



CITY OF FORT LAUDERDALE

**DRAFT**

**ECONOMIC DEVELOPMENT ADVISORY BOARD (EDAB)  
MEETING MINUTES  
CITY OF FORT LAUDERDALE  
100 NORTH ANDREWS AVENUE  
8<sup>TH</sup> FLOOR CONFERENCE ROOM  
WEDNESDAY, MAY 8, 2019 – 3:45 P.M.**

**January-December 2019**

<b><u>Board Member</u></b>	<b><u>Attendance</u></b>	<b><u>Present</u></b>	<b><u>Absent</u></b>
Jordan Yates, Chair	P	5	0
Nicholas Kuchova, Vice Chair	P	5	0
Jay Adams (arr. 3:50)	P	1	1
Steve Buckingham	P	5	0
Michael Buonaiuto	P	5	0
Christopher “Kit” Denison	A	3	2
Mick Erlandson	P	3	2
Dudly Etienne-Harvard	P	2	0
Bernice Lee	P	4	1
David Neal	P	5	0
Dustin Robinson	A	0	4

**Staff**

Michael Chen, City Liaison, Economic and Business Development Manager  
Alfred Battle, Deputy Director of Sustainable Development  
Lutecia Florencio, Economic Development Program Aide  
Suzy Joseph, Economic Development Program Aide  
Jamie Opperee, Recording Secretary, Prototype, Inc.

**Communications to the City Commission**

**Motion** made by Chair Yates, and duly seconded, for the City to conduct a fiscal impact study of the Fort Lauderdale daytime and nightlife economy, including budget, jobs, revenue, and tax dollars, generated by the daytime and nightlife economy. In a roll call, the **motion** passed 7-2 (Mr. Erlandson and Mr. Neal dissenting).

**I. Call to Order & Determination of Quorum**

Chair Yates called the meeting to order at 3:46 p.m. Roll was called and it was noted a quorum was present.

**II. Approval of April 10, 2019 Meeting Minutes**

**Motion** made, and duly seconded, to approve. In a voice vote, the **motion** passed unanimously.

#### **IV. Staff Updates**

- **General Update (5 Minutes)**

Mr. Chen reported that the two communications to the City Commission made at the April 10, 2019 Economic Development Advisory Board (EDAB) meeting were heard at the Commission workshop of May 7, 2019. The request that a member of the Economic and Community Investment Division (ECI) be involved with the ongoing stadium proposal was rejected. Discussion of the proposed logo was deferred.

Mr. Adams arrived at 3:50 p.m.

Mr. Chen distributed copies of a *Sun-Sentinel* press release about the relocation of a Chinese company, Techtronic Industries, relocating to Fort Lauderdale as part of Florida's Quality Target Industry (QTI) program. ECI was involved with the process of bringing this company to the City. The project is expected to generate at least 50 jobs with wages at a minimum of 200% of the Broward County average private sector wage. The company will make significant upgrades to its office space, as well as total rehabilitation of a hangar at the Fort Lauderdale Executive Airport (FXE) for its corporate jet.

Mr. Chen advised that the City's maximum obligation under the QTI program is \$42,000. if the company does not achieve the promised parameters regarding jobs and wages, the City is not obligated to pay. He explained that the process of bringing this company into the ECI pipeline began when the Greater Fort Lauderdale Alliance initiated conversations with them regarding relocation to Fort Lauderdale rather than to Miami. FXE proved to be a determining factor in these discussions.

Some QTI projects are initiated by the City: once a company indicates serious interest in Fort Lauderdale, they are then introduced to the Alliance, who walks the company through the application process for state incentives under the QTI program. Cities against which Fort Lauderdale typically competes for industry include Miami, Atlanta, Charlotte, and Savannah.

#### **V. Discussion: Economic Development Priorities – Board discussion on upcoming interests, activities, and priorities**

Chair Yates explained that this was an opportunity to review the Board's vision for the City and establish goals for the next year. He recommended that they strive to be an indispensable resource to the City Commission and help guide them regarding assessment and improvement of the City's ongoing economic health.

Chair Yates suggested that roughly 20% of the Board's time should be spent fielding problems from various sectors of the City, such as reviewing Departmental budgets and making aggressive recommendations to the City Commission. The Board should act as a hub for all economic activity, including beach redevelopment, Community Reinvestment Agencies (CRAs), and other economically related organizations within the City. Development of the Economic Development Strategic Plan would also remain a high priority.

Other Board members agreed, noting that at the May 7, 2019 workshop, the City Commission had characterized the Board's role as an "incubator of ideas." If they are provided with strategic information, they can function as an idea- and data-driven organization, receiving data from the City's relevant economic drivers and organizations and synthesizing it into a real solution.

