

PUBLIC INVESTMENT POLICY

Office of Economic Development



Commitment to Excellence

March 2024

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Public Investment Policy Introduction

The Public Investment Policy (PIP) is intended to be a tool used by the Office of Economic Development (OED) staff to make fact-based decisions regarding projects to ensure that individual project goals are aligned with the goals of the organization, its mission and objectives. Furthermore, the PIP allows for a consistent evaluation of incentives as they relate to the Mayor’s and City Council’s established goals and policies. The PIP sets forth general standards and eligibility criteria for local public investment programs. The fundamental basis to any proposed project is whether public investment is a material factor in the completion of a project (“but for” test). Projects will be evaluated using a conservative return on investment (ROI) to the City formula (see the following section). Projects will also be evaluated against standard underwriting criteria and an assessment of the public investment risk associated with the project.

Mission

To enhance the quality of life for all of Jacksonville by developing and executing policies that strengthen the economy, broaden the tax base, and create opportunities for advancement of the workforce and local small business enterprises.

Objectives

- I. Recruit and expand high wage job opportunities in targeted industries throughout Jacksonville.
- II. Promote private capital investment that results in an increase in the commercial tax base.
- III. Redevelop economically distressed areas by encouraging private capital investment and *higher* wage job opportunities within those areas.
- IV. Advocate for small business/entrepreneurial growth and expansion.
- V. Encourage downtown development in accordance with the Downtown Investment Authority’s Master Plan.
- VI. Maintain an overall system of accountability that allows a high level of confidence in our stewardship of public funds.

Public Investment Guidelines

The OED encourages economic based jobs – those that generate goods and services that are exported outside the community to bring new dollars into the community, thus expanding community wealth and prosperity. Projects that create service-oriented jobs – those that recycle and exchange local dollars already in the community – will be considered only if the project is located in a designated economically challenged area.

The OED staff negotiates the final public incentives based upon an assessment of whether public investment is warranted due to the competitive nature of the project and/or a financial gap for the project to commence and succeed in Duval County. This assessment is done by a thorough due diligence, underwriting, and public investment risk analysis. The project analysis process may also consider multiple “public purpose” elements that may not be applicable for every project. Not all projects will receive the maximum eligibility as the intention of the PIP is to work within a set of limitations to overcome a company’s financial impediments to relocation, expansion and success.

Within this PIP there is a focus on targeted industry categories. These categories were developed in collaboration with the JAX USA Partnership. They include: Finance & Insurance; Life Sciences; Logistics & Distribution; Headquarters; Information Technology; Aviation and Aerospace; Manufacturing; and the Energy Sector.

Return on Investment Formula

Economic benefit is the direct, indirect, and induced gains in City revenues which result from the City's public investment in a project.

Return on investment (ROI) measures the economic benefit against the public investment for a project. This measure does not address issues of overall effectiveness or societal benefit; instead, it focuses on tangible financial gains or losses to City revenues that are derived from an investment in a specific project.

General ROI Measurements:

- Greater Than One - the project more than breaks even; the direct return to the City produces more projected revenues than the total cost of the public investment.
- Equal To One - the project breaks even; the return to the City in additional direct revenues equals the total cost of the public investment.
- Less Than One, But Positive - the project does not break even; however, the City generates enough revenues to recover a portion of its cost for the public investment.
- Less Than Zero - the project does not recover any portion of the public investment cost, and the City revenues are less than they would have been in the absence of the program because taxable activity is shifted to a nontaxable activity.

OED's evaluation takes into account the number of jobs to be created, the anticipated wages and corresponding personal income, and the projected ad valorem revenues. As warranted, the impact on other economic generators such as the JAXPORT, will be considered.

For all projects requesting public investment, OED will calculate a City ROI. ROI formulas for public investments can incorporate many different aspects. However, the City of Jacksonville chooses to take a conservative approach to our ROI formula, which will be as follows:

| | |
|--|-------------|
| Projected City Ad Valorem Taxes (10 years) | A |
| Induced Taxes (10 years) | B |
| Total Direct City Revenue | $A + B = C$ |
| Total City Investment | D |
| City's ROI | $C/D = E$ |

A: Projected City ad valorem taxes. For OED's calculation of ROI, we project the direct revenue impacts to the City in the form of ad valorem taxes, both real and tangible personal property. An analysis may be done to include the impact to the Duval County School District, Florida Inland Navigation District, and St. Johns River Water Management District taxes

generated by the projects. However, our standard ROI calculation includes only the direct ad valorem taxes projected to be paid to the City from the project, for a period of 10 years.

B: Payroll infused into the local economy (induced taxes). This impacts the economy through the direct spending of the employee salary in local businesses such as grocery stores, gas stations, movie theaters, restaurants, etc. Each of these businesses employs people in and around the community and result in their employees' ability to purchase local goods and services. For ROI calculation purposes, OED will calculate the estimated payroll at project completion. It will be assumed that on average, 20 percent of the total payroll will be spent within the City of Jacksonville on goods and services from which the City receives a 1 percent sales tax. (Total number of employees, multiplied by average wage, multiplied by 20 percent factor, multiplied by 1 percent sales tax rate.)

C: Sum of A and B, total direct City revenue.

D: City investment is the total maximum commitment of the City's funding toward the project.

E: City's ROI.

OED's goal is to have the ROI on a project exceed the ratio of 1:1. If this is the case, especially considering the conservative nature of the ROI formula being used, it should be evident that the public funding for the project is a sound financial investment. We recognize that some large and very competitive projects may not produce an ROI of 1:1 using the conservative 10-year horizon. In those cases, OED will calculate the estimated period of time it will take for the project to achieve an ROI of 1:1 and include that within the project summary. There will also be a justification statement as to why OED supports the project in lieu of the fact that a longer period than normal will be required to achieve the desired ROI level.

Film & Television projects use a different evaluation process. See pages 39-48, for a full description of the Film & Television review process.

Additional Considerations

While not an exhaustive list, the items below are things which are not reflected in the ROI calculation and are difficult to quantify but may be considered when evaluating potential public investments.

- 1) **Downtown Development and Redevelopment.** The success of Downtown Jacksonville is an important element of the City's overall vitality. In an effort to continue to attract new investment and businesses, a project could be given additional positive consideration if choosing a Downtown location.
- 2) **Potential impact of the company's primary business on JAXPORT.** JAXPORT is considered a primary engine affecting Gross Domestic Product (GDP); which is a key indicator when evaluating the health of an economy. JAXPORT is also a large generator of jobs and a key element in the decision for some companies to locate in Jacksonville. Therefore, projects that benefit JAXPORT could be given additional positive consideration.
- 3) **Potential impact of the company on economically distressed areas in Duval County.** Typically, in these areas of Duval County the cost for services outpace the revenue generated to pay for the aging infrastructure (example: storm water) and demanding services (example: police). In order to reverse this trend and reduce the burden on the City, the OED will engage in community redevelopment efforts and encourage companies to locate to these areas. Projects

located in economically distressed areas may be given additional positive consideration. As further described within this PIP, projects meeting certain criteria and locating in designated economically distressed areas are eligible for “bonus” incentives.

- 4) **Potential secondary and tertiary businesses supporting a company.** Generally, companies locating to or expanding in Duval County require support from local businesses. This support ranges from an office requiring paper to a manufacturing company needing electrical maintenance and repair work associated with their machinery. Each business sector has a job multiplier which varies based upon its needs. While this is certainly a positive impact created by most projects, due to the differing theories on how to accurately calculate these impacts, we have excluded it from our standard calculation.

Mega Projects

A “Mega Project” is an extremely large project (i.e., 500 jobs or more, or \$200 million plus in private capital investment). Projects of this magnitude require an extremely competitive offering which would go above and beyond normal incentives addressed in this policy. If and when a project of this size arises, it would be handled on a case-by-case basis, and a custom offer would be formulated.

COUNTYWIDE

The City of Jacksonville works with existing targeted industry businesses seeking to expand and actively recruits new targeted industry businesses to all areas of the city. These industries are targeted, as they generally pay higher wages and provide benefits to their employees. They tend to be in growth industries and some include high levels of private capital investment. The attraction of these new businesses to the community support local small businesses and result in indirect job growth and additional private capital investment. Higher wages add to the amount of disposable income available to be spent within the community, which generates more local spending, indirect job creation and corresponding tax revenues. Increasing wages help support local small businesses and result in additional home ownership within the City of Jacksonville.

The following programs are available to eligible projects anywhere within Duval County. These programs are primarily focused on projects that have high wage job creation (above average) or significant capital investment that will enhance the non-residential tax base.

Local Countywide Programs

- Local Targeted Industry Employment Grant 9
- Recapture Enhanced Value (REV) Grant 10
- Industrial Revenue Bond (IRB) 11
- Disabled Veterans Hiring Bonus 12
- Local Training Grant 13
- Closing Fund 14

Local Targeted Industry Employment Grant

Objective

Companies and positions in Targeted Industries are extremely desirable. This incentive will allow Jacksonville to compete with other communities in attempting to attract these highly sought after opportunities.

Criteria

- The company is required to be in a Targeted Industry Category.
- The company must create at least 10 new full-time jobs, provided that those companies would not otherwise be creating those jobs in Duval County (competitive location).
- The average wages for the Project must be greater than the State of Florida average wage as determined by the Florida Department of Economic Opportunity (DEO).
- Awards can be made up to \$5,000 per new job.
- Awards are paid out beginning the first year in which the new job is created and in 25% increments over a four-year period.
- Prorated grants may be allowed, provided the company creates at least 80% of the required new jobs at a minimum of 90% of the required average wage.

Recapture Enhanced Value (REV) Grant

Objective

A “REV” grant is designed to bring private capital investment and redevelopment into a desired project site. Utilizing a “base year” assessed property value (from the Property Appraiser’s database) for the project, a certain percentage of the city’s portion of the incremental increase in ad valorem taxes on real and/or tangible personal property paid by the project above the base year amount is available as a REV grant to incent the project (the “increment”).

Criteria

- The company is required to be in a Targeted Industry Category or located in an Economically Distressed Area or a Community Redevelopment Area (CRA).
- The company must create at least 10 new full-time jobs.
- Wages must be greater than or equal to the State of Florida average wage as determined by the Florida Department of Economic Opportunity. Note that projects located in Economically Distressed Areas or CRA’s, and companies causing a private capital investment of not less than \$10,000,000 are exempt from this requirement.
- The company must commit to a minimum of \$3 million in private capital investment (minimum of \$1 million if located in an Economically Distressed Area or a CRA).
- The grant terms (percentage and time period) will be negotiated. The number of jobs, amount of capital investment and project location will be factored into the determination of the grant terms.
- A REV grant is paid annually to the developer AFTER construction of the project that creates the increment is completed and the tangible personal property becomes taxable, and the taxes are paid.
- In lieu of any other funding source, the REV grant may be utilized to fund the City’s required match to any State program requiring such a match.
- In most instances, REV grant recipients will be required to maintain a specific number of jobs throughout the grant payment term.

