

## **EXHIBIT D-1: DEMOGRAPHIC CHARACTERISTICS**

Source: U.S. Census Bureau, Claritas

	Downtown Ft. Myers 30-Min CZ	Santa Barbara Blvd & Pine Island 30-Min CZ	Alico Rd & I-75 30-Min CZ	Lee County, FL	Florida	U.S.
<b>Population (Source: Claritas)</b>						
1990 Census	301,853	259,654	273,246	335,113	12,937,926	248,709,873
2000 Census	384,123	322,917	359,780	440,888	15,982,378	281,421,906
2007	504,003	425,096	467,841	579,463	18,360,271	301,045,522
2012	590,171	498,519	546,390	678,958	20,097,832	314,920,978
Change 1990 - 2000	27.3%	24.4%	31.7%	31.6%	23.5%	13.2%
Change 2000 - 2007	31.2%	31.6%	30.0%	31.4%	14.9%	7.0%
Change 1990 - 2007	67.0%	63.7%	71.2%	72.9%	41.9%	21.0%
Change 2007 - 2012	17.1%	17.3%	16.8%	17.2%	9.5%	4.6%

### **Percent Minority (Source: Claritas)**

2000 Census	17.2%	18.0%	18.6%	17.0%	33.1%	29.2%
2007	23.7%	23.9%	25.0%	23.7%	37.3%	32.2%
2012	29.2%	29.1%	30.2%	29.3%	41.0%	34.8%

### **Percent Distribution by Age Group**

#### **2000 Census (Source: Claritas)**

0-17	20.35%	20.10%	19.10%	19.59%	22.81%	25.69%
18-34	17.12%	17.27%	16.92%	16.70%	21.37%	23.82%
35-54	26.29%	26.23%	25.72%	25.87%	28.50%	29.43%
55-64	11.61%	11.74%	12.49%	12.40%	9.75%	8.63%
65-74	12.96%	12.98%	13.75%	13.74%	9.09%	6.54%
75 and over	11.67%	11.67%	12.01%	11.69%	8.48%	5.90%

### **Percent Distribution by Age Group (2007)**

#### **(Source: Claritas)**

0-17	21.2%	20.9%	19.9%	20.4%	22.7%	24.5%
18-34	19.7%	19.8%	18.9%	19.1%	21.0%	23.3%
35-54	25.9%	25.8%	24.9%	25.2%	27.8%	28.8%
55-64	11.3%	11.4%	12.6%	12.2%	11.3%	10.7%
65-74	10.8%	10.8%	11.9%	11.6%	8.7%	6.5%
75 and over	11.2%	11.2%	11.8%	11.3%	8.4%	6.1%

## **EXHIBIT D-1: DEMOGRAPHIC CHARACTERISTICS**

Source: U.S. Census Bureau, Claritas

	Downtown Ft. Myers 30-Min CZ	Santa Barbara Blvd & Pine Island 30-Min CZ	Alico Rd & I-75 30-Min CZ	Lee County, FL	Florida	U.S.
<b>Percent Distribution by Age Group (2012)</b>						
<i>(Source: Claritas)</i>						
0-17	21.0%	20.7%	19.8%	20.3%	22.0%	23.8%
18-34	19.2%	19.3%	18.2%	18.5%	20.8%	22.7%
35-54	25.2%	25.2%	24.1%	24.5%	26.4%	27.5%
55-64	11.3%	11.4%	12.5%	12.2%	12.3%	12.1%
65-74	11.9%	12.0%	13.3%	12.9%	9.7%	7.5%
75 and over	11.4%	11.4%	12.1%	11.5%	8.7%	6.3%

### **Projected Percent Change in Age Distribution (2007-2012)**

*(Source: Claritas)*

0-17	16.0%	16.1%	16.4%	16.3%	6.2%	1.3%
18-34	14.1%	13.9%	12.3%	13.6%	8.5%	2.3%
35-54	14.2%	14.4%	12.9%	13.8%	3.9%	-0.1%
55-64	17.4%	17.6%	16.2%	16.7%	18.3%	18.4%
65-74	29.4%	30.2%	30.5%	29.9%	22.1%	20.6%
75 and over	18.9%	19.0%	19.4%	19.5%	14.0%	7.2%

### **Median Age (Source: Claritas)**

2000 Census	44.0	44.2	45.6	45.2	38.7	35.3
2007	42.3	42.4	44.2	43.5	39.8	36.6
2012	43.3	43.4	45.5	44.6	40.9	37.7

### **Median Household Income**

*(Source: Claritas)*

2000 Census	\$39,681	\$38,888	\$41,351	\$40,836	\$39,303	\$42,729
2007	\$47,186	\$46,304	\$49,363	\$48,753	\$45,757	\$49,314
2012	\$52,704	\$51,534	\$55,820	\$54,940	\$49,764	\$54,551
Change '07 - '12	11.7%	11.3%	13.1%	12.7%	8.8%	10.6%

## **EXHIBIT D-1: DEMOGRAPHIC CHARACTERISTICS**

Source: U.S. Census Bureau, Claritas

**Downtown**      **Santa Barbara Blvd**  
**Ft. Myers**      **& Pine Island**  
**30-Min CZ**      **30-Min CZ**      **Alico Rd & I-75**  
**Lee County, FL**      **Florida**      **U.S.**

### **Household Income Distribution (2007)**

(Source: Claritas)

Households	215,441	182,760	204,754	249,589	7,308,878	113,668,003
Less than \$35,000	35.4%	36.4%	33.8%	33.9%	38.0%	35.1%
Between \$35,000 and \$75,000	39.3%	39.0%	37.3%	38.7%	36.2%	35.1%
Greater than \$75,000	25.3%	24.6%	28.9%	27.4%	25.9%	29.8%

### **Educational Attainment Levels**

**2005 (Source: Census)**

No High School Diploma	--	--	--	14.7%	15.4%	15.8%
High School Diploma Only	--	--	--	33.3%	30.5%	29.6%
1 to 3 Years College	--	--	--	21.8%	20.5%	27.5%
Associate Degree	--	--	--	6.6%	8.4%	7.4%
Bachelors Degree	--	--	--	15.1%	16.3%	17.2%
Graduate Degree	--	--	--	8.6%	8.8%	10.0%
12 to 15 years of education	--	--	--	61.6%	59.5%	64.5%
16 or more years of education	--	--	--	23.7%	25.1%	27.2%

### **Educational Attainment Levels**

**2007 (Source: Claritas)**

No High School Diploma	17.5%	17.7%	16.6%	17.0%	19.7%	19.4%
High School Diploma Only	33.0%	32.8%	30.4%	32.3%	28.7%	28.4%
1 to 3 Years College	23.0%	23.0%	22.8%	22.8%	21.9%	21.2%
Associate Degree	6.3%	6.3%	6.1%	6.2%	7.1%	6.4%
Bachelors Degree	13.0%	13.0%	15.4%	13.9%	14.5%	15.7%
Graduate Degree	7.2%	7.2%	8.6%	7.7%	8.1%	8.9%
12 to 15 years of education	62.3%	62.1%	59.4%	61.3%	57.7%	56.0%
16 or more years of education	20.2%	20.2%	24.0%	21.6%	22.6%	24.6%

## **EXHIBIT D-2: LABOR FORCE CHARACTERISTICS**

Source: U.S. Bureau of Labor Statistics, Claritas

	Downtown Ft. Myers 30-Min CZ	Santa Barbara Blvd & Pine Island 30-Min CZ	Alico Rd & I-75 30-Min CZ	Lee County, FL	Florida	U.S.
<b>Civilian Labor Force (Average Annual)</b>						
<i>(Source: U.S. Bureau of Labor Statistics)</i>						
2001	-	-	-	218,632	7,998,062	143,734,000
2006	-	-	-	283,015	8,988,611	151,428,000
2007 (Claritas)	226,584	190,956	205,026	-	-	-
September, 2007	-	-	-	295,730	9,296,696	153,400,000
% Change 2001 - 2006	-	-	-	29.4%	12.4%	5.4%

### **Unemployment (Average Annual)**

*(Source: U.S. Bureau of Labor Statistics)*

2001	-	-	-	8,138	373,344	6,801,000
2006	-	-	-	8,082	295,850	7,001,000
2007 (Claritas)	8,635	7,595	7,603	-	-	-
September, 2007	-	-	-	15,344	395,811	6,952,000

### **Unemployment Rate (Average Annual)**

*(Source: U.S. Bureau of Labor Statistics)*

2001	-	-	-	3.7%	4.7%	4.7%
2006	-	-	-	2.9%	3.3%	4.6%
September, 2007	-	-	-	5.2%	4.3%	4.5%

### **Labor Participation (Source: Claritas)**

Total (2007)	55.3%	55.1%	53.2%	54.0%	58.6%	64.1%
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## **EXHIBIT D-3: EMPLOYMENT BY INDUSTRY SECTOR (2000-2007)**

