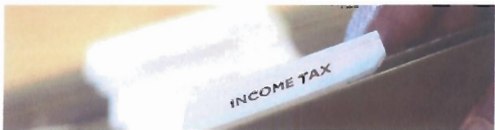


The **Qualified Target Industry (QTI) Tax Refund** is a tool available to Florida communities to encourage quality job growth in targeted high value-added businesses. If approved, the applicant may receive refunds on the taxes it pays. This includes corporate income, sales, ad valorem, intangible personal property, insurance premium, communications services, and certain other taxes. There is a cap of \$5 million per single qualified applicant in all years, and no more than 25 percent of the total refund approved may be taken in any single fiscal year.





Eligibility

In order to participate, a company must apply to Enterprise Florida (EFI) prior to making a decision to locate or expand in Florida. All final decisions on applications are based upon all available information at that time. Any business decisions, such as announcements, leasing of space or hiring of employees, made prior to submission of a complete, effective QTI application will be grounds for disapproval. Projects that clearly do not require inducement will not be approved. In order to qualify for consideration under the program, an applicant must:

- be in a target industry (see attached Target Industries List);
- submit an application before making a decision to locate or expand in Florida, and demonstrate that the tax refund will make a material difference in the company's decision to locate or expand in the community;
- create at least 10 net new full-time equivalent Florida jobs and, if an expansion project, increase employment by at least 10 percent (whichever is greater). For a project located in a rural community (county) or an enterprise zone, the net increase in employment may be waived in special circumstances;
- pay an average annual wage that is at least 115 percent of the state, metropolitan statistical area (MSA), or the local average wages. For a project located in a rural city, rural community (county), a designated brownfield area, an enterprise zone or a manufacturing project paying at least 100 percent of the prevailing average wage, the wage requirement may be waived in special circumstances;
- show that the jobs make a significant economic contribution to the area economy; and
- provide a resolution from the city or county commission recommending the applicant for the incentive and committing the community to provide a local match equaling 20 percent of the tax refund. If located in a rural city or community (county) or designated brownfield area, the business may accept a refund equal to 80 percent of the refund for which they would otherwise qualify if a match exemption is granted to the local community.

Award Amount

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 Community (county). Additional awards are available for projects meeting the specific criteria below. Note these are maximum amounts per job and the actual awards could be lower.

- \$1,000 per job for businesses paying at least 150 percent of the prevailing average annual wage or \$2,000 per job for businesses paying at least 200 percent of the prevailing average annual wage;
- \$2,000 per job if the business falls within a designated high impact sector OR if the business increases exports of its goods through a seaport or airport in the state by at least 10 percent in value or tonnage in each year of receiving a QTI refund;
- \$2,500 per job if project is located in a designated Brownfield area (Brownfield Bonus); and
- \$1,000 per job if the local financial support is equal to the base QTI award.

Application Process

- EFI staff will shepherd businesses and communities through the entire application process, ensuring that the company and community understand what is required for a complete, effective application.
- EFI reports its evaluation of the application and recommendation to the Director of the Governor's Office of Tourism, Trade and Economic Development (OTTED) who makes the final decision on the project.

Approval Process

- OTTED's approval or disapproval of the application is in the form of a letter of certification.
- If the application is approved, the certification will indicate the amount and schedule of tax refunds approved, as well as the number of jobs and average wage rate for the project jobs. These must be the same as stated in the application.
- Once the QTI application is approved, the business will begin working directly with OTTED to finalize the tax refund agreement. Within 120 days of issuance of the certification, the QTI business and the Director of OTTED must sign a written tax refund agreement.

