



CITY OF FORT LAUDERDALE
City Commission Agenda Memo
REGULAR MEETING

#16-0828

TO: Honorable Mayor & Members of the
Fort Lauderdale City Commission

FROM: Lee R. Feldman, ICMA-CM, City Manager

DATE: July 12, 2016

TITLE: Resolution Authorizing Qualified Target Industry Tax Refund Incentive for
Project Delta

Recommendation

It is recommended that the City Commission adopt a resolution recommending that Project Delta be approved for the City's Local Match Program in support of a Florida Qualified Target Industry (QTI) company pursuant to Section 288.106, Florida Statutes, and providing that funds are available as local financial support through the QTI program.

Background

Project Delta is the establishment of a Southeastern Regional/Latin American Headquarters of a business consulting services and communication management software company in Fort Lauderdale and Broward County. Project Delta is a privately-held company in the business consulting services industry. This project represents a great opportunity to support the expansion of a growing company to Fort Lauderdale. Establishing this project would further allow the City to compete with larger markets both domestic and international, and serve as a validation to the area's economic development strategy.

Project Delta is a joint effort between the State of Florida, Greater Fort Lauderdale Alliance, and the City of Fort Lauderdale. The total QTI incentive award is \$45,000, of which the State of Florida would provide 80% (\$36,000) and the City of Fort Lauderdale would provide 20% (\$9,000), paid annually over a period of six years. The City's share of the QTI award in the first year is estimated to be \$1,500.

Highlights of the incentive award:

- Project Delta will create 15 high skill/high wage jobs with an average annual wage of \$52,938 (115% of the private sector average wage in Broward County).

- Validates the City of Fort Lauderdale and the State of Florida's commitment to facilitating employment opportunities within new and existing industries in the Professional Services sector.
- Secures a conservatively estimated capital investment of approximately \$2,181,866 for applicable renovations, build-out, and furnishing of a leased 20,200 sq. ft. facility.

Resource Impact

There is no current fiscal year budgetary impact associated with this action. Funding for Fiscal Year 2018 through Fiscal Year 2023 is subject to approval and appropriation of the annual operating budget.

Strategic Connections

This item is a *Press Play Fort Lauderdale Strategic Plan 2018* initiative, included within the Business Development Cylinder of Excellence, specifically advancing:

- Goal 7: Be a well-positioned City within the global economic and tourism markets of the South Florida region, leveraging our airports, port, and rail connections.
- Objective 1: Define, cultivate, and attract targeted and emerging industries.

This item also advances the *Fast Forward Fort Lauderdale 2035 Vision Plan: We are Prosperous*.

Attachments

Exhibit 1 – QTI/HIP Local Match Tracking Analysis

Exhibit 2 – Resolution

Prepared by: Michael Chen, Economic & Business Development Manager

Department Director: Anthony Fajardo, Sustainable Development