It was noted that at recent meetings, the Board has heard presentations from the Department of Sustainable Development, the Nighttime Economy Manager, Greater Fort Lauderdale Sister Cities International, and the Greater Fort Lauderdale Alliance. Chair Yates recommended that the Board be provided with more strategic information to evaluate internally.

Ms. Lee asked if this would be communicated in advance so entities making presentations to the Board would take advantage of the opportunity. Chair Yates suggested that the Board identify and prioritize the organizations with which they want to meet in order to address their issues and concerns.

Mr. Chen recalled that in previous years, the Board saw a great many presentations on projects planned for the City and made recommendations about them to the City Commission. Since then, its focus has shifted from project presentations to economic engine presentations, as there are multiple resources in the area with which the Board may wish to collaborate.

Mr. Chen continued that he would reach out to his counterpart in the Building Department, who can provide information on building permits, plan reviews, and other benchmarks. This would help the Board obtain an understanding of the types of projects coming into the City, and the Department could also encourage developers of incoming projects to present them to the Board. He felt this could be a good source of information on projects that are currently in process. Because their backgrounds and experiences are diverse, each of the Board members may evaluate these activities from a different perspective.

Mr. Buckingham commented that the Board should also seek to understand the obstacles that could prevent businesses from attracting more people and remaining within the City. Hearing presentations from economic engines such as FXE, the Fort Lauderdale-Hollywood International Airport (FLL), Port Everglades, and others could be beneficial to this understanding, even if they are not reaching out to the Board to identify

a problem or concern. Ms. Etienne-Harvard pointed out the importance of new companies hiring local workers.

Chair Yates emphasized the Board's role as a community advisory body, pointing out that because its members live in Fort Lauderdale and represent the community, they can ask difficult questions of developers who present their plans. Their recommendations can recognize the risk as well as the opportunity a project may present to residents and businesses within its surrounding area. They could also encourage developers to include quality-of-life improvements, such as better sidewalks and public amenities.

Mr. Erlandson proposed that a member of City Staff update the Board on how processes such as impact fees affect development. Mr. Chen cautioned that the Board should not seek to duplicate the work done by the Development Review Committee (DRC): consideration of a project should be done with an eye toward its effect on the City's economy. He recommended that the Board act as an advocate for the positive ideas and projects it sees, such as initiatives undertaken by Broward College and an entrepreneurial support entity that has expressed interest in Fort Lauderdale.

It was suggested that the Board see proposed updates to the City's Comprehensive Plan. Alfred Battle, Deputy Director of Sustainable Development, advised that public presentations of this Plan are still some months in the future; however, the Board could be updated on the Plan's progress. The City is currently two years into the three-year Comprehensive Plan update process.

It was noted that the Board may wish to seat a subcommittee for business and economic review. Mr. Chen pointed out that subcommittees may not be formed without the approval of the City Commission, although if the Board encounters a proposal or presentation that they feel deserves more focus and time, they may recommend that the City Commission form a subcommittee to focus on that entity.

Mr. Chen requested that the Board provide direction on any specific projects or entities they would like to see in the near term so he could reach out to them and arrange for presentations. The Board agreed by consensus to request a presentation from Broward College. Other suggested presenters included Venture Café, Florida International University (FIU), and Florida Power and Light (FPL). Mr. Chen asked that any additional recommendations be sent to his office.

It was proposed that the Board reach out to the City Commission after every meeting with some type of recommendation or communication based on information they received from a presentation.

**VI. Old Business: Conduct a follow up discussion of the Sarah Spurlock, Nighttime Economy Manager, presentation**

Chair Yates recalled that Nighttime Economy Manager Sarah Hannah-Spurlock gave a presentation to the Board at their April 10, 2019 meeting. Mr. Chen clarified that Ms. Hannah-Spurlock had requested that the Board make a recommendation in support of a budget that allowed for a consultant's report on the value of the City's nighttime economy.

Chair Yates proposed that a study be done on both the daytime and nighttime economies. Mr. Chen observed that while the nighttime economy is vibrant and healthy, it is likely to be only a fraction of the daytime economy. Mr. Chen suggested that the study could include an analysis of both. He characterized this as less related to Ms. Hannah-Spurlock's budget and more toward determining what assets are necessary to oversee the nighttime economy.

**Motion** made by the Chair Yates, and duly seconded, for the City to conduct a fiscal impact study of the Fort Lauderdale daytime and nightlife economy, including budget, jobs, revenue, and tax dollars, generated by the daytime and nightlife economy. In a roll call, the **motion** passed 7-2 (Mr. Erlandson and Mr. Neal dissenting).

