



Myth: *The Qualified Target Industry (QTI) Tax Refund program is a taxpayer funded incentive used to lure businesses to Florida to compete with businesses that already pay taxes.*

Fact: The QTI program is actually a tax refund program that refunds portions of the Corporate income tax, Insurance premium tax and Sales tax that the business has already paid to the state. Businesses who are already in Florida but commit to creating more jobs in the targeted industries are also available.

Myth: *The QTI Tax Refund program provides taxpayer dollars cash up front to create jobs.*

Fact: The QTI Tax Refund program is strictly a tax refund. Refunds are only issued once a business pays its taxes and job performance is verified through a third-party auditor.

Myth: *The QTI Tax Refund program is an incentive for businesses that has no accountability or monitoring.*

Fact: Businesses participating in the QTI Tax Refund program are only provided refunds once jobs are created, taxes are paid by the business and performance is verified.

Myth: *There is no accountability during the QTI Tax Refund program, leaving tax payer dollars in the hands of politicians who cater to special interests and big corporations.*

Fact: The Department of Economic Opportunity verifies the business' completion of the contract requirements through a third-party auditor (i.e. jobs have been created, taxes are paid) before initiating any tax refund.

Myth: *It is not the role of government to be in the business of picking winners and losers. The QTI Tax Refund program picks winners and losers by allowing only certain types of businesses to participate.*

Fact: The QTI Tax Refund program attracts industries that create high quality and high wage jobs. The goal is to diversify Florida's economy so that it is less reliant on agriculture, tourism and new construction, the latter two are highly susceptible to market down turns and natural disasters.

Myth: *The QTI Tax Refund program interrupts the free market by allowing government to pick businesses who receive a tax refund.*

Fact: The QTI Tax Refund program allows the state to encourage diversification of its economy, making Florida's economy more resilient during periods of market down turns.



Myth: *This type of program is not a core function of government.*

Fact: This type of program is an important function of government because a diversified and resilient economy benefits all Floridians by offering greater certainty in the market place in good times and in bad.

Myth: *This program is a form of corporate welfare.*

Fact: This type of program aligns with the conservative principle that taxpayers know how to spend their money far better than government does. Businesses are better suited than government to reinvest their money into expansions, additional workforce and higher wages.

The legislature has consistently embraced lower taxes often in the form of tax refunds. (HB 7087 in 2018 and HB 7127 in 2019)

Myth: *The QTI Tax Refund program can only be utilized by large corporations and special interests.*

Fact: Any new or expanding businesses within a targeted industry in Florida can qualify for the QTI Tax Refund program. New businesses are required to create a minimum of 10 new full-time jobs in at least one of the targeted industries. If the business is expanding, it must create new jobs equal to a minimum of 10% of their current Florida full-time jobs.

Myth: *The state is the sole entity participating in the Tax Refund program.*

Fact: The local communities must provide a 20% match of the annual tax refund for the businesses, except for a business located in any rural community.

Myth: *Businesses will locate to Florida because of its sunshine and beaches.*

Fact: Businesses need more than sunshine and beaches to relocate and expand in Florida. By combining low tax policy and the QTI Tax Refund program, Florida can compete with other states such as Texas, New York, Georgia and California.

Myth: *The QTI Tax Refund program is only beneficial to businesses in urban areas.*

Fact: Any new or expanding businesses within a targeted industry in Florida can qualify for the QTI Tax Refund program. Businesses creating jobs in a rural community are eligible for twice the tax refund (\$6,000 per job) and can waive the average wage and local match requirements.