Industrial Revenue Bond (IRB)

Objective

The OED is the agency within the City of Jacksonville designated as the Industrial Development Authority. In this capacity, the OED is authorized to be the conduit issuer of tax-exempt bonds to finance the expansion or relocation of a development project as outlined in Chapter 104 Part 3 of the City of Jacksonville's Ordinance Code. These bonds are considered "conduit debt," therefore the City has no financial liability.

Criteria

- Applicants must retain either Bond Counsel or a Tax Attorney to review project scope and determine its eligibility to receive tax-exempt bond financing pursuant to federal, state and local regulations.
- Project assistance is determined by the needs and parameters of the project as determined by a TEFRA (Tax Equity and Fiscal Responsibility Act of 1982) hearing. A TEFRA hearing is mandated by the IRS to provide a reasonable opportunity for interested parties to express their views, either orally or in writing, on the issuance of bonds and the nature of the improvements and projects for which the bond funds will be allocated.
- Industrial Revenue Bonds (IRB's) are conduit financing instruments and although the bonds are issued by the City; there is no recourse against the issuing body.
- No conduit bond issued will be sold in the public bond market without a minimum rating from at least one of the three major bond rating agencies of "A" or better without regard to modifiers.

Note: the applicant must pay a nonrefundable application fee of \$15,000; and an issuance fee of 0.25 percent of the principal amount of the bond issue upon closing. If the applicant demonstrates per Chapter 104.305 of the City's Ordinance Code, that it is a health care provider that provides indigent patient health care to residents of the City, an amount equal to one-sixth of the amount of such indigent patient health care provided during such applicant's most recent fiscal year for which audited financial statements are available shall be taken as a credit against the issuance fee. If an applicant is a not-for-profit organization described in Section 501(c)(3) of the United States Internal Revenue Code, the issuance fee to be paid by such applicant shall not exceed \$25,000.

Disabled Veterans Hiring Bonus

Objective

According to the latest statistics from the United States Department of Veterans Affairs, Jacksonville has the largest concentration of military personnel, retired military members, veterans of all military services, and women veterans in the State of Florida. Veterans, transitioning military men and women, and their families are our neighbors and co-workers, and their collective contributions to our city help to define who we are as a community.

This program is intended for the hiring of disabled veterans and builds upon existing federal and state veteran hiring programs. According to the U.S. Code (5 U.S.C. 2108), a “disabled veteran” means an individual who has served on active duty in the armed forces, has been separated therefrom under honorable conditions, and has established the present existence of a service-connected disability or is receiving compensation, disability retirement benefits, or pension because of a public statute administered by the United States Department of Veterans Affairs or a military department.

Criteria

- The company is required to be in a Targeted Industry Category. *(If the company is investing \$5 million or more, the company may get a waiver of this criterion).*
- The company must create at least 20 new full-time jobs, provided that those companies would not otherwise be creating those jobs in Duval County (competitive location).
- Wages must be greater than or equal to 60 percent of Duval County’s average annual wage, determined by the Florida Department of Economic Opportunity.
- Those companies located in Duval County that meet the above criteria and hire employees that qualify as a disabled veteran in accordance with the definition above are eligible for up to \$2,000 per employee hired.
- Incentives will be paid over a four-year period so long as the company can demonstrate proof of employment each year and proof that the employee is a qualified disabled veteran.
- The maximum payout by the City will be \$100,000 paid out over the aforementioned four-year term.

Local Training Grant

Objective

The workforce demands of companies can be the determining factor in whether a company decides to expand or relocate within a region. Often times, the company has performed a considerable amount of investigation and statistical gathering to reduce the amount of risk that it can find the necessary workforce in an area. While Jacksonville has a well-qualified and trained workforce in general, a number of qualified workers lack some of the very specific skills for which a company may be looking. It is the goal of this program to:

1. Provide Jacksonville a competitive advantage over other regions.
2. Continue to compete nationally by developing a better trained workforce.
3. Provide the newly created workforce an opportunity to expand their skill sets and ensure a better qualified and more easily employed individual.
4. Complement Career Source, Duval County Public Schools and private-sector programs.

Criteria

- The company is required to be in a Targeted Industry Category.
- The company must create at least 50 new full-time jobs, provided that those companies would not otherwise be creating those jobs in Duval County (competitive location).
- The company is eligible for up to \$1,000 per employee hired.
- Incentives will be paid within a four-year period (expires after four years) after the company can demonstrate that the expenditure of funds for training local employees.
- The maximum payout by the City will be \$200,000 paid out within the aforementioned four-year term.

Closing Fund

Objective

In the past, the City has been presented with the opportunity to submit proposals on very large projects. The competition for these projects from other states and municipalities is substantial, with many of the other short-listed sites off-setting the companies' risks with larger incentives. While Jacksonville is a premium location for a company to locate or expand, the competition still remains. This fund would provide Jacksonville an opportunity to aggressively compete for a project that was deemed to be highly desirable, but also highly competitive.

Criteria

- The company is required to be in a Targeted Industry Category.
- The company must either:
 - create at least 200 new full-time jobs, provided that those companies would not otherwise be creating those jobs in Duval County (competitive location) or;
 - commit to a minimum of \$30 million in private capital investment.
- This incentive can be used to meet the State's matching requirements.

ECONOMICALLY DISTRESSED AREAS

Economically distressed areas are determined from an analysis of the percent of the labor force not employed and the median household income within each census tract in Duval County.

Economically distressed areas are considered to be those areas that meet the criteria outlined in Exhibit A. For a detailed map of economically distressed areas in Duval County, see Exhibit B. Census tract data, and those areas deemed to be economically distressed, will be reevaluated on a bi-annual basis (every 2 years).

Projects located within an economically distressed area may be eligible for the programs below. Based on the program, there may be a distinction between those areas that meet one (Level 1) or both (Level 2) of the criteria.

Economically Distressed Areas Programs

- Commercial Development Area Program 16
- Façade Renovation Grant Program 17

Commercial Development Area Program

Economically Distressed Area only.

Objective

The Commercial Development Area program is designed to retain and attract businesses in commercial corridors located in economically distressed areas by providing loans to finance the purchase of machinery and equipment and/or leasehold improvements.

Criteria

- The company must be located within a designated economically distressed area (Exhibits A and B).
- Project must be located in a commercial corridor and must have a letter of recommendation from the Planning Department which states that the project is consistent with the established goals of the applicable planning document.
- The maximum amount of public investment is 20 percent of total proposed project cost (up to \$100,000). The amount of public investment is determined by the impact to the area and the financial needs of the project. All assistance will be in the form of low interest loans. These loans may be structured in the form of a forgivable loan with certain milestones (job creation, machinery purchased, expansion goals reached, total sales, etc.) being met.
- Funds may be used for leasehold improvements (including professional fees associated with the design and permitting of the proposed construction activities), purchasing machinery and equipment, purchasing furniture and fixtures (for retail buildings located on the first floor of commercial buildings providing a needed product/service), and professional fees and soft costs associated with closings and documentation of small business loans.
- Eligibility is subject to standard underwriting criteria.

Façade Renovation Grant Program (Updated per Ordinance 2024-165)

Economically Distressed Area only. Not subject to ROI Evaluation.

Objective

The Façade Renovation Grant Program is designed to provide commercial or retail façade renovation funding assistance for existing businesses in targeted areas. In these areas, the insufficient infrastructure coupled with degrading structures has become an obstacle to business location and expansion. The collateral/equity in the buildings in these areas do not translate into enough to get traditional financing/loans to make improvements and thus the buildings continue to degrade. The public investment in the facades of structures in strategic areas not only will provide the gap in equity to get traditional financing for upgrades; it has the potential to translate into enhanced sales and/or customers for many of the businesses in these areas. Furthermore, these renovations can help in reducing blight and creating positive momentum toward community redevelopment.

Criteria

- The company must be located within a designated economically distressed area (Exhibits A and B).
- The company must be located within a commercial corridor meeting all required zoning.
- The property must be in good standing with the City and have no outstanding liens or violations.
- The program matches two dollars of City funding for every one dollar of eligible façade renovation costs (including contributions of materials with documented receipts) borne by the owner/tenant up to a maximum of:
 - Level 1 Areas - \$7,500 in City funding.
 - Level 2 Areas - \$15,000 in City funding.
- Funds may be used for renovation of the front and sides of buildings visible to public streets (including painting, cleaning, staining, masonry repairs, repairing or replacing cornices, entrances, doors, windows, decorative details and awning, signage) as well as decorative fencing (not chain-link), landscaping elements required by City Code – Ch. 656 Zoning Code-Part 12 and permanently affixed exterior lighting. Funds may not be used for residential property, building permits, acquisition of property, machinery or equipment, working capital, inventory or refinancing of existing debt.
- Businesses eligible for the Façade Renovation Grant Program must strive to utilize City approved JSEB's for renovation work associated with this grant. Eligible businesses utilizing the services of a City-approved JSEB to complete renovation work will not be required to provide matching dollars as stated above. The City will cover the costs for the renovation work, up to the maximum amounts outlined for Level 1 and Level 2 Areas, upon completion of the work by the City-approved JSEB.
- Business structures receiving Façade Renovation Grant funds must be in compliance with all existing city, state, and federal building codes and regulations and permitting requirements as a prerequisite to the receipt of funds.
- Grant eligibility is limited to one address per year.

TAX INCREMENT DISTRICT (TID) INFRASTRUCTURE DEVELOPMENT

TIDs have been formed as part of Community Redevelopment Areas (CRAs) per Florida Statute Chapter 163. Currently, there are three applicable CRAs in the City: the Soutel/Moncrief CRA and the Renew Arlington CRA.

Objective

The TID Infrastructure Development program is designed to attract economic development to these targeted areas of the city by providing infrastructure improvements to create opportunities for businesses that will create new jobs and increase the tax base within the CRA.

Criteria

- The company must be located within a designated CRA (Exhibit C).
- The project is deemed to be in accordance with the adopted CRA Plan.
- The company must create at least 10 new full-time jobs.
- The company must commit to a minimum of \$1 million in private capital investment.
- The maximum amount of public investment is 25 percent of total proposed project cost. The amount of public investment is determined by the impact to the area and the financial needs of the project.
- Project funding subject to available funds within that TID.
- Projects are subject to approval by CRA boards, if applicable.
- Projects that receive assistance from the TID Program may also be eligible for other public investment programs.

NORTHWEST JACKSONVILLE PROGRAMS

The City of Jacksonville administers the Northwest Economic Development Trust Fund (NWJEDF), which provides capital for project development within the defined Northwest Jacksonville area. See Exhibit D for a map of the boundaries.

The following programs are available to companies locating in Northwest Jacksonville.

- Business Infrastructure Grant/Loan (BIG) 20
- Large Scale Economic Development Fund 21
- Small Business Development Initiative (SBDI) 22

Business Infrastructure Grant/Loan (BIG)
Northwest Jacksonville

Objective

The City of Jacksonville desires to promote growth within the Northwest area. Unfortunately, sometimes this area does not have the infrastructure to accommodate the desired growth. The BIG program is designed to attract economic development to the Northwest area by providing access to capital for infrastructure improvements to commercial businesses that increase the tax base.