Russell Weaver, President of Greater Fort Lauderdale Sister Cities International, reported that each year the organization invites firefighters from around the world to Fort Lauderdale for training. This year's training will begin on October 2, 2019. Consuls general from participating countries are invited to this event.

The new Brazilian Consul General, Joao Mendes Pereira, was welcomed at an event on May 7, 2019, where he met with the Mayor and other City stakeholders. The new Colombian Consul General is expected on June 4, 2019 for a City Commission meeting, and the Romanian Consul General is expected on June 18, 2019. On November 5, 2019, the U.S. Ambassador from New Zealand will be present to address a City Commission meeting. Mr. Weaver recognized Mr. Chen and Ms. Joseph for their help in welcoming the Mayor of Petion-Ville, Haiti to Fort Lauderdale on short notice and providing a translator.

Mr. Weaver continued that Fort Lauderdale has received a new Sister City proposal from Constanta, Romania. The Tower Club hosted the Turkish Consul General in April 2019, and will host the Romanian Consul General for the first time on May 22, 2019. Other upcoming events at the Tower Club include an event for the Chinese Chamber of Commerce, the Swedish-American Chamber of Commerce, and representatives of the United Kingdom. Mr. Weaver concluded that Sister Cities' website, [gflsci.org](http://gflsci.org), is now online.

## **VII. New Business**

The next Economic Development Advisory Board meeting will be June 12, 2019.

Economic Development Advisory Board

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There being no further business to come before the Board at this time, the meeting was adjourned at 5:06 p.m.

Any written public comments made 48 hours prior to the meeting regarding items discussed during the proceedings have been attached hereto.

[Minutes prepared by K. McGuire, Prototype, Inc.]

**Economic Development Advisory Board  
FY 2019 (YTD) Building Permit Activity**

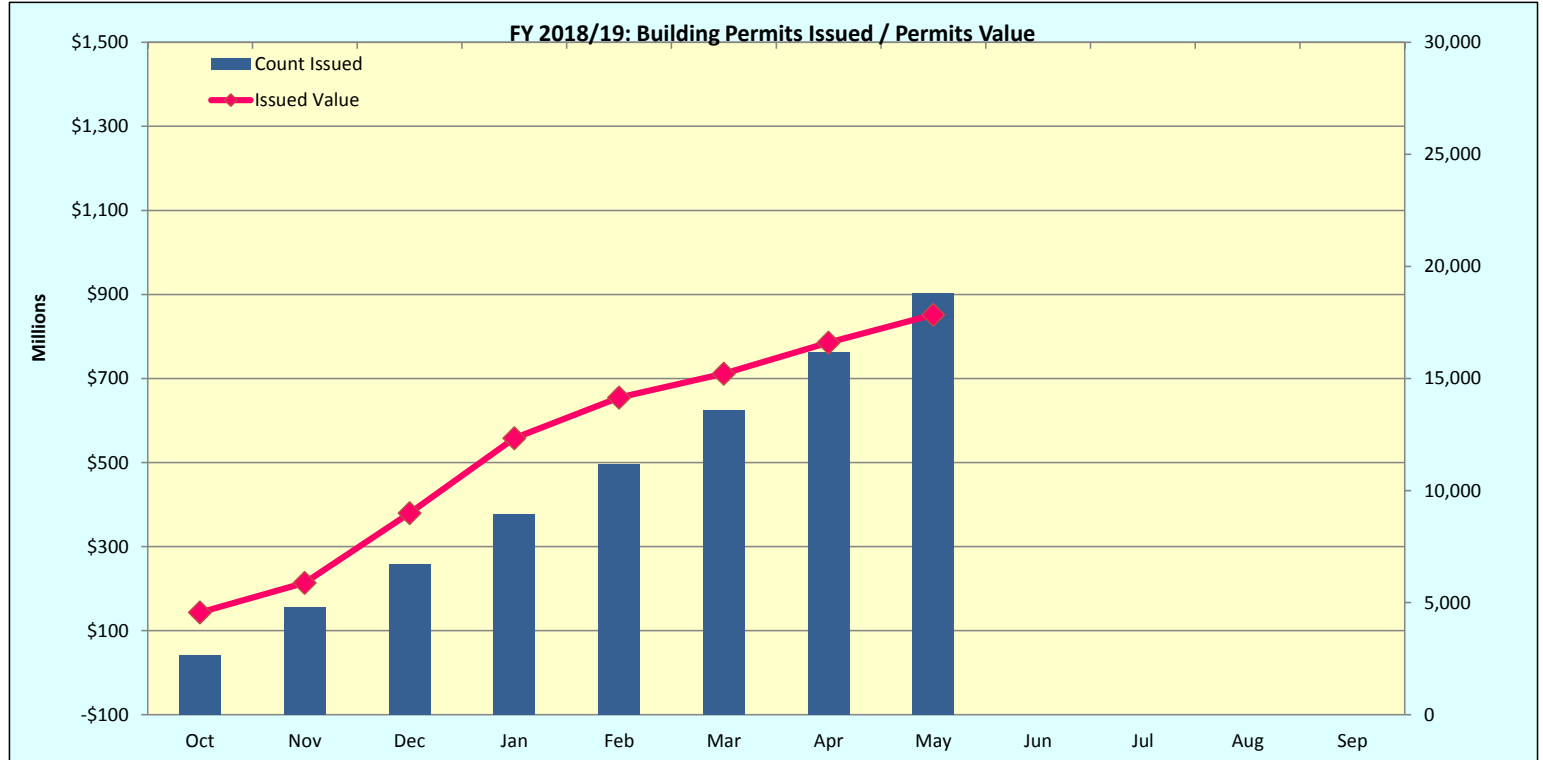
Month	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Year-To-Date
Count Issued	2,636	2,172	1,917	2,231	2,220	2,431	2,552	2,666					18,825
Value	\$143,253,753	\$70,600,464	\$166,144,391	\$178,105,786	\$96,576,895	\$57,144,607	\$73,393,201	\$66,568,005					\$851,787,102
<b>Cumulative</b>													
Count Issued	2,636	4,808	6,725	8,956	11,176	13,607	16,159	18,825					
Value	\$143,253,753	\$213,854,217	\$379,998,608	\$558,104,394	\$654,681,289	\$711,825,896	\$785,219,097	\$851,787,102					

