



**CITY OF FORT LAUDERDALE**  
**City Commission Agenda Memo**  
**REGULAR MEETING**

**#18-1290**

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

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

**DATE:** December 18, 2018

**TITLE:** Resolution Approving an Amended Job Creation Schedule for Medical Air  
Services Association, Inc. (Project Bogey), a Qualified Target Industry  
Business

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**Recommendation**

It is recommended that the City Commission adopt a resolution approving an amended job creation schedule for Medical Air Services Association, Inc. (Project Bogey) in regard to the City's Local Match Program in support of a Florida Qualified Target Industry (QTI) company pursuant to Section 288.106, Florida Statutes.

**Background**

On April 4, 2017, the Fort Lauderdale City Commission approved the City's 20% local match for Medical Air Services Association, Inc. QTI incentive award. The project and QTI incentive award were described in the Commission Agenda Memo #17-0413 and documented under resolution 17-65. The project description is restated below.

Medical Air Services Association, Inc. is a privately held company with a strong presence in all US metropolitan areas and 18 international locations, provides industry leading and highly competitive transportation solutions for its +1,000,000 worldwide members. The worldwide headquarters for Medical Air Services Association is located at 101 NE 3<sup>rd</sup> Avenue, Suite 1600. Support for the project allows the City to compete with other global markets for corporate relocations and is validation of the area's economic development strategy.

Medical Air Services Association, Inc. is a joint effort between the State of Florida, the Greater Fort Lauderdale Alliance, and the City of Fort Lauderdale. The total QTI incentive award is \$210,000, of which the State of Florida would provide 80% (\$168,000) and the City of Fort Lauderdale would provide 20% (\$42,000), paid annually over a period of six years. The City's share of the QTI award in the first year (FY2019/20) is estimated to be \$7,800.00.

Highlights of the incentive award:

- Medical Air Services Association, Inc. will create 35 high skill/high wage jobs with an average annual wage of \$71,789 (150% 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 \$4,700,000 for the lease and renovation of an 8,690 square-foot office facility.

### **Resource Impact**

There is no current year budgetary impact for this Fiscal Year associated with this action. Funding for Fiscal Year 2019/20 through Fiscal Year 2024/25 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 – Funding Analysis - Revised  
Exhibit 2 – Commission Agenda Memo 17-0413  
Exhibit 3 – Resolution 17-65  
Exhibit 4 – Resolution

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

Department Director: Anthony Gregory Fajardo, Sustainable Development