

Economic Development Agreement

between

The City of Jacksonville

and

Ecolab Inc.

(DRAFT dated November 14, 2014)

Economic Development Agreement

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- Exhibit A - Description of the Project Parcel
- Exhibit B - Improvements
- Exhibit C - JSEB Reporting Form
- Exhibit D - Community Service Commitment
- Exhibit E - Annual Survey
- Exhibit F - Job Report

**DRAFT
ECONOMIC DEVELOPMENT AGREEMENT**

This **ECONOMIC DEVELOPMENT AGREEMENT** (this “Agreement”) is made this ___ day of _____, 2014 (the “Effective Date”), between the **CITY OF JACKSONVILLE**, a municipal corporation and a political subdivision of the State of Florida (the “City”) and **ECOLAB INC.**, a Delaware corporation (the “Company”).

**Article 1.
PRELIMINARY STATEMENTS**

1.1 The Project.

The Company proposes to relocate from its existing facility in Duval County and expand to a new, larger facility located at _____, Jacksonville, Florida 322___ as more particularly described on **Exhibit A** attached hereto (the “Project Parcel”) which will serve as a distribution center. The improvements described on **Exhibit B** attached hereto (the “Improvements”) to be located on the Project Parcel, the creation of jobs pursuant to Article 5 hereof, and the obligations of the Company under this Agreement are collectively referred to herein as the “Project.” The proposed Project includes leasing a build to suit facility on the Project Parcel. The Project is expected to represent an estimated total Capital Investment of \$9,000,000, which will consist of a landlord investment of approximately \$7,500,000 and Company tangible property investment of \$1,500,000.

1.2 Authority.

The City Council has authorized execution of this Agreement pursuant to City Resolution 2014-_____-A (the “Resolution”).

1.3 City Determination.

The City has determined that the Project is consistent with the goals of the City in that the Project will, among other things:

- (a) support sustainable job growth by retaining 55 Permanent Jobs (defined below);
- (b) create 35 New Jobs (defined below) with an average annual salary of \$28,000.00;
- (c) generate significant new ad valorem taxes, including significant new tax revenues for the public school system;
- (d) create induced and indirect job effects which will have a positive impact on local small businesses; and
- (e) promote and encourage private Capital Investment of \$9,000,000.00.

1.4 **Jacksonville Small and Emerging Business Program.**

As more fully described in City Ordinance 2004-602-E, the City has determined that it is important to the economic health of the community that whenever a company receives incentives from the City, that company provides contracting opportunities to the maximum extent possible to small and emerging businesses in Duval County as described in Section 6.1.

1.5 **Coordination by City.**

The City hereby designates the Economic Development Officer of the OED or his or her designee to be the Project Coordinator who will, on behalf of the City, coordinate with the Company and administer this Agreement according to the terms and conditions contained herein and in the Exhibit(s) attached hereto and made a part hereof. It shall be the responsibility of the Company to coordinate all project related activities and all matters under this Agreement with the designated Project Coordinator, unless otherwise stated herein. Notwithstanding the foregoing or any other statements herein to the contrary, the OED is an office of the City and has no separate liability under this Agreement.

1.6 **Maximum Indebtedness.**

The maximum indebtedness of the City for all fees, reimbursable items or other cost pursuant to this Agreement shall not exceed the sum of TWO HUNDRED FOURTEEN THOUSAND AND NO/100 DOLLARS (\$214,000.00).

1.7 **Availability of Funds.**

The City's obligations under this Agreement are contingent upon availability of lawfully appropriated funds for the Project and this Agreement.

**Article 2.
DEFINITIONS**

As used in this Agreement, the following terms shall have the meaning set opposite each:

2.1 **Base Year.**

The base year for purposes of this Agreement shall be the 2014 tax year.

2.2 **Capital Investment.**

Money invested by a company to purchase items that may normally be capitalized by a company in the normal conduct of its business.

2.3 **City Council.**

The body politic, as the same shall be from time to time constituted, charged with the duty of governing the City.

2.4 **Company.**

Ecolab Inc., a Delaware corporation.

2.5 **Full-Time Equivalent Job.**

A job, or combination of jobs, in which the employee, or combination of employees, works for the Company at least 35 hours per week.

2.6 **Improvements.**

All of the improvements that are incorporated into the Project on the Project Parcel, as defined in Section 1.1 hereof.

2.7 **Metropolitan Statistical Area.**

Duval, Clay, St. Johns, Nassau and Baker Counties.

2.8 **New Jobs.**

Permanent Jobs new to the City and the State with an average annual salary of \$28,000.00.

2.9 **OED.**

The Office of Economic Development and any successor to its duties and authority.

2.10 **Permanent Jobs.**

Full-time equivalent jobs created by the Company at the Project Parcel to be maintained for a minimum of five years.

2.11 **Related Companies**

Any entities related to the Company that are authorized to create jobs under the State Agreement.

2.12 **State.**

The State of Florida.

Other capitalized terms not defined in this Article shall have the meanings assigned to them elsewhere in this Agreement.

Article 3.
APPROVALS; PERFORMANCE SCHEDULES

3.1 Performance Schedule.

The Company and the City have jointly established the following dates for the performance of each party's respective obligations under this Agreement (herein called the "Performance Schedule"):

Job Creation Schedule		
Year	Jobs Created	Date Created By
1	0	12/31/14
2	35	12/31/15
Total	35	

Start of Construction – on or before January 1, 2015

Completion of Construction – on or before August 1, 2015

The City and the Company have approved this Performance Schedule. By the execution hereof, and subject to the terms of this Agreement, the Company hereby agrees to undertake and complete the construction and development of the Project in accordance with this Agreement and the Performance Schedule, and to comply with all of the Company's obligations set forth herein.