NOTE: The data that comprise the totals in this summary is constantly being updated. Therefore, these total do not necessarily match the total from the monthly data.

FY 2019 YTD Permits Issued by Trade		
Trade	Issued	Value
Building	7,593	584,032,468
Electrical	4,067	61,846,715
Engineering	698	5,401,661
Flood	15	1,508,433
Landscaping	569	1,918,762
Mechanical	2,205	36,403,771
Plumbing	3,758	82,444,512
By Affidavit	8	81,397,117
<b>Grand Total</b>	<b>18,913</b>	<b>854,953,439</b>

Peak Building Permit Activity: FY05/06  
 Applications: 35,681  
 Permits Issued: 31,870  
 Permit Value: \$1,446,456,647

NOTE: Hurricane Wilma hit in Oct of 2005. This caused an abnormally high volume of permit applications and permits issued.



## Economic Development Advisory Board Building Permit Activity - Year To Year Comparison

Issued	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	YTD
FY 18/19	2,636	2,172	1,917	2,231	2,220	2,431	2,552	2,666	0	0	0	0	18,825
FY 17-18	2,636	2,172	1,917	2,231	2,220	2,610	2,552	2,666	-	2,340	2,446	2,221	26,011
FY 16-17	2,029	2,050	2,198	1,933	1,831	2,554	2,074	2,567	2,572	2,244	2,622	1,485	26,159
FY 15-16	2,364	1,913	2,144	1,934	1,895	2,011	2,152	1,979	2,411	2,166	2,684	2,151	25,804
FY 14-15	2,320	1,720	2,165	1,928	2,182	2,454	2,404	1,969	2,359	2,352	2,282	2,207	26,342
FY 13-14	2,158	1,671	1,693	1,886	1,783	2,042	2,078	2,065	2,028	2,222	1,912	2,043	23,581