Source: Claritas

Industry	Downtown Ft. Myers 30-Min CZ	Santa Barbara Blvd & Pine Island 30-Min CZ	Alico Rd & I-75 30-Min CZ	Lee County, FL	Florida	U.S.
<b>2000 Census (Source: Claritas)</b>						
Total	163,980	137,175	152,830	186,417	6,995,047	129,721,512
Accommodation/Food Services	13,293	11,003	12,752	15,204	539,659	7,903,810
Administration/Support/Waste Management Services	8,271	6,966	7,931	9,615	336,406	4,394,533
Agriculture/Forestry/Fishing/Hunting/Mining	1,551	1,454	1,783	2,099	92,463	2,426,053
Arts/Entertainment/Recreation	4,991	4,017	5,750	6,340	192,801	2,306,485
Construction	19,839	16,463	18,370	23,087	562,111	8,801,507
Educational Services	10,030	8,522	9,094	10,917	503,249	11,371,206
Finance/Insurance/Real Estate	11,808	9,672	11,929	13,730	563,552	8,934,972
Health Care/Social Assistance	19,560	16,459	17,454	21,433	761,716	14,471,823
Information	4,204	3,744	3,969	4,769	215,787	3,996,564
Manufacturing	7,757	6,625	6,932	8,882	507,870	18,286,005
Management of Companies/Enterprises	0	0	20	13	2,477	70,471
Other services (excl. Public Admin.)	8,414	7,178	7,698	9,255	359,425	6,320,632
Professional/Scientific/Technical Services	8,855	7,564	8,540	10,203	400,633	7,596,861
Public Administration	7,082	5,916	5,841	7,734	360,910	6,212,015
Retail Trade	26,574	21,814	24,470	29,933	943,449	15,221,716
Transportation/Warehousing/Utilities	6,744	5,489	5,714	7,515	374,179	6,740,102
Wholesale Trade	5,007	4,289	4,583	5,688	278,360	4,666,757

## **EXHIBIT D-3: EMPLOYMENT BY INDUSTRY SECTOR (2000-2007)**

Source: Claritas

Industry	Downtown Ft. Myers 30-Min CZ	Santa Barbara Blvd & Pine Island 30-Min CZ	Alico Rd & I-75 30-Min CZ	Lee County, FL	Florida	U.S.
<b>2000 Percentages</b>						
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Accommodation/Food Services	8.1%	8.0%	8.3%	8.2%	7.7%	6.1%
Administration/Support/Waste Management Services	5.0%	5.1%	5.2%	5.2%	4.8%	3.4%
Agriculture/Forestry/Fishing/Hunting/Mining	0.9%	1.1%	1.2%	1.1%	1.3%	1.9%
Arts/Entertainment/Recreation	3.0%	2.9%	3.8%	3.4%	2.8%	1.8%
Construction	12.1%	12.0%	12.0%	12.4%	8.0%	6.8%
Educational Services	6.1%	6.2%	6.0%	5.9%	7.2%	8.8%
Finance/Insurance/Real Estate	7.2%	7.1%	7.8%	7.4%	8.1%	6.9%
Health Care/Social Assistance	11.9%	12.0%	11.4%	11.5%	10.9%	11.2%
Information	2.6%	2.7%	2.6%	2.6%	3.1%	3.1%
Manufacturing	4.7%	4.8%	4.5%	4.8%	7.3%	14.1%
Management of Companies/Enterprises	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%
Other services (excl. Public Admin.)	5.1%	5.2%	5.0%	5.0%	5.1%	4.9%
Professional/Scientific/Technical Services	5.4%	5.5%	5.6%	5.5%	5.7%	5.9%
Public Administration	4.3%	4.3%	3.8%	4.1%	5.2%	4.8%
Retail Trade	16.2%	15.9%	16.0%	16.1%	13.5%	11.7%
Transportation/Warehousing/Utilities	4.1%	4.0%	3.7%	4.0%	5.3%	5.2%
Wholesale Trade	3.1%	3.1%	3.0%	3.1%	4.0%	3.6%

## **EXHIBIT D-3: EMPLOYMENT BY INDUSTRY SECTOR (2000-2007)**

Source: Claritas

Industry	Downtown Ft. Myers 30-Min CZ	Santa Barbara Blvd & Pine Island 30-Min CZ	Alico Rd & I-75 30-Min CZ	Lee County, FL	Florida	U.S.
<b>2007 (Source: Claritas)</b>						
Total	217,614	183,123	197,164	246,378	8,100,340	141,825,157
Accommodation/Food Services	17,021	14,207	15,914	19,373	618,645	8,508,440
Administration/Support/Waste Management Services	10,895	9,251	10,086	12,604	384,280	4,774,897
Agriculture/Forestry/Fishing/Hunting/Mining	2,014	1,783	2,332	2,767	106,779	2,670,988
Arts/Entertainment/Recreation	6,498	5,249	7,378	8,275	233,295	2,545,182
Construction	26,335	22,042	23,151	30,207	652,140	9,742,157
Educational Services	13,341	11,407	11,906	14,547	580,545	12,376,868
Finance/Insurance/Real Estate	15,574	12,847	15,650	18,085	655,634	9,848,000
Health Care/Social Assistance	26,267	22,269	22,683	28,757	879,739	15,690,498
Information	5,576	5,002	5,095	6,271	249,827	4,378,854
Manufacturing	10,470	8,970	9,056	11,972	585,455	19,934,191
Management of Companies/Enterprises	5	1	29	21	2,975	79,300
Other services (excl. Public Admin.)	11,008	9,354	9,948	12,096	410,852	6,861,650
Professional/Scientific/Technical Services	12,036	10,323	11,660	13,932	467,024	8,358,279
Public Administration	9,622	8,064	7,627	10,458	420,339	6,836,942
Retail Trade	35,445	29,426	31,489	39,707	1,094,089	16,649,623
Transportation/Warehousing/Utilities	8,766	7,176	7,207	9,693	434,996	7,412,469
Wholesale Trade	6,741	5,752	5,953	7,613	323,726	5,156,819

## **EXHIBIT D-3: EMPLOYMENT BY INDUSTRY SECTOR (2000-2007)**

Source: Claritas

Industry	Downtown Ft. Myers 30-Min CZ	Santa Barbara Blvd & Pine Island 30-Min CZ	Alico Rd & I-75 30-Min CZ	Lee County, FL	Florida	U.S.
<b>2007 Percentages</b>						
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Accommodation/Food Services	7.8%	7.8%	8.1%	7.9%	7.6%	6.0%
Administration/Support/Waste Management Services	5.0%	5.1%	5.1%	5.1%	4.7%	3.4%
Agriculture/Forestry/Fishing/Hunting/Mining	0.9%	1.0%	1.2%	1.1%	1.3%	1.9%
Arts/Entertainment/Recreation	3.0%	2.9%	3.7%	3.4%	2.9%	1.8%
Construction	12.1%	12.0%	11.7%	12.3%	8.1%	6.9%
Educational Services	6.1%	6.2%	6.0%	5.9%	7.2%	8.7%
Finance/Insurance/Real Estate	7.2%	7.0%	7.9%	7.3%	8.1%	6.9%
Health Care/Social Assistance	12.1%	12.2%	11.5%	11.7%	10.9%	11.1%
Information	2.6%	2.7%	2.6%	2.5%	3.1%	3.1%
Manufacturing	4.8%	4.9%	4.6%	4.9%	7.2%	14.1%
Management of Companies/Enterprises	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%
Other services (excl. Public Admin.)	5.1%	5.1%	5.0%	4.9%	5.1%	4.8%
Professional/Scientific/Technical Services	5.5%	5.6%	5.9%	5.7%	5.8%	5.9%
Public Administration	4.4%	4.4%	3.9%	4.2%	5.2%	4.8%
Retail Trade	16.3%	16.1%	16.0%	16.1%	13.5%	11.7%
Transportation/Warehousing/Utilities	4.0%	3.9%	3.7%	3.9%	5.4%	5.2%
Wholesale Trade	3.1%	3.1%	3.0%	3.1%	4.0%	3.6%

## **EXHIBIT D-3: EMPLOYMENT BY INDUSTRY SECTOR (2000-2007)**

Source: Claritas

<b>Industry</b>	<b>Downtown Ft. Myers 30-Min CZ</b>	<b>Santa Barbara Blvd &amp; Pine Island 30-Min CZ</b>	<b>Alico Rd &amp; I-75 30-Min CZ</b>	<b>Lee County, FL</b>	<b>Florida</b>	<b>U.S.</b>
<b>Net Change (2000-2007)</b>						
Total	53,634	45,948	44,334	59,961	1,105,293	12,103,645
Accommodation/Food Services	3,728	3,204	3,162	4,169	78,986	604,630
Administration/Support/Waste Management Services	2,624	2,285	2,155	2,989	47,874	380,364
Agriculture/Forestry/Fishing/Hunting/Mining	463	329	549	668	14,316	244,935
Arts/Entertainment/Recreation	1,507	1,232	1,628	1,935	40,494	238,697
Construction	6,496	5,579	4,781	7,120	90,029	940,650
Educational Services	3,311	2,885	2,812	3,630	77,296	1,005,662
Finance/Insurance/Real Estate	3,766	3,175	3,721	4,355	92,082	913,028
Health Care/Social Assistance	6,707	5,810	5,229	7,324	118,023	1,218,675
Information	1,372	1,258	1,126	1,502	34,040	382,290
Manufacturing	2,713	2,345	2,124	3,090	77,585	1,648,186
Management of Companies/Enterprises	5	1	9	8	498	8,829
Other services (excl. Public Admin.)	2,594	2,176	2,250	2,841	51,427	541,018
Professional/Scientific/Technical Services	3,181	2,759	3,120	3,729	66,391	761,418
Public Administration	2,540	2,148	1,786	2,724	59,429	624,927
Retail Trade	8,871	7,612	7,019	9,774	150,640	1,427,907
Transportation/Warehousing/Utilities	2,022	1,687	1,493	2,178	60,817	672,367
Wholesale Trade	1,734	1,463	1,370	1,925	45,366	490,062

