

FISCAL IMPACT STATEMENT

Indicate the **Total Fiscal Impact** of the action requested, including personnel, operating, and capital costs. Indicate costs for the current fiscal year and continuing costs in future years. Include all related costs necessary to place the asset in service.

1. DESCRIPTION: Club Trust, LLC d/b/a staySky Vacation Club Qualified Target Industry Tax Refund Resolution

COSTS:

2. Does the acceptance of this action require the hiring of additional or new personnel or the use of overtime?
 Yes No (if Yes, include all personnel costs below).

3. Is the action funded in the current year budget and/or through reallocation of existing Department resources:
 Yes No If No, how will this item be funded? The City's matching contribution funds will be drawn from the Non-Departmental Economic Development Cost Center and budgeted over six years, beginning in Fiscal Year 2016/2017 and ending in Fiscal Year 2021/2022. PLEASE NOTE: If the action is funded by a grant received by the City please include the fiscal year of the funding award, grantor name, granting agency or office name (if any), grant name and when the grant agreement was approved by City Council.

Did this item require BRC action? Yes No If Yes, BRC Date: _____ BRC Item #: _____

4. This item will be charged to Fund/Dept/Program/Project: General Fund 0001_F/EDV/EDV0002_C.

| | (a) Current Year Estimate | (b) Next Year Annualized | (c) Annual Continuing Costs Thereafter |
|--------------|--|---|---|
| Personnel | \$0 | \$0 | \$0 |
| Operating | \$0 | 0 | |
| Capital | <u>0</u> | <u>0</u> | <u>0</u> |
| Total | <u>\$0</u> | <u>0</u> | <u>See below</u> |

6. If costs do not continue indefinitely, explain nature and expiration date of costs: The City shall pay the "local financial support" for QTI in the following amounts:

| | |
|------------------|------------------|
| <u>2016/2017</u> | <u>\$6,900</u> |
| <u>2017/2018</u> | <u>\$18,900</u> |
| <u>2018/2019</u> | <u>\$26,400</u> |
| <u>2019/2020</u> | <u>\$26,400</u> |
| <u>2020/2021</u> | <u>\$19,500</u> |
| <u>2021/2022</u> | <u>\$7,500</u> |
| <u>Total</u> | <u>\$105,600</u> |

7. OTHER COSTS

(a). Are there any future costs, one-time payments, lump sum payments, or other costs payable for this item at a later date that are **not** reflected above: Yes No

(b) If yes, by Fiscal Year, identify the dollar amount and year payment is due: \$ _____ Payment due date _____

(c) What is the nature of these costs: n/a

REVENUE:

8. What is the estimated increase in "valuation" added to the tax rolls? \$ _____. Tax roll increase is:
 real property, tangible personal property, other (identify _____).

9. What is source of the revenue and the estimated annual recurring revenue? Source: _____ \$ _____

10. If non-recurring, what is the estimated Fiscal Year and amount of non-recurring revenue that will be realized?
 Source n/a Fiscal year _____ \$ _____ non-recurring revenue

11. What is the Payback period? _____ years

12. JUSTIFICATION: Document justification for request. Include anticipated economies or efficiencies to be realized by the City, including reductions in personnel or actual cost (cash flow) reductions to be realized in your budget.

Club Trust, LLC, operating as Sky Resort Management, currently owns and manages hotel/resort properties in the state of Florida. The company headquarters is currently located in the City of Orlando. Club Trust, LLC is beginning a new business venture, under the trade name staySky Vacation Club, which will operate family-friendly vacation clubs. The business is committed to investing more than \$35 million in these vacation properties. staySky Vacation Club is considering locating its international headquarters in the City of Orlando. Club Trust currently has 54 employees and Sky Resort Management has 51 employees, for a total of 105 current Florida jobs

If the Qualified Target Industry (QTI) program incentive is made available to the company, Club Trust, LLC d/b/a staySky Vacation Club will create an additional 88 new-to-Florida jobs by December 31, 2017, paying an annual average wage of \$63,504, which is at least 150% of the Orange County annual wage. The average value of benefits that will be available to employees is \$7,117, which includes health and dental insurance, eye care, paid vacation, bereavement leave and group life insurance. Club Trust's total capital investment is estimated to be \$2.15 million in construction and equipment. In addition to the City of Orlando, the company is considering St. Thomas and North Carolina for this expansion.

The City of Orlando will provide \$105,600 as an incentive over a six-year period.

13. APPROVED: Tanya Wilder (Submitting Director or authorized Division Mgr **Only**)

FIS 3/14/08