Value	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	YTD
FY 18/19	\$143,253,753	\$70,600,464	\$166,144,391	\$178,105,786	\$96,576,895	\$57,144,607	\$73,393,201	\$66,568,005	\$0	\$0	\$0	\$0	\$851,787,102
FY 17-18	\$143,253,753	\$70,600,464	\$166,144,391	\$178,105,786	\$96,576,895	\$125,893,691	\$73,393,201	\$66,568,005	\$0	\$118,108,562	\$157,473,439	\$121,357,825	\$1,317,476,012
FY 16-17	\$123,921,353	\$108,563,274	\$75,270,124	\$112,116,500	\$94,746,424	\$122,726,209	\$64,674,735	\$93,242,310	\$74,129,480	\$150,244,475	\$111,698,782	\$142,682,256	\$1,274,015,922
FY 15-16	\$67,511,481	\$41,287,431	\$55,726,954	\$51,741,512	\$117,489,505	\$63,955,076	\$60,652,318	\$108,422,328	\$98,494,053	\$95,107,284	\$52,612,981	\$56,908,667	\$869,909,590
FY 14-15	\$62,631,335	\$44,325,918	\$66,895,725	\$37,769,253	\$134,708,176	\$53,122,983	\$40,303,422	\$88,610,251	\$104,410,391	\$85,687,521	\$43,890,285	\$58,245,665	\$820,600,925
FY 13-14	\$49,569,089	\$57,617,057	\$49,464,796	\$38,609,216	\$80,585,113	\$50,258,813	\$67,893,253	\$69,968,615	\$41,056,018	\$101,347,490	\$77,109,091	\$54,555,381	\$738,033,932

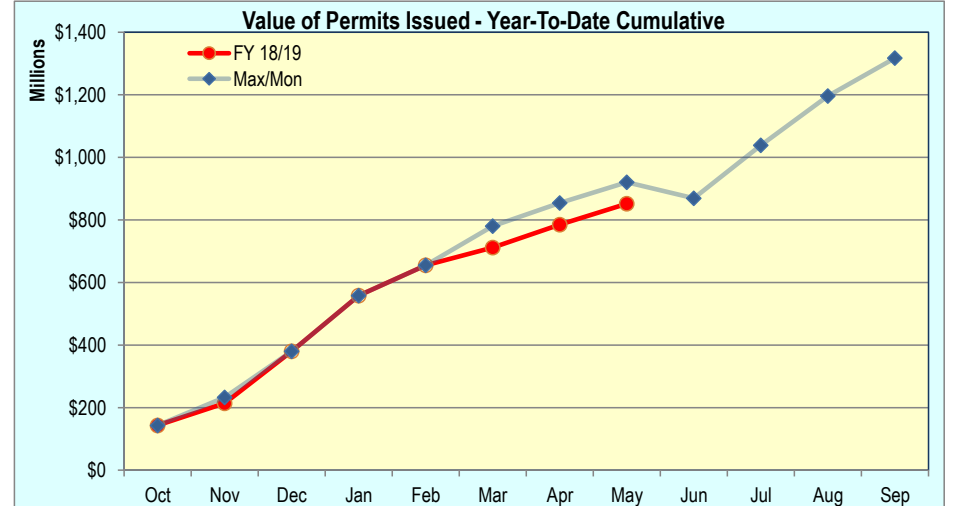
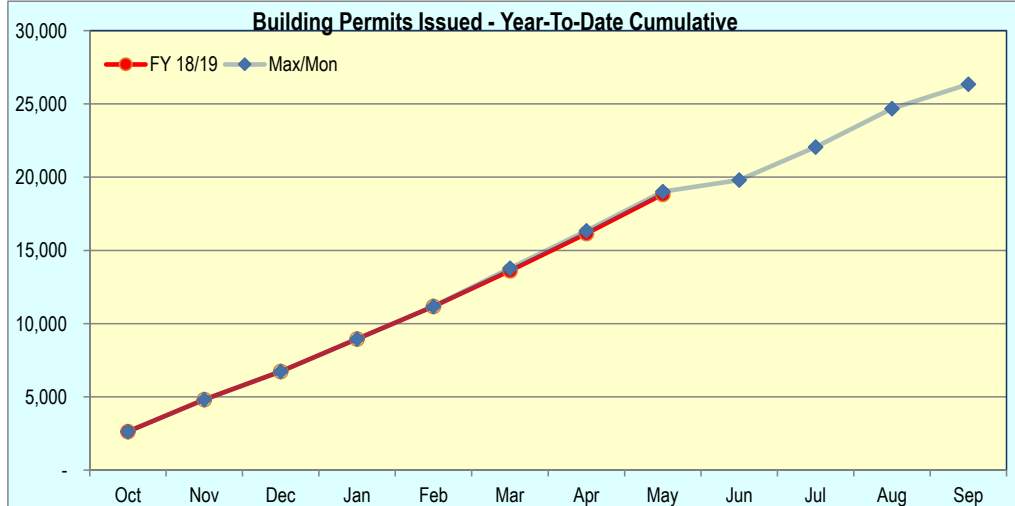
### Cumulative

NOTE: For the purpose of comparison, each value represented for FY13 through FY17 is the highest monthly value recorded for any given year during the period.

