

JAN 29 2013 npl/bs

**RESOLUTION**  
*of the*  
**ORANGE COUNTY BOARD OF COUNTY  
COMMISSIONERS**  
*regarding*  
**TOTAL QUALITY LOGISTICS  
QUALIFIED TARGET INDUSTRY TAX REFUND**

Resolution No. 2013-M-02

**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**, Total Quality Logistics is headquartered in Cincinnati, Ohio with satellite offices throughout the country; and

**WHEREAS**, Total Quality Logistics is the nation’s 3<sup>rd</sup> largest freight brokerage firm and has specialized for over 15 years in arranging the transportation of full truckload shipments for thousands of companies across the country and various industry segments; and

**WHEREAS**, Total Quality Logistics employs over 1,700 employees nationwide and seeks to locate their new business unit preferably in unincorporated Orange County; and

**WHEREAS**, Total Quality Logistics’ services include advanced logistical supply chain management; and

**WHEREAS**, Total Quality Logistics anticipates creating approximately seventy-five (75) new jobs in Orange County at an average annual salary of at least \$46,955, which is 115% of the prevailing salary of \$40,830 in Orange County; and

**WHEREAS**, Total Quality Logistics anticipates that the new jobs to be created will include approximately seventy-three (73) sales positions and two (2) management positions; and

**WHEREAS**, Total Quality Logistics anticipates that these new jobs will be created according to the following schedule: Twenty (20) jobs by December 31, 2013; twenty (20) jobs in calendar year 2014 and thirty-five (35) jobs in calendar year 2015; and

**WHEREAS**, Total Quality Logistics has applied to the Executive Office of the Governor, Office of Tourism, Trade, and Economic Development for approval as a qualified QTI Program applicant, and has applied for \$225,000 in tax refunds from the State of Florida under the QTI Program, representing \$3,000 per job; and

**WHEREAS**, in order for Total Quality Logistics 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 Total Quality Logistics 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 \$45,000 over the course of Total Quality Logistics’ eligibility as a “qualified applicant”; and

**WHEREAS**, competition for Total Quality Logistics headquarters operation for the Americas 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 State of Florida Office of Tourism, Trade, and Economic Development approve Total Quality Logistics 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, forty-five thousand dollars (\$45,000) 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) Total Quality Logistics 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 2013-2014	\$ 3,000
FY 2014-2015	\$ 6,000
FY 2015-2016	\$ 11,250
FY 2016-2017	\$ 11,250
FY 2017-2018	\$ 8,250
FY 2018-2019	\$ 5,250
Total	<u>\$ 45,000</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 Total Quality Logistics is approved by the State of Florida for tax refunds in an amount less than the \$225,000 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 Total Quality Logistics under the QTI Program.

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

ADOPTED THIS JAN 29 2013 DAY OF January, 2013.

**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: \_\_\_\_\_

*Kelli Smit*  
Kelli Smit  
Deputy Clerk