3.2 Approval of Agreement.

By the execution hereof, the parties certify as follows:

- (a) Company certifies that
 - (i) the execution and delivery hereof has been approved by all parties whose approval is required under the terms of the governing documents creating the particular Company entity;
 - (ii) this Agreement does not violate any of the terms or conditions of such governing documents and the Agreement is binding upon the Company and enforceable against it in accordance with its terms;
 - (iii) the person or persons executing this Agreement on behalf of the Company are duly authorized and fully empowered to execute the same for and on behalf of the Company;
 - (iv) the Company is duly authorized to transact business in the State of Florida and has received all necessary permits and authorizations required by appropriate governmental agencies as a condition to doing business in the State of Florida; and

- (v) the Company, its business operations, and each person or entity composing the Company are in material compliance with all federal, state and local laws.
- (b) The City certifies that the execution and delivery hereof is binding upon the City to the extent provided herein and enforceable against it in accordance with its terms.

Article 4.
REV GRANT

4.1 Recapture Enhanced Value Program; Amount.

The City shall make a Recapture Enhanced Value grant (“REV Grant”) to the Company, in a total amount not to exceed \$214,000.00, partially payable beginning in the first year following the Completion of Construction of the Project and purchase of tangible personal property at the Project Parcel and its inclusion on the City tax rolls at full assessed value (the “Initial Year”) and ending 5 years thereafter, but not later than 2019 (the “Final Year”), all as more fully described below in this Article 4.

4.2 Payments of REV Grant.

The REV Grant shall be paid by the City to the Company by check, in annual installments determined in accordance with Section 4.3, due and payable on or before May 15 of each calendar year, commencing May 15 of the Initial Year and ending May 15 of the Final Year, or when the maximum amount of the REV Grant shall have been paid to the Company, whichever occurs first. The City shall have no liability for any REV Grant in excess of the amount stated in Section 4.1 or after payment of the final installment due May 15 of the Final Year, and, except as expressly provided in this Agreement, the REV Grant payments as determined pursuant to Section 4.3 shall not be subject to reduction or repayment.

4.3 Determination of Annual Installments of REV Grant.

The amount of each annual installment of the REV Grant shall be the sum which is equal to 50% for years 1-5 of the “Annual Project Revenues” (as defined and determined in this Section 4.3) received by the City during the twelve (12) month period ended April 1 preceding the due date of such annual installment. For the purposes of this Agreement, “Annual Project Revenues” means the amount of all municipal and county ad valorem taxes, exclusive of any amount from any debt service millage or Business Improvement District (“BID”) millage, actually paid by any taxpayer for that tax year (net of any discount pursuant to Section 197.162, Florida Statutes, or any successor provision, actually taken by the taxpayer) during such period with respect to all real property and tangible personal property comprising the Project, less the amount of all municipal and county ad valorem taxes that would have been levied or imposed on the Project using the assessed value for the year 2014 (the “Base Year”) which for the purpose of this Agreement shall be \$_____ exclusive of any debt service millage. The foregoing references to ad valorem taxes shall be deemed to include any other municipal or county taxes, or other municipal or county fees or charges in the nature of or in lieu of taxes, that may

hereafter be levied or imposed on the Company with respect to real property or tangible personal property comprising the Project, in lieu of or in substitution for the aforesaid taxes and which are levied or imposed for general municipal or county purposes or shall be available for the City's general fund, but not including stormwater or garbage fees or assessments.

By April 1 of each calendar year, commencing April 1, Initial Year and ending April 1, Final Year, Company shall give written notice to the City of the amount of county ad valorem taxes paid by Company during the preceding twelve (12) month period ending April 1, quantified by real property and tangible personal property amounts.

Except as provided below, within thirty (30) days of receipt of said notice, City shall provide Company with a calculation as to the annual REV Grant. If the Company does not give written notice to the City of its objection to the City's calculation within thirty (30) days after its receipt thereof, the City's calculation shall be considered acceptable. Except as provided below, the City shall make payment of the REV Grant by the later of May 15th of each calendar year or thirty (30) days after City's receipt of notification by the Company that it is in agreement with the City's annual calculation. In the event of a disagreement as to the calculation, the City shall make payment of the amount not in dispute and the parties shall negotiate in good faith any disputed amount.

The foregoing dates for the City to provide the REV Grant calculation and make the REV Grant payment shall be extended if on either of such dates the Company has a pending proceeding before the City Value Adjustment Board, Circuit Court, or otherwise that could change the amount of the Annual Project Revenues that Company was obligated to pay for that tax year and upon which the REV Grant payment would be based. In that event, the date that the City is required to provide the REV Grant calculation to Company shall be extended until 30 days after the date that Company notifies the City that any such proceeding has been finally resolved (including any appeals) and any adjustment to the Annual Project Revenues for that tax year has been made and paid. Such notice shall include (i) a copy of any final order or final judgment or other evidence of the resolution of such proceeding that sets forth any change to the assessed value of the Property upon which the Annual Project Revenues are based for that tax year, and (ii) the amount of the adjusted Annual Project Revenues paid by the Company.

4.4 **Further disclaimer.**

The REV Grant shall not be deemed to constitute a debt, liability, or obligation of the City or of the State of Florida or any political subdivision thereof within the meaning of any constitutional or statutory limitation, or a pledge of the faith and credit or taxing power of the City or of the State of Florida or any political subdivision thereof, but shall be payable solely from the funds provided therefor in this Article 4. The City shall not be obligated to pay the REV Grant or any installment thereof except from the non-ad valorem revenues or other legally available funds provided for that purpose, and neither the faith and credit nor the taxing power of the City or of the State of Florida or any political subdivision thereof is pledged to the payment of the REV Grant or any installment thereof. The Company, or any person, firm or entity claiming by, through or under the Company, or any other person whomsoever, shall never have any right, directly or indirectly, to compel the exercise of the ad valorem taxing power of the

City or of the State of Florida or any political subdivision thereof for the payment of the REV Grant or any installment of either.

Article 5.
JOB RETENTION/CREATION

5.1 Job Creation or Retention Activities.

The Project will result in the retention of at least 55 Permanent Jobs and the creation of at least 35 New Jobs with an average annual salary of \$28,000.00 (for a total of at least 90 Permanent Jobs) at the Project Parcel in accordance with the Performance Schedule.

