

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
26
27
28
29
30
31
32
33
34
35
36
37
38
39
40
41
42
43
44
45
46
47
48
49
50
51

RESOLUTION No. 12887

**A RESOLUTION OF THE CITY OF PLANTATION, FLORIDA
PERTAINING TO THE SUBJECT OF ECONOMIC
DEVELOPMENT; SUPPORTING CERTAIN REQUESTED
ACTION FROM THE GREATER FORT LAUDERDALE
ALLIANCE FOR A PROJECT KNOWN AS "PROJECT
ETERIAS"; RECOMMENDING THAT SUCH PROJECT BE
APPROVED AS A QUALIFIED TARGET INDUSTRY (QTI) AND
HIGH IMPACT BUSINESS PURSUANT TO FLORIDA
STATUTES SECTIONS 288.106 and 288.108; PROVIDING FOR
LOCAL FINANCIAL MONETARY SUPPORT IN THE FORM OF
CASH TO ALLOW FOR A PERFORMANCE BASED
STRATEGIC JOB CREATION INCENTIVE IN PARTNERSHIP
WITH BROWARD COUNTY; PROVIDING FINDINGS;
PROVIDING A SAVINGS CLAUSE; AND PROVIDING AN
EFFECTIVE DATE THEREFOR.**

WHEREAS, the State of Florida has established a program within which certain business entities considering the location or expansion of business centers within the State may qualify for state and local financial incentives, such types of businesses being called "Qualified Target Industries" (QTI); and,

WHEREAS, the QTI Program is a "pay for performance" program, meaning that if the business benefitting from the program does not meet the State's performance requirements, funding on the State and Local level is either reduced (in the case of some but not all requirements being met) or not provided (in the case of no requirement being met); and,

WHEREAS, the QTI program has not been renewed to consider applications submitted after June 30, 2020; and,

WHEREAS, the City of Plantation, Broward County, and the Greater Fort Lauderdale Alliance, are desirous of implementing a QTI-based Strategic Job Creation Incentive (SJCI) utilizing local funds; and,

WHEREAS, a certain business referred to as "Project Eterias" is a national headquarters, wishes to expand and/or relocate and intends to be located within the municipal boundaries of Plantation; and,

WHEREAS, Project Eterias is seeking financial incentives through the SJCI Program; and,

WHEREAS, Project Eterias has been identified as a Target Industry Business under Florida Statutes Section 288.106 and, moreover, falls within one of the high-impact sectors designated under Florida Statutes 288.108; and,

WHEREAS, Project Eterias would eligible to apply for the Qualified Target Industry Tax Refund; and,

49 **WHEREAS**, Project Eterias would eligible to apply for the Qualified Target Industry Tax
50 Refund; and,

51
52 **WHEREAS**, the City has been informed by the Greater Fort Lauderdale Alliance that Project
53 Eterias is evaluating several areas for its upcoming location/expansion, one such area being
54 Plantation, Florida, and other cities located outside of Florida; and,

55
56 **WHEREAS**, the City is also informed by the Greater Fort Lauderdale Alliance that if Project
57 Eterias locates within Plantation, it would include the creation of direct, indirect and induced jobs
58 in Broward County, and the creation of 500 net new jobs within Plantation, with an average wage
59 of \$100,000 and a comprehensive capital investment of \$25,000,000 million; and,

60
61 **WHEREAS**, Project Eterias' location in Plantation will facilitate the further development
62 of the City's national headquarters professional business portfolio, thus enhancing the City of
63 Plantation's reputation as a desirable destination for these types of businesses and industries;
64 and,

65
66 **WHEREAS**, the City has determined that the cooperative intergovernmental effort to induce
67 Project Eterias to locate in Plantation represents a rare opportunity to significantly further the
68 City's economic development;

69
70
71 **NOW, THEREFORE, BE IT RESOLVED BY THE City of Plantation, that:**

72
73 **Section 1.** The foregoing recitals are approved.

74
75 **Section 2.** The City recommends that Project Eterias be approved as a Qualified Target Industry
76 Business pursuant to Florida Statutes, Section 288.106.

77
78 **Section 3.** The City will provide local financial monetary support in the form of cash for the SJCI
79 Tax Refund for Project Eterias in the amount of \$250,000. This amount will be made available in
80 accordance with performance requirements set forth by the City of Plantation AND Broward
81 County with the stipulation that these funds are intended to represent local financial support
82 pursuant to Florida Statutes, Section 288.106. The Mayor and Chief Administrative Officer are
83 authorized to execute such legal undertakings as are necessary to implement local municipal
84 support approved by this Resolution.

