

**SEMINOLE COUNTY GOVERNMENT
AGENDA MEMORANDUM**

SUBJECT: Pershing, LLC / BNY, Qualified Targeted Industry (QTI) Resolution

DEPARTMENT: Economic Development **DIVISION:** Economic Development

AUTHORIZED BY: Don Fisher **CONTACT:** William J. McDermott **EXT.** 7132

Agenda Date 06/13/06 Regular <input checked="" type="checkbox"/> Consent <input type="checkbox"/> Work Session <input type="checkbox"/> Briefing <input type="checkbox"/>
Public Hearing – 1:30 <input type="checkbox"/> Public Hearing – 7:00 <input type="checkbox"/>

MOTION/RECOMMENDATION:

Approve and authorize the Chairman to execute a resolution recognizing Pershing, LLC as a QTI and providing an appropriation of \$248,400.00 as local participation in the QTI tax refund program.

BACKGROUND:

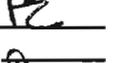
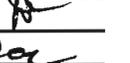
Pershing, LLC, a subsidiary of the Bank of New York, is considering relocating a business unit to 300 Colonial Center Parkway in Seminole County and adding 414 new high-level financial services jobs. The average salary of the new jobs is \$40,222.00 which is above 115% of the county's current average annual wage.

The anticipated capital investment is \$8,709,602.00 which includes interior tenant renovations and extensive new equipment purchases.

The Board of County Commissioners is being asked to consider a Qualified Target Industry Incentive (QTI) Award for Bank of New York. The total award is \$1,242,000.00 In accordance with the QTI program; local governments are required to provide a 20% match, which in this case would be \$248,400.00 for Seminole County. Funds are available in the JGI Trust Fund to cover this request.

The project is consistent with stated economic development priorities of Seminole County in several respects;

- The job creation is consistent with the development of high value added job opportunities within the county as stated in the JGI Ordinance, Section 1, (b).
- The project location and industry sector is consistent with the stated objectives of Seminole County's Economic Development Strategy, and the Metro Orlando EDC and Enterprise Florida Economic Development goals.

Reviewed by:  Co Atty:  DFS:  Other: _____ DCM:  CM:  File No. <u>RED58</u>

Attachments: QTI Resolution, QTI Refund (exhibits A & B), Return on Investment Summary, Pershing Backgrounder.

QUALIFIED TARGET INDUSTRY TAX REFUND PROGRAM

RESOLUTION NO: _____

A RESOLUTION BY THE GOVERNING BOARD OF SEMINOLE COUNTY, FLORIDA FINDING THAT PERSHING, LLC, A SUBSIDIARY OF THE BANK OF NEW YORK BE APPROVED AS A QUALIFIED APPLICANT PURSUANT TO S.288.106, FLORIDA STATUTES; AND PROVIDING AN APPROPRIATION OF \$248,400.00 AS LOCAL PARTICIPATION IN THE QUALIFIED TARGET INDUSTRY TAX REFUND PROGRAM FOR FISCAL YEARS 2006/07 THROUGH 2010/11, AND PROVIDING FOR AN EFFECTIVE DATE.

BE IT RESOLVED BY THE GOVERNING BOARD OF SEMINOLE COUNTY, FLORIDA as follows:

WHEREAS, the business is Financial Services, *specifically, PERSHING, LLC*; and

WHEREAS, PERSHING, LLC is headquartered at One Pershing Plaza, Jersey City, NJ; and

WHEREAS, PERSHING, LLC intends to locate a business unit in Seminole County to be located in Lake Mary. Anticipated capital investment will include \$3,920,125.00 for tenant renovations and \$4,789,130.00 for new equipment; and

WHEREAS, PERSHING, LLC will conservatively create 414 new high-level financial services jobs over a three-year period beginning in 2006. These jobs will be professional and specialized with an average salary of \$40,222.00; and

WHEREAS, It is acknowledged that local participation, of which Seminole County will provide a 20% match for a total not to exceed \$248,400.00;

NOW, THEREFORE, BE IT RESOLVED BY THE GOVERNING BOARD OF SEMINOLE COUNTY, FLORIDA that the Board hereby recommends, PERSHING, LLC be approved as a Qualified Target Industry Business pursuant to S.288-106, Florida Statutes.