An “employee” of Company means any person employed by Company or by any employee leasing company (or other similar third-party employer) to fill a Permanent Job position made available by Company at the Project Parcel. It is acknowledged and agreed that any of the New Jobs may be filled, in Company’s discretion, by persons employed by Company or by persons employed by any employee leasing company selected by Company. The parties acknowledge and agree that it may be necessary for Company or any such third-party employer to commence the recruitment, interviewing, consideration, selection and training of prospective employees to fill such New Jobs, or to hire employees, in sufficient time to commence its operations as soon as possible after completion of the Project. In the event that notwithstanding the City’s best efforts, the Company or any such third-party employer found or finds it necessary to recruit, interview, consider, select or train any persons, or fill any New Jobs to be created in the City as a result of this Agreement, before execution of this Agreement or the State Agreement, such New Jobs shall not be considered or deemed to lose their status as New Jobs created in the City as a result of the Project and such persons shall not be considered or deemed to lose their status as persons, or, in applicable cases, low and moderate income persons, to which such New Jobs have been made available or who hold such New Jobs.

Notwithstanding any provision in this Agreement to the contrary, the re-hiring of any person by the Company who was previously employed by the Company in Duval County, Florida, during any part of the twelve (12) month period immediately preceding the execution of this Agreement, shall not fulfill the conditions of or qualify as a Full-Time Equivalent Job, New Job, or Permanent Job and shall therefore not be counted in any formula or computation towards any QTI reimbursement or refund. For the purposes of this section, the term “Company” shall include any parent, holding or subsidiary company of the Company, or any other business related by virtue of a merger, purchase, or acquisition by the Company.

The Company shall provide to the OED prior to March 1 of each year this Agreement is in effect the annual reporting forms in the format of, and containing at a minimum the information on, **Exhibit F**. The jobs requirement will be assessed annually throughout the term of the REV Grant by the OED for potential reimbursement purposes and to determine compliance with the 90 person Permanent Job maintenance requirement.

To afford the residents of the City a reasonable opportunity to compete for the jobs to be created as a result of this Agreement, the Company shall, at the initiation of the hiring process, undertake the initial advertising for said jobs and all positions to be filled as a result of openings

created by promotions. Said advertising shall be in newspapers and periodicals, including the following: Florida Star, the Free Press, and the Florida Times-Union. Thereafter, such advertising may be listed at www.ecolab.com, Monster.com and other such similar on-line websites as well as similar local on-line jobsite listings. City will coordinate with Company regarding conducting job fairs for the New Jobs.

Article 6.
JSEB PROGRAM AND COMMUNITY SERVICE COMMITMENT

6.1 Jacksonville Small and Emerging Businesses (JSEB) Program.

The Company, in further recognition of and consideration for the public funds provided to assist the Company pursuant to this Agreement, hereby acknowledges the importance of affording to small and emerging vendors and contractors the full and reasonable opportunity to provide materials and services (“Opportunity”). Therefore, the Company hereby agrees as follows:

- (a) The Company shall obtain from the City’s Procurement Division the list of certified Jacksonville Small and Emerging Businesses (“JSEB”), and shall exercise good faith, in accordance with Municipal Ordinance Code Sections 126.608 et seq., to enter into contracts with City certified JSEBs to provide materials or services in an aggregate amount of not less than \$10,700, which amount represents 5% of the City’s maximum contribution to the Project with respect to the development activities or operations of the Project over the term of this Agreement.
- (b) The Company shall submit JSEB report(s) regarding the Company’s actual use of City certified JSEBs on the Project. The JSEB report(s) shall be submitted on a quarterly basis until the goal established in Section 6.1(a) is reached or the final payment has been made by the City under this Agreement, whichever comes first. The form of the report to be used for the purposes of this section is attached hereto as **Exhibit C** (the “JSEB REPORTING FORM”).

6.2 Community Service Commitment.

The Company has actively participated in the community service activities more particularly described on **Exhibit D** attached hereto. The Company agrees that, during the term of this Agreement, the Company shall continue to participate in community service activities of the type set forth on **Exhibit D**.

Article 7.
REPORTING

7.1 Reporting.

On an annual basis, and prior to March 1 each year this Agreement is in effect, the Company shall submit reports to the OED regarding the number of New Jobs that have been created by Company or its Related Companies within the City, the Company’s Community

Service Activities and all other activities affecting the implementation of this Agreement, including a narrative summary of progress on the Project. Samples of the general forms of these reports are attached hereto as **Exhibit E** (the “Annual Survey”) and **Exhibit F** (the “Job Report”); however the City reserves the right to request specific data that may vary from the forms attached.

The Company’s obligation to submit such reports shall continue until the Company has complied with all of the terms of this Agreement concerning the Project and the REV Grant and associated employment.

Within thirty (30) days following the request of the City, the Company shall provide the City with additional information requested by the City.

Article 8.
DEFAULTS AND REMEDIES

8.1 General.

A default shall consist of the breach of any covenant, agreement, representation, provision, or warranty contained in (i) this Agreement (including, but not limited to, any failure to meet the reporting requirements described herein), (ii) the documents executed in connection with the Agreement and any other agreement between the City and the Company related to the Project, or (iii) any document provided by the Company to the City relating to the Project (collectively, the “Documents”). A default shall also exist if any event occurs or information becomes known which, in the reasonable judgment of the City, makes untrue, incorrect or misleading in any material respect any statement or information contained in any of the documents described in clauses (i) – (iii) above or causes such document to contain an untrue, incorrect or misleading statement of material fact or to omit to state a material fact necessary to make the statements therein, in light of the circumstances under which they were made, not misleading.