85
86 **Section 4.** While the City is indicating its local support and financial support for Project Eterias for
87 the purposes of providing an incentive for desired economic development consistent with the
88 State's QTI Program by promulgating this Resolution, to the extent, if any, that the location or
89 expansion of Project Eterias within Plantation requires any future development approvals or
90 permits from either the City or from other governmental agencies with jurisdiction, the City's
91 promulgation of this Resolution shall not constitute a representation, covenant, or warranty of the
92 City to the State or to Project Eterias, or an inducement to Project Eterias, that any of the foregoing
93 development approvals can or will be obtained.

94
95 **Section 5.** Should any section, paragraph, sentence, clause, phrase or other part of this
96 Resolution be declared by a court of competent jurisdiction to be invalid, such decision shall not

97 affect the validity of this Resolution as a whole or any portion or part thereof, other than the part
98 so declared to be invalid.
99

100 **Section 6.** This Resolution shall take effect immediately upon passage by the City Council and
101 signature by the Mayor.
102

103 PASSED AND ADOPTED by the City Council this 26TH day of May, 2021.
104

105 SIGNED by the Mayor this 26TH day of May, 2021.
106

107 
108
109 MAYOR
110

111 ATTEST:
112

113 
114

115 APRIL BEGGEROW, MPA, CMC
116 CITY CLERK
117

118 APPROVED DATE
119 REQUESTED BY: _____
120

121 DEPT. OK: _____
122

ADMIN. OK: _____

ATTY. OK: _____

AS TO FORM ONLY

123
124 RECORD ENTRY:
125

126 I HEREBY CERTIFY that the Original of the foregoing signed Resolution was received by the
127 Office of the City Clerk and entered into the Public Record this 27 day of May,
128 2021.
129

130 
131 April Beggerow, City Clerk
132
133
134
135
136
137
138



April 1, 2021

Jason R. Nunemaker, ICMA-CM
Chief Administrative Officer
City of Plantation
400 NW 73rd Avenue
Plantation, FL 33317

Re: Letter of support for Project "Eterias"

Dear Mr. Nunemaker,

The Greater Fort Lauderdale Alliance has the pleasure of working with [REDACTED] Site Selection on a potential HQ project in the City of Plantation. Based on our due diligence and corresponding review of the enclosed application, we fully recommend this project moving forward in the City of Plantation. A national retailer [REDACTED] the company is looking to establish its national headquarter with the following metrics:

- 500 new Florida jobs.
- Average wage - \$100,000.
- Looking for 221,597 sf of office space.
- \$25,000,000 million in capital investment.
- This will be the company's national headquarter. All C-suite will relocate to this location.

For your reference I have enclosed the project Outline, Application, IMPLAN economic impact report and the letter requesting confidentiality.

The impact of this project to the State of Florida, Broward County and municipality would be significant for several reasons:

- Demonstrates that the City of Plantation, Broward County and the State of Florida are committed to facilitating employment opportunities within new and existing industries.
- Complements our emphasis on "Targeted Industries" such as Global Logistics.
- Facilitates a company that will be creating a minimum of 500 jobs with an average wage of \$100,000 or 150% of the average annual wage in Broward County.

THE ALLIANCE: PARTNERSHIP FOR ECONOMIC GROWTH

Broward County's Official Economic Development Partnership

110 E. Broward Boulevard, Suite 1900, Fort Lauderdale, FL 33301 • Phone 954-524-3143, 800-741-4420 • Fax 954-524-3167
www.gflalliance.org

- A conservatively estimated capital investment of \$25,000,000 for initial lease space, build out and the additional purchase of office equipment in the first four years.
- Ensures that the project would not be lost to a competitor state, namely [REDACTED]

Project Eterias represents a great opportunity to secure the expansion of an exceptional logistic & eCommerce services company to the City of Plantation thereby making us more competitive and attractive as a logistics' region throughout the United States. In addition to the direct economic impact created by the 500 new jobs, a chain reaction of indirect and induced spending will add to the local economy as denoted on the IMPLAN economic impact report.

As noted during the initial communications with the company, incentives will play an important role in securing this expansion.

We are requesting consideration from the City of Plantation to allow for a 'performance based' strategic job incentive for this project. In this scenario, the City of Plantation would share 50% of the incentive amount with the other 50% covered by Broward County. The amount being proposed would be \$1,000 per net new job for a total job creation incentive of \$500,000. The city's match (50%) for Project "Eterias" is valued at \$250,000 and we are requesting that it be placed on the City Commission's agenda at your earliest convenience.

Thank you in advance for your consideration of project Eterias. Please let me know if you have any questions or concerns.