Criteria

- The company must be located within Northwest Jacksonville (Exhibit D).
- The maximum amount of public investment is 25 percent of total proposed project cost (up to \$325,000). The amount of public investment is determined by the impact to the area and the financial needs of the project.
- Grants are limited to 10 percent of the total proposed project cost (up to \$125,000).
- The minimum loan amount is \$25,000.
- Funds may be used for infrastructure improvements including but not limited to road construction, water and sewer lines, fencing, sidewalks, entryways, lighting and handicap accessibility to the project site. Projects that receive assistance for the construction of roads or for water or sewer utilities may be eligible for other public investment programs.
- Eligibility is subject to standard underwriting criteria.

Large Scale Economic Development Fund
Northwest Jacksonville

Objective

The Large Scale Economic Development Fund targets commercial projects that add to the tax base, anticipates new employment in excess of 50 persons or makes a significant economic impact within a targeted area.

Criteria

- The company must be located within Northwest Jacksonville (Exhibit D).
- The company must create at least 50 new full-time jobs.
- The company must commit to a minimum of \$1 million in private capital investment.
- The maximum amount of public investment is 25 percent of total proposed project cost (up to \$2,000,000). The amount of public investment is determined by the impact to the area and the financial needs of the project.
- Grants are limited to 10 percent of the total proposed project cost (maximum of \$600,000). Grant amounts are also determined by a project's wage levels.
- The minimum loan amount is \$25,000.
- Funds may be used for acquisition of land or buildings, infrastructure related costs, new construction and renovation of commercial buildings ("hard" costs only).
- Eligibility is subject to standard underwriting criteria.

Small Business Development Initiative (SBDI)
Northwest Jacksonville

Objective

The SBDI was established to stimulate small business investment within the defined Northwest Jacksonville targeted area of the city, increase the tax base in that area and create access to jobs for area residents.

Criteria

- The company must be located within Northwest Jacksonville (Exhibit D).
- The maximum amount of public investment is 25 percent of total proposed project cost (up to \$325,000). The amount of public investment is determined by the impact to the area and the financial needs of the project.
- Grants are limited to 10 percent of the total proposed project cost (up to \$65,000). Grant amounts are also determined by a project's wage levels and number of jobs to be created.
- Funds may NOT be used for working capital, furniture and fixtures, office equipment and other non-capital related expenses.
- Eligibility is subject to standard underwriting criteria.

DOWNTOWN PROGRAMS

The success of Downtown Jacksonville is an important element of the city’s overall vitality. The OED works in partnership with the Downtown Investment Authority (DIA) to bring economic development to Downtown. The following programs are administered by the DIA within the CRA boundaries.

Downtown Programs

Residential Incentives

- Multifamily REV Grant 24
- Small Scale Residential 25
- Affordable Housing Support Loan 26

Commercial Office Incentive

- Commercial Revitalization Program (CRP) 27

Retail Enhancement Programs

- Basic Retail Enhancement Grant 28
- Core Retail Enhancement Grant 29
- Targeted Retail Activation: Food and Beverage Establishment Grant 30
- Targeted Retail Activation- Waterfront Restaurant Program 31
- Sidewalk Enhancement Grant Program 32

Targeted Hotel REV Grant 33

Historic Preservation Programs

- Downtown Preservation & Revitalization Program (“DPRP”) 34
- Downtown Historic Preservation and Revitalization Trust Fund (“HPTRF”) 35

Façade Grant Program 36

Parking Screening Grant 37

DIA Mobility Fee Credit Incentive 38

DIA Multifamily Recaptured Enhanced Value (REV) Grant

The Multifamily REV (Recaptured Enhanced Value) Grant is a self-funding program that provides a partial rebate of Annual Project Revenues, defined as the City of Jacksonville portion of incremental ad valorem taxes generated over a period of time not to exceed the earlier of twenty years from completion, or 2045. This program is currently designed to facilitate the development of new multifamily housing providing 16 units or more within the CRA boundaries. Once a project achieves minimum threshold criteria, the REV grant percentage may be increased through a variety of optional design and program elements to achieve a maximum level capped at 75%. The eligibility criteria are heightened for any riverfront, creek front, or park front multifamily developments. Additional funding criteria are based on the geographic area and market, and elements such as rent restrictions for housing affordability, or additional units meeting ADA/FHA minimums for accessibility. Program details providing additional information on current scoring criteria and eligibility may be found in the DIA BID Strategy.

DIA Small Scale Residential Grant

Designed to encourage the development of small multifamily housing developments of four to fifteen units within the CRA boundaries. Funding is established on a per-unit basis with increases achieved by meeting identified program criteria such as unit size and bedroom count, geographic location, and the inclusion of retail/office/commercial space including balcony or rooftop restaurant/bar activated spaces accessible by the public directly from the street. Additional incentive boost is available on a per-unit basis for small-scale developments offering enhanced design and quality, rent restrictions for housing affordability, or additional units meeting ADA/FHA criteria for accessibility. Program details providing additional information on current funding criteria and eligibility may be found in the DIA BID Strategy.

DIA Affordable Housing Support Loan

The Affordable Housing Support Loan is designed to facilitate funding for Affordable Housing developments within the CRA boundaries in conjunction with a NOFA (“Notice of Funding Availability”) issued by the Jacksonville Housing Finance Authority (“JHFA”) in further coordination with the Florida Housing Finance Corporation (“FHFC”) where the Local Government Areas of Opportunity Designation (“Designation”) is a scoring criterion within the FHFC Request for Application (“RFA”). Application and approval of an Affordable Housing Support Loan by the DIA is not competitive, and more than one recipient may be granted such approval in any given year subject to the eligibility guidelines; however, funding requires selection for Local Government Areas of Opportunity Designation by the JHFA under its NOFA, and approval by the FHFC under its RFA. Should the FHFC RFA and the JHFA NOFA allow for more than one Designation in any year and approvals under the Affordable Housing Support Loan program are given to two or more applicants, the DIA funding commitment will be provided to applicants in the order of their scores as determined by the JHFC Board, subject to available funding. Program details providing additional information on current funding criteria and eligibility may be found in the DIA BID Strategy.

DIA Commercial Revitalization Program (CRP)

The CRP provides grant funds to tenants for new leases of existing office space within the CRA boundaries (e.g., the tenant's first-time lease of the subject space). Grant funds are intended to partially offset the costs of Downtown parking and make the Downtown market competitive with suburban office space. Program criteria restrict eligibility to properties that have been on the tax roll for a minimum defined time period and for space that has been leased by other users previously. Funding levels are determined by the size of the office space leased and the term of the lease. Geographic criteria, unit size limitations, and other program parameters as spelled out further in the DIA BID Strategy shall apply.

DIA – Basic Retail Enhancement Grant

The Basic Retail Enhancement Grant provides a maximum funding limit per square foot for the eligible build-out costs for eligible retail operations in areas within the CRA boundaries outside of the Core Retail Enhancement Areas. The application may be made by the property owner, the tenant, or jointly by the property owner and the tenant, and funding will be forgiven in equal amounts over a minimum of three years subject to additional compliance requirements as found in the DIA BID Strategy.

DIA Core Retail Enhancement Grant

The Core Retail Enhancement Grant provides a maximum funding limit per square foot for the eligible build-out costs for eligible retail operations in the Northbank and Southside Core Retail Enhancement Areas within the CRA boundaries. These Retail Enhancement Areas have been targeted for retail growth and funding limits are generally higher than as found in the Basic Retail Enhancement Grant. The application may be made by the property owner, the tenant, or jointly by the property owner and the tenant, and funding will be forgiven in equal amounts over a minimum of three years subject to compliance requirements as found in the DIA BID Strategy.

DIA Targeted Retail Activation – Food and Beverage Establishment Grant

The Targeted Retail Activation: Food and Beverage Establishment Grant (a/k/a “FAB REP) expands upon the Core Retail Enhancement Grant Program to revitalize business corridors and underutilized or vacant buildings with a focus on food and beverage establishments within areas identified as The Elbow and the Hogan x Laura Districts within the Northbank Core Retail Enhancement Area. The FAB REP districts provide concentrated areas of dining, and entertainment opportunities that are visible from the street, open beyond workday hours, and utilize unique placemaking efforts such as creative lighting, interesting public art, and inviting outdoor spaces. FAB REP classifies operating businesses into three categories by the nature of the product served and the service level provided. Funding amounts per square foot are provided on an ascending scale for applicants deemed to have the most cost-intensive build-out requirements by funding category. Applications must be submitted jointly by the property owner and the business owner with each contributing not less than a predetermined amount towards total construction costs, and funding will be forgiven in equal amounts over a pre-established period subject to compliance requirements as found in the DIA BID Strategy.

DIA Targeted Retail Activation – Waterfront Restaurant Program

The Targeted Retail Activation - Waterfront Restaurant Program is designed to create interest and development of new waterfront restaurants within the CRA boundaries following four program subsections including:

- a) Existing Riverfront Buildings,
- b) New Construction Riverfront Mixed-Use Buildings,
- c) New Construction Riverfront Free-Standing Restaurants, and
- d) Creekfront Restaurants.

Qualification under any of these programs requires location within the Waterfront Restaurant Zone, which runs from the Fuller Warren Bridge to the eastern boundary of the Sports and Entertainment District on the Northbank, from the Fuller Warren Bridge to the Northeast Park at Rivers Edge on the Southbank, and along the banks of McCoy's and Hogan's Creeks within the CRA boundaries. The waterfront restaurant must be located over water or upland with no intervening development between the restaurant and the Riverwalk or public Creekside trail. The restaurant must have a direct view of the water, direct access to the Riverwalk (in the case of the Southside a bridge to the Riverwalk may be required), or a creek side public trail, and outdoor service on the waterfront is highly desired.

The Waterfront Restaurant Program follows the General Program Requirements for FAB REP with funding limitations established for each program subsection and establishment type, although funding is limited to a predetermined maximum of eligible costs in each case. Funding boosts for Direct Boater Access are generally available under each subsection.

Each subprogram has applicant requirements, funding requirements, eligibility requirements, and limitations beyond what is summarized here. Current program parameters for each subprogram are found in the DIA BID Strategy. Funding under the Targeted Retail Activation - Waterfront Restaurant Program will be forgiven in equal amounts over a predetermined time subject to compliance requirements.

DIA Sidewalk Enhancement Grant Program

The Sidewalk Enhancement Grant Program creates funding eligibility for Business Owners within the CRA boundaries that are party to FAB REP funding to generate outdoor activation at the site of the Food or Beverage location receiving the FAB REP funding. Funding may be made up to a predetermined maximum amount or maximum percentage of eligible outdoor dining improvement costs. Food and Beverage operators that are not recipients of FAB REP funding may otherwise be eligible for funding at a lower level under the Stand-alone Sidewalk Enhancement Grant. In either the Sidewalk Enhancement Grant or the Stand-alone Sidewalk Enhancement Grant, only the Business Owner (Tenant) shall be required to serve as obligor on the forgivable loan agreement and funding will be forgiven in equal amounts over three years subject to compliance requirements as found in the DIA BID Strategy.

