

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: TraveClick, Inc. Amended Qualified Target Industry Tax Refund Resolution (Phase II)

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 Fund (General Fund 0001 F/EDV/EDV0002 C) and budgeted over eight 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.

5.	(a) Current Year Estimate	(b) Next Year Annualized	(c) Annual Continuing Costs Thereafter
Personnel	\$0	\$0	\$0
Operating	0	0	0
Capital	<u>0</u>	<u>0</u>	<u>0</u>
Total	<u>0</u>	<u>0</u>	<u>0</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>\$12,000</u>
<u>2017/2018</u>	<u>\$27,000</u>
<u>2018/2019</u>	<u>\$45,000</u>
<u>2019/2020</u>	<u>\$45,000</u>
<u>2020/2021</u>	<u>\$33,000</u>
<u>2021/2022</u>	<u>\$18,000</u>
<u>Total</u>	<u>\$180,000</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: na

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 na 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.

TravelClick, Inc. (TravelClick) is the leader in hotel ecommerce solutions, providing a continuous flow of high-value online bookings to hotels worldwide. As a one stop shop, TravelClick offers market intelligence, distribution, and digital marketing solutions delivered with personal attention and local market expertise.

TravelClick relocated from Orange County to a larger location at 501 W. Church Street, in Downtown Orlando's Parramore Community, in September 2013.

On December 9, 2013, the Orlando City Council approved a Qualified Target Industry (QTI) Tax Refund Program Resolution for the creation of an additional 150 new jobs.

The resolution contained a payment schedule for local financial support pledged by the City. TravelClick has revised the job creation schedule contained within that resolution. The payment schedule needs to be amended to coincide with the updated job creation schedule.

This amended resolution will supersede and replace the resolution adopted on December 9, 2013.

Under the QTI incentive, the State of Florida will provide a total of \$6,000 per job to TravelClick, which includes the local financial support. City staff proposes to provide the local 20% QTI match - up to \$1,200 per job created paying an average annual wage of \$47,701. Under this arrangement, the City of Orlando would provide \$180,000 as an incentive over a six-year period.

13. APPROVED: Lillian Scott-Payne (Submitting Director or authorized Division Mgr **Only**)

FIS 3/14/08