
- The Jim Moran Institute's Progressive Lunch
- The Jim Moran Institute's Advice Straight Up Speaker Series

5. Communications and Marketing

Earned Print Media

Through a partnership with the *Tallahassee Democrat*, we promote timely resources and programs through digital and print media. Op-eds from EDC Chair and leadership serve as an outlet to educate our community on economic development resources available.

- December 2013: Introduction of new Chair Dr. Jim Murdaugh, President, Tallahassee Community College
- March 2014: Entrepreneurship is Thriving in our Community
- May 2014: Introduction of Kyle Touchstone and goals for EDC
- August 2014: Recap of Chamber Annual Conference and importance of economic development on community success

Paid Print Media

Through a barter agreement with the Tallahassee Democrat, the EDC runs ads at a discounted rate which highlight different initiatives and announcements that help spread the word about the positive impact the organization's programs and services are having on the local community.

- November 16 – Ad spotlighting new EDC Board of Directors
- March 30 – Ad congratulating Entrepreneurial Excellence Program Class 7 graduates

Social Media Outreach

Through a barter agreement with the Tallahassee Democrat, the Democrat creates social media posts and outreach to interact with those who like the EDC's Facebook page which highlight different initiatives and announcements that help spread the word about the positive impact the organization's programs and services are having on the local community. Number of "LIKES" on Facebook have jumped 30% as a result.

E-Month

The EDC, in partnership with Leon County Government, coordinated a community-wide celebration in November of Entrepreneurial Month highlighting events, organizations and initiatives that promoted entrepreneurship in the community. More than 20 events from 11 different partner organizations and universities took place during E-Month. Marketing initiatives included a dedicated webpage, marketing collateral for partners, signs placed at each event, and web buttons that were included on each partners' website.

2014 Business Outlook

Through a partnership with Rowland Publishing, the 2014 Business Outlook provides a marketing tool for the EDC and community leaders to promote our region's targeted sectors and community assets. This publication was distributed in December 2013 and features a welcome letter from EDC Chair Murdaugh.

Program Collateral

- The EDC created a visually appealing, updated and comprehensive Enterprise Zone brochure which includes the zone map, before and after pictures of areas which benefited from the program, and is used to promote the incentives available to interested

businesses. This map has been distributed to Committee members and to those businesses interested in the program as well as posted to EDC website.

- The EDC created the first ever Industry Sector Roundtables marketing collateral which highlights the benefit and impact of roundtables. This has been distributed to roundtable chairs and is posted on the EDC website.

Industry Sector Marketing Collateral

Completion of individual pieces of marketing collateral for each of the region's six targeted industry sectors is close. Each individual piece will highlight data and metrics about that industry, as well as workforce stats, local partners/resources supporting it and local businesses in the industry. Targeted completion date for these is May 1. The EDC is also producing a one page collateral piece that highlights the region as a whole. Targeted completion date is December 2014.

Chamber/EDC Annual Report

The EDC is featured prominently in the 2013-14 Chamber Annual Report, which is set to be completed in December 2014. The report features six pages dedicated to the EDC, its mission, staff, resources and programs.

LCRDA Communications Support

As part of its support for the LCRDA & Innovation Park, the EDC has been providing strategic communications support to LCRDA leadership regarding media announcements, drafting of press releases and website content, and will be producing marketing collateral once the Park's strategic plan is finalized.

CareerSource: Capital Region satellite office launch

EDC staff coordinated with strategic partners CareerSource: Capital Region, formerly Workforce PLUS, on the media announcement of their new satellite office located in the Chamber's downtown headquarters. This satellite office allows CareerSource to have a downtown presence and serve more executive job seekers. The EDC also helped promote the organizations' official name change to CareerSource: Capital Region in February 2014.

Digital Media

- **Website:** www.taledc.com
 - 8,776 visitors
 - 29,693 page views
 - 2.5 pages per visitor
 - 71.10% are new visitors
- **FSU/EDC: A Winning Combination Video**

A video produced in conjunction with FSU was developed to promote the region piggybacking off of FSU's national championship in football and the national spotlight that was shown on the community as a result. The video featured EDC VP Kyle Touchstone as well as FSU President Eric Barron and VP of Research Dr. Gary Ostrander highlighting the university's successes along with the resources that the EDC can provide for relocating businesses. It was sent via email by both the EDC and FSU to

more than 2,000 site consultants, real estate professionals and researchers around the country. The video can be found on the home page of the EDC website (taledc.com).

- **Global e-News and Investor Insider**

The Investor Insider is an email newsletter providing exclusive updates to our growing list of investors on projects, programs and economic development news. The monthly Global e-News has a vast global audience providing updates on industry growth, education advancement, and community strengths. The e-News are great conversation starters between the Executive Director and site selectors, community leaders and more.

- **Facebook** – www.facebook.com/TalEDC
- **Twitter** – @TalEDC

C. Financial Assistance

Grants and Matching Funds Assistance

- **TRADE Grant**

During the reporting period, the EDC, in its role as the Capital Regional Manufacturing Association, was awarded a three year grant to expand Advanced Manufacturing Training in our region and in partnership with TCC, the TCC Advanced Manufacturing Training Center, CareerSource Capital Region, the Manufacturers Association of Florida and regional private manufacturing partners. Significant planning and public information work related to the initial grant implementation phase was performed by EDC staff including stimulation of regional advanced manufacturing internship training, private sector awareness of grant benefits, job development assistance and related TRADE grant activities.

- **Quick Response Training**

Lead agency for new CareerSource (formerly Workforce Florida) Quick Response Training Consortium Grant for Manufacturing in the Capital Region

II. 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 EDC:

Tallahassee MSA had an increase of 2,800 jobs from September 2013 to September 2014 (1.7% growth) in net new jobs. U.S. Bureau of Labor Statistics.

III. Capital investment of businesses who have been assisted by the EDC

- Enterprise Zone applicant capital investment dollars:
- Building Materials Purchased: \$9,571,200.01

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

Enterprise Zone

There were a total of 28 Enterprise Zone incentive applications filed for FY13-14; for a total amount of potential tax refunds or credits in the amount of \$247,753.

- Building Materials Sales Tax Refund \$106,513.41
- Building Equipment Sales Tax Refund \$30,883.74

- Jobs Credit for Sales Tax \$12,070

Targeted Business Program

The Targeted Business Program is a Tallahassee/Leon County local incentive program by which qualifying businesses that are making a capital investment and adding jobs can apply for a refund of a portion of the development fees and increase in ad valorem taxes as a result of the project.

- One applicant in Health Sciences Sector - refund review process underway

Qualified Targeted Industry Tax Refund Program

The Qualified Target Industry (QTI) Tax Refund Program is a tool available to Florida communities to encourage quality job growth in targeted high value-added industries. Pre-approved applicants who create jobs in Florida receive tax refunds of \$3,000 per net new full-time equivalent Florida job created; \$6,000 in an Enterprise Zone or Rural County. For businesses paying 150 percent of the average annual wage, add \$1,000 per job; for businesses paying 200 percent of the average annual salary, add \$2,000 per job. New or expanding businesses in selected targeted industries or corporate headquarters are eligible.

- No projects have received a QTI award for FY 2013-2014; however there are 2 in the pipeline at present.