



ECONOMIC DEVELOPMENT COUNCIL  
OF TALLAHASSEE/LEON COUNTY, INC.

November 15, 2013

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

Dear Vince,

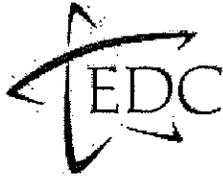
Attached please find the FY 2012/2013 Annual Report for the Economic Development Council of Tallahassee/Leon County, Inc. We appreciate Leon County's continued commitment to economic development.

Please let us know if you have any questions.

Sincerely,

Sue Dick  
President/CEO

Cc: Alan Rosenzweig, Deputy County Administrator  
Ken Morris, Director of Economic Development and Business Partnerships



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

Annual Report

FY 2012-2013

October 1, 2012 – September 30, 2013

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.      \$601,039**
5. **Administrative costs of the EDO: \$99,197**

**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 and works directly with Enterprise Florida and Florida's Great Northwest. Leads are 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 \$19.1 million and the jobs potential is 868 jobs.

FY 2012-2013 Total Projects: 24  
Projects on Hold: 3  
Active Projects: 12  
Capital Investment Potential: \$19.1 million  
Job Creation Potential: 868

**Projects by Targeted Industry Sector:**

- Aviation & Aerospace: 2
- Manufacturing: 4
- Transportation & Logistics: 1
- Research & Engineering Services: 1
- Health Sciences & Human Performance Enhancement: 1
- Renewable Energy & the Environment: 2
- Information Technology: 1

❖ **Project Announcement:** Kaye Scholer, LLP  
**Sector:** IT/Professional Services  
**Job Creation:** 140  
**Capital Investment:** \$1.9 million  
**Press Announcement Date:** April 1, 2013

**Community Site Visits Conducted**

- Hosted Project Magic Box on November 2
- Hosted Project Sensor/Aspen on December 10
- Hosted Project Hunt (Kaye Scholer) on February 28 through March 3 and March 7 through 10 for weekend visits by Kaye Scholer employees and their partners - included a welcome reception, tour day, and realtor day. In addition, Tallahassee team went to New York City on February 14<sup>th</sup> for an informational session with the Kaye Scholer employees
- Hosted Project Big Bird on July 8

### **Consultant Missions**

Through Florida's Great Northwest and Enterprise Florida, the EDC participates in face to face meetings with site selection consultants and trade shows. The following missions/trade shows were executed during FY 2012-13:

- Dallas EFI Consultant Trip
- New Orleans Site Selectors Guild
- New York EFI Consultants Trip
- International Economic Development Council in Orlando

### **EDC E-Newsletter**

Monthly E-News newsletter reaching a database of 2323 individuals, primarily site selection consultants, with economic development news in Florida's Capital Region. EDC E-Newsletter publication dates:

- 10-12-12
- 02-20-12
- 03-21-13
- 04-18-13
- 05-16-13
- 06-21-13
- 07-18-13
- 08-23-13
- 09-27-13

### **EDC Investor Insider E-Newsletter**

A monthly newsletter sent exclusively to existing companies located in the Tallahassee region, university stakeholders and public sector partners (EDC investor partners), as a complement to the EDC E-News. Publication dates:

- 10-19-12
- 11-30-12
- 02-20-13
- 03-29-13
- 04-25-13
- 05-22-13
- 06-27-13
- 07-29-13
- 09-04-13

## **2. 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.

## **3. Job Training**

The EDC has worked in partnership and coordination with 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 WORKFORCE plus, the EDC markets all available training grants and opportunities:

**Incumbent Worker Training Program- funded by the Federal Workforce Investment Act (WIA) and administered by Workforce 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.

# of grants	Applicant	County	Reg	IWT Grant Awarded	Employer Contribution (w/wages)	Number of Approved Jobs
1	The Hour Glass	Leon	5	\$ 50,000.00	\$157,161.00	35
1	James A. Stephens & Associates	Leon	5	\$ 50,000.00	\$281,377.00	59
1	KaserKane, Inc.	Leon	5	\$ 7,388.00	\$8,129.00	4
1	Partners in Association Management	Leon	1	\$5,396.00	\$7,564.00	19

**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

**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 your bottom line. Administered through WORKFORCE plus.

- \$7,018.23

**4. Incentives Education and Referral**

The EDC provides incentives education and referrals through monthly 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 25, 2012: Mark Wilson, President of the FL Chamber was the guest speaker, and expressed FL Chamber's intent for business growth for Florida in regards to where Florida is headed in the next 20 years; long term ahead of the short term (providing a voice for the long term). Wilson provided examples of how long term goals of the State

affect the EDC and some of the goals that the Chamber and the EDC have, sharing a common interest.