## **EXHIBIT D-3: EMPLOYMENT BY INDUSTRY SECTOR (2000-2007)**

Source: Claritas

<b>Industry</b>	<b>Downtown Ft. Myers 30-Min CZ</b>	<b>Santa Barbara Blvd &amp; Pine Island 30-Min CZ</b>	<b>Alico Rd &amp; I-75 30-Min CZ</b>	<b>Lee County, FL</b>	<b>Florida</b>	<b>U.S.</b>
<b>Percent Change (2000-2007)</b>						
Total	32.7%	33.5%	29.0%	32.2%	15.8%	9.3%
Accommodation/Food Services	28.0%	29.1%	24.8%	27.4%	14.6%	7.6%
Administration/Support/Waste Management Services	31.7%	32.8%	27.2%	31.1%	14.2%	8.7%
Agriculture/Forestry/Fishing/Hunting/Mining	29.9%	22.6%	30.8%	31.8%	15.5%	10.1%
Arts/Entertainment/Recreation	30.2%	30.7%	28.3%	30.5%	21.0%	10.3%
Construction	32.7%	33.9%	26.0%	30.8%	16.0%	10.7%
Educational Services	33.0%	33.9%	30.9%	33.3%	15.4%	8.8%
Finance/Insurance/Real Estate	31.9%	32.8%	31.2%	31.7%	16.3%	10.2%
Health Care/Social Assistance	34.3%	35.3%	30.0%	34.2%	15.5%	8.4%
Information	32.6%	33.6%	28.4%	31.5%	15.8%	9.6%
Manufacturing	35.0%	35.4%	30.6%	34.8%	15.3%	9.0%
Management of Companies/Enterprises	--	--	45.0%	61.5%	20.1%	12.5%
Other services (excl. Public Admin.)	30.8%	30.3%	29.2%	30.7%	14.3%	8.6%
Professional/Scientific/Technical Services	35.9%	36.5%	36.5%	36.5%	16.6%	10.0%
Public Administration	35.9%	36.3%	30.6%	35.2%	16.5%	10.1%
Retail Trade	33.4%	34.9%	28.7%	32.7%	16.0%	9.4%
Transportation/Warehousing/Utilities	30.0%	30.7%	26.1%	29.0%	16.3%	10.0%
Wholesale Trade	34.6%	34.1%	29.9%	33.8%	16.3%	10.5%

## **EXHIBIT D-4: EMPLOYMENT BY MAJOR NAICS CODES (2005)**

Source: U.S. Department of Commerce County Business Patterns

<b>NAICS</b>		<b>Lee County, FL</b>	<b>Florida</b>	<b>U.S.</b>
----	Total	181,553	7,107,378	116,317,003
11----	Forestry, fishing, hunting, and agriculture support	97	16,165	168,744
21----	Mining	273	5,588	497,272
22----	Utilities	847	32,240	633,106
23----	Construction	27,697	477,670	6,781,327
31----	Manufacturing	7,190	371,432	13,667,337
42----	Wholesale trade	5,915	311,270	5,968,929
44----	Retail trade	34,047	987,307	15,338,672
48----	Transportation & warehousing	3,447	216,297	4,168,016
51----	Information	3,985	174,999	3,402,599
52----	Finance & insurance	6,745	370,990	6,431,837
53----	Real estate & rental & leasing	6,265	168,266	2,144,077
54----	Professional, scientific & technical services	9,404	422,953	7,689,366
55----	Management of companies & enterprises	2,383	126,363	2,856,418
56----	Admin, support, waste mgt, remediation services	12,462	1,239,827	9,280,282
61----	Educational services	1,459	119,169	2,879,374
62----	Health care and social assistance	24,406	866,420	16,025,147
71----	Arts, entertainment & recreation	4,790	166,236	1,936,484
72----	Accommodation & food services	21,661	724,791	11,025,909
81----	Other services (except public administration)	8,451	308,134	5,390,954
99----	Unclassified establishments	29	1,261	31,153

## **EXHIBIT D-4: EMPLOYMENT BY MAJOR NAICS CODES (2005)**

Source: U.S. Department of Commerce County Business Patterns

<b>NAICS</b>		<b>Lee County, FL</b>	<b>Florida</b>	<b>U.S.</b>
11----	Forestry, fishing, hunting, and agriculture support	0.1%	0.2%	0.1%
21----	Mining	0.2%	0.1%	0.4%
22----	Utilities	0.5%	0.5%	0.5%
23----	Construction	15.3%	6.7%	5.8%
31----	Manufacturing	4.0%	5.2%	11.8%
42----	Wholesale trade	3.3%	4.4%	5.1%
44----	Retail trade	18.8%	13.9%	13.2%
48----	Transportation & warehousing	1.9%	3.0%	3.6%
51----	Information	2.2%	2.5%	2.9%
52----	Finance & insurance	3.7%	5.2%	5.5%
53----	Real estate & rental & leasing	3.5%	2.4%	1.8%
54----	Professional, scientific & technical services	5.2%	6.0%	6.6%
55----	Management of companies & enterprises	1.3%	1.8%	2.5%
56----	Admin, support, waste mgt, remediation services	6.9%	17.4%	8.0%
61----	Educational services	0.8%	1.7%	2.5%
62----	Health care and social assistance	13.4%	12.2%	13.8%
71----	Arts, entertainment & recreation	2.6%	2.3%	1.7%
72----	Accommodation & food services	11.9%	10.2%	9.5%
81----	Other services (except public administration)	4.7%	4.3%	4.6%
99----	Unclassified establishments	0.0%	0.0%	0.0%

## EXHIBIT D-5: EMPLOYMENT BY OCCUPATION CATEGORY (2000)

Source: U.S. Census Bureau

	Downtown Ft. Myers 30-Min CZ	Santa Barbara Blvd & Pine Island 30-Min CZ	Alico Rd & I-75 30-Min CZ	Lee County, FL	Florida	U.S.
<b>Actual Employment</b>						
Total	166,371	149,646	119,470	186,417	6,995,047	129,721,512
Management, professional, and related occupations	45,978	41,253	32,726	52,460	2,206,193	43,646,731
Management, business, and financial operations occupations	19,483	16,816	13,899	22,443	925,350	17,448,038
Management occupations, except farmers and farm managers	13,959	11,906	9,858	15,985	620,803	11,115,046
Farmers and farm managers	175	173	142	261	14,685	773,218
Business operations specialists	2,398	2,074	1,731	2,760	141,299	2,718,121
Financial specialists	2,951	2,663	2,168	3,437	148,563	2,841,653
Professional and related occupations	26,495	24,437	18,827	30,017	1,280,843	26,198,693
Computer and mathematical occupations	1,468	1,309	950	1,685	132,993	3,168,447
Architecture and engineering occupations	2,081	1,939	1,455	2,239	115,723	2,659,298
Life, physical, and social science occupations	761	705	568	883	41,474	1,203,443
Community and social services occupations	2,198	2,056	1,688	2,377	95,222	1,953,184
Legal occupations	1,693	1,560	1,355	1,986	82,902	1,412,737
Education, training, and library occupations	6,652	6,242	4,659	7,529	331,443	7,337,276
Arts, design, entertainment, sports, and media occupations	2,969	2,566	2,207	3,422	136,793	2,484,201
Healthcare practitioners and technical occupations	8,673	8,060	5,945	9,896	344,293	5,980,107
Service occupations	31,001	27,475	23,414	34,500	1,183,660	19,276,947
Healthcare support occupations	3,719	3,453	2,719	4,034	142,094	2,592,815
Protective service occupations	3,641	3,292	2,533	4,111	169,761	2,549,906
Food preparation and serving related occupations	10,128	8,913	7,910	11,275	386,164	6,251,618
Building and grounds cleaning and maintenance occupations	8,741	7,674	6,594	9,741	288,603	4,254,365
Personal care and service occupations	4,772	4,143	3,658	5,339	197,038	3,628,243
Sales and office occupations	49,685	45,015	34,583	55,452	2,066,191	34,621,390
Sales and related occupations	25,532	22,716	18,347	28,591	936,117	14,592,699
Office and administrative support occupations	24,153	22,299	16,236	26,861	1,130,074	20,028,691
Farming, fishing, and forestry occupations	1,033	916	785	1,527	63,572	951,810
Construction, extraction, and maintenance occupations	22,953	20,299	16,826	25,105	717,333	12,256,138
Construction and extraction occupations	15,114	13,050	11,315	16,682	431,996	7,149,269
Installation, maintenance, and repair occupations	7,839	7,249	5,511	8,423	285,337	5,106,869
Production, transportation, and material moving occupations	15,721	14,688	11,136	17,373	758,098	18,968,496
Production occupations	6,921	6,391	4,747	7,616	362,045	11,008,625
Transportation and material moving occupations	8,800	8,297	6,389	9,757	396,053	7,959,871