Issued	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 18/19	2,636	4,808	6,725	8,956	11,176	13,607	16,159	18,825				
FY 17-18	2,636	4,808	6,725	8,956	11,176	13,786	16,338	19,004		21,344	23,790	26,011
FY 16-17	2,029	4,079	6,277	8,210	10,041	12,595	14,669	17,236	19,808	22,052	24,674	26,159
FY 15-16	2,364	4,277	6,421	8,355	10,250	12,261	14,413	16,392	18,803	20,969	23,653	25,804
FY 14-15	2,320	4,040	6,205	8,133	10,315	12,769	15,173	17,142	19,501	21,853	24,135	26,342
FY 13-14	2,158	3,829	5,522	7,408	9,191	11,233	13,311	15,376	17,404	19,626	21,538	23,581
<b>Max/Mon</b>	<b>2,636</b>	<b>4,808</b>	<b>6,725</b>	<b>8,956</b>	<b>11,176</b>	<b>13,786</b>	<b>16,338</b>	<b>19,004</b>	<b>19,808</b>	<b>22,052</b>	<b>24,674</b>	<b>26,342</b>

Value	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 18/19	\$143,253,753	\$213,854,217	\$379,998,608	\$558,104,394	\$654,681,289	\$711,825,896	\$785,219,097	\$851,787,102				
FY 17-18	\$143,253,753	\$213,854,217	\$379,998,608	\$558,104,394	\$654,681,289	\$780,574,980	\$853,968,181	\$920,536,186		\$1,038,644,748	\$1,196,118,187	\$1,317,476,012
FY 16-17	\$123,921,353	\$232,484,627	\$307,754,751	\$419,871,251	\$514,617,675	\$637,343,884	\$702,018,619	\$795,260,929	\$869,390,409	\$1,019,634,884	\$1,131,333,666	\$1,274,015,922
FY 15-16	\$67,511,481	\$108,798,912	\$164,525,866	\$216,267,378	\$333,756,883	\$397,711,959	\$458,364,277	\$566,786,605	\$665,280,658	\$760,387,942	\$813,000,923	\$869,909,590
FY 14-15	\$62,631,335	\$106,957,253	\$173,852,978	\$211,622,231	\$346,330,407	\$399,453,390	\$439,756,812	\$528,367,063	\$632,777,454	\$718,464,975	\$762,355,260	\$820,600,925
FY 13-14	\$49,569,089	\$107,186,146	\$156,650,942	\$195,260,158	\$275,845,271	\$326,104,084	\$393,997,337	\$463,965,952	\$505,021,970	\$606,369,460	\$683,478,551	\$738,033,932
<b>Max/Mon</b>	<b>\$143,253,753</b>	<b>\$232,484,627</b>	<b>\$379,998,608</b>	<b>\$558,104,394</b>	<b>\$654,681,289</b>	<b>\$780,574,980</b>	<b>\$853,968,181</b>	<b>\$920,536,186</b>	<b>\$869,390,409</b>	<b>\$1,038,644,748</b>	<b>\$1,196,118,187</b>	<b>\$1,317,476,012</b>







## **U.S. Department of Energy (DOE) and Florida International University (FIU) Mission-to-Market for Inclusive Economic Development.**

The Mission-to-Market (M2M) initiative is a 5-year DOE-FIU cooperative agreement (FY2018-FY2022) which seeks to tap the trillions of dollars of underutilized patented technologies developed by U.S. Department of Energy and Labs, research institutions, and industry to foster economic development in South Florida and beyond. The M2M Initiative has four goal areas:

- 1) Science, Technology, Engineering, Mathematics (STEM) Entrepreneurial Workforce Development;
- 2) Innovation Ecosystem Development;
- 3) Business Incubator and Accelerator Network; and
- 4) Technology Transfer & Commercialization.

To date, M2M has launched the Dr. Walter E. Massey Entrepreneurial Fellows program (M2M Fellows), a business incubator program, and partnership develop to catalyze the South Florida innovation ecosystem. With the goal of scaling up activities to produce more high tech ventures and intellectual property agreements with DOE, M2M has collaborated with the City of Fort Lauderdale and companies that are among the leading the edge companies in high tech investing and entrepreneurial development. Given this progress, M2M seeks to accelerate its partnership activities via the strong partnership with the U.S. Department of Energy.

