



CITY OF FORT LAUDERDALE
City Commission Agenda Memo
REGULAR MEETING

#17-0414

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

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

DATE: April 4, 2017

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

Recommendation

It is recommended that the City Commission adopt a resolution approving Project Vista 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 funds are available as local financial support through the QTI program.

Background

Project Vista, a publicly traded European company, now has more than 750 employees worldwide and has been experiencing growth in the United States. Vista developed a sales approach, a pricing structure, and a tangible product delivery system that has allowed them to be extremely competitive. Project Vista is considering a new expansion due to a significant increase in market demand for its revolutionary approach. The Board of Directors operates from Europe and the location in Fort Lauderdale would serve as the company's International Headquarters. Supporting this project would further allow the City to compete with other international markets and serve as a validation to the area's economic development strategy.

Project Vista 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 \$1,500,000, of which the State of Florida would provide 80% (\$1,200,000) and the City of Fort Lauderdale would provide 20% (\$300,000), paid annually over a period of eight years. The City's share of the QTI award in the first year (FY2018/19) is estimated to be \$9,750.00.

Highlights of the incentive award:

- Project Vista will create/retain 300 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 Transportation Services sector.
- Secures an estimated capital investment of approximately \$10,400,000 for the purchase and renovation of a leased 50,000 square-foot property.

Resource Impact

There is no current year budgetary impact for this Fiscal Year associated with this action. Funding for Fiscal Year 2018/19 through Fiscal Year 2025/26 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 – Projected Funding Analysis

Exhibit 2 – Resolution

Prepared by: Michael Chen, Citywide Economic & Business Development Manager,
Department of Sustainable Development

Department Director: Anthony Greg Fajardo, Sustainable Development