## EXHIBIT D-6: EMPLOYMENT BY OCCUPATION CATEGORY (2007)

Source: Claritas

	Downtown Ft. Myers 30-Min CZ	Santa Barbara Blvd & Pine Island 30-Min CZ	Alico Rd & I-75 30-Min CZ	Lee County, FL	Florida	U.S.
<b>Actual Employment</b>						
Architecture/Engineering	2,595	2,280	2,377	2,883	136,487	2,978,769
Arts/Design/Entert/Sports/Media	3,681	3,109	3,783	4,427	158,026	2,687,180
Building/Grounds Cleaning/Maint	10,671	9,091	10,211	12,482	327,464	4,562,681
Business operations specialists	3,177	2,674	3,124	3,694	166,349	3,012,092
Financial specialists	4,001	3,405	4,045	4,579	174,632	3,149,376
Community/Social Services	2,876	2,507	2,584	3,095	109,187	2,109,021
Computer and Mathematical	2,052	1,681	1,816	2,357	156,846	3,532,863
Construction/Extraction	18,610	15,655	16,441	21,461	495,671	7,831,673
Education/Training/Library	9,184	7,831	8,522	10,039	384,446	8,019,616
Farming/Fishing/Forestry	1,208	1,198	1,639	1,904	71,902	1,048,574
Food Preparation/Serving Related	12,534	10,437	11,981	14,361	440,493	6,695,283
Healthcare Practitioner/Technician	12,218	10,284	10,745	13,480	404,176	6,574,092
Healthcare Support	4,737	4,023	4,263	5,264	160,968	2,769,763
Installation/Maintenance/Repair	10,087	8,196	8,267	11,144	329,888	5,613,216
Legal	2,292	2,074	2,343	2,686	95,443	1,530,167
Life/Physical/Social Science	1,084	948	1,029	1,227	47,915	1,306,098
Management incl Farmers/Farm Mgrs	18,920	15,695	18,272	22,042	753,916	13,269,955
Office/Administrative Support	32,540	27,457	27,976	36,037	1,305,439	21,859,211
Personal Care/Service	5,937	4,977	5,536	6,877	227,119	3,957,176
Production	8,996	7,651	7,421	9,978	410,803	11,845,190
Protective Service	5,011	4,017	4,184	5,676	197,992	2,802,412
Sales/Related	33,557	28,213	31,120	37,965	1,091,318	16,053,382
Transportation/Material Moving	11,645	9,722	9,483	12,720	453,860	8,617,367

## EXHIBIT D-6: EMPLOYMENT BY OCCUPATION CATEGORY (2007)

Source: Claritas

Percentage of Labor Force	Downtown Ft. Myers 30-Min CZ	Santa Barbara Blvd & Pine Island 30-Min CZ	Alico Rd & I-75 30-Min CZ	Lee County, FL	Florida	U.S.
Architecture/Engineering	1.2%	1.2%	1.2%	1.2%	1.7%	2.1%
Arts/Design/Entert/Sports/Media	1.7%	1.7%	1.9%	1.8%	2.0%	1.9%
Building/Grounds Cleaning/Maint	4.9%	5.0%	5.2%	5.1%	4.0%	3.2%
Business operations specialists	1.5%	1.5%	1.6%	1.5%	2.1%	2.1%
Financial specialists	1.8%	1.9%	2.1%	1.9%	2.2%	2.2%
Community/Social Services	1.3%	1.4%	1.3%	1.3%	1.3%	1.5%
Computer and Mathematical	0.9%	0.9%	0.9%	1.0%	1.9%	2.5%
Construction/Extraction	8.6%	8.5%	8.3%	8.7%	6.1%	5.5%
Education/Training/Library	4.2%	4.3%	4.3%	4.1%	4.7%	5.7%
Farming/Fishing/Forestry	0.6%	0.7%	0.8%	0.8%	0.9%	0.7%
Food Preparation/Serving Related	5.8%	5.7%	6.1%	5.8%	5.4%	4.7%
Healthcare Practitioner/Technician	5.6%	5.6%	5.4%	5.5%	5.0%	4.6%
Healthcare Support	2.2%	2.2%	2.2%	2.1%	2.0%	2.0%
Installation/Maintenance/Repair	4.6%	4.5%	4.2%	4.5%	4.1%	4.0%
Legal	1.1%	1.1%	1.2%	1.1%	1.2%	1.1%
Life/Physical/Social Science	0.5%	0.5%	0.5%	0.5%	0.6%	0.9%
Management incl Farmers/Farm Mgrs	8.7%	8.6%	9.3%	8.9%	9.3%	9.4%
Office/Administrative Support	15.0%	15.0%	14.2%	14.6%	16.1%	15.4%
Personal Care/Service	2.7%	2.7%	2.8%	2.8%	2.8%	2.8%
Production	4.1%	4.2%	3.8%	4.0%	5.1%	8.4%
Protective Service	2.3%	2.2%	2.1%	2.3%	2.4%	2.0%
Sales/Related	15.4%	15.4%	15.8%	15.4%	13.5%	11.3%
Transportation/Material Moving	5.4%	5.3%	4.8%	5.2%	5.6%	6.1%

## **EXHIBIT D-7: AVERAGE EARNINGS BY MAJOR NAICS CODES (2005)**

Source: U.S. Department of Commerce County Business Patterns

NAICS		Lee County, FL	Florida	U.S.
-----	Total	\$33,069	\$33,655	\$38,539
11----	Forestry, fishing, hunting, and agriculture support	\$33,753	\$21,882	\$30,198
21----	Mining	\$44,839	\$51,462	\$61,985
22----	Utilities	\$63,619	\$65,134	\$73,120
23----	Construction	\$39,089	\$38,630	\$43,136
31----	Manufacturing	\$39,635	\$40,133	\$43,951
42----	Wholesale trade	\$44,377	\$44,964	\$51,754
44----	Retail trade	\$24,978	\$23,754	\$22,691
48----	Transportation & warehousing	\$30,957	\$37,079	\$37,038
51----	Information	\$46,333	\$50,457	\$59,698
52----	Finance & insurance	\$51,009	\$54,523	\$69,458
53----	Real estate & rental & leasing	\$37,842	\$38,430	\$38,147
54----	Professional, scientific & technical services	\$46,284	\$51,777	\$59,362
55----	Management of companies & enterprises	\$97,814	\$68,054	\$85,165
56----	Admin, support, waste mgt, remediation services	\$25,104	\$27,209	\$27,521
61----	Educational services	\$34,971	\$29,211	\$28,660
62----	Health care and social assistance	\$38,495	\$37,798	\$36,796
71----	Arts, entertainment & recreation	\$20,656	\$24,552	\$27,336
72----	Accommodation & food services	\$14,462	\$14,816	\$14,152
81----	Other services (except public administration)	\$23,281	\$22,063	\$23,647
99----	Unclassified establishments	\$21,379	\$18,973	\$17,257

## **EXHIBIT D-8: MEDIAN ANNUAL EARNINGS BY SELECTED BENCHMARK OCCUPATION CATEGORY**

Source: *Salary.com or SalarySource.com*

<b>Occupation Description</b>	<b>Ft. Meyers, FL</b>	<b>Naples, FL</b>	<b>U.S.</b>
Accounting Clerk	\$28,261	\$28,725	\$31,692
Assistant, Administrative	\$35,422	\$35,841	\$39,898
CAD Drafter	\$38,315	\$38,702	\$43,094
Civil Engineer	\$61,439	\$60,534	\$67,091
Computer Programmer	\$50,065	\$49,474	\$55,160
Customer Service Representative	\$29,385	\$29,871	\$32,962
Electronics Technician	\$35,432	\$35,994	\$40,062
Engineering Technician	\$40,450	\$40,527	\$45,151
Lab Technologist	\$32,861	\$33,486	\$37,263
Maintenance Specialist	\$33,530	\$34,037	\$37,868
Machinist - Journey	\$35,303	\$35,679	\$39,720
Nurse, Licensed Practical	\$31,015	\$31,645	\$35,136
Nursing, Certified Assistant	\$23,553	\$23,612	\$25,701
PC Support Specialist	\$51,041	\$50,707	\$56,510
Secretary, Executive	\$40,541	\$40,581	\$45,215
Analyst, Systems	\$67,310	\$66,415	\$73,470
Tool & Die Maker	\$43,965	\$43,575	\$48,578
Assembler	\$23,948	\$24,070	\$26,212

## EXHIBIT D-9: POST-SECONDARY INSTITUTIONS

Source: U.S. Department of Education, National Center for Education Statistics (IPEDS)

Less-than-Four-Year Institutions	Location	Total Fall Enrollment (2005)	Total Graduates (2005)
Edison College*	Ft Myers	10,653	1,313
Southwest Florida College Of Business	Ft Myers	1,821	832
Lee County High Tech Center Central	Ft Myers	509	232
Lee County High Tech Center North	Cape Coral	184	72
<i>Sub-total:</i>		13,167	2,449

\* Edison College now offers three bachelor's degree programs, and maintains alliances with other colleges and universities to provide 25 additional bachelor's degree programs.

