



Agenda Report

2725 Judge Fran Jamieson
Way
Viera, FL 32940

Public Hearing

H.2.

12/21/2021

Subject:

A Public Hearing to Consider an Ad Valorem Tax Abatement Ordinance for National Service Source, Inc. d/b/a USSI Global

Fiscal Impact:

National Service Source, Inc. d/b/a USSI Global will invest approximately \$1,450,000 in new capital in Brevard County. It is projected the annual ad valorem abatement will be approximately \$3,892 annually based on the EDC of Florida's Space Coast (EDC) Ad Valorem Tax Abatement Council's recommendation of a 6-year, at 60 percent of what the company invests and added to the County's tax roll.

Dept/Office:

County Manager

Requested Action:

It is requested that the Board of County Commissioners consider adopting an Ordinance granting an Economic Development Ad Valorem Tax Abatement to National Service Source, Inc. d/b/a USSI Global for 6 years at 60 percent of the real and tangible personal property that the Company invests in Brevard County, Florida and is added to the County's property tax roll.

Summary Explanation and Background:

National Service Source, Inc. d/b/a USSI Global is a customer-centric program management company headquartered in Brevard County, Florida with over 35 years supporting network, media, broadcast, and digital signage solutions. The Company's mission is to deliver quality and customized services globally, providing customers with the necessary tools to get their job done right, on time, the first time. The Company provides 24/7/365 to ensure an outstanding customer experience every time.

The landowner (CHW Investments) will build a 20,000 square foot office and warehouse space, estimated value of \$1.2M, for National Service Source, Inc. d/b/a USSI Global on their current campus and has a triple net lease with the landowner which the Company is responsible for all the ad valorem taxes on this campus. The Company will invest \$250,000 tangible personal property. The Company also proposes to hire, at a minimum, 21 additional employees over the course of the next 3 years according to the following timeline:

Number of New Jobs	Year Jobs will be Hired
10	Year 1

5	Year 2
6	Year 3

The EDC's Ad Valorem Tax Abatement Council reviewed National Service Source, Inc. d/b/a USSI Global application and recommended 60 percent abatement for 6 years.

Clerk to the Board Instructions:

Copies of the executed Ordinance to the County Manager's Office, the County Attorney's Office and the EDC of Florida Space Coast at 6525 3rd Street, Suite 304, Rockledge, Florida 32955



December 22, 2021

M E M O R A N D U M

TO: Frank Abbate, County Manager

Attn: Kathy Wall

RE: Item H.2., Public Hearing to Consider an Ad Valorem Tax Abatement Ordinance for National Service Source, Inc. d/b/a USSI Global

The Board of County Commissioners, in regular session on December 21, 2021, adopted Ordinance No. 21-28, granting an Economic Development Ad Valorem Tax Abatement to National Service Source, Inc. d/b/a USSI Global, for six years at 60 percent of the real and tangible personal property that the company invests in Brevard County, Florida and is added to the County's property tax roll. Enclosed is the fully-executed Ordinance.

Your continued cooperation is always appreciated.

Sincerely,

BOARD OF COUNTY COMMISSIONERS
RACHEL M. SADOFF, CLERK

Kimberly Powell
Kimberly Powell, Clerk to the Board

Encl. (1)

cc: County Attorney
Economic Development Commission
Finance
Budget

ORDINANCE NO. 2021- 28

AN ORDINANCE GRANTING AN ECONOMIC DEVELOPMENT AD VALOREM EXEMPTION TO NATIONAL SERVICE SOURCE, INC. D/B/A USSI GLOBAL; SPECIFYING THE ITEMS EXEMPTED; PROVIDING THE EXPIRATION DATE OF THE EXEMPTION; FINDING THAT THE BUSINESS MEETS THE REQUIREMENTS OF SECTION 196.1995, FLORIDA STATUTES; PROVIDING FOR PROOF OF ELIGIBILITY FOR EXEMPTION FOR NATIONAL SERVICE SOURCE, INC. D/B/A USSI GLOBAL; PROVIDING AN EFFECTIVE DATE.