Respectfully,



Pierre Taschereau, MBA
Director, Business Development
Greater Fort Lauderdale Alliance

THE ALLIANCE: PARTNERSHIP FOR ECONOMIC GROWTH

Broward County's Official Economic Development Partnership

110 E. Broward Boulevard, Suite 1800, Fort Lauderdale, FL 33304 • Phone: 954-524-3113, 800-734-1420 • Fax: 954-524-3187
www.gfalliance.org

Grand Total Impact Summary (reported in 2021 dollars)

2021-2022 Impact Summary	Impact Type	Employment (Jobs)	Labor Income (\$)	Value Added (\$)	Output (\$)
	1 - Direct	754.31	\$68,306,971.99	\$77,851,684.77	\$136,278,556.66
	2 - Indirect	294.92	\$16,152,565.44	\$26,632,741.79	\$51,001,709.17
	3 - Induced	312.92	\$14,184,007.16	\$28,201,556.71	\$47,846,159.30
	Total Effect	1,362.15	\$98,643,544.60	\$132,685,983.27	\$235,126,425.13

2021 Capital Investment: \$22Mill Renovation \$3Mill Other Equip	Total Construction/Renovation Impact Summary (reported in 2021 dollars)				
	Impact Type	Employment (Jobs)	Labor Income (\$)	Value Added (\$)	Output (\$)
	1 - Direct	206.86	\$11,317,158.25	\$11,612,232.79	\$22,000,000.00
	2 - Indirect	25.91	\$1,538,655.49	\$2,597,262.14	\$4,876,678.11
	3 - Induced	48.81	\$2,211,590.77	\$4,392,123.16	\$7,454,013.21
	Total Effect	281.58	\$15,067,404.50	\$18,601,618.09	\$34,330,691.32
	Total Other Equipments Impact Summary (Reported in 2021 dollars)				
	Impact Type	Employment (Jobs)	Labor Income (\$)	Value Added (\$)	Output (\$)
	1 - Direct	13.56	\$435,090.78	\$578,751.80	\$3,000,000.00
	2 - Indirect	4.00	\$245,013.44	\$406,783.05	\$788,641.29
	3 - Induced	2.52	\$114,313.75	\$227,264.50	\$385,582.32
	Total Effect	20.08	\$794,417.97	\$1,212,799.35	\$4,174,223.61

2022 - 2024 Operations (500 New Jobs)	Total Operational Impact Summary (reported in 2021 dollars)				
	Impact Type	Employment (Jobs)	Labor Income (\$)	Value Added (\$)	Output (\$)
	1 - Direct	533.89	\$56,554,722.96	\$65,660,700.18	\$111,278,556.66
	2 - Indirect	265.01	\$14,368,896.51	\$23,628,696.60	\$45,336,389.77
	3 - Induced	261.59	\$11,858,102.65	\$23,582,169.05	\$40,006,563.77
	Total Effect	1,060.49	\$82,781,722.12	\$112,871,565.83	\$196,621,510.20

Definitions:

Direct Effect	Refers to the Impact created directly by the business activity. All jobs created as a direct result of the business activity.
Indirect Effect	Refers to those effects created by the producers of intermediate goods and service. All goods and services purchased as a result of the business activity.
Induced Effect	Refers to the subsequent round of spending in the local economy made by the households of the employees of businesses that incur both direct and indirect expenditures.
Total Effect	Refers to the Direct, Indirect, and Induced Impacts summed together.
Employment	Total annual average jobs. This includes self-employed and wage and salary employees, and all full-time, part-time and seasonal jobs, based on a count of full-time /part-time averages over twelve months.
Labor Income	Defines the total value paid to local workers within a region. Labor Income is the income source for induced household spending estimations. <i>Labor Income = Employee Compensation + Proprietor Income</i>
Total Value Added	Comprised of Labor Income, Indirect Business Taxes, and Other Property Type Income. Value Added demonstrates an Industry's value of production over the cost of its purchasing goods and services required to make its products. Value Added is often referred to as Gross Domestic Product (GDP). <i>Value Added = Labor Income + Indirect Business Taxes + Other Property Type Income</i>
Output	The total value of an industry's production, comprised of the value of the intermediate inputs and Value Added. In IMPLAN this is typically viewed as the value of a change in sales or the value of increased production. However, annual production is not always equal to annual sales. If production levels are higher than sales, surpluses become inventory. Because inventory does not drive additional impact in the year it was produced, in IMPLAN Direct Industry sales = Direct Output. <i>Output = Intermediate Inputs + Value Added</i>

State and Local Tax Impact Report

Description	Employee Compensation	Tax on Production and Imports	Households	Enterprises (Corporations)	Total
Social Insurance Tax- Employee Contribution	\$9,951.28				\$9,951.28
Social Insurance Tax- Employer Contribution	\$15,222.67				\$15,222.67
TOPI: Sales Tax		\$2,802,432.97			\$2,802,432.97
TOPI: Property Tax		\$2,130,505.92			\$2,130,505.92
TOPI: Motor Vehicle License		\$35,376.39			\$35,376.39
TOPI: Severance Tax		\$2,280.78			\$2,280.78
TOPI: Other Taxes		\$414,841.61			\$414,841.61
TOPI: Special Assessments		\$255,243.13			\$255,243.13
Corporate Profits Tax				\$257,691.14	\$257,691.14
Personal Tax: Motor Vehicle License			\$59,079.66		\$59,079.66
Personal Tax: Property Taxes			\$19,578.82		\$19,578.82
Personal Tax: Other Tax (Fish/Hunt)			\$4,246.52		\$4,246.52
Total State and Local Tax Summary	\$25,173.95	\$5,640,680.80	\$82,905.00	\$257,691.14	\$6,006,450.89