If any such default or breach occurs under this Agreement, the City may refuse to pay any remaining portion of the REV Grant, and additionally, may at any time or from time to time proceed to protect and enforce all rights available to the City under this Agreement by suit in equity, action at law or by any other appropriate proceeding whether for specific performance of any covenant or agreement contained in this Agreement, or damages, or other relief, or proceed to take any action authorized or permitted under applicable laws or regulations, including, but not limited to, terminating this Agreement. The City shall not act upon a default until it has given the Company written notice of the default and 15 business days within which to cure the default; provided, however, that the City may withhold any portion of the REV Grant immediately upon the occurrence of a default and throughout any notice or cure period. However, if any default cannot reasonably be cured within the initial 15 business days, Company shall have a total of 45 days in which to cure such default, so long as Company has commenced and is diligently proceeding to cure such default within the initial 15-day period. Notwithstanding the foregoing, Company shall immediately and automatically be in default, and the City shall not be required to give Company any notice or opportunity to cure such default

(and thus the City shall immediately be entitled to act upon such default), upon the occurrence of any of the following:

- (a) The entry of a decree or order by a court having jurisdiction in the premises adjudging the Company a bankrupt or insolvent, or approving as properly filed a petition seeking reorganization, arrangement, adjustment or composition of or in respect of the Company under the United States Bankruptcy Code or any other applicable federal or state law, or appointing a receiver, liquidator, custodian, assignee, or sequestrator (or other similar official) of the Company or Guarantor or of any substantial part of its property, or ordering the winding up or liquidation of its affairs, and the continuance of any such decree or order unstayed and in effect for a period of 90 consecutive days; and
- (b) The institution by Company of proceedings to be adjudicated a bankrupt or insolvent, or the consent by it to the institution of bankruptcy or insolvency proceedings against it, or the filing by it of a petition or answer or consent seeking reorganization or relief under the United States Bankruptcy Code or any other similar applicable federal or state law, or the consent by it to the filing of any such petition or to the appointment of a receiver, liquidator, custodian, assignee, trustee or sequestrator (or other similar official) of the Company or of any substantial part of its property, or the making by it of an assignment for the benefit of creditors, or the admission by it in writing of its inability to pay its debts generally as they become due.

8.2 **Specific Defaults.**

Additionally, for any of the specific events of default described in this Section 8.2 below, the parties agree that the City's damages recoverable from the Company shall include, but not be limited to, the following:

- (a) in the event reporting requirements are not met in the time period specified in Article 7 of this Agreement, the City will be entitled to withhold the annual installment of the REV Grant for any year during which any reporting requirements are not met.
- (b) in the event the Company fails to retain the 55 existing Permanent Jobs, to create 35 New Jobs at an average wage of \$28,000.00 within 12 months of Completion of Construction, and to maintain the 90 Permanent Jobs with an average annual salary of \$28,000.00 for the length of the REV Grant, the REV Grant will be reduced proportionately. Calculated on an annual basis utilizing the Company's annual jobs report, any shortfall in Permanent Jobs will result in a proportionate reduction in that year's REV Grant. For example, a 10 percent job shortfall in the initial year of the REV Grant would result in a 10 percent reduction in the REV Grant attributed to that tax year and payable on May of the following year. Notwithstanding the foregoing, in the event the Company fails to document at least 83 total employees annually for the length of the REV Grant, the remaining balance of the REV Grant will be terminated;

- (c) in the event the Company ceased operations at the Project Parcel during the term of the REV Grant, the remaining balance of the REV Grant will be terminated.

The maximum combined repayment due under this Section 8.2 shall not exceed the total amount of the REV Grant actually paid to the Company under this Agreement.

8.3 Performance Schedule Default.

In the event the Company fails to complete the Project in accordance with the Performance Schedule set forth in Section 3.1, the City shall not be obligated to pay any portion of the REV Grant to Company.

**Article 9.
ANTI-SPECULATION AND ASSIGNMENT PROVISIONS**

9.1 Purpose.

The Company represents and agrees that its undertakings pursuant to this Agreement are for the purpose of relocating and expanding to the Project Parcel pursuant to this Agreement, and not for speculation in land holding. The Company further recognizes, in view of the importance of the development of the Project Parcel to the general health and welfare of the City and that the qualifications, financial strength and identity of the principal shareholders and executive officers of the Company are of particular concern to the City.

9.2 Assignment; Limitation on Conveyance.

The Company agrees that, until the payment in full of the REV Grant, it shall not, without the prior written consent of the City, which shall not be unreasonably withheld, conditioned or delayed, assign, transfer or convey this Agreement or any provision hereof or a controlling interest in the Company. If any such prohibited assignment, transfer or conveyance is made, the obligation of the City to pay any further amounts under the REV Grant shall immediately terminate.

**Article 10.
GENERAL PROVISIONS**

10.1 Non-liability of City Officials.

No member, official or employee of the City shall be personally liable to the Company or to any Person with whom the Company shall have entered into any contract, or to any other Person, in the event of any default or breach by the City, or for any amount which may become due to the Company or any other Person under the terms of this Agreement.

10.2 Force Majeure.

No party to this Agreement shall be deemed in default hereunder where such a default is based on a delay in performance as a result of war, insurrection, strikes, lockouts, riots, floods, earthquakes, fires, casualty, acts of God, acts of public enemy, epidemic, quarantine restrictions,

freight embargo, shortage of labor or materials, interruption of utilities service, lack of transportation, severe weather and other acts or failures beyond the control or without the control of any party; provided, however, that the extension of time granted for any delay caused by any of the foregoing shall not exceed the actual period of such delay, and in no event shall any of the foregoing excuse any financial liability of a party.

10.3 **Notices.**

All notices to be given hereunder shall be in writing and personally delivered or sent by registered or certified mail, return receipt requested, or delivered by an air courier service utilizing return receipts to the parties at the following addresses (or to such other or further addresses as the parties may designate by like notice similarly sent) and such notices shall be deemed given and received for all purposes under this Agreement three (3) business days after the date same are deposited in the United States mail if sent by registered or certified mail, or the date actually received if sent by personal delivery or air courier service, except that notice of a change in address shall be effective only upon receipt.