RECITALS

WHEREAS, economic development and the creation of jobs are a priority of the Brevard County Board of County Commissioners; and

WHEREAS, the Brevard County citizens voted to provide economic incentives to new and expanding businesses in the November 2014 general election; and

WHEREAS, National Service Source, Inc. d/b/a USSI Global has requested that the Board of County Commissioners exempt ad valorem taxes for real and tangible personal property added to Brevard County tax rolls at a parcel of land lying in the East ½ of the North ½ of the Northwest ¼ of the Northwest ¼ of Section 35, Township 27 South, Range 36 East, except 50-foot road right-of-way, deeded Brevard County and recorded in Official Records Book 641, at Page 981, public records of Brevard County, Florida (the "Property"); and

WHEREAS, the Economic Development Commission of Florida's Space Coast has recommended approval of the exemption for National Service Source, Inc. d/b/a USSI Global; and

WHEREAS, the Property Appraiser has provided the Board of County Commissioners with its report as required by Section 196.1995(9), Florida Statutes; and

WHEREAS, it has been determined that National Service Source, Inc. d/b/a USSI Global, meets the requirements of Section 196.012(15)(b), Florida Statutes for an expansion of an existing business within a brownfield designation; and

NOW, THEREFORE, BE IT ORDAINED BY THE BOARD OF COUNTY COMMISSIONERS OF BREVARD COUNTY, FLORIDA as follows:

Section 1. Chapter 102 entitled "Taxation"; Article IV entitled "Ad Valorem Property Taxation", of the Code of Ordinances of Brevard County, Florida shall be amended to include a new section 102-2__ as follows:

- (a) An Economic Development Ad Valorem Tax Exemption is hereby granted to National Service Source, Inc. d/b/a USSI Global (hereafter referred to as "the Company"), for:

1. 60 percent a) of the assessed value of all added improvements to real property made to facilitate the expansion of an existing business in the first year of assessment after substantial completion of those improvements (not to exceed the amount identified in the Company's application for exemption) and b) of the assessed value of the net increase in all tangible personal property acquired to facilitate such expansion of an existing business during that first year (not to exceed the amount identified in the Company's application for exemption).
- (b) The total amount of revenue available to the County from ad valorem tax sources for the current fiscal year is \$255,807,397.87; \$1,214,612.62 is lost to the County for the current fiscal year by virtue of exemptions currently in effect from previous years.
- (c) The tax exemption hereby granted shall be for a term of six (6) year(s) commencing with the first year the new or expanded facility and tangible personal property are added to the assessment roll.
- (d) In accordance with the findings of the Board of County Commissioners and the Property Appraiser, the property hereby exempted from ad valorem tax exemption meets the definition of an expansion of an existing business within a brownfield designation, as defined by Section 196.012(15)(b), Florida Statutes.
- (e) The Company shall submit to the County Manager at the beginning of each year an annual report providing evidence of continued compliance with the definition of an expansion of an existing business within a brownfield designation by creating and/or maintaining the anticipated jobs in the supplemental application for Brevard County's economic development ad valorem tax exemption program for each of the six (6) year(s) during which the Company is eligible to receive ad valorem tax exemption. If the annual report is not received, or if the annual report indicates the Company no longer meets the criteria of Section 196.012(15)(b), Florida Statutes, or is not meeting the anticipated job creation goals in the supplemental application for Brevard County's economic development ad valorem tax exemption program, the County Manager shall make a report to the Board of County Commissioners for consideration of revocation of this Ordinance granting the tax exemption.
- (f) If the County Manager or designee receives written notice that the company qualifying for an ad valorem tax abatement under the authority of this ordinance has decided not to undertake or complete the new business or expansion of an existing business, including improvements to real property or acquisition of taxable tangible personal property, or has not timely provided the number of jobs qualifying the new business or expansion of an existing business for the ad valorem tax exemption granted under this section, the exemption granted shall be void, shall not take effect and shall not be implemented. If such a notice is received, the foregoing provision shall be self-executing and no further action of the Board of County Commissioners will be required to void the granted exemption. Upon the County's receipt of any such notice, the county manager

or designee shall forward the notice to the Property Appraiser along with a copy of this subsection of the ordinance.