- November 15, 2012: The targeted industry sector was Aviation and Aerospace. Speakers were Sunil Harman, Director of Aviation, Tallahassee Regional Airport and Neal Wade, Chairman, Aerospace Alliance.
- January 24, 2013: Education Industry Sector: Higher Education Updates were provided by Dr. Jim Murdaugh, President, Tallahassee Community College; Dr. Caryn Beck-Dudley, Dean, FSU College of Business; and Dr. Larry Robinson, Interim President, Florida A&M University.
- March 28, 2013: The regional economic landscape was presented, noting the low unemployment rate and the majority of businesses being small businesses with fewer than 10 employees. The Imagine Tallahassee visioning initiative was highlighted by guest speakers JT Burnette and Kim Rivers.
- April 25, 2013: Chris Hart, President and CEO of Workforce Florida provided information about Workforce Florida's priorities and economic development support. In addition, Jim Murdaugh, President of Tallahassee Community College gave an update on the Higher Education Partnership
- May 23, 2013: Senator Bill Montford, Representative Michelle Rehwinkel Vasilinda, Representative Alan Williams, and Benjamin Murphy and Vicki Summerhill from Representative Halsey Beshears' Office gave presentations on the 2013 Economic Development Legislative Session, highlighting the state employee pay raise, teacher salaries, water issues and Restore funding.
- August 8, 2013: A joint board meeting with the Greater Tallahassee Chamber of Commerce featured Florida State University President Eric Barron who presented the University's strategic priorities and partnership opportunities through Commercialization and research.
- September 25, 2013: Annual Meeting featured the Year in Review and an Entrepreneurial Panel featuring local entrepreneurs - Gabe Grass, Grassland Brewery; Laura Johnson, Coton Colors; and Michael Kramer, Desolge Oxygen

#### **Economic Development Council Winter Forum**

- February 28, 2013

#### **Economic Development Council Executive Committee Meetings**

- December 5, 2012
- March 6, 2013
- July 23, 2013

## **Enterprise Zone Development Agency Board of Commissioners Meetings**

- February 6, 2013: The Board discussed revising the annual goals with a letter to the Florida Department of Economic Opportunity to be drafted for consideration by the board.
- May 1, 2013: Dr. Jeffrey Sharkey with Capitol Alliance Group provided an update on the Economic Development and Enterprise Zone Legislative Issues from the 2013 Session.
- July 10, 2013: EZDA directed staff to ask the City to review whether it would be appropriate to add the economic development incentive for electrical utility. In addition, the EZDA provided input on the draft Enterprise Zone brochure.

## **Enterprise Zone Development Agency Workshop**

- August 28, 2013 - Local business leaders, entrepreneurs and agency officials joined Enterprise Zone Development Agency Chairman Nick Maddox (also Leon County Commission Chairman) and EDC leadership, including Vice President Ben Pingree, at a workshop that highlighted the significant benefits of Leon County's Enterprise Zone (EZ). Presented in partnership with, WORKFORCE plus (WFP), the FAMU Small Business Development Center (SBDC), the workshop provided information on EZ incentives and other services available for business owners. The workshop featured presenters from the partnership organizations and the Florida Department of Economic Opportunity.