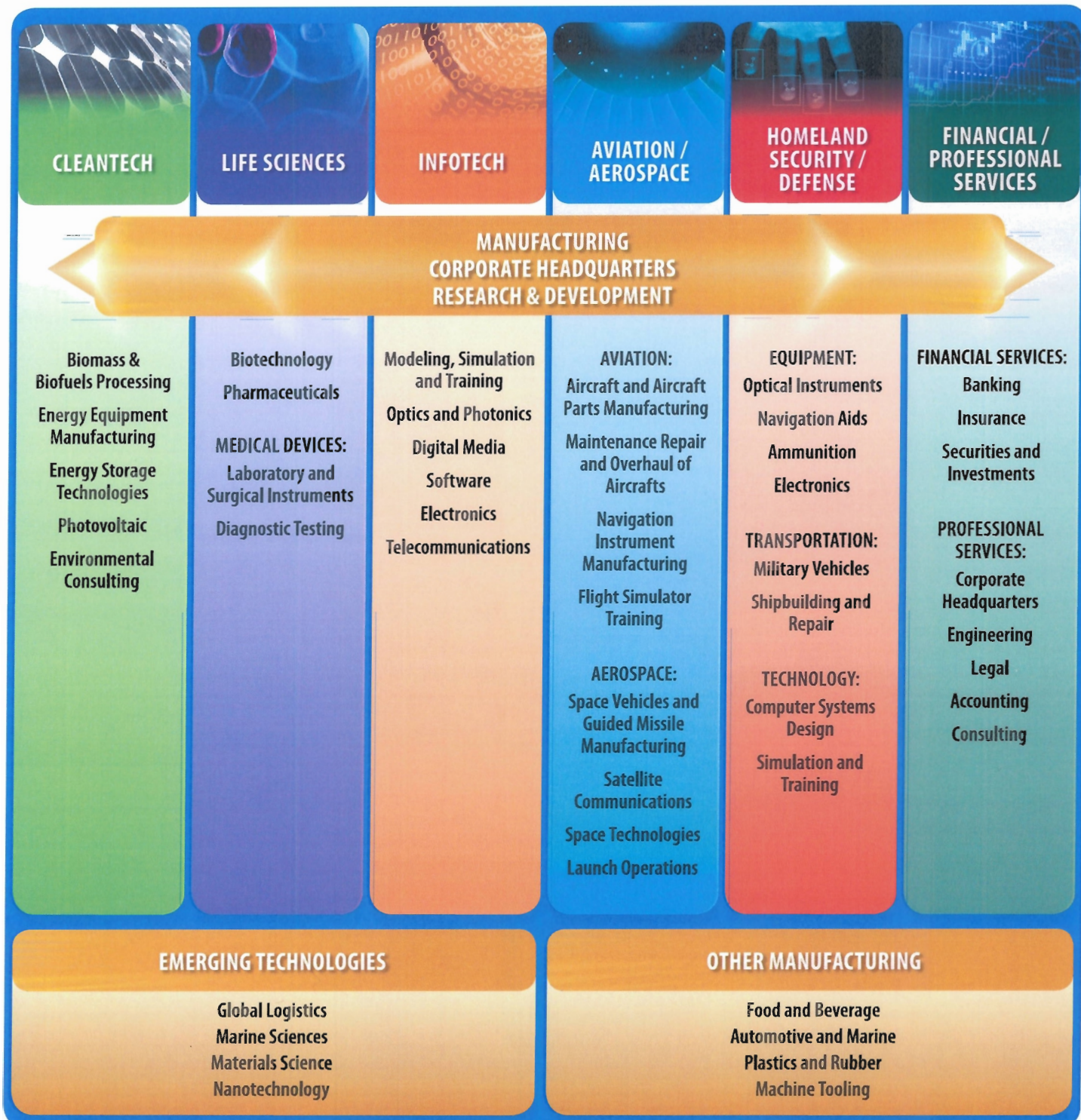
Refund Process

- The business submits a claim each year for the scheduled tax refund and the community must pay its local match into the Economic Development Trust Fund.
- If all the terms of the tax refund agreement are met, then OTTED pays the refund, including the local match, directly to the business.
- **During the 2010 Legislative Session, the Economic Recovery Extension (ERE, Chapter 288.106 (5)b,F.S.) language in QTI and was modified to allow businesses affected by an economic downturn in their industry, hurricanes or named tropical storms, or specific terrorist attacks to receive additional time to meet their job creation commitments. Businesses with claims due between January 1, 2009, and July 1, 2012, are eligible to apply for a one or two year exemption.**

Statutory Reference: [Section 288.106, Florida Statutes](#)



QUALIFIED TARGETED INDUSTRIES FOR INCENTIVES



Businesses able to locate in other states and serving multi-state and/or international markets are targeted. Call Centers and Shared Service Centers may qualify for incentives if certain economic criteria are met. Retail activities, utilities, mining and other extraction or processing businesses, and activities regulated by the Division of Hotels and Restaurants of the Department of Business and Professional Regulation are statutorily excluded from consideration. All projects are evaluated on an individual basis and therefore operating in a target industry does not automatically indicate eligibility.

For additional information about Florida's business advantages,
please visit Enterprise Florida's website at www.eflora.com
or call 407.956.5600.