- (g) If, upon discovery of the Company's failure to qualify for the ad valorem tax exemption granted by this ordinance, the Board of County Commissioners may revoke this Ordinance, and the company shall reimburse those County ad valorem taxes abated in favor of the Company for that period of time that it was determined that the Company no longer met the criteria of Section 196.012(15)(b), Florida Statutes.

Section 2. Severability - If any provision of this Ordinance is held to be illegal or invalid, the other provisions shall remain in full force and effect.

Section 3. Effective Date - This Ordinance shall become effective immediately upon filing as provided by law. A certified copy of the Ordinance shall be filed with the Office of the Secretary of State, State of Florida within ten days of enactment.

DONE, ORDERED AND ADOPTED in Regular Session this 21 day of December, 2021

ATTEST:


Rachel Sadoff, Clerk

BOARD OF COUNTY COMMISSIONERS
OF BREVARD COUNTY, FLORIDA


By: _____

Kristine Zonka, Chair

As approved by the Board on 12/21/21



RECEIVED

DEC - 9 2021

County Manager's
Office

December 2, 2021

Mr. Frank Abbate
County Manager
Brevard County
2725 Judge Fran Jamieson Way, Building C
Viera, FL 32940 USA

Dear Mr. Abbate:

The Ad Valorem Tax Abatement Council convened December 2, 2021, at 8:30 AM to review an application submitted by National Service Source, Inc.

The following Council members were in attendance: Doug Dombroski, City of Melbourne; Angela Essing, City of Cocoa; Gail Hart, Acuity International; Neal Johnson, Union Home Mortgage; Joan Junkala, City of Palm Bay; Thomas LaFlore, Career Source Brevard; Scott Larese, City of Titusville; Diane Luensmann, Canaveral Port Authority; Michael Vernich, BRPH; Bradley White, WhiteBird, PLLC

Guest(s): none

EDC staff members in attendance included: Edgar Campa-Palafox, Vice President, Business Development; Cammie Goode, Project Manager

National Service Source, Inc. plans to create 21 new jobs over 3 years, with an average wage of \$43,190 and a total capital investment of approximately \$1,450,000.

# of New Jobs	Date jobs will be created
10	Year 1
5	Year 2
6	Year 3

TOTAL 21

The Ad Valorem Tax Abatement Council made the recommendation of 60 percent abatement for 6 years for National Service Source, Inc.

The Council consulted the EDC's Economic Impact Analysis and the guidelines attached to Brevard County Ordinance No. 96-41.



**ECONOMIC
DEVELOPMENT
COMMISSION**
FLORIDA'S SPACE COAST

Should you have any questions, please feel free to contact me.

Sincerely,

Edgar Campa-Palafox, CEcD, MEDP
Vice President, Business Development




BOARD OF COUNTY COMMISSIONERS

Frank Abbate, County Manager
2725 Judge Fran Jamieson Way, Building C, Room 301
Viera, FL 32940
Frank.abbate@brevardfl.gov

OFFICE OF THE COUNTY MANAGER
Phone: 321.633.2001
Fax: 321.633.2115

TO: Linda Weatherman, President
Space Coast Economic Development Commission

FROM: Frank Abbate, County Manager 

SUBJECT: Tax Abatement Report for National Service Source, Inc. d/b/a USSI Global

DATE: November 15, 2021

The Board of County Commissioners on November 9, 2021, adopted a Resolution qualifying, National Service Source, Inc. as an eligible business under the County's Tax Abatement program.

National Service Source, Inc. is a customer-centric program management company headquartered in Brevard County with over 35 years supporting network, media, broadcast, and digital signage solutions in Florida as well as globally. The company's annual sales are approximately \$10 Million.

National Service Source, Inc. is considering constructing a new 22,400 SF build-to-suit facility in West Melbourne, Fl. The company plans to create 21 new jobs over 3 years with an average wage of \$42,904 and invest approximately \$1, 450, 000 in new capital expenditures.