DIA Targeted Hotel Recaptured Enhanced Value (REV) Grant

The DIA Targeted Hotel REV Grant is implemented to facilitate the addition of hotel properties that diversify the breadth of hospitality offerings within the CRA boundaries to include boutique hotels and properties with higher design and service levels and amenities that will contribute to the economic growth and vitality of the area. Similar to the DIA Multifamily Housing REV Grant, the DIA Targeted Hotel REV Grant will fill the economic gap that exists between achievable rents/NOI, capital requirements, and development costs.

The program provides for a recovery of a portion of the incremental increase in ad-valorem taxes, (“Annual Project Revenue”) on real and tangible personal property, which is produced as a result of the hotel property development.

Qualifying properties exclude limited service, select service, extended stay, and larger-scale hotels as defined in the program guidelines found in the DIA BID Strategy. Properties must also include at least one full-service restaurant open to the public and will generally include a bar open to the public or other amenities such as a spa or meeting venues. To qualify, properties must be upscale with unique design characteristics.

Specific program funding criteria and guidelines are established for each of the situations identified below:

- a) Hospitality Developments Adjacent to the St. Johns River or Riverwalk
- b) Developments Adjacent to the Creek Front, or adjacent to a City-owned Public Park
- c) Developments Not Adjacent to the River, Creek, or City Park

Program details providing additional information on funding criteria and eligibility may be found in the DIA BID Strategy.

DIA Downtown Preservation & Revitalization Program (“DPRP”)

The intent of the Downtown Preservation and Revitalization Program (the “DPRP”) is to foster the preservation and revitalization of unoccupied, underutilized, and/or deteriorating historic, and qualified non-historic, buildings located in downtown Jacksonville.

The DPRP has three general components for which funding will be considered:

- a) Historic Preservation Restoration and Rehabilitation Forgivable Loan (“HPRR Forgivable Loan”)
- b) Code Compliance Renovations Forgivable Loan (“CCR Forgivable Loan”)
- c) Downtown Preservation and Revitalization Program Deferred Principal Loan (“DPRP Deferred Principal Loan”)

Funding under the DPRP Program will be limited by a demonstrated need for funding, a line-item funding limit established by the nature of the expenditure, a maximum percentage of total development costs, and achieving a minimum return on investment as found in the program guidelines.

The DPRP program will be administered in the form of a forgivable loan or loan and each project will require City Council approval. DPRP Loan funding under any component is subject to standard clawback language related to the disposition of the property prior to each component’s respective maturity, or similar circumstances of conversion. DIA reserves the right to approve any sale, disposition of collateral property, or refinance of senior debt during the DPRP loan period. All funds will be disbursed upon completion of improvements subject to cost verification and other approval and verification requirements as specified in the DIA BID Strategy.

Downtown Historic Preservation and Revitalization Trust Fund (“HPRTF”)

The purpose of the Historic Preservation and Revitalization Trust Fund was created to foster the preservation and revitalization of unoccupied, underutilized, and/or deteriorating historic buildings located in downtown Jacksonville. The Downtown Investment Authority (“DIA”) shall, in coordination with the Planning and Development Department (“PDD”), process applications and the DIA shall administer grants awarded from the Trust Fund. Only projects that apply for \$100,000 or less in the aggregate are eligible for funding from the Trust Fund. The subject building of any HPRTF request must be a locally designated historic landmark at the time of application or an application for local landmark status must be filed and pending. HPRTF grants will be awarded for a five-year term and will be forgiven 20 percent per year over the term of the grant with a clawback in the event of sale, transfer, or default. All funds will be disbursed upon completion of improvements subject to cost verification and other approval and verification requirements as specified in the DIA BID Strategy.

DIA Façade Grant Program

The purpose of the Façade Grant Program is to provide grant funding for the improvement of storefronts, and, if applicable, second-story façades, in the Downtown Jacksonville Historic District to activate the streetscape and the overall revitalization of Downtown Jacksonville. This program is focused on physical improvements to the storefront exterior of buildings. All property uses that contribute to the CRA through ad valorem taxes are eligible to apply for a Storefront Façade Grant, except that parking garages must have a commercial, retail, office, or residential space(s) on the ground floor. A maximum percentage of eligible costs and maximum funding amount per square foot of eligible storefront façade is established in program guidelines. Program details providing additional information on funding criteria and eligibility may be found in the DIA BID Strategy.

DIA Parking Screening Grant

Pursuant to §656.361.2.L.2(a), accessory and on-site surface parking facilities within the CRA boundary are required to come into compliance with §656.361.6.2.L, (Screening and Landscaping of Surface Parking, Trash, Storage, and Loading Areas) requirements on or before July 1, 2024. This Parking Screening Grant is established to encourage early compliance with funding amounts determined by the time of application and whether a deviation is being sought by the applicant. Program details providing additional information on funding criteria and eligibility may be found in the DIA BID Strategy.

DIA Mobility Fee Credit Incentive

The DIA and the City of Jacksonville entered into a Mobility Fee Credit Contract in the amount of \$32,834,388.39. Pursuant to that agreement and Chapter 55, Part 1, Section 55.018(a)(10) of the Jacksonville Code of Ordinances, the DIA is authorized to “Negotiate, assign and allocate development rights within the Central Business District, including assigning mobility fee credits pursuant to any applicable mobility fee contract.” Mobility Fee Credits may be applied as an incentive to offset Mobility Fees, or a portion thereon, associated with a new allocation of development rights and may be issued within the Central Business District of Downtown Jacksonville. The value of each credit is determined within the Mobility Fee Credit Contract and is a function of land use x cost per vehicle mile trip x average vehicle mile trip. Program details providing additional information on funding criteria and eligibility may be found in the DIA BID Strategy.

JACKSONVILLE FILM & TELEVISION PROGRAMS (*Not Subject to Standard ROI Evaluation*)

The Jacksonville Film & Television Office (JFTO) of the Office of Economic Development (OED) administers the Jacksonville Film & Television Programs (Programs), which offers assistance to filmmakers and production companies to help stimulate local investment and encourage filming of productions in Duval County.

The JFTO Programs utilize different metrics than those applied to the OED Public Investment Policy Programs.

An applicant may only apply for one grant per project. For purposes of clarity, a series consisting of two or more episodes shall count as one project. A single episode, pilot or segments of an episode / pilot may be eligible to apply if program requirements are met.

The following programs are available in Jacksonville:

- | | |
|---|----|
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| ▪ Jacksonville Fostering Filmmakers Grant Program | 44 |
| ▪ Jacksonville Commercial Production Program | 46 |

Jacksonville Qualified Film & TV Production Incentive Program

Program Summary

This is a performance-based program structured to attract high wage unique film and television production opportunities to Jacksonville that will hire area professionals and purchase goods and services from local businesses. The program is based on the total qualified expenditures in Duval County, following similar standards used by other Florida counties with similar programs.

Program Requirements

Tier 1

Offers a qualified production a 15% rebate for direct qualified expenditures. In order to qualify, the production must:

- Have between \$400,000 to \$1,000,000 of qualified expenditures. Note that the maximum reimbursement will be up to \$150,000, which is based off of \$1,000,000 of qualified expenditures.
- Incur a minimum of \$400,000 of qualified expenditures if the production is a film, television episode, television pilot, or television series.
- Film at least 60% of the production days in Duval County.
- Employ Duval County residents for at least 50% of the cast and crew. This figure may be adjusted annually by the Jacksonville Film & Television Office (JFTO) based on changes to the local workforce.
- At least 50% of vendors must be Duval County businesses, with 10% classified as micro small businesses (fewer than 10 full-time equivalent employees).
- Include the City of Jacksonville logo and “Filmed in Jacksonville” in the credits.
- Provide promotional stills and marketing materials to the JFTO prior to the release of the production. The production must acknowledge that the materials may be used by the JFTO for their website and other marketing efforts.
- Must accommodate one official set visit from the Film Commissioner and City officials, upon request.

Tier 2

Offers a qualified production a 20% rebate for direct qualified expenditures. In order to qualify, the production must:

- Have over \$1,000,000 of qualified expenditures. Note that the maximum reimbursement will be up to \$400,000. Rebates of \$200,000 or more will require approval by the City Council.
- Incur a minimum of \$1,000,000 of qualified expenditures if the production is a film, television episode, television pilot, or television series.
- Film at least 60% of the production days in Duval County.
- Employ Duval County residents for at least 50% of the cast and crew. This figure may be adjusted annually by the Jacksonville Film & Television Office (JFTO) based on changes to the local workforce.
- At least 50% of vendors must be Duval County businesses, with 10% classified as micro small businesses (fewer than 10 full-time equivalent employees).

- Include the City of Jacksonville logo and “Filmed in Jacksonville” in the credits.
- Provide promotional stills and marketing materials to the JFTO prior to the release of the production. The production must acknowledge that the materials may be used by the JFTO for their website and other marketing efforts.
- Must accommodate one official set visit from the Film Commissioner and City officials, upon request.

Program Process

I. Application Process

Submit application within 180 days prior to start date. Applicant must have supporting schedules and documents, as specified in the application, along with the original, signed, application, and, if desired, the Request for Confidentiality Form provided by the Jacksonville Film & Television Office (JFTO), which is hereby incorporated by reference. These items must be provided as both hard copy and electronic files. Each Production Project must begin principal photography within 120 days after application submission, an extension for which may be granted at the discretion of the Jacksonville Film & Television Office. Incomplete applications and/or supporting documentation will not be accepted. Rebate awards are subject to availability of funds.

II. Qualification Process

Once an application is complete, JFTO shall review it to determine whether it contains all required information and meets the program criteria. The review will include an interview with the contact person listed on the application. JFTO shall either deny the application or qualify the applicant and recommend to the Office of Economic Development. JFTO shall prioritize all qualified productions on economic impact evaluation basis, and a High-Impact Television Series shall be allowed first position. A High-Impact Television Series is defined as a series ranging from 6 to 24 episodes that are 30 to 60 minutes each, with a minimum cost of \$400,000 per episode.

III. Certification Decision Process

1. The Office of Economic Development shall consider JFTO’s recommendation and make a final determination of the actual maximum rebate to certify, if available, to the qualified production.
2. Certification of rebates is conditioned upon their availability pursuant to the fiscal year allocation.
 - (a) Certification of rebates shall be tied to the fiscal year in which the certified production is scheduled for completion.
 - (b) If no funds are available in the present fiscal year, then the applicant must be notified.

IV. Verification of Actual Qualified Expenditures

1. Projects must demonstrate compliance with all required criteria.

2. The Grantee must provide the following within 240 days of completion of the production:
 - (a) Final crew and cast list
 - (b) Final vendor list
 - (c) Final call sheets
 - (d) Final production reports
 - (e) All other paperwork needed to ensure all rebate program caveats have been met.
3. After all qualified expenditures have been made; the certified production shall verify the qualified expenditures.
 - (a) Qualified expenditures broken out by type: accounts payable to Duval County qualified vendors, petty cash, and Duval County worker payroll, the latter being provided as separate files for the cast, crew, and extras and including Declaration of Duval County Residency Forms, which is hereby incorporated by reference.
 - (b) Any substantiation which JFTO considers not a qualified expenditure will be returned to the certified production company for written rebuttal. If no written rebuttal is received within 10 business days, the expenses will not be considered a qualified expenditure.

