



Interoffice Memorandum

APPROVED
BY ORANGE COUNTY BOARD
OF COUNTY COMMISSIONERS

October 24, 2014

NOV 11 2014 NPL/ES

TO: Mayor Teresa Jacobs
-AND-
Board of County Commissioners

FROM: Eric Ushkowitz, Economic Development Administrator
Office of Economic, Trade and Tourism Development

SUBJECT: **November 11, 2014 – BCC Consent Agenda Item**
Approval of NeoSystems Corporate Services Qualified Target Industry
(QTI) Tax Refund Resolution

NeoSystems Corporate Services (NeoSystems) is requesting that Orange County commit a total of \$22,200 as the 20% local share of a \$110,000 financial incentive under Florida's Qualified Target Industry (QTI) Tax Refund Program. The QTI award will induce NeoSystems to locate their business unit in Orange County. To receive designation as a qualified applicant for the QTI Program, the Board of County Commissioners must adopt a resolution recommending approval of the applicant as a target industry, and stating that the commitment of local financial support of the applicant exists for 20% of the annual tax refunds.

NeoSystems is looking to open a remote services center to perform bookkeeping and accounting functions for their clients. The proposed new business unit will create approximately 37 new high-wage jobs in Orange County, with an average salary of at least \$48,686, which is 115% of the overall prevailing salary in the County. New job functions will include IT, management, sales, administrative and production. Financial incentives will help to ensure that this project locates here in Orange County rather than locating in another competing state.

Approximately \$424,000 in new investment in equipment will be added to the Orange County tax roll. No Orange County incentive payments for the QTI program will be made until new jobs are both created and maintained.

NeoSystems is a professional services and technology firm that provides strategic back office services. NeoSystems assists small companies, non-profit organizations, medium size organizations and large commercial companies with saving time and money while providing access to skilled professionals, the latest software solutions and an advanced technical infrastructure.

For more information about NeoSystems, visit: www.neosystemscorp.com

ACTION REQUESTED: Approval of Resolution of the Orange County Board of County Commissioners regarding NeoSystems Corporate Services Qualified Target Industry Tax Refund.

RESOLUTION
of the
**ORANGE COUNTY BOARD OF COUNTY
COMMISSIONERS**
regarding
**NEOSYSTEMS CORPORATE SERVICES
QUALIFIED TARGET INDUSTRY TAX REFUND**

Resolution No. 2014-M-66

PREMISES

WHEREAS, in 1994, the Florida legislature passed legislation establishing a “Qualified Target Industry Tax Refund Program” (“QTI Program”) to encourage the creation of new high-wage job opportunities in Florida by providing “tax refunds” to qualified target industries; and

WHEREAS, NeoSystems Corporate Services’ (NeoSystems) employs 130 people in 3 different locations in the United States and is headquartered in Tysons Corner, Virginia; and

WHEREAS, NeoSystems was established in Virginia in 2003 and does not currently have operations in Florida; and

WHEREAS, NeoSystems is a professional services and technology firm that provides clients with strategic back office services; and

WHEREAS, NeoSystems seeks to open a new, remote services center to perform bookkeeping and accounting functions for their clients; and

WHEREAS, NeoSystems seeks to locate their new business unit preferably in unincorporated Orange County; and

WHEREAS, NeoSystems anticipates creating approximately thirty-seven (37) new jobs in Orange County at an average annual salary of at least \$48,686, which is 115% of the prevailing salary of \$42,336 in the County; and

WHEREAS, NeoSystems anticipates that the new jobs to be created will include approximately thirty (30) production positions; four (4) IT positions; one (1) management position; one (1) sales position; and one (1) administrative position; and

WHEREAS, NeoSystems anticipates that these new jobs will be created according to the following schedule: thirteen (13) jobs by December 31, 2015; twelve (12) jobs in calendar year 2016 and twelve (12) jobs in calendar year 2017; and

WHEREAS, NeoSystems has applied to the Department of Economic Opportunity, Division of Strategic Business Development for approval as a qualified QTI Program applicant, and has applied for \$110,000 in tax refunds from the State of Florida under the QTI Program, representing \$3,000 per job; and

WHEREAS, in order for NeoSystems to be approved as a “qualified applicant” under the QTI Program, the Orange County Board of County Commissioners must adopt a resolution recommending the approval of NeoSystems as a “target industry business,” and committing “local financial support” in an amount equal to 20% of the annual tax refund up to but not exceeding \$22,200 over the course of NeoSystems’ eligibility as a “qualified applicant”; and

WHEREAS, competition for NeoSystems headquarters operation exists outside of Florida, and financial incentives are necessary to ensure that this project comes to Orange County.

NOW THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF ORANGE COUNTY:

Section 1. The Board of County Commissioners of Orange County, Florida, hereby recommends that the Department of Economic Opportunity, Division of Strategic Business Development approve NeoSystems as a “qualified applicant” under the QTI Program.

Section 2. Subject to the terms of this Resolution, the Board hereby approves payments up to, but not exceeding, twenty-two thousand dollars (\$22,200) in “local financial support” required under the QTI Program. Such amount shall be payable to the Economic Development Incentives Account within the Economic Development Trust Fund as specified herein.

Section 3. The Board’s promise to pay the amount specified in this Resolution is contingent upon (i) appropriation by the Board in each applicable year authorizing payment of the revenues hereunder, (ii) NeoSystems receiving the designation as a “qualified applicant” in connection with the QTI program, and (iii) on an annual basis, award by the State of Florida of tax refunds under the QTI program.

Section 4. Unless provided otherwise in this Resolution, the County shall pay “local financial support” in the following amounts:

FY 2015-2016	\$ 1,950
FY 2016-2017	\$ 3,750
FY 2017-2018	\$ 5,550
FY 2018-2019	\$ 5,550
FY 2019-2020	\$ 3,600
FY 2020-2021	\$ 1,800
Total	<u>\$ 22,200</u>

Such sums shall be paid from any legally available source or sources of revenue other than those specified in the QTI Program (or rules promulgated thereunder) as being ineligible for such purpose.

Section 5. In the event NeoSystems is approved by the State of Florida for tax refunds in an amount less than the \$110,000 requested, the "local financial support" to be paid by the County to the Economic Development Incentives Account shall be proportionately reduced so that at no time will the County contribution exceed twenty percent (20%) of the annual tax refund awarded to NeoSystems under the QTI Program.

Section 6. This Resolution shall take effect upon receipt by the County of evidence that NeoSystems has been approved as a "qualified applicant" and has become eligible for tax refunds under the QTI program, as described herein.

ADOPTED THIS NOV 11 2014 DAY OF November, 2014.

ORANGE COUNTY, FLORIDA
By: Board of County Commissioners

BY: Teresa Jacobs
Teresa Jacobs
County Mayor

ATTEST: Martha O. Haynie, County Comptroller
As Clerk to the Board of County Commissioners

BY: Jessica Moore
for Deputy Clerk