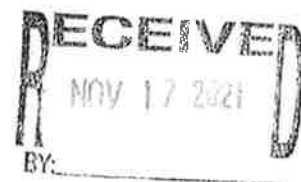
The Board request that the Brevard County Property Appraiser conduct the analysis as required by Chapter 196.1995(8) F.S. and provide a report to the County Manager. A copy of the application is attached for your signature.

It is planned that the Board will hold a public hearing to consider adopting an ordinance exempting select County ad valorem taxes on behalf of National Service Source, Inc. at its December 21, 2021 regularly scheduled meeting.

If you should have any questions, please contact me at (321) 633-2001.

FA/sl

Attachments: application



SUPPLEMENTAL APPLICATION**BREVARD COUNTY ECONOMIC DEVELOPMENT
AD VALOREM TAX EXEMPTION PROGRAM**

APPLICANT NAME: National Service Source, Inc. d/b/a USSi Global

NOTICE: This supplement is to be used by the applicant to provide additional information required by Economic Development Ad Valorem Tax Abatement Ordinance, Chapter 102, Division 3, Sections 181-191, Brevard County Code; and to provide other information requested by the Board of County Commissioners and the entities who will review the application.

Any business seeking an exemption shall file an application with the County before the business has made the decision to locate a new business in the County or before the business has made the decision to expand an existing business in the County. Any business decisions, such as announcements, leasing of space or hiring of employees, made prior to final County Economic Development Tax Abatement approval (and not made contingent upon County approval) may constitute grounds for disapproval. Projects, which clearly do not require inducement, will not be approved.

1. Length of exemption requested is total of 10 years (length of exemption approved is sole discretion of County Commission and commences on the adoption date of the ordinance granting the exemption).
2. Proposed Property Address (legal description & street address):
The East 1/4 of the North 1/4 of the Northwest 1/4 of Section 35, Township 27 South, Range 36 East, except 50-foot road right, deeded Brevard County and recorded in Official Records Book 641, at Page 981, Public Records of Brevard County, Florida (the "Property") street address: "TBD" Ellis Road, West Melbourne, FL 32904
3. Property Owner Name: CHW Investments
Address: PO Box 374, Melbourne, FL 32902
Telephone No. (321) 328-1135 FAX No. (321) 727-3107
4. Authorized Agent: Michele M. Tully
Address: 9145 Ellis Road, West Melbourne, FL 32904
Telephone Number: (321) 328-1135 Fax No. (321) 727-3107
5. Type of industry or business: Broadcast, network, and digital signage solutions
6. NAICS Code(s) 541519
7. Brief description of product and expansion plans (The applicant is to provide an executive summary of its business plan):
Construction of new 22,400 SF facility to house administrative, logistics, and warehouse activities
8. Anticipated number of new employees (The applicant is to provide a breakdown of jobs to be created by category and planned salary to be paid by position):

Project Year	Number of net new full-time equivalent Brevard County jobs created in the business unit
I	10
II	5
III	6
Total	21
9. As of the date of this application, what is your total current Brevard County Employment? 149
10. Expected number of new employees who will reside in Brevard County: 21
11. Percentage of existing employees who have resided in the County for more than two years: 95 %
12. Anticipated average wage of employees (excluding employee benefits, but including overtime): \$43,190
13. Estimated new capital investment as a result of expansion or relocation of business:
Estimated new construction value: \$1,200,000
Estimated new personal property value: \$250,000
14. Environmental impact of business. (Identify the number and type of environmental permits required as a result of this project: e.g. air, soil and water pollution, water and sewer, dredge and fill, storm water, industrial wastewater; provide a brief narrative statement of the company's environmental impacts): None
15. Anticipated volume of business or production (estimated gross revenue): \$10 Million Annually
16. Would the relocation or expansion occur without the exemption: Yes [] No [X]
17. Estimated source of supplies (local or otherwise):
Estimated % source of supplies County: 0%
Estimated % source of supplies Florida: 0%
Estimated % source of supplies out-of-state: 100 %

H.2

18. Business is/will be located in a community redevelopment area: Yes [X] No []

Name of area: Community Redevelopment Area (CRA)19. Do you desire exemption as a
"Relocation" [], "Expansion of Existing Business Function" [] or as an "Expansion of New Business Function" [X]**SIGNATURES:**

