



Interoffice Memorandum

AGENDA ITEM

November 13, 2017

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

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

SUBJECT: **November 28, 2017 – BCC Consent Agenda Item**
Approval of Spectrum AG Qualified Target Industry (QTI)
Tax Refund Resolution

Spectrum AG is requesting that Orange County commit a total of \$154,000 as the 20% local share of a \$770,000 financial incentive under Florida's Qualified Target Industry (QTI) Tax Refund Program. The QTI award will induce Spectrum AG to locate their business 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.

Spectrum AG runs professional training and outsourcing services for large and global companies in the financial services, manufacturing and technology industries. The proposed project will create approximately 154 new high-wage jobs in Orange County, with an average salary of at least \$57,000, which is over 115% of the overall prevailing average salary in Orange County. New job functions will consist of sales, management, training, recruiting and marketing positions. Financial incentives will help to ensure that this project locates here in Orange County rather than elsewhere.

Approximately \$993,000 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.

Spectrum AG's program focuses solely on college graduates with a bachelor's or master's degree to close their knowledge and work experience gaps after graduation. At the end of the program, trainees transfer to the customer's payroll. This model has been proven in Germany and Spectrum AG looks to replicate the program in the United States.

For more information about Spectrum AG, visit www.spectrum-ag.de.

ACTION REQUESTED: Approval and execution of Resolution of the Orange County Board of County Commissioners regarding Spectrum AG Qualified Target Industry Tax Refund.