

Overview of Collier County Economic Development Incentive Programs

2019

- Basic Industry Growth Promotion Incentive: A \$3,000 per job grant for companies that create at least five Target Industry jobs with wages meeting or exceeding corresponding Collier-specific averages for those industries. A \$500 bonus is available for jobs that meet the definition of “Collier Quality Clean Jobs.” Payments are equally distributed over a four-year period after performance verification. This program is designed to provide an incentive for “export” industries important to the local economic base, that may not meet QTI wage eligibility.
- Participation in State of Florida QTI: Provide local funding participation of 20%. Total state awards range from \$3,000-\$5,000, based on wages with added bonuses of \$2,500 for jobs located in Brownfields, \$2,000 per job High Impact Bonus, and \$3,000 for those located in Enterprise Zones. QTI is available to companies that create at least 10 Target Industry jobs with wages of at least 115% of the county average.
- Advanced Long Term Productivity Strategy (ALPS): This incentive is designed to provide a bonus incentive for those Targeted Industry companies that create at least 25 jobs with average wages of at least 150% of the County’s average. The incentive is divided into two tiers: Tier 1 companies creating at least 25 jobs with average wages of at least 150% of the County average may receive an incentive equal to 1% of payroll annually over four years for the new jobs created, while Tier 2 companies creating at least 25 jobs with an average wage of at least 200% of the County average wage may receive an incentive equal to 1.063% of total payroll annually over four years for the new jobs.
- Capital Investment for Diversification Incentive (CID): CID is an inducement grant providing a benefit equivalent of up to 100% of the value of the transportation impact fees paid for business space directly housing the target industry business. The aggregate annual amount of CID program funding will not exceed \$500,000 annually unless authorized by the BCC. Stipulations include the employer offering and demonstrating the provision at least 50 percent of the employee’s cost of health care coverage. The grant is paid in four equal annual installments; initial payment occurs one year from Certificate of Occupancy. Annual certification of compliance is required.
- Innovation Zone: Enhances Collier’s attractiveness for target industries in zones of geographic concentration within unincorporated County by providing funding generated from the tax increment growth in those zones to offset regulatory fee and infrastructure costs related to attracting new target businesses or expansion of existing target business in Collier County.

**2019 Collier County
Local Incentives**

Program Name	Basic Industry Growth Promotion	Advancing Long-Term Productivity Strategy Incentive	Capital Investment for Diversification Incentive
Type	Grant	Grant	Grant (Four Year Disbursement)
Award Made to Whom	Qualified Target Industry Employers	Eligible Target Industry Employers	Developers, Landlords or Business Owners
Wage requirement	Pegged to the Collier County Average Wage for the 3 Digit North American Industry Code (NAICS).	Tier One 150% of the lowest of County, MSA or State Average Wage or \$64,772; Tier Two 200% of the lowest of County, State or MSA Average Wage or \$86,362.	No wage specific requirement. Eligibility is limited to occupancy by a Targeted Industry as defined by Enterprise Florida and new capital investment for space to house that Targeted Industry.
Number of Jobs Required	5	25	Number of jobs is not a specific requirement. Eligibility is limited to occupancy by a Targeted Industry as defined by Enterprise Florida and demonstration of operations and related jobs.
Capital Investment Requirement	No	No	New capital investment scaled to amount of space to house a Targeted Industry.
Expandable for Later Year Jobs	Yes, up to two times the number of jobs applied for during the initial four-year participation term.	Yes (percentage of payroll captures job increases).	No.
Available to Existing Industry	Yes, each of the new jobs lasting four years are eligible.	Yes, each of the new jobs lasting four years are eligible.	Yes, new capital investment for Targeted Industries is required
Available to New Industry	Yes, each of the new jobs lasting four years are eligible.	Yes, each of the new jobs lasting four years are eligible.	Yes, new capital investment for Targeted Industries is required.
Available for Retention	No.	No.	Yes, new capital investment for Targeted Industries is required.
Amount of Award	\$3,000 base, with a \$500 Green Product/Process Bonus	Variable annual award equates to a % of payroll, provided an average aggregate wage is met. Tier One- Average wages equaling 150% yield a 1.0% of payroll award; Tier Two- Average wages equaling 200% yield a 1.063% of payroll award. * Existing firm's annual award will be based on segregated new job payroll, existing jobs are excluded from calculation.	Benefit equivalent of up to 100% of the value of the Transportation Road Impact Fees assessed & remitted for business space directly related to the occupancy of the Target Industry business