I hereby confirm the information provided by National Service Source, Inc. to the Economic Development Commission of Florida's Space Coast and the Board of County Commissioners for the purpose of calculating the economic impact and benefit of the proposed tax abatement is true, accurate and complete. I further confirm that National Service Source, Inc. is not in violation of any federal, state or local law, or regulation governing environmental matters. I hereby acknowledge and agree upon approval of the Economic Development Ad Valorem Tax Abatement Ordinance by the Brevard County Board of County Commissioners that National Service Source, Inc. will provide the CareerSource Brevard its job openings to be posted on www.employflorida.com and agrees to consider for employment candidates referred by Brevard Workforce.

DATE: October 18, 2021
 SIGNED: David S. Christiano
 F330892165784FA (Applicant)
 TITLE: David S. Christiano, CEO/President

 SIGNED: Michael M. Tully CAO
 (Preparer)
9145 Ellis Road West Melbourne FL, 32904
 (Preparer's Address)
321-328-1135
 (Preparer's Telephone Number)
ECONOMIC DEVELOPMENT COMMISSION (EDC) USE ONLY**EDC Economic Impact Analysis:**

EDC's Recommendation:

The Economic Development Commission of Florida's Space Coast hereby certifies that it has proof, to the satisfaction of the EDC, that the applicant meets the criteria of a new business or for an expansion of an existing business as defined in Section 184, Chapter 102, Brevard County Code. Furthermore, the EDC has conducted an economic impact analysis, applying acceptable multipliers as defined by the State Department of Commerce, which concludes that the applicant does hereby meet the economic benefit test; and, therefore, the EDC recommends to the Brevard County Commission that the applicant receive an ad valorem tax exemption for 60 percent of its eligible taxes and for a period of 6 years.

DATE: 12/2/2021
 SIGNED: [Signature]
 (EDC President)
COUNTY USE ONLY**County Manager's Recommendation:**

DATE: _____

 SIGNED: [Signature]
 (County Manager)

BREVARD COUNTY
ECONOMIC DEVELOPMENT AD VALOREM TAX EXEMPTION
Chapter 196, Florida Statutes

To be filed with the Board of County Commissioners, the governing board of the municipality, or both, no later than March 1 of the year the exemption is desired to take effect.

1. Business name: National Service Source, Inc. d/b/a USS! Global
- Mailing address: 9145 Ellis Road West Melbourne, FL 32904
2. Name of person in charge of business: David S. Christiano, CEO
- Telephone No.: (321)723-5395 FAX No.: (321) 727-3107
3. Location of business (legal description and street address) of property for which this report is filed:
The East 1/2 of the North 1/2 of the Northwest 1/4 of the Northwest 1/4 of Section 35, Township 27 South, Range 36 East, except 50-foot road right, deeded Brevard County and recorded in Official Records Book 641, at Page 981, Public Records of Brevard County, Florida (the "Property") street address: "TBD" Ellis Road, West Melbourne, FL 32902
4. Date business opened at this facility: 1999
5. a. Description of the improvements to real property for which this exemption is requested:
Construction of new 22,400 SF facility to house administrative, logistics, and warehouse activities
- b. Date of commencement of construction of improvements: TBD
6. a. Description of the tangible personal property for which this exemption is requested and date when property was purchased:

Class or Item	Age	Date of Purchase	Original Cost	Taxpayer's Estimate of Condition			Taxpayer's Estimate of Fair Market Value	APPRAISER USE ONLY
Office Furniture	New	TBD	\$10,000					92 = 9200
EDP Equipment	New	TBD	\$5,000					60 = 3000
Man. Equipment	New	TBD	\$110,000					90 = 99,000
Leasehold Imp.	New	TBD	\$125,000					92 = 115,000
								#226,200
Total			\$250,000					

- b. Average value of inventory on hand: \$3,400,000
- c. Any additional personal property not listed above for which an exemption is claimed must be returned on form DR-405 (Tangible Personal Property Tax Return) and a copy attached to this form.
7. Do you desire exemption as a "New Business" [] or as an "Expansion of an Existing Business" [X]
8. Describe the type or nature of your business: Broadcast, network and digital signage solutions
9. Trade level (check as many as apply):
Wholesale [] Manufacturing [] Professional [X] Service [X] Office [X] Other []
10. a. Number of full time employees employed in Florida: 149
- b. If an expansion of an existing business:
- (1) Net increase in employment 21 or 14%
- (2) Increase in productive output resulting from this expansion 20%