BE IT FURTHER RESOLVED that the necessary commitment of local financial support for the Qualified Target Industry Business for the Qualified Target Industry Tax Refund Program exists in an amount not to exceed \$248,400.00, that this amount will be paid to the Florida Economic Development Trust Fund as required, in accordance with the Office of Tourism, Trade and Economic Development guidelines, with the stipulation that these funds are intended to represent the "local participation" pursuant to S. 288-106, Florida Statutes.

This resolution shall take effect immediately upon its adoption.

DULY ADOPTED BY THE GOVERNING BOARD OF SEMINOLE COUNTY, FLORIDA THIS 13TH DAY OF JUNE, 2006.

ATTEST:

**BOARD OF COUNTY COMMISSIONERS
SEMINOLE COUNTY, FLORIDA**

Chairman

Clerk

Total Refund / Exhibit A
Calculation of Phased QTI Refunds for Pershing, LLC / BNY

Potential Per Job Award Amt.

\$ 3,000.00

	Phase 1	Phase 2	Phase 3	Phase 4	Phase 5	Phase 6	Total Jobs
Jobs	333	81					414
	12/31/2007	12/31/2008					

Potential Total QTI Refunds

	Yr. 1-2008	Yr. 2-'09	Yr. 3-'10	Yr. 4-'11	Yr.5-'12				
Phase 1	249,750	249,750	249,750	249,750					
Phase 2		60,750	60,750	60,750	60,750				
Phase 3			-	-	-	-			
Phase 4				-	-	-	-		
Phase 5					-	-	-	-	
Phase 6						-	-	-	-
Total:	249,750	310,500	310,500	310,500	60,750	-	-	-	-
State:	199,800	248,400	248,400	248,400	48,600	-	-	-	-
Local:	49,950	62,100	62,100	62,100	12,150	-	-	-	-
Total QTI:	\$ 1,242,000			State: \$ 993,600			Local: \$ 248,400		

Local Financial Support / Exhibit B
Calculation of Phased QTI Refunds for Bank of New York

	Phase 1	Phase 2	Phase 3	Phase 4	Phase 5	Phase 6	Total Jobs
Jobs	333	81	0	0	0	0	414
	12/31/2007	12/31/2008					

QTI Local Financial Support (LFS)

	Yr. 1	Yr. 2	Yr. 3	Yr. 4	Yr. 5	Yr. 6	Yr. 7	Yr. 8	Yr. 9
Phase 1	49,950	49,950	49,950	49,950					
Phase 2		12,150	12,150	12,150	12,150				
Phase 3			-	-	-	-			
Phase 4				-	-	-	-		
Phase 5					-	-	-	-	
Phase 6						-	-	-	-
Local:	49,950	62,100	62,100	62,100	12,150	-	-	-	-
Total QTI LFS:	\$	248,400							

Name of Company	Pershing, LLC / BNY Subsidiary	
Taxable Value/Capital Investment		\$8,709,262
Company Information:	Outsourcing Business Unit	
Proposed Location:	300 Colonial Center Parkway	
Incentive Award / QTI 20% Local Match		\$ 248,400
Taxing Entities (Ad Valorem):	*Rate	Tax (\$)
Countywide/General Fund	0.0049989	\$ 43,537
Countywide/Transportation	0.0001228	\$ 1,069
Countywide/Debt Service	0.0002041	\$ 1,778
St. Johns River Water Management District	0.0004620	\$ 4,024
School Board	0.0079650	\$ 69,369
		\$ -
Total		<u>\$ 119,777</u>
*Note: Based on 2005 millage rates.		

County Only	Return of Ad Valorem	
Seminole County/General Fund Only	5.7	Years
Seminole County/All BCC Millages	5.4	Years

All countywide	Return of Ad Valorem	
Countywide	2.1	Years



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