### **About DOE's Equity in Energy™**

Equity in Energy™ is an initiative designed to include and expand the participation of individuals in underserved communities in all DOE programs, including minority communities, Native Americans, women, veterans, and formerly incarcerated persons. Equity in Energy™ also seeks to infuse and expand participation in the private energy sectors in our nation's economy to ensure America's energy independence. Equity in Energy™ will focus on the primary pillars of:

- **Supplier Diversity**
- **Workforce Development**
- **STEM capability**
- **Technical Assistance**
- **Entrepreneurship**
- **Innovation**
- **Technology**

For external engagement, DOE is engaging with stakeholders across the country to gain insight into the viewpoints of individuals in underserved communities. Equity in Energy™ will provide an invaluable platform for the DOE and local, regional, and national stakeholders to share ideas and insights that will be leveraged to alleviate the challenges of underserved communities.



QTI Local Match Tracking Analysis Active/Pending Programs											
City Reso Date	10/16/2012	12/18/2012	4/2/2013	9/17/2013	11/18/2014	5/19/2015	7/12/2016	2/2/2016	7/12/2016	1/5/2016	4/4/2017
QTI Number	13-00148	13-000217	13-00435	13-00597	14-00335	15-00432	16-00830	16-00408	16-00690	16-00370	17-00102
Code Name	Snapdragon	Orange	Vandalay	Repel	Compact	Avery	Washington	Sego	Delta	Blythe	Vista
Company Name	Edu Training	Citrix 2	Autonation	Akamai Tech	Charter Sch	Zier / Unif Adv	Matrix Mgmt	CHG Holdings	Content Critical	Hotwire Comm	Sixt
Local Address	Cypress Crk	Cypress Crk	SW 1st St	Las Olas Blvd	Corporate Dr	NE 3rd Ave	TBD	N Federal Hy	Sunrise Blvd	Cypress Crk	NW 49th St
District	Dist 1	Dist 1	Dist 4	Dist 4	Dist 1	Dist 4	TBD	Dist 1	TBD	Dist 1	Dist 1
Capital Invest (\$M)	\$0.8	\$7.5	\$1.8	\$3.0	\$1.3	\$7.5	\$0.1	\$3.9	\$2.2	\$27.0	\$10.4
Min Jobs Creation	70	200	56	118	73	50	60	150	15	375	300
Min Avg Wage	\$50,000	\$84,678	\$50,000	\$95,000	\$62,250	\$51,266	\$52,938	\$51,266	\$52,938	\$51,266	\$69,050
Ann'l Wage Value	\$3,500,000	\$16,935,600	\$2,800,000	\$11,210,000	\$4,544,250	\$2,563,300	\$3,176,280	\$7,689,900	\$794,070	\$19,224,750	\$20,715,000
2014-2015		\$8,750	\$18,400								
2015-2016		\$17,500	\$20,400	\$10,640							
2016-2017	\$7,500	\$35,000	\$22,400	\$21,840	\$6,000						
2017-2018	\$9,750	\$35,000	\$22,400	\$33,040	\$9,750	\$2,500				\$11,250	
2018-2019	\$13,750	\$26,250	\$4,000	\$33,040	\$13,750	\$6,250		\$1,500		\$30,000	
2019-2020	\$18,250	\$17,500	\$2,000	\$33,040	\$18,250	\$12,500	\$3,000	\$4,500	\$1,500	\$48,750	\$9,750
2020-2021	\$12,250			\$22,400	\$12,250	\$12,500	\$6,000	\$9,000	\$1,800	\$68,750	\$21,750
2021-2022	\$8,500			\$11,200	\$8,500	\$10,000	\$9,000	\$15,750	\$2,250	\$82,500	\$37,000
2022-2023					\$4,500	\$6,250	\$9,000	\$21,000	\$2,250	\$63,750	\$55,750
2023-2024							\$6,000	\$18,000	\$750	\$45,000	\$65,250
2024-2025							\$3,000	\$13,500	\$450	\$25,000	\$53,250
2025-2026								\$6,750			\$38,000
2026-2027											\$19,250
2027-2028											
Maximum City Incentive	\$70,000	\$140,000	\$89,600	\$165,200	\$73,000	\$50,000	\$36,000	\$90,000	\$9,000	\$375,000	\$300,000
Avg Incentive/Job	\$1,000	\$700	\$1,600	\$1,400	\$1,000	\$1,000	\$600	\$600	\$600	\$1,000	\$1,000
State Contribution	\$280,000	\$560,000	\$358,400	\$660,800	\$292,000	\$200,000	\$144,000	\$360,000	\$36,000	\$1,500,000	\$1,200,000
City Reso Date	4/4/2017	5/2/2017	5/16/2017	11/7/2017	2/6/2018	10/23/2018	12/4/2018	12/18/2018	12/18/2018	4/2/2019	
QTI Number	17-00472	17-00452	17-00562	18-00229	18-00398	Pending DEO	Pending DEO	Pending DEO	Pending DEO	Pending DEO	
Code Name	Bogey	Pierce	Ace	Iron	Mulligan	Momentum	Bulldog	Sandy	Ranger	Barkley	
Company Name	Med Air Serv	Motus GI	Kemet	AutoNation							
Local Address	NE 3rd Ave	Broward Blvd	Broward Blvd	S 1st Ave	Las Olas	Las Olas	N Andrews	NPF CRA	Broward Blvd	1st Ave	
District	Dist 2	Dist 2	Dist 2	Dist 4	Dist 1	Dist 1 / 4	Dist 1	Dist 3	Dist 2	Dist 2	
Capital Invest (\$M)	\$4.7	\$1.1	\$3.1	\$12.0	\$0.1	\$0.9	\$6.8	\$9.9	\$0.2	\$0.1	\$104
Min Jobs Creation	35	50	100	75	100	30	250	20	18	10	\$2,155
Min Avg Wage	\$71,789	\$95,718	\$71,789	\$55,038	\$95,718	\$97,374	\$55,990	\$55,990	\$97,374	\$57,908	\$1,425,340
Ann'l Wage Value	\$2,512,615	\$4,785,900	\$7,178,900	\$4,127,850	\$9,571,800	\$2,921,220	\$13,997,500	\$1,119,800	\$1,752,732	\$579,080	\$141,700,547
2014-2015											\$27,150
2015-2016											\$48,540
2016-2017											\$92,740
2017-2018											\$123,690
2018-2019		\$2,500		\$10,000							\$141,040
2019-2020	\$7,800	\$6,250	\$9,750	\$16,250	\$5,000	\$10,500			\$3,500	\$1,500	\$229,590
2020-2021	\$9,300	\$12,500	\$10,950	\$18,750	\$15,000	\$10,500	\$7,500	\$1,500	\$4,900	\$1,500	\$259,100
2021-2022	\$10,500	\$12,500	\$15,000	\$18,750	\$25,000	\$10,500	\$15,000	\$2,250	\$6,300	\$1,500	\$302,000
2022-2023	\$10,500	\$10,000	\$15,000	\$8,750	\$25,000	\$10,500	\$22,500	\$3,000	\$6,300	\$1,500	\$275,550
2023-2024	\$2,700	\$6,250	\$5,250	\$2,500	\$20,000		\$30,000	\$3,000	\$2,800		\$207,500
2024-2025	\$1,200		\$4,050		\$10,000		\$30,000	\$1,500	\$1,400		\$143,350
2025-2026							\$22,500	\$750			\$68,000
2026-2027							\$15,000				\$34,250
2027-2028							\$7,500				\$7,500
Maximum City Incentive	\$42,000	\$50,000	\$60,000	\$75,000	\$100,000	\$42,000	\$150,000	\$12,000	\$25,200	\$6,000	\$1,960,000
Avg Incentive/Job	\$1,200	\$1,000	\$600	\$1,000	\$1,000	\$1,400	\$600	\$600	\$1,400	\$600	\$910
State Contribution	\$168,000	\$200,000	\$240,000	\$300,000	\$400,000	\$168,000	\$600,000	\$48,000	\$100,800	\$24,000	\$7,840,000