## **Byline Topics**

October 2012	Community Remains Ready for Economic Development Opportunities
November 2012	EDC Part of Statewide Integration of Economic Development and Workforce Efforts
February 2013	Helping Businesses Create Jobs is a Big Job
March 2013	Entrepreneurism Takes Spotlight In Tallahassee
July 2013	Community is Poised for Economic Prosperity

## **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.

## **5. Technical Assistance**

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

### **International Business Development (IBD)**

The IBD's mission is to provide education, information and advocacy to regional business executives and organizations in the following areas:

- Attracting, growing and diversifying international business opportunities
- Providing leadership, counseling and advocacy on international business issues through strategic partnerships
- Delivering valuable resources and services to interested community businesses

### **Activities**

- IBD Advisory Council meetings held: 4
- On October 10 attended the Link Up International event in West Palm Beach

### **Seminars**

December 13, 2012

General Session

Topic: The Euro Crisis: What it Means for Florida Companies

Presented by: Andrea Moore, Enterprise Florida, Hosted by the EDC

Mike Higgins, U.S. Department of Commerce

### **International Business Clinics**

The EDC offers International Business Clinics to companies interested in expanding into foreign markets, increasing exported and imported goods and services for business growth, and developing international business relationships. The informative clinics are led by International business experts who have successfully launched in international markets of interest. The service was launched on October 1, 2010. 13 local businesses are taking advantage of the opportunity to gain insight into expanding into foreign markets, increasing exported and imported goods services for business growth and developing international business relationships.

### **Companies**

- Arkon
- Altura Marketing
- Sicamu

### **Capital Region Ambassador Initiative**

The capital region ambassador initiative was launched in September of 2012. The purpose of the program is to identify and train local volunteers who serve as economic development ambassadors, promoting the region as the premier destination for international trade and investment opportunities.

On September 18, ten community leaders and volunteers completed the Capital Region Ambassador training program. On March 26, thirty students and professionals completed the Capital Region Ambassador training program. Training topics included: History of Tallahassee MSA, Key Assets, Business Opportunities, Competitive Advantages, Research Capabilities, Strategic Location, Diplomatic Relationships/Sister Cities and International Etiquette. Each of the volunteers received a certification of completion along with an informational binder. There are now a total of 40 trained ambassadors.

### **General Statistics**

- International-related Community Visits: 15 (Israel, Russia, Colombia, China, Italy, Trinidad & Tobago, Canada, Barbados, Ecuador, Spain, France, Brazil, Germany, Guyana)
- Requests for Information: 7

### **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 Entrepreneurial Excellence Program presented Class 5 in February 2013. Sixteen participants completed Class 5. Class 6 was presented in August/September 2013 with 19 participants. 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.

**GrowFL**

The EDC was selected by University of Central Florida Tech Transfer Office to serve as one of six EDO partners in the state for the new Economic Gardening Institute established by the Governor’s Office of Tourism, Trade and Economic Development for FY 2009-2010 and again for FY 2010-2011. The program focused on technical assistance for 2nd stage companies. The EDC managed the GrowFL program for the 16 county northwest region of Florida. Twenty-two of the companies accepted into the program came from our region and a total of ten Tallahassee MSA businesses qualified for and received technical assistance. This program provides businesses access to high-end, quick-response technical assistance and business resources typically available only to larger companies.

Because the state funding for GrowFL was not renewed for 2011-12, we reached out to the city to continue both the marketing and administration of the program. On March 14, 2012 the City commission voted in favor of \$35,000 funding to provide technical assistance for five companies during this fiscal year.

State funding was not renewed for GrowFL again for FY 2012-13. The EDC continued the scope of program through the Entrepreneurial Support Organization (ESO), comprised of local economic development support organizations. The EDC is currently reviewing GrowFL’s viability in the face of the elimination of the state funding source.

CEO Forum held on November 14, 2012. The speaker was Karen Moore with Moore Communications Group and over 40 people attended at First Commerce Credit Union.

CEO Forum held on March 13, 2013. The speaker was Doug Dunlap with Syn-Tech Systems and over 40 people attended at Northwood Centre.

In October of 2012, Tallahassee became the first Level I certificated economic development community in the state of Florida. Level I communities have a general interest in the local entrepreneurial movement and have publicly stated support for the “growth from within” rationale for economic development. These programs support entrepreneurship activity primarily at the start up and early stage levels. They share values and objectives with programs like Main Street, sustainability, and local foods. Level 1 programs support the movement and philosophy of Economic Gardening but do not practice the core techniques or pursue the targeted objectives of a full fidelity level III program. To be considered for level I certification, programs must have a

local representative certified as an Economic Gardening Program Director by the National Center for Economic Gardening (NCEG); for the EDC, Kara Palmer Smith received this certification in March of 2012.