V. Award of Rebate

The final rebate award amount may not exceed the maximum funding award amount certified.

Program Evaluation

Applications must meet the following criteria, with the highest priority given to paragraph (a):

- a. The number of county residents who will be employed on the project, the duration of such employment, and the average wages paid to such residents. Preference shall be given to a project that expects to pay higher than the statewide average wage.
- b. The amount of qualified expenditures that will be made in Duval County.
- c. Planned or executed contracts with production facilities or soundstages in this county and the percentage of principal photography or production activity that will occur in this county.
- d. Planned preproduction and postproduction to occur in this county.
- e. The amount of capital investment, especially fixed capital investment, to be made directly by the production company in this county related to the project and the amount of any other capital investment to be made in this state related to the project.
- f. The duration of the project in this county.
- g. The extent to which the production company will promote Jacksonville, including the production of marketing materials promoting this county as a tourist destination or a film and entertainment production destination; placement of county agency logos in the production and credits; authorized use of production assets, characters, and themes by this county; promotional videos for this county included on optical disc formats; and other marketing integration.
- h. The project is about Jacksonville or county or shows this city/county in a positive light.
- i. A review of the production company's past activities in Florida or other states.

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- j. The length of time the production company has made productions in this county, if producing a project that would not otherwise produce in county, the number of production's the production company has made in this county, and the production company's overall commitment to this county. This includes a production company that is based in this county.
 - k. The expected effect of the award on the viability of the project and the probability that the project would be undertaken in this county, funds are granted to the production company.

Jacksonville Fostering Filmmakers Grant Program

Program Summary

The Jacksonville Fostering Filmmakers Grant Program seeks to foster independent filmmaking in Jacksonville by assisting local filmmakers with partial funding of locally produced motion pictures whose goal is wider distribution via theatrical, streaming services and/or film festivals.

Duval County-based filmmakers may apply for a grant to assist in producing independent motion picture projects, with eligibility based on a set of Duval County-centric criteria, listed in the Program Requirements below. Eligible grantees shall receive a grant of \$10,000, to be distributed in two (2) payments of 50% each, with the first payment due upon completion of production and the second payment due upon completion of post-production.

Grants are subject to availability of funds annually.

Grants will only be disbursed after meeting all required criteria.

Applicants may only be awarded a grant once per three (3) calendar year period and no more than three (3) grants in their lifetime.

This Program may award up to three (3) \$10,000 grants annually based on scoring criteria. There will be a 2-month window for application submissions.

Program Requirements

- **Project:** To be eligible, a Project must be planned as a motion picture (limited to narrative, documentary, animation, or combination thereof) with an estimated runtime of at least seventy (70) minutes.
- **Genre:** All genres are eligible. A Project must not contain any elements which would merit an “X” rating from the Motion Picture Association.
- **Residency:** Applicant must be a resident of Duval County for at least six (6) months prior to submission of the application.
- **Matching Funds:** Applicant is required to provide proof of a minimum private investment of \$10,000 towards the production of the Project.
- **Credits:** The *City of Jacksonville* logo must be included in the credits, along with the following statement: “This motion picture was made possible, in part, by a grant from the City of Jacksonville”.
- **Marketing Materials:** Promotional stills, behind-the-scenes photos, and marketing materials for the Project shall be provided to the JFTO prior to the Project’s release for use on social media, promotional materials, and other marketing efforts, without restriction.
- **Additional Requirements:**
 - 80% of Productions Days must be filmed in Duval County.
 - 70% of Cast and Crew must be Duval County residents.
 - 50% of vendors must be Duval County businesses, with best efforts used to hire micro small businesses (fewer than 10 full-time equivalent employees) for at least 15% of the aforementioned vendors.

Program Process

I. Application Process

Application must be submitted and approved prior to the start of principal photography. Applicant must have supporting schedules and documents as specified in the application, along with the original, signed, application, as provided by the Jacksonville Film & Television Office (JFTO). These items may be submitted via email or hard copy. All emailed documents must be submitted in PDF format. Incomplete applications and/or supporting documentation will not be accepted. Awards are subject to availability of funds.

II. Qualification Process

Once an application is complete, JFTO shall review it to determine whether contains all required information and meets the program criteria. JFTO shall either deny the application or qualify the applicant and recommend approval to the Office of Economic Development.

III. Decision Process

1. The Office of Economic Development shall consider JFTO's recommendation and make a final determination.
2. Grant awards are conditioned upon availability of funds pursuant to the fiscal year allocation. If no funds are available in the applicable fiscal year, then the applicant must be notified.

IV. Verification of Expenditures

Upon completion of the production and/or principal photography, Grantee shall provide the JFTO a list of the total expenditures, including but not limited to:

- (a) Duval County hired Cast and Crew;
- (b) Rentals;
- (c) Purchases in Duval County (e.g., grip/electric, hotels, Airbnb, props, meals, catering, etc.)

Supporting documentation, including invoices and proof of payment, must be provided for verification of expenditures.

Note: in the event the Grantee does not complete the Project after receiving grant funds, Grantee shall no longer be eligible for grants under the Jacksonville Film & Television Programs. Reasonable extensions may be granted by the Film Commissioner under justifying circumstances and written request.

V. Disbursement of Grant Funds

Eligible grantees shall receive a grant of \$10,000, to be distributed in two (2) payments of 50% each, with the first installment of \$5,000 payable upon completion of production and the second installment of \$5,000 payable at completion of post-production. All program requirements must be met in order to receive payment.

Jacksonville Commercial Production Program

Program Summary

Commercials are a vital part of Florida’s production industry, involving major brands, talent, crew hires, and significant local expenditures. The Commercial Production Program is a performance-based rebate that is intended to attract high-impact television commercials to Duval County.

Commercials are a form of advertising that promotes products, services, ideas, individuals or organizations via television, streaming, internet, or social media mediums. The following commercial-related projects are NOT eligible to apply for the Commercial Production Program: political advertising; gambling-related projects or productions; commercials for concert production; a local, regional, or internet-distributed-only news show or current-events show; a sports news or sports recap show; a Beauty Pageant; a pornographic production; or any production deemed obscene under Chapter 847, Florida Statutes.

The program offers a 15% rebate, capped at \$150,000 per eligible Project, for direct qualified expenditures. The incentive will be distributed as a rebate after the Production Company provides proof of its local spend, hires, etc., through paperwork from a production accountant that meets the criteria stated in the incentive agreement and/or incentive guidelines.

Program Requirements:

Offers a 15% rebate, capped at \$150,000 per Production Project, for direct qualified expenditures. In order to qualify, the production must:

- Have a minimum of \$75,000 of direct qualified expenditures in Duval County.
- Film at least 70% of the Pre-Production & Production days in Duval County.
- Employ Duval County residents for at least 55% of Cast and Crew. This figure may be adjusted annually by the Jacksonville Film & Television Office (JFTO) based on changes to the local workforce.
- At least 50% of vendors must be Duval County businesses, with 15% classified as micro small businesses (fewer than 10 full-time equivalent employees).
- Set up production offices and/or soundstages, if applicable, in Duval County.
- Provide promotional stills and marketing materials prior to the release of the production to the Film Commissioner and municipalities for use on their website and other marketing efforts.
- Accommodate one official set visit from the Film Commissioner and City Officials.
- Acknowledge, in writing, that the production would not be produced in Duval County ‘BUT FOR’ the incentive.

Program Process

I. Application Process

Application must be submitted and approved prior to the start of principal photography. Applicant must have supporting schedules and documents as specified in the application, along

with the original, signed, application, as provided by the Jacksonville Film & Television Office (JFTO). These items may be submitted via email or hard copy. All emailed documents must be submitted in PDF format. Incomplete applications and/or supporting documentation will not be accepted. Awards are subject to availability of funds.

II. Qualification Process

Once an application is complete, JFTO shall review it to determine whether contains all required information and meets the program criteria. JFTO shall either deny the application or qualify the applicant and recommend approval to the Office of Economic Development.

Note: productions must commence principal photography within 120 days following submission of an application. An extension may be granted at the discretion of the JFTO.

III. Decision Process

1. The Office of Economic Development shall consider JFTO's recommendation and make a final determination.
2. Grant awards are conditioned upon availability of funds pursuant to the fiscal year allocation. If no funds are available in the applicable fiscal year, then the applicant must be notified.

IV. Verification of Expenditures

1. Projects must demonstrate compliance with all required criteria.
2. The Grantee must provide the following within 240 days of completion of the production:
 - (a) Final crew and cast list
 - (b) Final vendor list
 - (c) Final call sheets
 - (d) Final production reports
 - (e) All other paperwork needed to ensure all rebate program caveats have been met.
3. After all qualified expenditures have been made; the production shall verify the qualified expenditures.
 - (a) Qualified expenditures broken out by type: accounts payable to Duval County qualified vendors, petty cash, and Duval County worker payroll, the latter being provided as separate files for the cast, crew, and extras and including Declaration of Duval County Residency Forms, which is hereby incorporated by reference.
 - (b) Any substantiation which JFTO considers not a qualified expenditure will be returned to the certified production company for written rebuttal. If no written rebuttal is received within 10 business days, the expenses will not be considered a qualified expenditure.
4. Failure to satisfy any of the application or post-production requirements will result in the applicant receiving no incentive award.

V. Disbursement of Funds

The final rebate award amount may not exceed the maximum funding award amount certified.

Jacksonville Film & Television Office
A Division of the Office of Economic Development
DUVAL COUNTY RESIDENCY FORM

Purpose: Film, television, commercial and digital media production companies claiming wages or salaries paid to Duval County residents for work performed on a qualified production in Duval County under Duval County's incentive program must complete this declaration of residency for each resident. All production companies must retain this form in its records and submit a copy to the Film & Television Office when submitting documentation for the rebate. Additional documentation is required. See item #3 below.

Table with 2 columns: Last Name, First Name, Permanent Residence - Physical Address, City, State and Zip Code, Home Telephone Number, Title of Film of Entertainment Project, Production Company.

- 1. Is employee presently a resident of Duval County? See Residency below.
2. Does employee anticipate changing his/her residency status during the time expected to work on this project?
3. The production company must provide at least one of the following, and attach to this document:
- A copy of employee's valid Florida Driver's License Driver License Number:
Expiration Date:
- A copy of employee's current Florida Voter Registration. Enter the Registering County:
- A copy of employee's most recent personal income tax return.
- Other. Indicate type:

If employee cannot provide one of the previous three forms of evidence, other evidence may be acceptable. For example, a minor may present parent's proof of residency. Other evidence must be clear and convincing, and show intent to maintain a permanent residence in Duval County. Proof of ownership of property or establishing an abode in Duval County is not acceptable unless supplemented by other information showing intent.

