



ONE CITY. ONE JACKSONVILLE.

# City of Jacksonville, Florida

*Lenny Curry, Mayor*

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## PROJECT QUAIL SUMMARY July 1, 2019

**Company:**  
Project Quail

**Background:**

Project Quail is an international web-based financial services company. Quail, which offers various personal loan products, is considering locating a Southeast Operations Center in Jacksonville. A few other cities in the Southeast are also under consideration for the proposed project. If Jacksonville is selected, the company proposes to create a minimum of 300 full-time jobs by the end of 2021. The average annual wage of the jobs is \$54,941, plus benefits.

Project Quail has stated that the City of Jacksonville and State of Florida financial incentives are a material factor in their decision to establish their new Southeast Operations Center in Jacksonville, Florida.

# of Jobs To Be Created	Capital Investment	Intangibles
300 new jobs @ an average wage of \$54,941, no later than Dec. 31, 2021.	Estimated to be \$5.5 million net comprised of real estate improvements, IT equipment, furniture and fixtures, etc.	Supports the establishment of a new global IT operation, resulting in the creation of no less than 300 new, high-wage, full-time jobs.

**Project Rationale & Benefits:**

1. Supporting Project Quail will expand Jacksonville’s IT workforce network and expand the commercial tax base.
2. The annual payroll resulting from the 300 new full-time jobs is \$16.4 million (excluding benefits).

**Project Incentives:**

**The City of Jacksonville proposes to provide:**

- Participate in the State of Florida Qualified Targeted Industry (QTI) Tax Refund Program. The QTI proposed is \$5,000 per job. The City portion of the QTI is 20 percent of the award, or \$1,000 per new qualified job created, up to a maximum of \$300,000. The QTI award will be payable after the average wage and job created is verified by the Florida Department of Economic Opportunity over the proposed four year payout, beginning in 2022.
- The project has an estimated ROI of 2.70, for the City of Jacksonville.

**The total amount of City incentives would be up to: \$300,000.**

**The State of Florida proposes to provide:**

- The State's portion of the QTI is 80 percent of the award, or \$4,000 per job created up to \$1,200,000, in total. The QTI award will be payable after the average wage and job created is verified by the Florida Department of Economic Opportunity over the proposed four year payout, beginning in 2022.