



Interoffice Memorandum

APPROVED BY ORANGE  
COUNTY BOARD OF COUNTY  
COMMISSIONERS

BCC Mtg. Date: Aug. 16, 2016

August 1, 2016

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

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

SUBJECT: **August 16, 2016 – BCC Consent Agenda Item**  
Approval of Centene Management Company, LLC Qualified Target Industry  
(QTI) Tax Refund Resolution

On March 25, 2014, the Board of County Commissioners of Orange County, Florida (BCC) approved Resolution 2014-M-08 approving Centene Management Company, LLC (Centene Management) as a qualified applicant under Florida's Qualified Target Industry Tax Refund Program (QTI program). Resolution 2014-M-08 approved Centene Management's request that Orange County commit a total of \$22,500 as the 10% local share of a \$225,000 financial incentive under the QTI program. Orange County's commitment was contingent upon a similar commitment by the City of Maitland to provide the remaining 10% of the required local match. Subsequent to the approval by the BCC and the City of Maitland, Centene Management decided to lease office space outside the boundaries of the City of Maitland and, instead, locate in the City of Eatonville. Approval of a new resolution would allow Orange County to assume the local financial support from the City of Maitland. Orange County would commit a total of \$22,500, and such amount would be in addition to the amount previously approved by Orange County in Resolution 2014-M-08, for a total of \$45,000.

The QTI award induced Centene Management to expand their business unit in Orange County. To receive designation as a qualified applicant for the QTI Program, the BCC 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 additional 10% of the annual tax refunds.

Centene Management, founded in 1984, offers a full range of healthcare solutions for uninsured Americans and contracts with their health plans and other healthcare and commercial organizations to provide specialty services such as behavioral health, life and health management, managed vision, telehealth, pharmacy benefits management and medication adherence. The proposed expansion will create approximately 75 new high-wage jobs in Orange County with an average salary of at least \$47,701, which is 115% of the overall prevailing salary in the county. New job functions will include medical management and administration. Financial incentives will help to ensure that this project expands here in Orange County rather than locating elsewhere.

Approximately \$600,000 in new investment 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.

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Centene Management's expanded operations in Orange County include field-based and regional case management, provider relations, contracting and concurrent review.

For more information about Centene Management, visit: [www.centene.com](http://www.centene.com).

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**ACTION REQUESTED:**      **Approval and execution of Resolution of the Orange County Board of County Commissioners regarding Centene Management Company, LLC Qualified Target Industry Tax Refund.**