Local Incentives

Program Name	Basic Industry Growth Promotion	Advancing Long-Term Productivity Strategy Incentive	Capital Investment for Diversification Incentive
Payout Schedule	Paid in installments over four (4) years after each year's performance is certified. Subject to confirmation of compliance.	Paid in installments over four (4) years after each year's performance is certified, subject to confirmation of compliance, each year's payroll is adjusted for inflation over previous year. First annual performance evaluation is due 18 months from execution of the agreement.	Paid in installments over four (4) years, subject to confirmation of compliance, beginning one year after Certificate of Occupancy is issued.
Specified Use of Funds	None.	None.	None.
Local Support Required	Yes, 100% paid by the County if jobs are located in Unincorporated Collier County.	Yes, 100% paid by the County if jobs are located in Unincorporated Collier County.	Yes, 100% paid by the County if jobs are located in Unincorporated Collier County.
"But For" Incentive	Applications must be submitted in advance of public announcements or any permit applications changing usage or building occupancy related to the projected jobs.	Applications must be submitted in advance of commitment of intent, public announcements or any permit applications changing usage or building occupancy related to the projected jobs.	Yes, new construction or never occupied space, or yet to receive a final end user Certificate of Occupancy.
Eligible Industries/Business Activities	Industries defined as Qualified Targeted Industries by Enterprise Florida Inc.	Industries defined as Qualified Targeted Industries by Enterprise Florida Inc.	Industries defined as Qualified Targeted Industries by Enterprise Florida Inc.
Ineligible Activity	Any business engaged in retail industry activities; any electrical utility company as defined in F.S. 366.02(2); any phosphate or other solid minerals severance, mining, or processing operation; any oil or gas exploration or production operation; or any business subject to regulation by the Division of Hotels and Restaurants of the Department of Business and Professional Regulation.	Any business engaged in retail industry activities; any electrical utility company as defined in F.S. 366.02(2); any phosphate or other solid minerals severance, mining, or processing operation; any oil or gas exploration or production operation; or any business subject to regulation by the Division of Hotels and Restaurants of the Department of Business and Professional Regulation.	Any business engaged in retail industry activities; any electrical utility company as defined in F.S. 366.02(2); any phosphate or other solid minerals severance, mining, or processing operation; any oil or gas exploration or production operation; or any business subject to regulation by the Division of Hotels and Restaurants of the Department of Business and Professional Regulation.
Distressed Area Exception	Wage requirement waived, but Targeted Industry is required for eligibility in designated economically distressed areas.	Minimum Job eligibility threshold is reduced to 10 qualified industry jobs in designated economically distressed areas.	N/A

	QUALIFIED TARGET INDUSTRY TAX REFUND PROGRAM (QTI)	FLORIDAFLEX TRAINING PROGRAM	ECONOMIC DEVELOPMENT TRANSPORTATION FUND (Road Fund)	QUALIFIED DEFENSE CONTRACTOR TAX REFUND PROGRAM (QDC)
Type of Incentive	Tax Refund.	Grant.	Grant.	Tax Refund.
Award Made to Whom	Business.	Training Provider.	Local government on behalf of business.	Business.
Wage Requirement	At least 115% of state or county or Metropolitan Statistical Area Wage (currently state avg+15%=\$51,302).	Goal is 115% of county or state wages, whichever is lower, exception for Enterprise Zones or distressed areas.	No requirement, but is a consideration.	At least 115% of state or county or Metropolitan Statistical Area wage.
Number of Jobs Required	At least 10 new full-time equivalent jobs at the 115% wage average, and if an expansion project increase employment by at least 10% (whichever is greater).	At least 10 new full-time equivalent jobs.	No minimum requirement for grant request of less than \$200,000; If create or retain more than 100 full time positions may be eligible for \$200,000-\$1 million; If create or retain more than 200 full time positions may be eligible for up to \$3 million.	No minimum requirement, except for consolidations which require at least 80 jobs or 25% increase in Florida employment.
Availability to Expanding Industry	Yes	Yes	Yes	Yes
Available to New Industry	Yes	Yes	Yes	Yes
Available to Retain Jobs	No	As part of an expansion project.	Yes	Yes
Amount of Reward	\$5000 per job/\$89,220 avg wage., \$4000 per job /\$66,915 avg wage, \$3000 per job/\$51,302 avg. wage. Total not to exceed a total of \$5 million. Additionally, \$2,000 per job High Impact Bonus. \$2,500 per job bonus for jobs located in Brownfields.	Negotiated with local education provider to meet industry need. Business recipient must provide company matches to the training program in cash or in-kind.	Up to \$3 million based on cost of improvements and is limited to \$7,000 per job created and/or retained.	Based on the average wage of all new and retained jobs, (\$3,000 per job for 115%; \$4,000 per job for 150%; and \$5,000 per job for 200%). The base award increases to \$6,000 per job if the project is located in a Rural county or an Enterprise Zone.
Payout Schedule	Paid out over a minimum of four years.	Reimbursement monthly.	Paid out to local governmental entity as needed for construction.	Paid out over a minimum of four years.
Specified Use of Funds	None	Training equip & cost, instructors' wages; curriculum dev.; & materials; (cannot be used for trainees' wages).	Design and engineering cost; construction costs of public transportation infrastructure projects.	None

	QUALIFIED TARGET INDUSTRY TAX REFUND PROGRAM (QTI)	FLORIDAFLEX TRAINING PROGRAM	ECONOMIC DEVELOPMENT TRANSPORTATION FUND (Road Fund)	QUALIFIED DEFENSE CONTRACTOR TAX REFUND PROGRAM (QDC)
Local Support Required	Yes, 20 percent of total tax refund.	Yes, local education provider administers and provides training; endorsement by local economic development organization.	Yes, right of way.	Yes, 20 percent of total tax refund (business may exercise exemption in REDI counties).
"But For" Incentive	Yes	No	Yes	Yes
Eligible Industries/Business Activities	Target Industry.	Must produce a good or service for markets outside the local area. Require customized entry-level skills training of 24 months or less which is not available at the local level.	Target Industry.	Defense only.
Ineligible Industries/Business/Activities	Any business engaged in retail industry activities; any electrical utility company as defined in F.S. 366.02(2); any phosphate or other solid minerals severance, mining, or processing operation; any oil or gas exploration or production operation; or any business subject to regulation by the Division of Hotels and Restaurants of the Department of Business and Professional Regulation.	Retail establishments, training for existing employees.	Retail, distributors, hotels (exceptions for Enterprise Zones, distressed areas and Rural Economic Development Initiative counties).	Available only to defense industry.