More-than-Four-Year Institutions	Location	Total Fall Enrollment (2005)	Total Graduates (2005)
Florida Gulf Coast University	Ft Myers	7,249	1,212
Hodges University (formerly International College)	Ft Myers	1,673	575
<i>Sub-total:</i>		8,922	1,787
<b>Grand Total:</b>		<b>22,089</b>	<b>4,236</b>

**EXHIBIT D-10: AREA SCHOOLS - DEGREES AND CERTIFICATES CONFERRED IN 2003**

Source: U.S. Department of Education

Institution Name	Description	1-2 Year Certificate	2-4 Year Certificate	Associate's Degree	Bachelor's Degree	Master's Degree
Cape Coral Beauty School	Cosmetic Services, General					
	Cosmetic Services, Other					
Edison College	Turf Management			3		
	Liberal Arts and Sciences / Liberal Studies			647		
	Criminal Justice / Law Enforcement Administration			25		
	Forensic Technology/Technician			1		
	Fire Protection and Safety Technology/Technician			5		
	Dental Assistant	9				
	Dental Hygienist			8		
	Cardiovascular Technology/Technician			3		
	Emergency Medical Technology/Technician	2		17		
	Medical Radiologic Technology/Technician			2		
	Nursing (R N Training)			105		
	Business Administration and Management, General			20		
	Accounting Technician			6		
Florida Gulf Coast University	Curriculum and Instruction					11
	Education Administration and Supervision, General					33
	Special Education, General				17	12
	Counselor Education / Counseling and Guidance Services					10
	Elementary Teacher Education				80	9
	Secondary Teacher Education				6	9
	Reading Teacher Education					2
	Liberal Arts and Sciences / Liberal Studies			40	149	
	Criminal Justice Studies				62	
	Public Administration and Services				27	
	Public Administration					14
	Social Work					10
	Health Professions and Related Sciences				12	2
	Medical Technology				19	
	Nursing (R N Training)				69	18
	Occupational Therapy				13	
	Physical Therapy					9
	Business Administration and Management, General				44	48
	Accounting				29	16
	Finance, General				22	
Management Information Systems and Business Data Processing, General				36	3	
Business Marketing and Marketing Management				17		
Heritage Institute	Massage Therapy/Therapeutic Massage	155				

**EXHIBIT D-10: AREA SCHOOLS - DEGREES AND CERTIFICATES CONFERRED IN 2003**

Source: U.S. Department of Education

Institution Name	Description	1-2 Year Certificate	2-4 Year Certificate	Associate's Degree	Bachelor's Degree	Master's Degree
Hodges University (formerly International College)	Business Administration and Management, General			31	26	25
	Business Administration, Management and Operations, Other				155	40
	Accounting			12	21	
	Information Technology			21	19	3
	Computer/Info Tech Services Administration & Management, Other				16	11
	Health/Health Care Administration/Management				5	
	Health Information/Medical Records Technology/Technician			7		
	Medical/Clinical Assistant			15		
	Health/Medical Preparatory Programs, Other				9	
	Legal Assistant/Paralegal			14		
	Legal Professions and Studies, Other				8	
	Multi-/Interdisciplinary Studies, Other			24	54	
	Environmental Studies					1
	Public Administration and Social Service Professions, Other					9
	Criminal Justice/Law Enforcement Administration					12
Criminal Justice/Safety Studies				8	29	
Lee County High Tech Center Central	Computer and Information Sciences, Other	3				
	Cosmetic Services, General	21				
	Culinary Arts and Related Services, Other	10				
	Electrical Electronic and Communications Engineering Technology/Technician	1				
	Electrician	8				
	Heating, Air Conditioning and Refrigeration Mechanic and Repairer	14				
	Auto/Automotive Body Repairer	5				
	Auto/Automotive Mechanic / Technician		13			
	Diesel Engine Mechanic and Repairer	1				
	Small Engine Mechanic and Repairer	3				
	Medical Assistant	1				
	Surgical / Operating Room Technician	9				
	Practical Nurse (L P N Training)	45				
	Business Administration and Management, General	11				
	Administrative and Secretarial Services, Other	13				
Business Information and Data Processing Services, Other	13					
Lee County High Tech Center North	Electrical and Electronics Equipment Installer and Repairer, General	2				
	Computer Installer and Repairer	6				
	Graphic Design, Commercial Art and Illustration	3				
	Medical Transcription	4				
	Health and Medical Administrative Services, Other	8				
	Medical Assistant	4				
	Surgical / Operating Room Technician	12				
	Business Administration and Management, General	7				
	Accounting	9				
	Management Information Systems and Business Data Processing, General	2				

## **EXHIBIT D-10: AREA SCHOOLS - DEGREES AND CERTIFICATES CONFERRED IN 2003**

Source: U.S. Department of Education

<b>Institution Name</b>	<b>Description</b>	<b>1-2 Year Certificate</b>	<b>2-4 Year Certificate</b>	<b>Associate's Degree</b>	<b>Bachelor's Degree</b>	<b>Master's Degree</b>
Southwest Florida College	Computer and Information Sciences, Other	1		39		
	Criminal Justice Studies			17		
	Graphic Design, Commercial Art and Illustration			43		
	Medical Records Administration	16		22		
	Medical Transcription			6		
	Medical Assistant			31		
	Pharmacy Technician / Assistant			10		
	Business Administration and Management, General			38		
	Business Administration and Management, Other			1		
	Accounting Technician			22		
	Hospitality Administration / Management			5		
Sunstate Academy of Hair Design	Cosmetic Services, General	51				
	Barber / Hairstylist	7				

## **EXHIBIT D-11: AIR TRAVEL INFORMATION**

Source: OAG, Inc.

Destination City	To Southwest Florida Regional Airport (RSW)	
	Daily Direct Flights	Flight Time
Akron-Canton, OH	1	2 hrs, 30 mins
Atlanta, GA	12	1 hr, 45 mins
Atlantic City, NJ	1	2 hrs, 35 mins
Baltimore, MD	4	2 hrs, 20 mins
Boston, MA	4	3 hrs, 5 mins
Buffalo, NY	--	--
Charlotte, NC	4	1 hr, 50 mins
Chicago, IL	10	3 hrs, 0 mins
Cincinnati, OH	2	2 hrs, 25 mins
Cleveland, OH	2	2 hrs, 40 mins
Columbus, OH	--	--
Dallas/Ft Worth, TX	3	2 hrs, 55 mins
Denver, CO	2	4 hrs, 15 mins
Detroit, MI	6	2 hrs, 50 mins
Dusseldorf, Germany	--	--
Flint, MI	1	2 hrs, 50 mins
Hartford, CT	--	--
Houston, TX	3	2 hrs, 40 mins
Indianapolis, IN	3	2 hrs, 40 mins
Kansas City, MO	1	3 hrs, 5 mins
Key West, FL	4	0 hrs, 57 mins
Long Island, NY	1	2 hrs, 40 mins
Memphis, TN	--	--
Miami, FL	3	0 hrs, 50 mins
Milwaukee, WI	1	3 hrs, 4 mins
Minneapolis, MN	4	3 hrs, 35 mins
Munich, Germany	--	--
New York/Newark, NY-NJ	10	2 hrs, 55 mins
Orlando, FL	4	0 hrs, 50 mins
Philadelphia, PA	2	2 hrs, 45 mins
Pittsburgh, PA	1	2 hrs, 30 mins
Saint Louis, MO	1	2 hrs, 35 mins
Tampa/Saint Petersburg, FL	2	0 hrs, 50 mins
Toronto, ON	2	3 hrs, 5 mins
White Plains, NY	1	2 hrs, 51 mins
Washington, DC	6	2 hrs, 20 mins

## **EXHIBIT D-12: HIGHWAY TRAVEL INFORMATION**

Source: Mapquest

Destination City	Ft. Meyers, FL	
	Highway Miles	Driving Time
Atlanta, GA	574	8 hrs, 51 mins.
Jackson, MS	818	2 hrs, 44 mins.
Memphis, TN	926	4 hrs, 39 mins.
Miami, FL	158	2 hrs, 22 mins.
Montgomery, AL	600	9 hrs, 19 mins.
Orlando, FL	154	2 hrs, 48 mins.
Raleigh, NC	769	2 hrs, 22 mins.
Tampa, FL	127	1 hr, 54 mins.