11. Sales factor for the facility requesting exemption:

Total sales in Florida from this facility - one (1) location only \$800,000 divided by
 Total sales everywhere from this facility - one (1) location only \$10,000,000 = 8%

12. For office space owned and used by a corporation newly domiciled in Florida: Not yet incorporated

a. Date of incorporation in Florida N/Ab. Number of full-time employees at this location N/A

13. If requesting an exemption due to location in a slum or blighted area, please furnish such additional information as required by the County Commission, City Commission, or Property Appraiser.

I hereby request the adoption of an ordinance granting an exemption from ad valorem taxation on the above property pursuant to Section 198.1995, Florida Statutes. I agree to furnish such other reasonable information as the Board of County Commissioners, the governing authority of the municipality, or the Property Appraiser may request in regard to the exemption requested herein. I hereby certify that the information and valuation stated above by me is true, correct, and complete to the best of my knowledge and belief. (If prepared by someone other than the taxpayer, his declaration is based on all information of which he has any knowledge.)

DATE: October 18, 2021

(Not signed by)

SIGNED: David S. Christiano

(Taxpayer)

TITLE: David S. Christiano, CEO/PresidentSigned: Michelle M. Tully, CAO

(Preparer)

9145 Ellis Road West Melbourne FL 32904

(Preparer's Address)

321-328-1135

(Preparer's Telephone Number)

PROPERTY APPRAISER'S USE ONLY

I. Total revenue available to the County or municipality for the current fiscal year from ad valorem tax sources:

255,809,399.89

II. Revenue lost to the County or municipality for the current fiscal year by virtue of exemptions previously granted under this section:

1,214,612.62

III. Estimate of the revenue which will be lost to the County during the current fiscal year if the exemption applied for were granted had properly for which the exemption is requested otherwise been subject to taxation:

7,391.52

IV. Estimate of the taxable value lost to the County or municipality if the exemption applied for were granted:

Improvements to real property 1,232,500 Personal Property 226,200

V. I have determined that the property listed above meets the definition, as defined by Section 198.012(15) or (16), Florida Statutes, as a New Business [], an Expansion of an Existing Business [], or Neither [].

VI. Last year for which exemption may be applied: dependent upon the number of years granted by BOCC.DATE: 11-29-21SIGNED: David S. Christiano

(Property Appraiser)

RETURN TO BE FILED NOT LATER THAN MARCH 1



USSI Global is a customer-centric program management company headquartered in Brevard County with over 35 years supporting network, media, broadcast, and digital signage solutions. Our mission is to deliver these quality and customized services globally, providing our customer with the necessary tools to get the job done right, on time, the first time. We are available 24/7/365 and ensure an outstanding customer experience every time.

USSI Global has three separate divisions with one common goal: unmatched customer support. Since 1985, we have built our reputation one project at a time through our Broadcast & Network, Electronic Business & Consumer Solutions, and Digital Signage Services. From customized design and installation to maintenance and repair, we measure our success on our customer's success.

Broadcast & Network. USSI Global has been helping broadcasters and cable and satellite networks deliver programming to viewers around the world. From building facilities to hosting content distribution needs, from encoding signals to managing the uplink/downlink process, reliable transmission starts with our engineering expertise and technical support resources.

Electronic Business & Consumer. USSI Global's Electronic Business and Consumer Solution repairs a variety of electronic devices, including televisions, laptops, tablets, touch-screen kiosks, and other digital displays. Forget third-party complications – from our call center to parts logistics to field repair technicians, we handle it all. Our customized solutions make it easy to manage the entire repair program for LCD, LED, and OLED displays. We tailor our support to fit the needs and budget of our customers with a variety of options.