Definitions:

Tax on Production and Imports- Sales Tax:	Sales taxes paid to State and Local government. Included: Alcohol, amusement, bed, cigarettes, consumption, cosmetic medical procedures, fuel, gallonage, gasoline, general sales, gross receipts, hotel, insurance premium, internet, local general, lodging, liquor, luxury, meals, occupancy, other selective, parimutuels, plastic surgery, public utilities, recycling, sin tax, state general, sewer, ticket, tobacco, transfer, occupancy, resort, sin, turnover, use, utilities, waste management, value added (VAT), vanity tax, water
Tax on Production and Imports - Property Tax:	Real Estate based property taxes paid by firms to State and Local governments. Because of the special situation encountered with Sector 361, this includes payments of property taxes made on homes. Property Tax reflects a combination of property taxes paid by businesses and property taxes paid by Households on their primary residences. (Industry Events)
Tax on Production and Imports - Motor Vehicle Lic:	Motor vehicle license taxes paid by forms to State and Local governments. License fees - business, license plates, operators license - business, registration fees - business, vehicle license - business
Tax on Production and Imports - Severance:	Taxes imposed by a State on the extraction of natural resources. Carbon dioxide, crude oil, natural gas, methane, severance, timber, uranium
Tax on Production and Imports - Other Taxes:	Other taxes paid to State and Local governments include business licenses, documentary and stamp taxes. Alcoholic beverage license, amusements license, business license, business registration renewal, concession license, corporation license, documentary fee, documentary and stock transfer, fishing license, franchise tax, food and beverage license fees, hunting license, gun license, mortgage recording, Nonemployee Compensation (NEC), occupation and business license, other license, permit, public utility license, tourism license, stamp tax
Tax on Production and Imports - Special Assessments:	Fee, fine, special assessment, toll. Taxes paid to state and Local government.
Corporate Profits Tax:	Corporate profits taxes paid to State and Local governments.
Personal Tax- Motor Vehicle Licenses:	Household personal motor vehicle fee payments to State.
Personal Tax- Property Taxes:	Household personal property tax payments to State and Local governments. Dividend, interest, and rental income of persons with capital consumption adjustments are sometimes referred to as property income. Boats, intangible property, machinery and equipment, property, real estate, school
Personal Tax- Other Tax (Fishing/Hunting):	Other taxes consist of miscellaneous fees and licenses (such as hunting and fishing licenses, marriage licenses, registration of pleasure boats, and licenses for pets) to State and Local governments.

CITY OF PLANTATION LOCAL INCENTIVE Payout Schedule for Project Eterias

Number of Jobs
Local Incentive Award Amount
Total Local Incentive Refund

500
1,000
\$ 500,000

Input
Calculation

	12/31/2021	12/31/2022	12/31/2023	12/31/2024	12/31/2025	12/31/2026	12/31/2027	12/31/2028	12/31/2029	Total
Jobs	-	350	100	50	-	-	-	-	-	500

	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30	Total
Phase I	\$ -	\$ -	\$ -	\$ -	\$ -					\$ -
Phase II			\$ 87,500	\$ 87,500	\$ 87,500	\$ 87,500				\$ 350,000
Phase III				\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000			\$ 100,000
Phase IV					\$ 12,500	\$ 12,500	\$ 12,500	\$ 12,500		\$ 50,000
Phase V						\$ -	\$ -	\$ -	\$ -	\$ -
Total Refund Payment	\$ -	\$ -	\$ 87,500	\$ 112,500	\$ 125,000	\$ 125,000	\$ 37,500	\$ 12,500	\$ -	\$ 500,000

State Contribution (0%)	0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
City Contribution (50%)	50%	\$ -	\$ -	\$ 43,750	\$ 56,250	\$ 62,500	\$ 62,500	\$ 18,750	\$ 6,250	\$ -	\$ 250,000
County Contribution (50%)	50%	\$ -	\$ -	\$ 43,750	\$ 56,250	\$ 62,500	\$ 62,500	\$ 18,750	\$ 6,250	\$ -	\$ 250,000

Note: Refund payments are offset from the job creation by one year because the refund payment is made to the company after October 1 (the beginning of the local government fiscal year), the year following the job creation. For example, for jobs created 12/31/21, the refund payment would be made in October 2022.