(a) the City:

Economic Development Officer
Office of Economic Development
117 West Duval Street, Suite 275
Jacksonville, Florida 32202

With a copy to:

City of Jacksonville
Office of the General Counsel
City Hall-St. James Building
117 West Duval Street, Suite 480
Jacksonville, Florida 32202

(b) the Company:

Ecolab Inc.
7022 AC Skinner Parkway
Jacksonville, Florida 32256
Attn: Site Manager

With a copy to:

Ecolab Inc.
370 Wabasha Street North
St. Paul, Minnesota 55102-1390
Attn: Lease Administrator

and

Ecolab Inc.
370 Wabasha Street North
St. Paul, Minnesota 55102-1390
Attn: General Counsel

10.4 **Time.**

Time is of the essence in the performance by any party of its obligations hereunder.

10.5 **Entire Agreement.**

This Agreement constitutes the entire understanding and agreement between the parties and supersedes all prior negotiations and agreements between them with respect to all or any of the matters contained herein.

10.6 **Amendment.**

This Agreement may be amended by the parties hereto only upon the execution of a written amendment or modification signed by the parties. Notwithstanding the foregoing, the Economic Development Officer of the OED is authorized on behalf of the City to approve, in his or her sole discretion, any “technical” changes to this Agreement. Such “technical” changes include without limitation non-material modifications to legal descriptions and surveys, ingress and egress, easements and rights of way, and design standards, as long as such modifications do not involve any increased financial obligation or liability to the City. For clarification purposes, any such “technical” changes shall also require the written consent of the Company, which shall not be unreasonably withheld, conditioned or delayed.

10.7 **Waivers.**

Except as otherwise provided herein, all waivers, amendments or modifications of this Agreement must be in writing and signed by all parties. Any failures or delays by any party in insisting upon strict performance of the provisions hereof or asserting any of its rights and remedies as to any default shall not constitute a waiver of any other default or of any such rights or remedies. Except with respect to rights and remedies expressly declared to be exclusive in this Agreement, the rights and remedies of the parties hereto are cumulative, and the exercise by any party of one or more of such rights or remedies shall not preclude the exercise by it, at the same or different times, of any other rights or remedies for the same default or any other default by any other party.

10.8 **Indemnification.**

With regard to third party claims, Company shall indemnify, hold harmless and defend the City from and against any loss, claim, action, damage, injury, liability, cost, and expense (including without limitation reasonable attorneys’ fees and costs) related to any demands, suits and actions brought against the City or other damages or losses incurred or sustained, or claimed to have been incurred or sustained, by any Person or Persons but only to the extent that such loss,

claim, action, damage, injury, liability, cost, and expense is caused by (i) Company's breach of the terms of this Agreement, or (ii) the negligent or intentionally wrongful act or omission of Company, its contractors, subcontractors, employees or agents in the performance of this Agreement. City must give Company prompt written notice of any claim for which City intends to seek recovery from Company under the Agreement. City may not settle, defend or litigate any claim for which City seeks or will seek indemnification from Company without the prior written consent of Company and Company will not be liable for any settlement or claim established against, or cost or expense incurred by City without the prior written consent of Company. This indemnification shall survive the termination of this Agreement. The term "City" as used in this Section 10.8 shall include all officers, board members, City Council members, employees, agents, and successors of the City (but only to the extent such individuals are acting in such capacity), as applicable.

10.9 **Insurance.**

The Company agrees to furnish the OED copies of any insurance policies that the Company carries covering the Project and such policies shall name the City as additional insureds thereunder as their interest may appear.

Anything to the contrary notwithstanding, the liability of the Company under this Agreement shall survive and not be terminated, reduced or otherwise limited by any expiration or termination of insurance coverage. Neither approval nor failure to disapprove insurance furnished by the Company shall relieve the Company or its subcontractors from responsibility to provide insurance as required by this Agreement.

10.10 **Severability.**

The invalidity, illegality or unenforceability of any one or more of the provisions of this Agreement shall not affect any other provisions of this Agreement, but this Agreement will be construed as if such invalid, illegal or unenforceable provision had never been contained herein.

10.11 **Compliance with State and Other Laws.**

In the performance of this Agreement, the Company must comply with any and all applicable federal, state and local laws, rules and regulations, as the same exist and may be amended from time to time. Such laws, rules and regulations include, but are not limited to, Chapter 119, Florida Statutes (the Public Records Act) and Section 286.011, Florida Statutes, (the Florida Sunshine Law). If any of the obligations of this Agreement are to be performed by a subcontractor, the provisions of this Section shall be incorporated into and become a part of the subcontract.

10.12 **Non-Discrimination Provisions.**

In conformity with the requirements of Section 126.404, *Ordinance Code*, the Company represents that it has adopted and will maintain a policy of non-discrimination against employees or applicants for employment on account of race, religion, sex, color, national origin, age or handicap, in all areas of employment relations, throughout the term of this Agreement. The Company agrees that, on written request, it will permit reasonable access to its records of

employment, employment advertisement, application forms and other pertinent data and records, by the Executive Director of the Human Rights Commission, or successor agency or commission, for the purpose of investigation to ascertain compliance with the nondiscrimination provisions of this Chapter 126, Part 4 of the *Ordinance Code*, *provided however*, that the Company shall not be required to produce for inspection records covering periods of time more than one (1) year prior to the day and year first above written. The Company agrees that, if any of its obligations to be provided pursuant to this Agreement are to be performed by a subcontractor, the provisions of this Section 10.12 shall be incorporated into and become a part of the subcontract.

10.13 Contingent Fees Prohibited.

In conformity with Section 126.306, *Ordinance Code*, the Company warrants that it has not employed or retained any company or person, other than a bona fide employee working solely for the Company, to solicit or secure this Agreement, and that it has not paid or agreed to pay any person, company, corporation, individual or firm, other than a bona fide employee working solely for the Company, any fee, commission, percentage, gift, or any other consideration, contingent upon or resulting from the award or making of this Agreement. For the breach or violation of these provisions, the City shall have the right to terminate this Agreement without liability and, at its discretion, to deduct from the contract price, or otherwise recover, the full amount of such fee, commission, percentage, gift or consideration.