- 4. Police Officers who are unable to provide a driver's license must provide the following two items:
Precinct #:
Badge #:

Residency: To be a resident of Duval County, you must be domiciled in Duval County. Your domicile is your permanent home; it is the place to which you intend to return after any temporary absence. You can only have one domicile. A change in domicile is established only by establishing a physical presence in a new location with intent to abandon your old domicile and make a new home in the new location permanently or indefinitely.

I declare under penalty of perjury that I have examined this documentation to the best of my knowledge and I believe it is true, correct and complete.

Signature (Employee): Date:
Signature (Producer, Production Manager or Production Coordinator): Date:

Request for Confidentiality Form Letter**[Instructions: This form is to be completed and provided on your company letterhead]**

Date:

Jacksonville Film & Television Office
117 W. Duval Street, Suite #280
Jacksonville, Florida 32202

Re: Jacksonville Film & Television Job and Business Creation Incentive – Request for Confidentiality

On behalf of **[applicant/production company]**, and in reference to **[project name's]** application, please accept this letter as a request for the information, including but not limited to project budget details, cast members, and script, contained within this application to be held confidential pursuant to Florida Statute 288.075, Confidentiality of records. I understand that said information will remain confidential for 12 months from the date of this letter or until the information is otherwise disclosed whichever occurs first.

I understand, once my production begins, the state has the right to release information regarding the amount of funds certified to this project in conjunction with the anticipated Duval County qualified expenditures and the anticipated number of jobs created.

I also understand that, in order to extend the period of confidentiality for up to an additional 12 months, another written request must be submitted prior to the expiration of any confidentiality originally provided under Florida Statute 288.075.

Sincerely,

[Signature]

Print Name:

Title:

SMALL BUSINESS CAPITAL ACCESS PROGRAMS

(Not Subject to Standard ROI Evaluation)

The City of Jacksonville values small businesses and their contribution to the local economy. These programs were designed to provide capital access for small businesses. The programs are intended to align with the City’s commitment to nurture a thriving small business community, while enhancing economic stability, entrepreneurship, job growth, and resiliency within the city.

Small businesses are those that meet the U.S. Small Business Administration size standards in accordance with Title 13 Part 21 of the Code of Federal Regulations.

The following programs are available to eligible projects anywhere within Duval County.

Definitions

Micro-business: a type of small business with a net worth of \$300,000 or less, where the owner has at least a 51 percent majority ownership of the business.

Tier 1 business: a type of business with a net worth of \$300,000 or less and less than three (3) full-time employees.

Tier 2 Business: a type of business with a net worth of between \$300,001 and \$1,000,000 and ten (10) or fewer full-time employees.

Tier 3 business: a type of business with a net worth between \$1,000,001 and \$12,000,000 and five (5) or more full-time employees.

Underrepresented business: a business that needs equitable access to education, community engagement, capital, and contracting opportunities to enhance their business concept.

Small Business Capital Access Programs

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| ▪ Small Business Low-Interest Loan Funding | 52 |
| ▪ Veterans Entrepreneurship Funding | 53 |
| ▪ Jacksonville Small & Emerging Business Funding | 54 |

Small Business Micro-Grant Funding Initiative

Objective

The Small Business Micro-Grant Funding initiative aims to provide financial support ranging from \$500 to \$1,000 to aspiring and emerging micro-businesses in Jacksonville. The primary objectives of this initiative include facilitating the establishment and growth of micro-businesses, providing essential capital access, supporting minority-owned and disadvantaged entrepreneurs, stimulating job creation, and fostering community development.

Criteria

- Financial support ranging from \$500 to \$1,000
- Targeted outreach to underrepresented small businesses
- Attend and complete mandatory small business education course
- Residence and business located in Duval County
- Businesses must be established for a minimum of 3 months
- Funds can be used for tangible asset purchases only. (i.e., equipment, tools, etc.)
- Funds may not be used for working capital that is not attached to a tangible asset.
- Grant funds shall be disbursed on a reimbursement basis, following receipt of paid invoices and proof of payment.

Small Business Low-Interest Loan Funding

Objective

The Small Business Low-Interest Loan Funding offers tiered loans ranging from \$1,000 to \$50,000. The objectives include facilitating affordable capital access, reducing financial barriers hindering small business growth, promoting diverse entrepreneurship, fostering job creation, ensuring business sustainability, and cultivating a robust entrepreneurial ecosystem.

Criteria

- Tiered loans ranging from \$1,000 to \$50,000, as follows:
 - Tier 1 loans range from \$1,000 to \$5,000
 - Tier 2 loans range from \$5,001 to \$20,000
 - Tier 3 loans range from \$20,001 to \$50,000
- Attend and complete mandatory small business education course
- Prioritized outreach to underrepresented businesses
- Residence and business located in Duval County
- Business must be established for a minimum of 12 months
- The loans are intended to be short-term (0-36 months) with an interest rate below prime.
- Loan proceeds can be used for tangible assets, including but not limited to inventory, machinery, equipment, acquisitions, etc.
- Loans shall not be used for working capital not attached to a tangible asset.

Veterans Entrepreneurship Funding

Objective

The Veterans Entrepreneurship Funding serves to support veteran micro-businesses through grants. The program aims to empower veterans by facilitating access to capital for entrepreneurship, reducing financial barriers, promoting job creation, and economic empowerment within Jacksonville's veteran community.

Criteria

- Grant allocation of \$2,000 per veteran entrepreneur
- Attend and complete mandatory small business education course
- Residence and business located in Duval County
- Business establishment for a minimum of 6 months
- Funds may be used to assist with the development and growth of an eligible business
- Grant funds shall be disbursed on a reimbursement basis, following receipt of paid invoices and proof of payment

Jacksonville Small & Emerging Business Funding

Objective

The Jacksonville Small & Emerging Business (JSEB) Funding focuses on supporting JSEB micro-businesses. Objectives include supporting growth and sustainability, fostering innovation and entrepreneurship, addressing specific challenges faced by small and emerging businesses, promoting job creation, and enhancing the overall economic stability of Jacksonville.

Criteria

- Grants shall range from \$1,000 to \$5,000
- To qualify for a grant, the business must be classified as Tier 1
- Tiered loans range from \$5,001 to \$50,000, as follows:
 - Tier 2 loans range from \$5,001 to \$20,000
 - Tier 3 loans range from \$20,001 to \$50,000
- Attend and complete small business education course
- Must be a JSEB certified contractor
- Residence and business must be located in Duval County
- Business establishment for a minimum of 12 months in Duval County
- The loans are intended to be short-term (0-36 months) with an interest rate below prime.
- Proceeds can be used for tangible assets, including but not limited to inventory, machinery, equipment, acquisitions, etc.
- Funds shall not be used for working capital not attached to a tangible asset.
- Grant funds shall be disbursed on a reimbursement basis, following receipt of paid invoices and proof of payment.

MISCELLANEOUS

- Incentives Process 56
- Compliance 57

Incentives Process

Application

Companies applying for incentives from the City of Jacksonville (Office of Economic Development - OED) must submit an application using the Florida Commerce application form. The OED will review the application and complete its due diligence to see if the project qualifies for public investment. If the OED recommends public investment, staff will begin vetting the proposal with the Administration advocating the merits for City funding. After gaining consensus, OED staff will prepare a project summary and legislation for consideration by the Mayor and City Council. The project summary and legislation may be submitted under a confidential code name, per Florida Statute 288.075, to protect the identity of the company until plans are finalized.

Please contact the DIA for DIA administered programs.

Approval

The project summary will provide an overview of the project and outline the return on investment calculation used to evaluate any public investment in the project. The legislation will outline the approved programs and terms, as well as cap the maximum public investment for the project.

Economic development project legislation requires an introduction (a bill placed on the agenda) at a City Council meeting. At a subsequent meeting of a standing committee (typically Finance Committee) the legislation will be presented and voted upon by the Committee (making a recommendation to the full City Council). Finally, at the following City Council meeting, the legislation will be voted upon by the full City Council. If the local public investment is less than \$300,000, approval may be obtained in one meeting.

OED staff will make themselves available to meet with City Council members to discuss projects prior to their presentation to the City Council and its committees. The legislation will grant authority to the OED through the Office of General Counsel (OGC) to negotiate in good faith with the company and Florida Department of Economic Opportunity (DEO) to finalize the contract language within the bounds of the adopted legislation of the City Council.

Agreements

Local agreements for hybrid state/local programs should have consistent definitions and compliance terms with state agreements developed by DEO. As necessary, the City of Jacksonville's General Counsel will work with DEO's legal team to coordinate agreements to ensure common language and intent is established.

Announcements

Companies may not make any commitments or public announcements to move forward with a project until both the State and the City incentives approval is obtained. All public announcements must be coordinated with EFI and OED.

Compliance

The City of Jacksonville's Office of Economic Development (OED) is responsible for coordinated administration, monitoring, compliance review, incentive program development and financial processing. The OED compliance program is designed to promote transparency, adherence to economic development agreement regulations and ordinances, manage financial obligations, and assess return on investment performance. This is accomplished in coordination with our partner departments (Finance Department, Office of General Counsel, and City Council Auditor's Office). The functional activities of the compliance program consist of the following process components:

Economic Development Agreements (EDA) – EDAs should clearly outline the compliance requirements, performance timing parameters and reporting requirements. Project meetings are held regularly with project managers, partners and Office of General Counsel (OGC) staff. For previously approved agreements which continue to utilize the Qualified Targeted Industry (QTI) program, the OED coordinates in conjunction with the State of Florida's Department of Economic Opportunity (DEO) representatives for review and approval, certification, and funding obligations. DEO conducts annual incentives compliance with all active projects to ensure job creation and capital investment requirements are met before any payments are made. The OED compliance documentation process is coordinated with the state to ensure the integrity of the data and streamline the process for the companies.

Reporting Requirements – Active company participants of the economic development programs are required to submit, at a minimum, an Annual Survey Report outlining agreement performance parameters (i.e., job creation, average wages, capital investment, project progress summaries and other agreement commitments) until the completion of the project (final payout of incentives). These reports require certification by a senior officer and/or other authorized officials attesting to the information's authenticity and accuracy. Project records are subject to audit and are required to be maintained to support pertinent agreement provisions.

Review and Monitoring – Actual project results are reviewed and monitored periodically to determine whether compliance with the economic development agreement requirements is being achieved. Project progress reports are required and evaluated prior to disbursement of incentive funds. Project reports are generated to summarize yearly incentive cost estimates. Periodic site visits may be conducted to evaluate a project's compliance and strengthen business relationships with a company in order to continue growth and investment opportunities.

Payment Processing – Economic development projects approved for incentive payments are reviewed and project work schedules are prepared to calculate grant commitments based on performance. These schedules are reviewed and approved by OED and the City Finance Department's Treasury Office. Payment calculation schedules are also provided to company participants for review and confirmation. Once approved, payment information is submitted to the Finance Department for payment processing.

Subject to the availability of funds, incentive payments for projects that are located within a defined CRA will be made from the respective CRA.

Management Oversight – Website updates including job creation statistics, private capital investment, estimated ad valorem revenues, project completion timelines, and reporting requirement are posted annually.