Digital Signage. For more than 20 years, USSI Global's Digital Signage Solution has installed, maintained, and populated a variety of digital signage projects. We have more than 100,000 site installs, including indoor and outdoor solutions, digital menu boards, retail and hospitality messaging, healthcare media, point of sale (POS) touchscreen kiosks, and large video walls, supporting everything from airport advertising to government agencies. We offer reliable, end-to-end solutions – including supply chain management, repairs and content management – that are customized for any organization.



This last year represented a monumental landmark in USSI Global's history, our 35th anniversary. Our future looks brighter than ever with record breaking growth forecasted for the next 5 years. It is essential USSI Global expand our physical footprint to accommodate the demands of our present and future customers. USSI Global requires an additional 20,000 sq. ft. of office and warehouse space immediately.

This space will enable USSI Global to hire, at a very minimum, 21 additional employees over the course of the next 3 years. The estimated value of the project is \$1.2M. USSI Global does not own the property on our campus but instead has had a triple net lease since 1999.

The majority of USSI Global shareholders reside in Dallas, TX. In the event our application is not approved, we are considering placing this expansion in Texas. The Ad Valorem Tax Abatement program is a very attractive incentive to seed our future growth here in Melbourne, an area that has supported USSI Global's expansion over the last 3 decades.

AD VALOREM TAX ABATEMENT

Job Creation Distribution Worksheet

JOB TITLE / DESCRIPTION	NUMBER OF JOBS	WAGE	ANTICIPATED HIRE TIMELINE (BY YEAR)
Logistics Manager	1	\$70,000	Year 1
Logistics Supervisor	1	\$55,000	Year 1
Customer Service Representatives	4	\$36,500	Year 1
Bench Technicians	4	\$40,000	Year 1
Engineering Technician	2	\$51,500	Year 2
Inventory Specialist	1	\$42,500	Year 2
Customer Service Representatives	2	\$36,500	Year 2
Engineering Technician	2	\$51,500	Year 3
Inventory Specialist	1	\$45,000	Year 3
Customer Service Representatives	3	\$36,500	Year 3

USSI Global
Brevard County, FL
10/26/21

Overview:

New Job Commitment:	21	Capital Investment:	\$1,450,000
Average Annual Wage:	\$43,190		

Economic impact from job creation:

Jobs	Net New Wage	Contribution to GDP
21 (Direct)	\$906,990 (Direct)	\$1,545,625 (Direct)
8 (Indirect)	\$370,198 (Indirect)	\$521,066 (Indirect)
6 (Induced)	\$234,065 (Induced)	\$455,139 (Induced)
35 TOTAL	\$1,511,253 TOTAL	\$2,521,830 TOTAL

- For every employment position created by USSI Global approximately 0.65 additional jobs will be developed to support the operation of the facility.
- For every payroll dollar paid to USSI Global approximately \$0.67 will be generated for consumer spending.

County Tax Impact

Years 1-10

	Annual Taxes on Construction	
Projected Tax Assessed	\$	11,095.68
Potential Abatement (at 100%)	\$	4,864.51
Net New Revenue to County	\$	6,231.17
	Annual Taxes on Personal Property	
Projected Tax Assessed	\$	2,311.60
Potential Abatement (at 100%)	\$	1,013.44
Net New Revenue to County	\$	1,298.16
Total New Revenue to County	\$	7,529.33

Years 11+ : Company will be assessed for 100% of tax liability

Tax Millage Code – 52V0	NAICS – 541419	IMPLAN Sector – 461
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Analysis based on information supplied by USSI Global - October 2021

Economic impact calculations furnished by EDC Research Office, using IMPLAN version 6.3 (www.IMPLAN.com). Abatement & millage numbers are estimates; all final numbers determined solely by the Brevard County Property Appraiser's Office.

CHW Investments, Inc.

December 3, 2021

Mr. Frank Abbate
County Manager
Brevard County
2725 Judge Fran Jamieson Way
Building C
Viera, FL 32940

RE: PART OF NE 1/4 OF NE 1/4 OF NW 1/4 AS DESC IN ORB 4012 PG 3100. Street address TBD.

