

BCC Mtg. Date: May 19, 2020

**RESOLUTION**  
*of the*  
**ORANGE COUNTY BOARD OF COUNTY COMMISSIONERS**  
*regarding*  
**GLESEC LLC**  
**QUALIFIED TARGET INDUSTRY TAX REFUND**

Resolution No. 2020-M-20

**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**, GLESEC LLC (GLESEC) is an existing company in Orange County and was established in 2017; and

**WHEREAS**, GLESEC has 19 employees at their existing locations in various countries and seeks to expand their existing operations preferably in Orange County; and

**WHEREAS**, GLESEC has a desire to establish a Center for Simulation and Cyber-Range Training along with facilities for one of its Global Operations Centers and Corporate offices; and

**WHEREAS**, GLESEC anticipates creating approximately Twenty Six (26) new jobs in Orange County at an average annual salary of at least \$56,824, which is 115% of the prevailing salary of \$46,424 in Orange County; and

**WHEREAS**, GLESEC anticipates that the new jobs to be created will include approximately Two (2) management; one (1) administrative; four (4) sales; and nineteen (19) IT positions; and

**WHEREAS**, GLESEC anticipates that these new jobs will be created according to the following schedule: Eighteen (18) jobs by December 31, 2021; and Eight (8) by December 31, 2022; and

**WHEREAS**, GLESEC has applied to the Executive Office of the Governor, Department of Economic Opportunity for approval as a qualified QTI Program applicant, and has applied for \$78,000 in tax refunds from the State of Florida under the QTI Program, representing \$3,000 per job; and

**WHEREAS**, in order for GLESEC 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 GLESEC 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 \$15,600 over the course of GLESEC’s eligibility as a “qualified applicant”; and

**WHEREAS**, competition for GLESEC expansion 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 Department of Economic Opportunity approve GLESEC 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, fifty-six thousand dollars (\$15,600) 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) GLESEC 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 2022-2023	\$ 2,700
FY 2023-2024	\$ 3,900
FY 2024-2025	\$ 3,900
FY 2025-2026	\$ 3,900
FY 2026-2027	\$ 1,200

Total	<u>\$ 15,600</u>
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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 GLESEC is approved by the State of Florida for tax refunds in an amount less than the \$15,600 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 (20%) of the annual tax refund awarded to GLESEC under the QTI Program.

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

ADOPTED THIS MAY 19 2020 DAY OF May, 2020.

ORANGE COUNTY, FLORIDA

By: Board of County Commissioners

BY: *Jerry L. Demings*  
for Jerry L. Demings  
County Mayor

ATTEST: Phil Diamond, CPA, County Comptroller  
As Clerk to the Board of County Commissioners

BY: *Katie Smith*  
Deputy Clerk