### **Enterprise Zone Development Agency**

Numbers and Types of Businesses Assisted by the EZDA:

Type of Assistance:

- 73 Phone Calls
- 469 Mail outs
- 82 Emails sent

Technical Assistance

- 10 Consultants
- 6 Retail
- 3 Contractor
- 19 Total Assisted

### **B. General Assistance**

#### **1. Demographics and Market Research**

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

- Statistical Information requests: 18 – i.e. Major employers, Fortune 1000 companies
- Property Information requests: 15
- General Information requests: 27– i.e. Community Demographics, Regional Demographics

#### **1. 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.

### **WORKFORCE plus**

The EDC partners with Region 5 Workforce Board – WORKFORCE plus (WFP) 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 WORKFORCE plus 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.

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

### **3. 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 12/13 each sector's activity is as follows:

#### **Advanced Manufacturing: (Capital Region Manufacturers) or CRM**

Chair: Chris Eldred, President & CEO, Teligent EMS

- On October 5, 2012 hosted National Manufacturing Day open house at various facilities
- October 30, 2012 - Capital Regional Manufacturers (CRM) Roundtable at TCC's Advanced Manufacturing Training Center. Topic: Training Grants
- On February 4 and 5, participated in MAF Days at the Capitol
- On April 17, 2013, CRM Roundtable at TCC's Advanced Manufacturing Training

#### **Information Technology: (TalTech Alliance)**

Chair: John McFarlain, President, Tal Search Group, Inc.

- On April 25, 2013, TalTech Luncheon at Capital City Country Club
- On May 5, 2013, TalTech and the EDC hosted the TechExpo "The Road Ahead"

#### **Health Sciences & Human Performance Enhancement (Healthcare)**

Chair: (Ret.) Col. Mike Smith, Program Director, Center for Strategic Public Health Preparedness, Florida

State University College of Medicine

- On October 7-9, 2012 attended the BioFlorida Conference
- October 15, 2012 - Health Care and Life Sciences Roundtable at Tallahassee Memorial Hospital featuring panelists discussing the Health Care Reform
- On February 19, 2013 - Health Care and Life Sciences Roundtable at ITT Technical Institute featuring discussion on "The Grey Dollar and its economic impact"

#### **Aviation & Aerospace:**

Chair: Domenick Eanniello, General Manager, Million Air Tallahassee

- November 15, 2012 - Aviation & Aerospace Roundtable meeting at the new Aero-Propulsion, Mechatronics and Energy Building (AME), home of FCAAP featuring Neal Wade with the Aerospace Alliance discussing the Airbus expansion in Mobile

- On July 30, 2013, Aviation and Aerospace Roundtable was held at Flightline Group’s Compass Point Conference Room

**Renewable Energy & Environment:**

Chair: Nancy Paul, General Manager, Marpan Recycling

- On February 14, 2013 – Renewable Energy & the Environment Roundtable meeting at the TCC Wakulla Center featuring the Wakulla Environmental Institute
- On September, 10, 2013, Renewable Energy & the Environment Roundtable meeting at ITT Technical Institute featuring Star Metro’s All Electric buses

**Transportation & Logistics:**

Chair: Mark T. Llewellyn, President, Genesis Group

- August 22, 2013 – Transportation and Logistics Roundtable was held at Itt Technical Institute

**Research and Engineering Services:**

Chair: Ron Miller, Interim Administrator, Leon County Research & Development Authority

- On March 28, 2013 – Research & Engineering Services Roundtable meeting at the Center for Advanced Power Systems featuring Dr. Ostrander, VP for FSU Research and Dr. Yeboah, Dean, FAMU-FSU College of Engineering
- On August 21, 2013, The Research and Engineering Services Roundtable “Fostering Entrepreneurship in Tallahassee: War Stories from FSU Affiliated Entrepreneurs” was held at the Materials Research Building in Innovation Park

**Communications and Marketing**

**Print Media**

Through a partnership with the *Tallahassee Democrat*, we promote timely resources and programs through digital and print media. The monthly Executive Director byline provides an outlet to educate our community on economic development resources available.

October 2012	Program of Work
November 2012	GrowFL CEO Forum
December 2012	International Business Development Series
January 2013	Entrepreneurial Excellence Program
February 2013	Winter Forum

Through a partnership with Rowland Publishing, the 2013 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 the 850 Magazine (December 2012).