EXHIBITS

- Description of Criteria for Economically Distressed Areas Exhibit A
- Map of Economically Distressed Areas within Duval County Exhibit B
- Map of Community Redevelopment Areas Exhibit C
- Northwest Jacksonville Boundary Map Exhibit D

Exhibit A**Economically Distressed Areas****Determining Factors for all Other Areas in Duval County**

For purposes of this analysis the following data was utilized to identify economic distress. Census tracts with either of the following factors are deemed to be an economically distressed area:

1. Percent of the labor force not employed equal to or greater than 125 percent of the Duval County average.
 - 43 of 174 census tracts in Duval County have a labor force not employed equal to or greater than 125 percent of the Duval County average.
2. Median household income is equal to or less than 60 percent of the Duval County Median household income.
 - 26 of 174 census tracts in Duval County have median household income equal to or less than Median household income.

In the Census Tract Breakdown below, the tracts identified with both a distressed “Percent of the labor force not employed” and the “Median household income” are deemed to be a Level Two area. Those tracts identified with one of the two factors are deemed to be a Level One area. These distressed areas are being utilized in specific programs in this document in order to gauge the requisite City funding participation. The statistical information below will be edited administratively on a bi-annual basis in order to more accurately reflect the economic condition of the most distressed areas of the City.

Data source: U.S. Census Bureau American Community Survey 2020 5-Year Estimates

Effective July 1, 2022

| Census Tract | Percent Unemployed | Median Household Income | Distressed Area |
|---------------------|------------------------|----------------------------|-----------------|
| County Total 218 | County Average 5.7% | County Median \$56,769* | |
| 1.01 | 7.2% | \$32,130 | 2 |
| 1.02 | 21.2% | \$23,546 | 2 |
| 10 | 5.2% | \$13,510 | 1 |
| 101.01 | 5.0% | \$81,743 | |
| 101.04 | 1.6% | \$89,141 | |
| 101.05 | 0.0% | \$90,369 | |
| 101.06 | 5.9% | \$82,168 | |
| 101.07 | 4.8% | \$91,779 | |
| 102.02 | 6.3% | \$79,392 | |
| 102.03 | 5.3% | \$48,565 | |
| 102.04 | 2.5% | \$65,689 | |
| 103.01 | 5.8% | \$55,635 | |
| 103.05 | 6.4% | \$52,295 | |
| 103.06 | 6.2% | \$41,061 | |
| 103.07 | 9.0% | \$53,810 | 1 |
| 103.08 | 6.4% | \$63,588 | |
| 104.01 | 11.7% | \$46,822 | 1 |
| 104.02 | 4.6% | \$42,788 | |
| 105.01 | 2.7% | \$69,432 | |
| 105.02 | 4.7% | \$53,518 | |
| 105.03 | 7.4% | \$53,440 | 1 |
| 106.01 | 0.0% | \$66,631 | |
| 106.02 | 2.5% | \$54,358 | |
| 107 | 15.7% | \$42,981 | 1 |
| 108 | 4.1% | \$39,563 | |
| 109 | 4.3% | \$39,214 | |
| 11 | 5.9% | \$73,750 | |
| 110 | 10.2% | \$31,595 | 2 |
| 111 | 9.2% | \$32,417 | 2 |
| 112 | 7.8% | \$37,380 | 1 |
| 113 | 8.7% | \$35,284 | 1 |
| 114 | 14.6% | \$36,191 | 1 |

| Census Tract | Percent Unemployed | Median Household Income | Distressed Area |
|--------------|--------------------|-------------------------|-----------------|
| 115 | 16.8% | \$31,225 | 2 |
| 116 | 12.2% | \$34,149 | 1 |
| 117 | 7.0% | \$52,585 | |
| 118 | 13.2% | \$36,886 | 1 |
| 119.01 | 7.2% | \$69,477 | 1 |
| 119.03 | 1.7% | \$68,173 | |
| 119.04 | 1.4% | \$74,104 | |
| 119.05 | 6.6% | \$54,293 | |
| 12 | 8.6% | \$36,214 | 1 |
| 120 | 5.1% | \$53,707 | |
| 121 | 4.0% | \$28,946 | 1 |
| 122.01 | 2.5% | \$39,006 | |
| 122.02 | 6.0% | \$41,822 | |
| 123 | 5.0% | \$45,988 | |
| 124 | 4.6% | \$58,347 | |
| 125 | 5.0% | \$50,426 | |
| 126.01 | 5.5% | \$29,514 | 1 |
| 126.02 | 11.7% | \$41,142 | 1 |
| 127.02 | 9.5% | \$48,529 | 1 |
| 127.03 | 4.9% | \$63,479 | |
| 127.04 | 7.4% | \$44,273 | 1 |
| 128 | 6.2% | \$48,962 | |
| 129 | 12.5% | \$42,241 | 1 |
| 13 | 14.0% | \$24,345 | 2 |
| 130 | 3.6% | \$94,022 | |
| 131 | 2.9% | \$74,091 | |
| 132 | 6.1% | \$54,318 | |
| 133.01 | 8.1% | \$60,833 | 1 |
| 133.02 | 11.9% | \$41,071 | 1 |
| 134.02 | 6.1% | \$38,998 | |
| 134.03 | 3.7% | \$39,194 | |
| 134.04 | 6.9% | \$37,794 | |
| 135.02 | 9.8% | \$54,659 | 1 |
| 135.04 | 3.7% | \$44,714 | |
| 135.22 | 2.3% | \$68,466 | |
| 135.23 | 8.4% | \$58,450 | 1 |

| Census Tract | Percent Unemployed | Median Household Income | Distressed Area |
|--------------|--------------------|-------------------------|-----------------|
| 135.24 | 13.0% | \$50,270 | 1 |
| 135.25 | 13.5% | \$44,667 | 1 |
| 135.26 | 4.9% | \$50,897 | |
| 137.23 | 14.4% | \$62,838 | 1 |
| 137.28 | 12.6% | \$71,860 | 1 |
| 137.29 | 11.3% | \$75,000 | 1 |
| 137.30 | 6.5% | \$95,153 | |
| 137.31 | 2.3% | \$71,550 | |
| 137.32 | 0.4% | \$66,202 | |
| 137.33 | 6.6% | \$78,208 | |
| 138 | 16.0% | \$68,964 | 1 |
| 139.01 | 2.2% | \$53,832 | |
| 139.02 | 4.5% | \$55,982 | |
| 139.04 | 5.7% | \$52,116 | |
| 139.05 | 1.0% | \$126,042 | |
| 139.06 | 2.0% | \$89,306 | |
| 14.01 | 9.7% | \$30,279 | 2 |
| 14.02 | 3.0% | \$33,694 | 1 |
| 140.01 | 3.8% | \$89,038 | |
| 140.02 | 1.6% | \$102,338 | |
| 141.01 | 3.8% | \$112,273 | |
| 141.03 | 4.0% | \$76,316 | |
| 141.04 | 0.6% | \$119,367 | |
| 142.03 | 1.2% | \$93,378 | |
| 142.04 | 0.2% | \$136,136 | |
| 142.05 | 6.8% | \$51,618 | |
| 142.06 | 2.2% | \$96,875 | |
| 143.11 | 11.5% | \$35,032 | 1 |
| 143.12 | 2.7% | \$57,814 | |
| 143.28 | 4.2% | \$75,000 | |
| 143.29 | 0.8% | \$79,342 | |
| 143.30 | 4.1% | \$118,235 | |
| 143.31 | 3.2% | \$61,394 | |
| 143.33 | 2.9% | \$57,933 | |
| 143.34 | 7.6% | \$82,292 | 1 |
| 143.35 | 4.7% | \$94,740 | |

| Census Tract | Percent Unemployed | Median Household Income | Distressed Area |
|--------------|--------------------|-------------------------|-----------------|
| 143.36 | 5.7% | \$82,970 | |
| 143.38 | 3.2% | \$57,783 | |
| 143.39 | 1.6% | \$102,250 | |
| 143.40 | 2.9% | \$95,491 | |
| 143.41 | 0.0% | \$70,493 | |
| 143.42 | 4.2% | \$53,079 | |
| 143.43 | 4.1% | \$67,013 | |
| 143.44 | 6.2% | \$83,491 | |
| 144.08 | 4.7% | \$66,025 | |
| 144.13 | 0.9% | \$74,382 | |
| 144.14 | 7.5% | \$56,891 | 1 |
| 144.15 | 12.6% | \$45,492 | 1 |
| 144.16 | 5.2% | \$96,295 | |
| 144.17 | 1.3% | \$73,099 | |
| 144.18 | 2.6% | \$164,833 | |
| 144.19 | 2.7% | \$119,688 | |
| 144.20 | 6.9% | \$70,938 | |
| 144.21 | 2.6% | \$107,825 | |
| 144.22 | 8.9% | \$65,703 | 1 |
| 144.23 | 1.1% | \$87,299 | |
| 144.24 | 2.9% | \$85,116 | |
| 144.25 | 1.1% | \$68,043 | |
| 144.26 | 2.6% | \$70,718 | |
| 144.27 | 9.8% | \$47,750 | 1 |
| 144.28 | 0.5% | \$66,165 | |
| 145 | 2.8% | \$51,836 | |
| 146.01 | 9.4% | \$91,471 | 1 |
| 146.03 | 8.5% | \$52,656 | 1 |
| 146.04 | 6.8% | \$40,668 | |
| 147.02 | 7.3% | \$48,472 | 1 |
| 147.03 | 1.8% | \$98,533 | |
| 147.04 | 4.8% | \$41,367 | |
| 148 | 7.1% | \$35,550 | 1 |
| 149.01 | 7.0% | \$53,542 | |
| 149.02 | 4.6% | \$57,179 | |
| 15 | 5.6% | \$26,271 | 1 |

| Census Tract | Percent Unemployed | Median Household Income | Distressed Area |
|--------------|--------------------|-------------------------|-----------------|
| 150.01 | 3.3% | \$48,515 | |
| 150.02 | 3.3% | \$47,639 | |
| 151 | 8.3% | \$47,542 | 1 |
| 152 | 1.4% | \$43,353 | |
| 153 | 15.1% | \$32,788 | 2 |
| 154 | 4.8% | \$37,011 | |
| 155.01 | 5.7% | \$48,700 | |
| 155.02 | 7.1% | \$27,418 | 2 |
| 156 | 4.5% | \$57,583 | |
| 157.01 | 6.3% | \$29,261 | 1 |
| 157.02 | 2.7% | \$48,981 | |
| 158.03 | 5.7% | \$55,202 | |
| 158.04 | 1.9% | \$68,286 | |
| 158.05 | 7.2% | \$37,054 | 1 |
| 158.06 | 4.4% | \$65,462 | |
| 159.22 | 2.5% | \$43,621 | |
| 159.24 | 1.9% | \$55,368 | |
| 159.25 | 2.9% | \$46,543 | |
| 159.26 | 0.9% | \$59,483 | |
| 159.27 | 4.4% | \$64,994 | |
| 159.28 | 2.4% | \$83,750 | |
| 159.29 | 2.1% | \$63,217 | |
| 16 | 24.7% | \$14,093 | 2 |
| 160.01 | 1.9% | \$45,000 | |
| 160.02 | 8.2% | \$42,377 | 1 |
| 161.01 | 4.1% | \$51,039 | |
| 161.02 | 2.6% | \$47,179 | |
| 162 | 4.5% | \$44,292 | |
| 163 | 6.4% | \$36,875 | |
| 164 | 4.2% | \$75,179 | |
| 165 | 2.5% | \$96,956 | |
| 166.03 | 2.2% | \$68,068 | |
| 166.04 | 1.6% | \$53,882 | |
| 166.05 | 8.4% | \$58,417 | 1 |
| 166.06 | 12.3% | \$30,733 | 2 |
| 167.11 | 2.2% | \$110,238 | |