## EXHIBIT D-13: QUALITY OF LIFE MEASURES

Source: Claritas, 2005 City and County Extra Data Book, National Association of Home Builders

Downtown Ft. Myers 30-Min CZ    Santa Barbara Blvd & Pine Island 30-Min CZ    Alico Rd & I-75 30-Min CZ    Lee County, FL    Florida    U.S.

### Commuting (2007)

(Source: Claritas)

% of Workforce With Under 15-minute commute or work at home	28.1%	29.1%	29.6%	28.8%	26.7%	31.2%
% of Workforce with 15 to 29-minute commute	39.3%	40.2%	39.4%	38.3%	36.4%	34.9%
% of Workforce with 30 to 59-minute commute	26.8%	24.7%	25.7%	27.2%	30.0%	26.0%
% of Workforce with 60-minute or more commute	5.8%	5.9%	5.2%	5.7%	6.9%	7.8%

### Housing

(Source: Claritas)

Median Home Value 2006	\$226,687	\$225,844	\$255,962	\$238,863	\$194,467	\$172,914
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### Cost of Living

(Source: ERI, Inc.)

Affordability Index	--	--	--	113.4	107.3	100.0
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### Crime (2002)

(Source: FBI Crime Statistics)

Property Crimes per 100,000 People	--	--	--	3,587	4,452	3,517
Violent Crimes per 100,000 People	--	--	--	536	730	466

### Health Care

(Source: 2005 City and County Extra Data Book)

Physicians, Total 2000	--	--	--	846	33,929	587,994
Physicians per 100,000 people, 2000	--	--	--	192	212	209
Hospitals, Total 1998	--	--	--	6	214	5,214
Hospital Beds, 1998	--	--	--	1,707	51,241	895,681
Hospital Beds per 100,000 people, 1998	--	--	--	434	344	331

## **EXHIBIT D-14: CURRENT STATE OF FLORIDA WORKERS' COMPENSATION AND LABOR LEGISLATION**

Source: WDG Database

### **Unemployment Insurance**

Unemployment insurance rate (range for existing employers)	0.32%-5.4%
Unemployment insurance rate (for new employers)	2.7%
Unemployment insurance taxable base (2006)	\$7,000
Unemployment insurance maximum weekly benefit amount	\$275

### **Workers' Compensation**

Maximum weekly benefit (1/2004)	\$651
Blended Rate per \$100 payroll-- all mfg.	\$6.06
Rate for Clericals Code 8810	\$0.59
Waiting period (days)	7
Automatic cost of living increase for total disability?	No
Employee allowed to choose any physician?	No (10)
Physician list provided by	Employer
Mental stress generally allowed as a compensable injury as a result of cumulative trauma?	No
Carpal tunnel generally allowed as a compensable injury as a result of cumulative trauma?	Yes
Back generally allowed as a compensable injury as a result of cumulative trauma?	Yes
Neck generally allowed as a compensable injury as a result of cumulative trauma?	Yes
Cardiovascular generally allowed as a compensable injury as a result of cumulative trauma?	No
Second medical opinion allowed from physician chosen by employee, but paid for by employer.	
Coverage for Permanent Partial	

## **EXHIBIT D-14: CURRENT STATE OF FLORIDA WORKERS' COMPENSATION AND LABOR LEGISLATION**

Source: WDG Database

### **Labor Legislation**

Employment at will?	Yes
If yes, significant restrictions (from employers standpoint)	No
Restrictions on employee drug testing	No
Telephone monitoring restrictions for regulation of productivity (or customer service)	Yes Two Party Consent
Plant Closing Law stricter than Federal?	No
ADA legislation stricter than Federal?	No
Ban on hiring replacement workers during a strike?	No
Striking workers entitled to unemployment insurance?	No
Relatively difficult for an employer to contest and win a workers' comp. claim?	No
Relatively difficult for an employer to contest and win an unemployment ins. claim?	No
Right to Work law in effect?	Yes
EEO hiring standards more restrictive than Federal?	No
Sexual harassment laws more restrictive than Federal?	No
Mandated parental leave legislation more generous than Federal?	No
Onerous provisions for wrongful discharge	No
Restrictions on applicant testing	No

## **EXHIBIT D-15: STATE OF FLORIDA TAX POLICIES**

Source: WDG Database

### **Subject To Property Tax**

Production Machinery & Equipment	Yes
Non-Production Machinery & Equipment	Yes
Pollution Control Equipment	Yes (Valued at not greater than salvage value)
Computer Hardware	Yes
Computer Software, Customized	Yes
Computer Software, Standard	Yes
Telecommunications Equipment	Yes
Office FF&E	Yes
Office Supplies	Yes
Inventory: Raw Materials	No
Inventory: Work in Progress	No
Inventory: Finished Goods	No
Freeport Exemption--Type	Yes, if in foreign trade zone from or to another state up to 180 days
Direct Mail Lists	No

### **Intangible Property Tax**

Yes or No	Yes (see below)
Capital Stock	(see below)
Accounts Receivable	(see below)
Notes:	<p>Effective January 1, 2007, Chapter Law 2006-312, L.O F., repeals the annual tax on intangible personal property such as stocks, bonds, mutual funds, money market funds, and unsecured notes. The repeal did not include:</p> <ul style="list-style-type: none"> <li>- The nonrecurring tax on a note, bond, or other obligation for payment of money that is secured by a mortgage deed or other lien on real property. Taxpayers who are lending money secured by a mortgage on Florida real property must still pay the nonrecurring intangible tax. These payments are generally made to the Clerk of Court in the county where the instrument is recorded.</li> <li>- The recurring tax on the lease of real property owned by a government and leased to a non-governmental entity when rental payments are due. Taxpayers that lease property from a governmental entity must still file and pay the governmental leasehold intangible tax annually, if the amount of tax owed before discount is \$60 or more.</li> </ul>

### **Sales/Use Tax**

Maximum State Rate	6.0%
Maximum Local Add-on	1.5% (None in Lee County)

### **Subject To Sales/Use Tax**

## **EXHIBIT D-15: STATE OF FLORIDA TAX POLICIES**

Source: WDG Database

Production Machinery & Equip.	New companies-No/ Expanding companies-Yes with a maximum of \$50K per year
Non-Prod Machinery & Equip.	Yes
Pollution Control Equip.	No
Office FF&E	Yes
Telecommunications Equipment	Yes
Computer Hardware	Yes
Computer Software - Customized	No
Computer Software - Standard	Yes
Raw Materials	No
Office Supplies	Yes
Electric Power	Yes
Natural Gas	No
Water	No
Sewer	No
Hazardous Waste Disposal	No
Non-Hazardous Waste Disposal	No
Telephone - Local	Yes
Telephone - Intra-State	Yes
Telephone - Inter-State	Yes
Telephone - 1-800 - Intra-State	Yes
Telephone - 1-800 - Inter-State	Yes all telephone calls are subject to a 9.5% tax. This includes 7% sales and 2.5% gross receipts. For incoming 1-800 calls originating out of state, a company can cap the sales tax at \$50,000 a year. Application must be made to FL Dept. Of Revenue for a direct payment permit. However, the cap does not include the 2.5% gross receipts tax. That applies without any ceiling to all calls including incoming 1-800.
Telephone - WATS- Intra-State	Yes
Telephone - WATS- Inter-State	Yes
Direct Mail Lists	Yes
Professional Services	No
Building construction materials, Office	Yes
Building construction materials, Industrial	Yes

## **EXHIBIT D-15: STATE OF FLORIDA TAX POLICIES**

Source: WDG Database

### **State Taxation Of The Internet**

Access to Internet	No
Sales of goods over Internet	Yes
Downloaded information/software	No
Canned software	Yes
Custom software	No

### **Corporate Income Tax**

Maximum State Tax Rate	5.5%
Taxable Base	Net income
Waters-Edge or Unitary	Neither
Federal Taxes Deduction	No
States With No Local Add-on	None

### **Franchise Tax**

Existing Policy	No
Tax Rate	-
Basis	-

### **Other Corporate Taxes**

Stamp Documentation	Yes (Documentary Excise Tax)
State Rate	35 cents per \$100 of face value
Maximum Local Rate	Surtax at rate not to exceed 45 cents per \$100 of consideration
Mortgage Recording	Yes (Documentary Excise Tax)
State Rate	35 cents per \$100 of face value
Maximum Local Rate	Surtax at rate not to exceed 45 cents per \$100 of consideration (Single family residences exempt)
Realty Transfer	Yes (Documentary Excise Tax)
State Rate	70 cents per \$100 of the consideration
Maximum Local Rate	Surtax at rate not to exceed 45 cents per \$100 of consideration (Single family residences exempt)