Dear Mr. Abbate:

This is to confirm that PART OF NE 1/4 OF NE 1/4 OF NW 1/4 AS DESC IN ORB 4012 PG 3100, street address TBD, is owned by CHW Investments and will be leased 22,400 sq.ft. to USSI Global.

Subject to certain local and state concessions, we agree to pass through any real estate tax abatement from new property improvements as a result of USSI Global Ad Valorem Tax Abatement Application.

To further clarify, USSI Global has been solely occupying 9145 Ellis Road, 23,081 sq ft., since 1999. In 2013, they expanded to 9115 Ellis Road, 19,560 sq. ft. Finally, they further expanded in 2019 to 9135 Ellis Road, 22,420 sq ft. All properties are rented by USSI Global under the terms of a triple net lease. USSI is going to rent the new facility, 22,400 sq. ft., under the same triple net lease terms creating 21 jobs at an average salary of \$43,190 annually. USSI currently employs 149 employees in the state of Florida. USSI Global desires to expand our physical footprint to support an expansion of new business on our Ellis Road campus to include a 22,400 sq. ft. built to suit building that will cost approximately \$1.2M.

Sincerely,



David S. Christiano
CHW Investments

P.O. Box 374, Melbourne, FL 32902
(321)271-7868
Chri5222@bellsouth.net



USSI Global is a customer-centric program management company headquartered in Brevard County with over 35 years supporting network, media, broadcast, and digital signage solutions. Our mission is to deliver these quality and customized services globally, providing our customer with the necessary tools to get the job done right, on time, the first time. We are available 24/7/365 and ensure an outstanding customer experience every time.

USSI Global has three separate divisions with one common goal: unmatched customer support. Since 1985, we have built our reputation one project at a time through our Broadcast & Network, Electronic Business & Consumer Solutions, and Digital Signage Services. From customized design and installation to maintenance and repair, we measure our success on our customer's success.

Broadcast & Network. USSI Global has been helping broadcasters and cable and satellite networks deliver programming to viewers around the world. From building facilities to hosting content distribution needs, from encoding signals to managing the uplink/downlink process, reliable transmission starts with our engineering expertise and technical support resources.

Electronic Business & Consumer. USSI Global's Electronic Business and Consumer Solution repairs a variety of electronic devices, including televisions, laptops, tablets, touch-screen kiosks, and other digital displays. Forget third-party complications – from our call center to parts logistics to field repair technicians, we handle it all. Our customized solutions make it easy to manage the entire repair program for LCD, LED, and OLED displays. We tailor our support to fit the needs and budget of our customers with a variety of options.

Digital Signage. For more than 20 years, USSI Global's Digital Signage Solution has installed, maintained, and populated a variety of digital signage projects. We have more than 100,000 site installs, including indoor and outdoor solutions, digital menu boards, retail and hospitality messaging, healthcare media, point of sale (POS) touchscreen kiosks, and large video walls, supporting everything from airport advertising to government agencies. We offer reliable, end-to-end solutions – including supply chain management, repairs and content management – that are customized for any organization.



This last year represented a monumental landmark in USSI Global's history, our 35th anniversary. Our future looks brighter than ever with record breaking growth forecasted for the next 5 years. It is essential USSI Global expand our physical footprint to accommodate the demands of our present and future customers. USSI Global requires an additional 20,000 sq. ft. of office and warehouse space immediately.

USSI Global desires to expand our physical footprint to support an expansion of new business on our Ellis Road campus to include a 22,400 sq. ft. built to suit building that will cost approximately \$1.2M. This space will enable USSI Global to hire, at a very minimum, 21 additional employees over the course of the next 3 years. The estimated value of the project is \$1.2M. USSI Global does not own the property on our campus but instead has had a triple net lease since 1999. This space will enable USSI Global to hire, at a very minimum, 21 additional employees over the course of the next 3 years. The estimated value of the project is \$1.2M. USSI Global does not own the property on our campus but instead has had a triple net lease since 1999.

The majority of USSI Global shareholders reside in Dallas, TX. In the event our application is not approved, we are considering placing this expansion in Texas. The Ad Valorem Tax Abatement program is a very attractive incentive to seed our future growth here in Melbourne, an area that has supported USSI Global's expansion over the last 3 decades.