## ECI BUSINESS PIPELINE

May 2019		Subject(s) Discussed
1	Broward and Beyond	Exhibitor - informed attendees about ECI and the BEAMs program/classes
2	US Small Business Administration	SBA 8(a) Program Outreach Committee - Broward and Beyond Workshop
3	Alliance Mid-Year Luncheon	Annual Meeting update
4	Israel's 71st Independence Day	Attended the event - Consulate General of Israel
5	Alliance, Broward Workshop, Aero	Attending committee meetings/events to support partners
6	Comprehensice Plan Update Presentation	
7	ECI/DSD Budget	
8	Broward College	BC International Program - Israel
9	The Main Las Olas Presentation	Presented DSD staff and EDAB on the development project and recruitment
10	Israel trip planning	June 8 - 17, Tel Aviv, Haifa, Jerusalem, Beer-Sheva
11	National Entrepreneurial Resource Center	Multi-party MOU to establish a Florida entrepreneurial resource center in Ft Lauderdale.
12	Florida International University	
13	M2M Tech Fest	
14	US Dept of Energy	
15	SOSA	
16	OurCrowd	
17	Ben-Gurion University	
18	Start-Up Nation Central	
19	CareerSource	
20	Croward County	
21	Broward College	
22	Consulate General of Israel	
23	Fuse Group	
24	Jonathon/Abraham Fish	
25	Equity in Energy, Innovation, and Entrepreneurship Summit	