10.14 Ethics.

The Company represents that it has reviewed the provisions of the Jacksonville Ethics Code, as codified in Chapter 602, *Ordinance Code*, and the provisions of the Jacksonville Purchasing Code, as codified in Chapter 126, *Ordinance Code*.

10.15 Conflict of Interest.

The parties will follow the provisions of Section 126.110, *Ordinance Code* with respect to required disclosures by public officials who have or acquire a financial interest in a bid or contract with the City, to the extent the parties are aware of the same.

10.16 Public Entity Crimes Notice.

In conformity with the requirements of Section 126.104, *Ordinance Code* and Section 287.133, Florida Statutes, the Parties agree as follows:

The parties are aware and understand that a person or affiliate who has been placed on the State of Florida Convicted Vendor List, following a conviction for a public entity crime, may not submit a bid on a contract to provide any goods or services to a public entity; may not submit a bid on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids on leases of real property to a public entity; may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity, in excess of \$35,000.00, for a period of thirty-six (36) months from the date of being placed on the Convicted Vendor List.

10.17 **Survival.**

Any obligations and duties that by their nature extend beyond the expiration or termination of this Agreement shall survive the expiration or termination of this Agreement and remain in effect. Without limiting the foregoing, all obligations for the payment of fees or other sums accruing up to the expiration or termination of this Agreement and all provisions relating to the City's right to conduct an audit shall survive the expiration or termination of this Agreement.

10.18 **Incorporation by Reference.**

All exhibits and other attachments to this Agreement that are referenced in this Agreement are by this reference made a part hereof and are incorporated herein.

10.19 **Order of Precedence.**

In the event of any conflict between or among the provisions of this Agreement and those of any exhibit attached hereto or of any amendment, the priority, in decreasing order of precedence shall be: 1) any fully executed amendment; 2) provisions in this Agreement; and 3) exhibits to this Agreement.

10.20 **Counterparts.**

This Contract may be executed in several counterparts, each of which shall be deemed an original, and all of such counterparts together shall constitute one and the same instrument

10.21 **Independent Contractor.**

In the performance of this Agreement, the Company will be acting in the capacity of an independent contractor and not as an agent, employee, partner, joint venturer or association of the City. The Company and its employees or agents shall be solely responsible for the means, method, technique, sequences and procedures utilized by the Company in the performance of this Agreement.

10.22 **Retention of Records/Audit**

The Company agrees:

- (a) To establish and maintain books, records and documents (including electronic storage media) sufficient to reflect all income and expenditures of funds provided by the City under this Agreement.
- (b) To retain all client records, financial records, supporting documents, statistical records, and any other documents (including electronic storage media) pertinent to this Agreement for a period of six (6) years after completion of the date of final payment by the City under this Agreement, including auditable records pertaining to jobs filled by third-party employers. If an audit has been initiated and audit findings have not been resolved at the end of six (6) years, the records shall be retained until resolution of the audit findings or any litigation which may be based on the terms of this Agreement, at no additional cost to the City.

- (c) Upon demand, at no additional cost to the City, to facilitate the duplication and transfer of any records or documents during the required retention period.
- (d) To assure that these records shall be subject at all reasonable times to inspection, review, copying, or audit by personnel duly authorized by the City.
- (e) At all reasonable times for as long as records are maintained, to allow persons duly authorized by the City full access to and the right to examine any of the Company's contracts and related records and documents, regardless of the form in which kept.
- (f) To ensure that all related party transactions are disclosed to the City.
- (g) To include the aforementioned audit, inspections, investigations and record keeping requirements in all subcontracts and assignments.
- (h) To permit persons duly authorized by the City to inspect and copy any records, papers, documents, facilities, goods and services of the Company which are relevant to this Agreement, and to interview any employees and subcontractor employees of the Company to assure the City of the satisfactory performance of the terms and conditions of this Agreement. Following such review, the City will deliver to the Company a written report of its findings and request for development by the Company of a corrective action plan where appropriate. The Company hereby agrees to timely correct all deficiencies identified in the corrective action plan.
- (i) If the result of any audit by the City establishes that the number of New Jobs, number of Permanent Jobs, or amount of private capital investment has been overstated by five percent (5%) or more, the entire expense of the audit shall be borne by the Company.
- (j) Additional monies due as a result of any audit or annual reconciliation shall be paid within thirty (30) days of date of the City's invoice.
- (k) Should the annual reconciliation or any audit reveal that the Company has overstated the number of New Jobs, number of Permanent Jobs, or amount of private capital investment, and the Company does not make restitution within thirty (30) days from the date of receipt of written notice from the City, then, in addition to any other remedies available to the City, the City may terminate this Agreement, solely at its option, by written notice to the Company.

10.23 **Non-merger.**

None of the terms, covenants, agreements or conditions set forth in this Agreement shall be deemed to be merged with any deed conveying title to the Project Parcel.

10.24 **Exemption of City.**

Neither this Agreement nor the obligations imposed upon the City hereunder shall be or constitute an indebtedness of the City within the meaning of any constitutional, statutory or charter provisions requiring the City to levy ad valorem taxes nor a lien upon any properties of the City. Payment or disbursement by the City of any loan or grant amount hereunder is subject to the availability of lawfully appropriated funds. If funds are not available pursuant to a lawful appropriation thereof by the City Council, this Agreement shall be void and the City shall have no further obligations hereunder.

10.25 **Parties to Agreement; Successors and Assigns.**

This is an agreement solely between the City and Company. The execution and delivery hereof shall not be deemed to confer any rights or privileges on any person not a party hereto. This Agreement shall be binding upon Company and Company's successors and assigns, and shall inure to the benefit of the City and its successors and assigns. However, Company shall not assign, transfer or encumber its rights or obligations hereunder or under any document executed in connection herewith, without the prior written consent of the City, which consent may be withheld in the sole discretion of the City.