| Census Tract | Percent Unemployed | Median Household Income | Distressed Area |
|--------------|--------------------|-------------------------|-----------------|
| 167.24 | 9.0% | \$50,962 | 1 |
| 167.25 | 4.9% | \$48,980 | |
| 167.26 | 2.7% | \$55,625 | |
| 167.27 | 3.0% | \$35,379 | |
| 167.28 | 1.7% | \$85,174 | |
| 167.29 | 3.4% | \$80,347 | |
| 167.30 | 0.0% | \$100,354 | |
| 167.31 | 1.8% | \$48,596 | |
| 168.01 | 3.7% | \$106,900 | |
| 168.03 | 3.5% | \$88,043 | |
| 168.04 | 2.7% | \$98,415 | |
| 168.07 | 0.7% | \$56,340 | |
| 168.08 | 5.0% | \$57,768 | |
| 168.09 | 6.7% | \$95,256 | |
| 168.10 | 0.0% | \$84,668 | |
| 168.11 | 3.1% | \$76,317 | |
| 168.12 | 2.5% | \$74,167 | |
| 168.13 | 3.3% | \$83,415 | |
| 171.01 | 9.2% | \$57,075 | 1 |
| 171.02 | 2.2% | \$53,468 | |
| 172 | 6.0% | \$36,179 | |
| 173 | 1.8% | \$59,788 | |
| 174 | 5.3% | \$32,674 | 1 |
| 2 | 17.6% | \$24,226 | 2 |
| 21.01 | 0.7% | \$62,262 | |
| 21.02 | 4.0% | \$77,628 | |
| 22 | 5.4% | \$92,878 | |
| 23 | 1.8% | \$65,813 | |
| 24 | 3.7% | \$110,179 | |
| 25.01 | 8.7% | \$31,042 | 2 |
| 25.02 | 7.1% | \$52,472 | 1 |
| 26 | 10.0% | \$22,125 | 2 |
| 27.01 | 10.1% | \$33,497 | 2 |
| 27.02 | 8.8% | \$27,771 | 2 |
| 28.01 | 21.2% | \$26,422 | 2 |
| 28.02 | 8.0% | \$27,144 | 2 |

| Census Tract | Percent Unemployed | Median Household Income | Distressed Area |
|--------------|--------------------|-------------------------|-----------------|
| 29.01 | 7.8% | \$28,415 | 2 |
| 29.02 | 10.9% | \$23,340 | 2 |
| 3 | 9.1% | \$25,625 | 2 |
| 6 | 4.3% | \$33,750 | 1 |
| 7 | 2.9% | \$64,709 | |
| 8 | 2.2% | \$66,696 | |

Exhibit B

Economically Distressed Areas (as defined in Exhibit A):

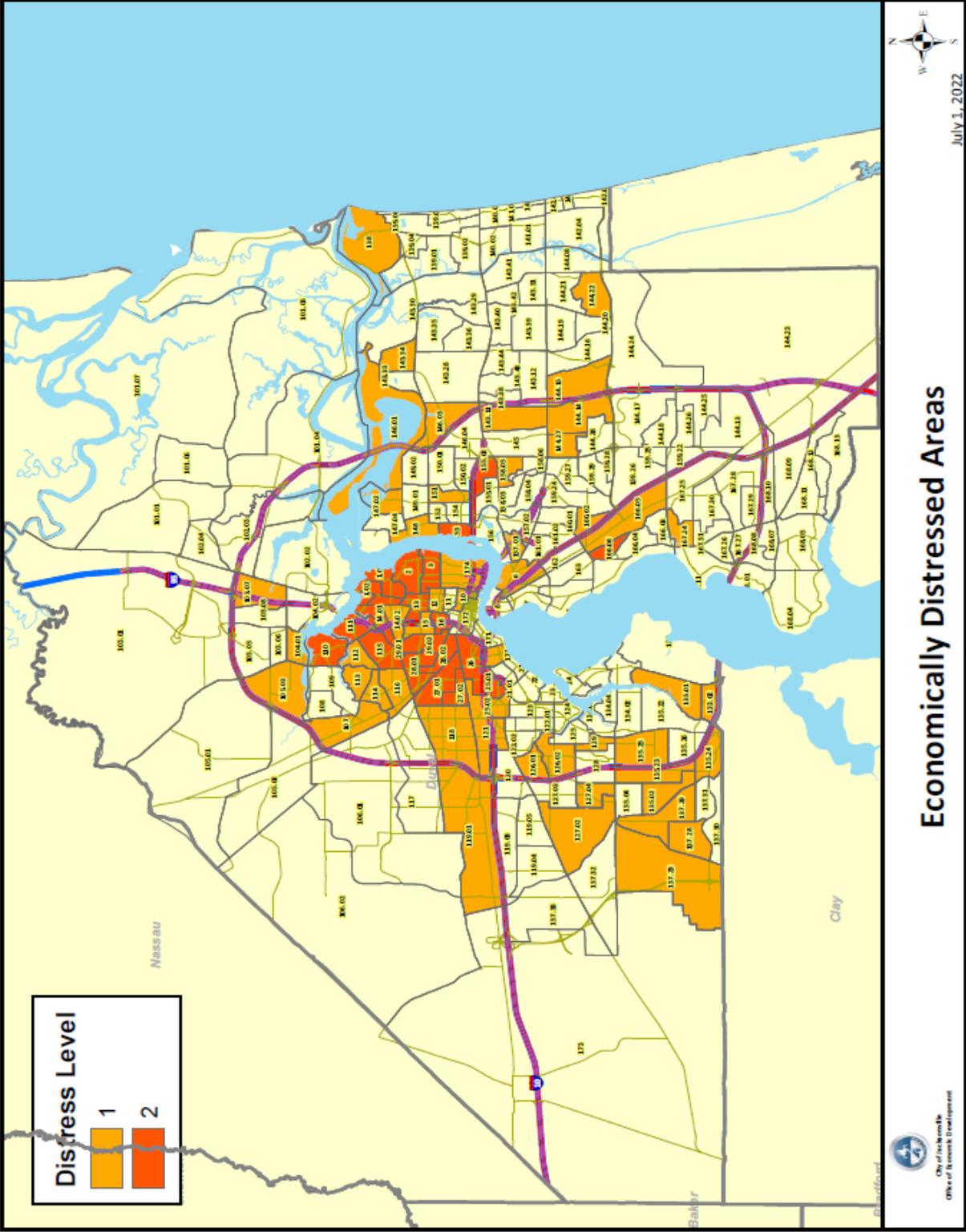


Exhibit C

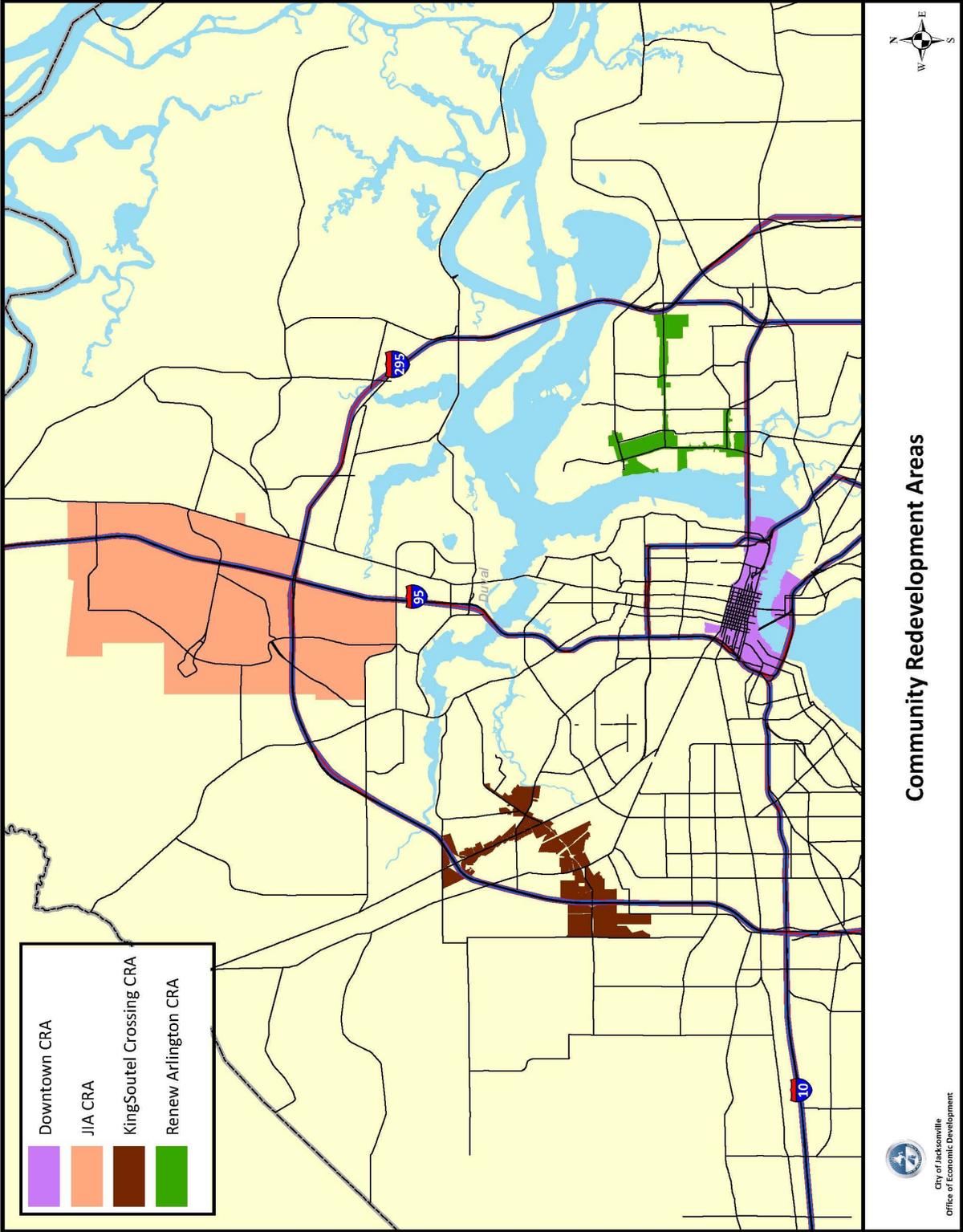


Exhibit D