### **Personal Income Tax**

Maximum State Tax Rate	None
Taxable Base	-
States With No Local Add-on	None

## **EXHIBIT D-16: STATE OF FLORIDA BUSINESS INCENTIVE POLICIES**

Source: State Departments of Economic Development

### **Property Tax Abatement**

Is this incentive available?	Yes (Local option)
Machinery & equipment	No
Raw materials	No
Land (total or improved value)	Yes (Improved) local option
Building (total or improved value)	Yes (Improved) local option
Abatement available to industrial, office, & distribution employers?	Yes
Abatement applicable to City tax?	Yes (Local option)
Abatement applicable to County tax?	Yes (Local option)
Abatement applicable to School tax?	No
Length of abatement (yrs.)	Up to 10 years
Sliding scale formula (yes or no)	No
Abatement in yr. one (%)	Up to 100% varies depending on number of years
Abatement in final yr. (%)	Up to 100% varies depending on number of years
Can a co. that leases space or equipment take advantage of the abatement?	Yes
Geographic restrictions to qualify for credit	None (Local option)
Other restrictions	None

### **Corporate Income Tax Credits For New Job Creation**

Is this incentive available?	Yes (The QTI program can provide a refund of any state tax including corporate income, sales, gross premium, intangible, ad valorem)
Program name	Qualified Target Industry Tax Refund Program (QTI)
Min. jobs that must be created	At least 10 full-time equivalent jobs or if an expansion, a 10% increase in employment
Credit per job	Refund of up to \$5,000 per \$8,000 in an Enterprise Zone. Average refund is \$2,500
# of years credit applies	One-time credit paid out over a minimum of 4 years
Max. total credit allowed	25% of total refund per year, not to exceed a total of \$5 million (\$7.5 million in an Enterprise Zone)
Carry forward (# of years)	Yes unlimited
Credit available to industrial, office, & distribution employers?	Yes, headquarters and selected target industries
Geographic restrictions to qualify for credit	None

## **EXHIBIT D-16: STATE OF FLORIDA BUSINESS INCENTIVE POLICIES**

Source: State Departments of Economic Development

### **Corporate Income Tax Credits For New Job Creation, *continued***

Other restrictions	Must pay at least 115% of state, county or MSA average annual wage, whichever lowest. Program requires local support (20% of refund amount must come from local entity) Either of these restrictions may be waived in rural areas or EZ's.
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### **Corporate Income Tax Credits For New Capital Investment**

Is this incentive available?	Yes
Program name	Capital Investment Tax Credit available to High-Impact Industries
Min. investment to qualify for credit	\$25 million. Sliding scale for eligible capital costs; investment of \$100 million or more 100% of investment, \$50 million but less than \$100 million 75%, \$25 million but less than \$50 million 50%
Credit formula	Equal to 5% of eligible capital costs generated by or arising out of, a qualifying project
# of years credit applies	Not to exceed 20 years
Max. total credit allowed	Not to exceed 100% of qualifying project's eligible capital costs
Carry forward (# years)	None
Credit available to industrial, office, & distribution employers?	Production segment of transportation equipment manufacturing, biomedical, financial services, headquarters, IT
Geographic restrictions to qualify for credit	
Other restrictions	Capital Investment Tax Credit may be applied against income tax liability after any applicable bank and savings association tax credit, gasohol development tax credit, and credit for payments to the HMO Consumer Assistance Plan. Must create a minimum of 100 jobs

## **EXHIBIT D-16: STATE OF FLORIDA BUSINESS INCENTIVE POLICIES**

Source: State Departments of Economic Development

### **Sales/Use Tax Credit Program**

Is this incentive available?	Yes (Sales tax exemption)
Program name	Electrical Sales Tax Exemption
Eligibility requirements	Must register with WAGES (Work & Gain Economic Self Sufficiency Act). Electricity used for exempt purpose has to be separately metered or if it is not separately metered it is irrevocably presumed that 50% of the charge for the electricity will be for nonexempt purposes. Program limited to specific Standard Industrial Classification (SIC) Codes, manufacturers.
Purchases that qualify for credit	Electricity used directly and exclusively at a fixed location to operate machinery and equipment that is used to manufacture, process, compound, or produce items of tangible personal property for sale, or to operate pollution control equipment, recycling equipment, maintenance equipment, or monitoring control equipment used in such situations.
Applicable to state and local sales/use tax	State only
Max. total credit allowed	Phased-in exemption, Beginning July 1, 1996 a 20% exemption will apply. The exemption is increased by 20% each succeeding July 1 until July 1, 2000 when the charges will be fully exempted.
Carry forward (# years)	NA
Credit available to industrial, office, & distribution employers?	Manufacturing and mining, program is SIC Code specific
Geographic restrictions to qualify for credit	None

### **R & D Tax Credit Program**

Is this incentive available?	No (Sales tax exemptions for certain R&D activities)
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## **EXHIBIT D-16: STATE OF FLORIDA BUSINESS INCENTIVE POLICIES**

Source: State Departments of Economic Development

### **Industrial Revenue Bond Financing**

Is this incentive available?	Yes
Program name	Industrial Revenue Bond Program
Financing available to industrial, office, and distribution employers?	Mfg
Maximum amount financed per project	\$10 million
Uses for which bonds can be applied (e.g., fixed assets, working capital)	Fixed assets
Typical percentage points below prime	1.5-2.5%

### **Loan Guarantee Program**

Is this incentive available?	No
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### **Low Interest Loan Program (Other than small bus. or bridge financing)**

Is this incentive available?	No
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### **Grant Programs**

Is this incentive available?	No (See Pre-employment training / Quick Response Training Grants)
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### **Pre-Employment Training**

Is this incentive available?	Yes
Program name	Quick Response Training (QRT) Grants
Is program 100% state funded	No, 50-50 state/company participation
Can the company recruit and pre-screen candidates?	Yes
Will the state recruit and pre-screen candidates?	Yes
Must trainees be classified as economically disadvantaged or displaced?	No
Must all trainees who successfully complete the program be offered a job?	Yes, must be on company payroll to qualify for training
Wages mandatory for trainees	Goal is to pay at least 115% of average annual state, county, or MSA wage.
% Typically paid by company	0%
Typical value of program per employee	Average \$600. No maximum per project.

## **EXHIBIT D-16: STATE OF FLORIDA BUSINESS INCENTIVE POLICIES**

Source: State Departments of Economic Development

### **Enterprise Zone Legislation**

Is this incentive available?	Yes
Program name	FL Enterprise Zones

### **Employment Tax Credit In An Enterprise Zone**

Is this incentive available?	Yes
Program name	EZ Jobs Tax Credit (Corporate Income Tax) see also EZ Jobs Tax Credit (Sales & Use Tax)
Credit applies to which tax	Corporate income tax
Minimum number of jobs that must be created	1
Amount of credit per job created	20% of wages of new employees who are residents of a FL enterprise zone. If 20% or more of the permanent full-time employees are residents of a FL enterprise zone the credit is 30% of wages paid to new employees who are residents of a FL enterprise zone.
Number of years credit can be earned for each new job	One-time credit (employee must work 1 full year)
Maximum total credit allowed	\$2,700 per new hire
Carry forward (# of years)	5
To be eligible must new hires live in enterprise zone?	Yes they must be residents of a FL enterprise zone
To be eligible must new hires live in city where enterprise zone is located?	No
To be eligible must new hires be unemployed or economically disadvantaged?	No
Other restrictions	New employees must have been employed by the business for at least 3 consecutive months. Business must earn more than \$5,000 to take advantage of the credit. This credit is not available if the Credit Against Sales Tax for Job Creation is taken. Leased employees must continuously be leased to an employer for more than 6 months.

## **EXHIBIT D-16: STATE OF FLORIDA BUSINESS INCENTIVE POLICIES**

Source: State Departments of Economic Development

### **Sales/Use Tax Credit In An Enterprise Zone**

Is this incentive available?	Yes
Program name	Sales Tax Refund For Business Machinery & Equipment Used In An EZ and Sales Tax Refund For Building Materials Used In An EZ
Applicable to machinery and equipment purchases?	Yes, tangible personal property such as office equipment, warehouse equipment, and some industrial equipment which is used exclusively in EZ for at least 3 years
Applicable to construction materials?	Yes, building materials used to rehabilitate real property or new construction
Applicable to construction labor?	No
Applicable to any other purchases subject to the tax?	No
Includes state and local sales/use tax?	State only
Maximum credit allowed per year	Tangible personal property; total sales tax refund must be at least \$100, but no more than the lesser of \$5,000 or 97% of tax paid. Building materials; total amount of sales tax refund must be at least \$500, but no more than the lesser of \$5,000 or 97% of the tax paid per parcel of property. Both programs: If 20% or more of the permanent, full-time employees of the business are residents of a FL enterprise zone, the refund will be no more than the lesser of \$10,000 or 97% of the tax paid. Business equipment must have a sales price of at least \$5,000 per unit to qualify.
Maximum credit allowed per project	Business Machinery & Equipment program limits apply per application/purchase. Building materials program is a one-time credit.
Number of years credit can be earned	Business Machinery & Equipment program limits apply per application/purchase. Building materials program is a one-time credit.
Carry forward provisions (# of years)	None
Key eligibility criteria	None

## **EXHIBIT D-16: STATE OF FLORIDA BUSINESS INCENTIVE POLICIES**

Source: State Departments of Economic Development

### **Investment Tax Credit In An Enterprise Zone**

Is this incentive available?	No
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### **Real Property Tax Abatement In An Enterprise Zone**

Is this incentive available?	No but (EZ Property Tax Credit against corporate income tax) is available
Applies to total real property value?	No
Applies to improved real property value?	Yes
Abatement includes City taxes?	Yes
Abatement includes County taxes?	Yes
Abatement includes School taxes?	No
Number of years abatement applies	5
% abatement by year	Corporate income tax credit equal to 96% of ad valorem taxes paid on the new or improved property
Can abatement apply to a tenant that leases space	Only if tenant is responsible (assessed) for tax
Restrictions	Firms must earn more than \$5,000 to take advantage of the credit and add at least 5 new jobs per year. The credit can be claimed for 5 years, up to a maximum of \$50,000 annually, if 20% or more employees are enterprise zone residents; otherwise the credit is limited to \$25,000 annually.