10.26 **Venue; Applicable Law.**

The rights, obligations and remedies of the parties specified under this Agreement shall be interpreted and governed in all respects by the laws of the State of Florida. All legal actions arising out of or connected with this Agreement must be instituted in the Circuit Court of Duval County, Florida, or in the Federal District Court for the Middle District of Florida, Jacksonville Division. The laws of the State of Florida shall govern the interpretation and enforcement of this Agreement.

10.27 **Civil Rights.**

The Company agrees to comply with all of the terms and requirements of the Civil Rights Act of 1964, as amended, and the Civil Rights Act of 1968, as amended, and the antidiscrimination provisions of Chapter 126, Part 4, of the City Ordinance Code, and further agrees that in its operation under this Agreement it will not discriminate against anyone on the basis of race, color, age, disability, sex or national origin.

10.28 **Further Assurances.**

Company will, on request of the City,

- (a) promptly correct any defect, error or omission herein or in any document executed in connection herewith (collectively the "Project Documents");
- (b) execute, acknowledge, deliver, procure, record or file such further instruments and do such further acts deemed necessary, desirable or proper by the City, in its reasonable discretion, to carry out the purposes of the Project Documents and to identify and subject to the liens of the Project Documents any property intended

to be covered thereby, including any renewals, additions, substitutions, replacements, or appurtenances to the subject property;

- (c) execute, acknowledge, deliver, procure, file or record any documents or instruments deemed necessary, desirable or proper by the City, in its reasonable discretion, to protect the liens or the security interest under the Project Documents against the rights or interests of third persons; and
- (d) provide such certificates, documents, reports, information, affidavits and other instruments and do such further acts deemed necessary, desirable or proper by the City to carry out the purposes of the Project Documents.

10.29 **Exhibits.**

In the event of a conflict between any provisions of this Agreement and any exhibit attached to or referenced in this Agreement, the provisions of this Agreement shall govern.

10.30 **Construction.**

All parties acknowledge that they have had meaningful input into the terms and conditions contained in this Agreement. Company further acknowledges that it has had ample time to review this Agreement and related documents with counsel of its choice. Any doubtful or ambiguous provisions contained herein shall not be construed against the party who drafted the Agreement. Captions and headings in this Agreement are for convenience of reference only and shall not affect the construction of this Agreement.

10.31 **Further Authorizations.**

The parties acknowledge and agree that the Mayor of the City, or his designee, and the City's Corporation Secretary, or their respective designees, are hereby authorized to execute any and all other contracts and documents and otherwise take all necessary action in connection with this Agreement and the Resolution.

10.32 **Attorney's Fees.**

Each party shall be responsible for its own attorneys' fees and costs in connection with any legal action related to this Agreement.

IN WITNESS WHEREOF, this Agreement is executed the day and year above written.

ATTEST:

CITY OF JACKSONVILLE

By: _____
James R. McCain, Jr.
Corporation Secretary

By: _____
Alvin Brown, Mayor
Date: _____

WITNESS:

ECOLAB, INC.,
a Delaware corporation

Print Name: _____

By: _____

Name: _____

Its: _____

Date: _____

Print Name: _____

FORM APPROVED:

Office of the General Counsel

G:\Gov't Operations\JSawyer\OED\Development Agreements\Project Sidewinder\EDA - Project Sidewinder (OGC) v4.doc

Encumbrance and funding information for internal City use:

Account..... _____

Amount.....\$ _____

This above stated amount is the maximum fixed monetary amount of the foregoing contract. It shall not be **encumbered** by the foregoing contract. It shall be encumbered by one (1) or more subsequently issued check request(s) that must reference the foregoing Contract. All financial examinations and funds control checking will be made at the time such check request(s) are issued.

In accordance with Section 24.103(e), of the *Ordinance Code* of the City of Jacksonville, I do hereby certify that there is an unexpended, unencumbered and unimpounded balance in the appropriation sufficient to cover the foregoing agreement; *provided however*, this certification is not nor shall it be interpreted as an encumbrance of funding under this Contract. Actual encumbrance[s] shall be made by subsequent check request[s], as specified in said Contract.

Director of Finance
City Contract # _____

Contract Encumbrance Data Sheet follows immediately.

LIST OF EXHIBITS

- Exhibit A Description of the Project Parcel
- Exhibit B Improvements
- Exhibit C JSEB Reporting Form
- Exhibit D Community Service Commitment
- Exhibit E Annual Survey
- Exhibit F Job Report

Exhibit A
Legal Description of Project Parcel

SOUTHERN PORTION OF TRACT 4

A PART OF SECTION 25, TOWNSHIP 1 NORTH, RANGE 26 EAST, DUVAL COUNTY, FLORIDA, BEING MORE PARTICULARLY DESCRIBED AS FOLLOWS:

COMMENCE AT THE POINT OF INTERSECTION OF THE EASTERLY RIGHT-OF-WAY LINE OF INTERNATIONAL PARKWAY (A VARIABLE WIDTH RIGHT-OF-WAY AS NOW ESTABLISHED), WITH THE SOUTHERLY RIGHT-OF-WAY LINE OF TRADEPORT CIRCLE EAST (AN 80 FOOT RIGHT-OF-WAY AS NOW ESTABLISHED); SAID INTERSECTION POINT LIES ON A CURVE CONCAVE SOUTHERLY AND HAVING A RADIUS OF 40.00 FEET; THENCE NORTHEASTERLY ALONG THE SOUTHERLY AND SOUTHWESTERLY RIGHT-OF-WAY LINE OF SAID TRADEPORT CIRCLE EAST AND THE ARC OF SAID CURVE A DISTANCE OF 74.29 FEET, THROUGH A CENTRAL ANGLE OF 106°24'47", SAID CURVE BEING SUBTENDED BY A CHORD BEARING AND DISTANCE OF NORTH 75°24'59" EAST, 64.06 FEET, TO A POINT OF COMPOUND CURVATURE OF A CURVE CONCAVE SOUTHWESTERLY AND HAVING A RADIUS OF 513.65 FEET; THENCE SOUTHEASTERLY ALONG THE ARC OF SAID CURVE A DISTANCE OF 603.67 FEET, THROUGH A CENTRAL ANGLE OF 67°20'15", SAID CURVE BEING SUBTENDED BY A CHORD BEARING AND DISTANCE OF SOUTH 17°42'21" EAST, 569.53 FEET TO THE POINT OF BEGINNING.

