



Interoffice Memorandum

BCC Mtg. Date: Jun. 28, 2016

June 10, 2016

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

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

A handwritten signature in black ink, appearing to read "Eric Ushkowitz".

SUBJECT: **June 28, 2016 – BCC Consent Agenda Item**
Approval of Granite Telecommunications, LLC Qualified Target Industry (QTI)
Tax Refund Resolution

Granite Telecommunications, LLC (Granite) is requesting that Orange County commit a total of \$54,000 as the 20% local share of a \$270,000 financial incentive under Florida's Qualified Target Industry (QTI) Tax Refund Program. The QTI award will induce Granite 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.

Granite is a leading communications provider for businesses with multiple locations and is headquartered in Massachusetts. The proposed project would be a new regional headquarters for Granite. The proposed new regional headquarters will create approximately 54 new high-wage jobs in Orange County, with an average salary of at least \$50,472, which is 115% of the overall prevailing average salary in the county. New job functions will consist of sales and administrative positions. Financial incentives will help to ensure that this project locates here in Orange County rather than elsewhere.

Approximately \$100,000 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.

Granite provides one-stop solutions for voice, data, internet, wireless, video and secure network options throughout the United States and Canada.

For more information about Granite, visit www.granitenet.com.

ACTION REQUESTED: Approval and execution of Resolution of the Orange County Board of County Commissioners regarding Granite Telecommunications, LLC Qualified Target Industry Tax Refund.