The June 2013 edition of Florida Trend featured a community profile on Tallahassee. This comprehensive recap of the growth and success of the region highlighted key EDC members, businesses, programs and initiatives, including industry sectors and recent company recruitment successes like Kaye Scholer. It was a comprehensive summary of Tallahassee and the surrounding region and more than 250 copies were distributed to key partners and interested parties.

A new brochure was developed for the Entrepreneurial Excellence Program in summer 2013, generating 16 participants for Class 6 of the EEP.

In addition, the Enterprise Zone brochure is being revamped with updated information. This brochure includes the zone map and will be used to promote the incentives available. Targeted to be finalized in December 2013.

### **Digital Media**

- Website: [www.taledc.com](http://www.taledc.com)
  - 13,983 visitors
  - 35,729 page views
  - 2.60 pages per visitor
  - 69.47% are new visitors
- Tallahassee Global Marketing Video  
A video was produced to market Tallahassee and is currently being used online on the EDC website.
- Business Retention and Recruitment Marketing Video  
A community lifestyle video was developed to illustrate the sense of diversity, culture and community that our region offers. This video was shown to Kaye Scholer employees looking to move to our community, and will be made available to community partners to post on their websites and use in presentations.
- 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 is a useful conversation starter between the EDC and site selectors, community leaders and more.
- Facebook – [www.facebook.com/TalEDC](http://www.facebook.com/TalEDC) 188 likes
- Twitter – @TalEDC 1,305 followers

## **C. Financial Assistance**

### **Grants and Matching Funds Assistance**

#### **Trade Show Matching Grant**

- BioFlorida-Eric Graban

#### **Trade Adjustment Assistance Community College and Career Training Grant**

- Tallahassee Community College, WORKFORCE plus, Big Bend RHIO, Early Learning Coalition and EDC

#### **Florida Main Street Program**

- Tallahassee Downtown Improvement Authority

## **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:**

Kaye Scholer, LLP operations center: #jobs **140**

Red Hills Surgical Center: #jobs **31**

Number of Full-time jobs created in the Enterprise Zone: **81**

\*From October 2012 to August 2013, **3,576** new private sector jobs reported by U.S. Bureau of Labor Statistics – M.S.A.

\*From October 2012 to August 2013, government sector jobs cut from 62,000 to 57,500.

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

Enterprise Zone applicant capital investment dollars:

Building Materials Purchased: \$1,255,787.41

Targeted business program applicant capital investment dollars: \$8,509,666 (Red Hills Surgical Center - These investments were made in 2009 and 2010.

Approved for the reimbursement of \$88,155.60 in development fees on February 25, 2013)

## **IV. The foreign investment of businesses who have been assisted by the EDO.**

The EDC International Business Development program evaluated and responded to the following foreign investment inquiries for a total potential capital investment of \$2.45 million and job creation potential of 162.

**Active Foreign Direct Investment (FDI) Project Requests FY 2012-2013:**

<b>Project</b>	<b>Country</b>	<b>Capital Investment (potential) \$</b>	<b>Job Creation (potential)</b>
Hyper Stealth Inc.	Canada	200,000	10
Hein	Germany	1,000,000	25
Green Power	Spain	N/A	35
PEUS	Germany	250,000	10
Loire	France	N/A	12
LED	Canada	1,000,000	70
Totals:		2.45MIL	162

**V. 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 20 Enterprise Zone incentive applications filed this FY12-13; for a total amount of potential tax refunds or credits in the amount of \$250,372.39

- Building Materials Sales Tax Refund           \$ 39,229.65
- Jobs Credit for Sales Tax                         \$163,226.69

**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
- One refund approval in Health Sciences Sector

**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.

Projects that have received a QTI award for FY 2012-2013:

<b>Project Name</b>	Hunt	<b>Grand Totals</b>
<b>Company Name</b>	Kaye Scholer	
<b>Average Wage</b>	\$54,000	\$54,000
<b># of Jobs Created by:</b>		
12/31/2012		
12/31/2013	50	
12/31/2014	50	
12/31/2015	20	
12/31/2016	20	
<b>Total # Jobs</b>	140	140
<b>Capital Investment</b>	\$1,900,000	\$1,900,000
<b>QTI Anticipated Award</b>	\$560,000	\$560,000