FROM SAID POINT OF BEGINNING CONTINUE SOUTHWESTERLY ALONG THE ARC OF SAID CURVE A DISTANCE OF 64.25 FEET THROUGH A CENTRAL ANGLE OF 06°06'16", SAID CURVE BEING SUBTENDED BY A CHORD BEARING AND DISTANCE OF SOUTH 20°09'52" WEST, 63.22 FEET TO THE POINT OF TANGENCY OF SAID CURVE; THENCE SOUTH 23°13'00" WEST, ALONG SAID RIGHT-OF-WAY LINE, A DISTANCE OF 261.24 FEET TO THE NORTHWEST CORNER OF COACH WAY (AN 80 FOOT RIGHT-OF-WAY AS NOW ESTABLISHED); THENCE CONTINUE SOUTH 23°13'00" WEST, ALONG SAID RIGHT-OF-WAY LINE, A DISTANCE OF 311.01 FEET; THENCE NORTH 69°42'24" WEST, A DISTANCE OF 709.60 FEET, TO A POINT ON THE AFOREMENTIONED EASTERLY RIGHT-OF-WAY LINE OF INTERNATIONAL PARKWAY, SAID POINT ALSO BEING A POINT OF NON-TANGENT CURVATURE OF A CURVE CONCAVE SOUTHEASTERLY AND HAVING A RADIUS OF 2003.35 FEET; THENCE NORTHEASTERLY ALONG SAID EASTERLY RIGHT-OF-WAY LINE AND THE ARC OF SAID CURVE AN ARC DISTANCE OF 341.57 FEET, THROUGH A CENTRAL ANGLE OF 09°46'08", SAID CURVE BEING SUBTENDED BY A CHORD BEARING AND DISTANCE OF NORTH 35°07'01" EAST, A DISTANCE OF 341.15 FEET TO A POINT OF TANGENCY; THENCE NORTH 40°00'05" EAST, ALONG SAID RIGHT-OF-WAY LINE, A DISTANCE OF 352.77 FEET TO A POINT IN SAID RIGHT-OF-WAY LINE; THENCE SOUTH 66°47'00" EAST, 532.93 FEET TO THE POINT OF BEGINNING.

THE LANDS DESCRIBED HEREON CONTAIN 9.46 ACRES MORE OR LESS.

Exhibit B

Improvements

Installation of improvements to manufacturing facility and installation of manufacturing equipment.

**Exhibit C
JSEB/MBE
Program
Reporting Form**

Business:
 Goal: \$
 Contact: _____
 Date: _____

Date Contract Awarded	Contractor Name	Ethnicity (1)	Scope of Work (2)	Contract Amount	Amount Paid to Date	% of Work Completed to Date
		(1) AA – African American	(2) Examples: Masonry			
		HANA – Hispanic, Asian, Native American	Painting			
		WBE – Women	Site Clearing			
		C - Caucasian	Electrical			

Exhibit D
Community Service Commitment

Company is committed to engaged with United Way, Habitat for Humanity and other entities to be determined.



**Exhibit E
Annual Survey**

Directions:

Please complete the form below as it relates to the project for which you received City or State assistance.

Should you have any questions, please call Joshua Kelne at (904) 630-1858.

2014 Annual Survey

Send completed form to:

OED – Director of Operations
 Joshua E. Kelne
 117 W. Duval Street, Suite 275
 Jacksonville, FL 32202
 Fax (904) 630-2919
 e-mail: JKelne@coj.net

I. GENERAL INFORMATION

Company Name: _____
 Mailing Address: _____

 Primary Contact Name: _____
 Primary Contact Title: _____
 Phone: _____
 E-mail: _____

II. EMPLOYMENT INFORMATION

As of 12/31/2013:

Number of Jobs at Project Site: [1] _____
 Number of Jobs at Project Site before Project: [2] _____
 Net New Jobs (subtract line [2] from line [1]): _____
 Average Wage of New Employees (excluding benefits): \$ _____
 Estimated cost of benefits as a percentage of Average Wage: _____ %

II. EMPLOYMENT INFORMATION

Project to date as of 12/31/13:

Project Land Costs [3] _____
 Project Structure Costs [4] _____
 Project Equipment Costs [5] _____
 Other Costs [6] _____
 Total Project Costs (sum [3] through [6]) \$ _____

Exhibit F
Job Report
 As of December 31



OFFICE OF ECONOMIC DEVELOPMENT

Send completed form to:
 OED – Director of Operations
 Joshua E. Kelne
 117 W. Duval Street, Suite 275
 Jacksonville, FL 32202
 Fax (904) 630-2919
 e-mail: JKelne@coj.net

Company Name: _____

Reporting Date: _____ Job Reported: _____

This form should be completed to document all jobs located at the project location as required in the Agreement. The top half of this form must be completed. The bottom half can either be completed with all required information or a report can be run from the company’s HR system. Additionally a UCT-6 form for the fourth quarter of the year must accompany this form. Employees listed on this form must be on the Company’s payroll as of December 31. The OED reserves the right to audit the Company’s records to verify the information included on this form and the accompanying UCT-6 form.

I hereby certify that the information in this Job Report and any accompanying documents is true and correct to the best of my knowledge, information and belief. (At least one signature to be from a Vice President or higher ranking officer or in the case of an LLC, a manager or managing member.)

Contact Name: _____ Contact Name: _____
 Contact Title: _____ Contact Title: _____

Name	Employee Identification #	Employee’s City of Residence	Title	Full-time (FT)/	
				Part-time (PT)?	Benefits? (Y/N)
John Doe	12345	Jacksonville	Manager	FT	Y

Average Wage: \$ _____
 (of all employees listed)