### **Personal Property Tax Abatement In An Enterprise Zone**

Is this incentive available?	No
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### **Electric Power Rate Reduction In An Enterprise Zone**

Is this incentive available?	Yes, in the City of Fort Myers portion of the zone.
Program name	Sales Tax (State apportionment only) Exemption For Electrical Energy Used In An EZ
Eligibility criteria	The tax exemption is limited to municipalites that have passed an ordinance to reduce the municipal utility tax for enterprise zone businesses.

## **EXHIBIT D-16: STATE OF FLORIDA BUSINESS INCENTIVE POLICIES**

Source: State Departments of Economic Development

### **Electric Power Rate Reduction In An Enterprise Zone (continued)**

Number of years reduction applies	Up to 5 years
Average % reduction in total bill per year	A 50% sales tax exemption is available to qualified businesses located in an enterprise zone on the purchase of electrical energy. If 20% or more of the permanent, full-time employees are residents of a FL enterprise zone, the exemption is 100% of sales tax. This exemption is only available if the municipality in which the business is located has passed an ordinance to exempt enterprise zone businesses from 50% of the municipal utility tax.

### **Waiving of the Following in an Enterprise Zone:**

State/Local Fees	New and existing businesses can obtain a 50% discount on their occupational license tax, building permits, and development fees at local option.
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### **Other Available Incentives**

<p>EZ Jobs Tax Credit (Sales &amp; Use Tax) Allows businesses in a FL enterprise zone, who collect or pay FL sales &amp; use tax, a monthly credit against their tax due on wages paid to new employees who have been employed by the business for at least 3 months and are residents of a FL enterprise zone. The credit formula is the same as the EZ Jobs tax Credit (Corporate Income Tax). The credit is limited to the amount of tax due on each return. There is no refund or carry forward for credit in excess of the tax due. This credit is not available if the EZ Jobs Tax Credit (Corporate Income Tax) is taken.</p>
<p>Credit For Child Care Facility- Corporate income or insurance premium tax credit equal to 50% of the start-up costs of child care facilities operated for employees, \$50 per child per month for the operation of a facility, or 50% of the amount of child care payments made directly to a licensed child care provider. Maximum \$50,000 in tax credits may be claimed each year. Unused credit may be carried forward for 5 years.</p>

## **EXHIBIT D-17: UNION ELECTIONS (1990-2006)**

*Source: National Labor Relations Board*

<b>Employer</b>	<b>Unit</b>	<b>Union Name</b>	<b>Type of Election</b>	<b>Number Eligible Votes</b>	<b>Votes For Union</b>	<b>Votes Against Union</b>	<b>Outcome of Election</b>	<b>Date</b>
Continental Baking Company	Office/Clerical	Teamsters	Certification	13	12	1	Won	03/90
Browning Ferris Industries, Inc.	Truck Drivers	Teamsters	Certification	42	24	15	Won	05/90
Mechanical Associates, Inc.	Craft	Plumbers	Certification	19	9	10	Lost	07/90
Modern Air Conditioning, Inc.	Craft	Plumbers	Certification	59	38	21	Won	09/90
Cape Coral Dist., Browning-Ferris	Truck Drivers	Local Independent Union	Decertification	42	0	28	Lost	06/92
Modern Air Conditioning, Inc.	Craft	Local Independent Union	Decertification	22	0	22	Lost	08/92
Page Mechanical Services, Inc.	Craft	Local Independent Union	Certification	9	0	5	Lost	05/94
Hillhaven Rehabilitation Center	Industrial	Local Independent Union	Certification	75	39	34	Won	06/94
Jacob Conger, Inc.	Craft	Bridge, Structural and Ornamental Iron Workers	Certification	28	5	21	Lost	11/00
News-Press, A Division of Multimedia Holding Corporation	Other	Graphic Communications	Certification	13	3	9	Lost	01/01
The Newspress Publishing Company	Other	Graphic Communications	Certification	18	7	11	Lost	01/01
News-Press, A Division of Multimedia Holdings Corporation	Other	Graphic Communications	Certification	9	5	4	Won	01/01
Diversifiled Management Lee Co.	Truck	Teamsters	Certification	44	3	35	Lost	02/01
The Newspress Publishing Company	PrCl	Graphic Communications	Certification	6	3	4	Lost	02/01
Safway Steel Products, Inc.	Indus	Carpenters and Joiners	Certification	35	29	15	Won	09/01
News-Press, A Division of Multimedia Holding Corporation	Dept	Graphic Communications	Certification	17	11	6	Won	02/02
News Press Publishing Co.	Cler	Graphic Communications	Certification	77	19	59	Lost	06/02

## **EXHIBIT D-18: MAJOR EMPLOYERS**

Source: InfoUSA

<b>Company</b>	<b>Product Description</b>	<b>Employees</b>
Lee County School District	Public Schools	10,930
Lee Memorial Health Systems	Non-profit hospital	8,000
Publix Super Markets	Grocer, retail	4,153
Lee County Administration	County government	2,481
Wal-Mart Corporation	General merchandise	2,189
City of Cape Coral	City government	1,948
Lee County Sheriff's Office	Public safety, sheriff	1,422
Bonita Bay Group	Land developer	1,400
U.S. Postal Service	Postal service	1,397
Chico's FAS, Inc	Corporate headquarters for women's apparel	1,117
Florida Gulf Coast University	State University	1,040
City of Fort Myers	City government	1,024
WCI Communities, Inc.	Real estate developer	917
EMBARQ	Telephone communications, local, wireless	850
Shell Point Retirement Community	Life care facility	803
LXR Luxury Resorts	Resorts, call center	800
The News-Press	Newspaper	710
Raymond Building Supply Corp	Lumber & millwork, trusses, storm panels	675
Hope Hospice of SWFL	Care/services for elderly	636
Sam Galloway Ford, Inc.	Auto dealership	633
Crowther Roofing	Roofing company, light gage truss framing	621
Sanibel Harbour Resort	Resort	613
Yoder Brothers	Flower grower	564
Beall's Department Stores	General merchandise - retail	549
Gulf Coast Center	Rehabilitation center	545
Hyatt Regency Coconut Point	Resort	539
Conshor, Inc.	Concrete forming	530
Lowe's Home Improvement	Building materials	465
Radiology Regional Center	Medical office	411
LYNX Services	Insurance claims processing center	402
Pall Industries	Aviation components, hydraulic filters	400
Pall Aeropower Corporation	Aviation components, machines, & equip	400
Bank of America	Financial Institution	397

## **EXHIBIT D-18: MAJOR EMPLOYERS**

Source: InfoUSA

<b>Company</b>	<b>Product Description</b>	<b>Employees</b>
Lee County Clerk of Courts	Constitutional officer	376
Lee County Port Authority	International airport/port authority	368
Lee County Electric Cooperative, Inc.	Electric utility	367
Fort Myers Toyota, Inc.	Auto dealership	365
The Wackenhut Corporation	Guard and security service	352
Bonita Community Health Center	Non-profit hospital for diagnostic & surgical	350
B&I Contractors, Inc.	Mechanical, electrical, & plumbing	350
Gartner	IT business intelligence	325
Lee County Health Dept.	State public health programs	320
Florida Dept of Children & Families	Government offices, state	315
Sunstream Hotels & Resorts	Hotels & resorts	310
Winn Dixie, Inc.	Grocer, retail	303
Teleperformance	Outsource provider for customer service	300
Source Interlink	Corp HQ, marketing & business consulting	300
R.J. Vann Mechanical Corp.	AC, plumbing, heating systems	300
Germain Arena	Arena, sporting events, concerts, shows	300
Mancan Temporary Services	Temporary service employment	295
Rinker Materials Corp	Building supplies & ready-mix concrete	250
Heinz North America	Manufacturing, frozen food snacks	240
Breeze Newspapers	Newspaper	215
First Home Builders of Florida	Residential development & construction	-