

**LEGISLATIVE #**

**110664B**

# GENERAL PROJECT OVERVIEW

Roberts Family of Companies (RFC)

Name of Business

Roberts Stadium Club

Project Title or Code Name (1-5 word description)

## FOR EFI USE ONLY

Date Received

Date Revised

Date Completed

EFI Project Number

Contact Enterprise Florida to discuss your project and application **before** submitting a formal proposal. The completed and signed application must be filed with:



The Atrium Building, Suite 201 • 325 John Knox Road  
Tallahassee, Florida 32303

Phone: 850.298.6620 • Fax: 850.298.6659

<http://www.eflorida.com/>

# GENERAL PROJECT OVERVIEW

## 1. BUSINESS INFORMATION

**A. Legal Name of Applicant:** Multiple Legal Entities (See Attached)  
*This should be the entity that will be party to the QTI agreement with the State of Florida. If multiple affiliates are involved in job creation and/or paying taxes, include an attachment listing affiliate name(s), Federal Employer Identification Number(s), Unemployment Compensation Number(s) and relationship to applicant.*

**B. Mailing Address:** 7290 College Parkway, Suite 400  
*Street Address*

Fort Myers  
*City*                                  FL  
*State*                                  33907  
*Zip Code*

**C. Name of Parent Company:** R+L Carriers, Inc. (Lead Company)

**D. Primary Business Unit Contact:** Jeff Haungs  
**Title:** Vice President

**Mailing Address:** 7290 College Parkway, Suite 400  
*Street Address*

Fort Myers  
*City*                                  FL  
*State*                                  33907  
*Zip Code*

**Telephone:** 239-275-2314                                  **Fax:** 937-655-3148

**Email:** [jhaungs@rlrlc.com](mailto:jhaungs@rlrlc.com)                                  **Website:** [www.rlcarriers.com](http://www.rlcarriers.com)

**E. Business Unit's Federal Employer Identification Number:**  
*(Please complete either the substitute W-9 Form at the end of this application or attach a completed IRS Form W-9.)*                                  31-1423221

**F. Business Unit's Unemployment Compensation Number<sup>1</sup>:**

**G. Business Unit's Florida Sales Tax Registration Number:**

**H. Will the business unit or its parent company have Federal Corporate Income Tax liability attributable to this project?**

If yes, will there also be State Corporate Income Tax Liability attributable to this project?                                  Yes      No                                     Yes      No  

**I. Is the business unit minority owned?**

Yes      No      If yes, explain:

**J. What is the business unit's tax year (ex: Jan 1 to Dec 31):** Jan 1 to Dec 31

**K. Has this business unit, or any related entities, applied for and/or been approved for State incentives in the past?**

Yes      No      If yes, explain:                                  Lee County QTI, etc

<sup>1</sup> If multiple unemployment compensation reporting units or multiple worksites are involved, contact Enterprise Florida to discuss this structure or include an attachment listing the additional units and their relationship to the applicant. Business entities not disclosed here may not be party to or count toward the requirements of the contract with the State of Florida.

## GENERAL PROJECT OVERVIEW

### 2. PROJECT OVERVIEW

**A. Which of the following best describes this business unit<sup>2</sup>:**

- New business unit to Florida
- Existing Florida business creating and / or retaining jobs<sup>3</sup>.  
If an expansion, how many jobs are currently in the expanding business unit? 195

**B. How many individuals are employed at all Florida locations? 105**

**C. Are any jobs being transferred from other Florida locations<sup>4</sup>?**

Yes  No  If yes, how many jobs and from where? \_\_\_\_\_  
Why are these jobs moving and why is it justified in light of the statutory language governing the applicable incentive program(s)?

**D. Give a full description of this project, including a company overview, the primary activities / functions of this business unit and project, and the reasons for contemplating an expansion in / relocation to Florida:**

The Roberts started a transportation business in 1965 that has flourished into a billion dollar empire that comprises several different types of businesses, including real estate companies, logistical and supply chain management, telecommunications, technology and hospitality. RFC operations serve the United States, Canada, Puerto Rico, the and Dominican Republic. RFC will continue to expand in direct response to our customers' needs.

While this particular project will be mainly technology and logistics driven, this process may expand the project to additional business segments.

The group of Roberts Family Companies (RFC) are expanding and branding a couple of their key business functions, Technology and Logistics Management. RFC has a history of innovative technology, amassing several awards and patents and is a leader in transportation logistics.

The project will include a new facility to house a growing group of both high level technology positions and logistics management positions. The technology group will also house an expansion of a group that has developed several patents and will continue to perfect a state-of-the-art wireless image communication, document management, positioning and tracking system. Future expansion of this product will integrate RFC's products and services into a diverse array of markets. While the technologies group has a focus in the transportation industry, it will also provide innovation in a variety of other industries, developing new systems and processes to be used both by RFC and external users.

<sup>2</sup> Must be a separate business unit or reporting unit of a business unit that is or will be registered with the State of Florida for unemployment compensation purposes.

<sup>3</sup> A QTI Tax Refund award cannot be granted for existing Florida jobs.

<sup>4</sup> Incentives may not be used in connection with a project that involves the relocation of jobs from one Florida community to another except in certain circumstances as described in statute.

## GENERAL PROJECT OVERVIEW

RFC maintains its corporate headquarters in Wilmington, Ohio, the original home of all of the companies' owners and is where the majority of these tasks are currently located. The group launched an initiative to determine where the best and brightest minds in these fields are trending. This location will need to continually feed our future development as an innovative leader in a community that would both provide for and add future stability to our growing structure.

Florida has been an important state to our Trucking operations since the late 1980's and is also where four of our owners now call home. More specifically, this current technology initiative is not only vital to our future, but near and dear to our owner's hearts. The four owners that call Florida home reside less than an hour from Gainesville and have long been an admirer of the Gainesville community from afar. This would be a great opportunity to match the community of Gainesville and its surge into the innovation realm with a leader in transportation with proven cutting edge capabilities. The close proximity will provide greater visibility to our ownership group and could add to the future flow of corporate structure to Gainesville.

**E. In what Targeted Industry(ies) does the proposed project operate?<sup>5</sup>:** Various, but mostly transportation and logistics

**F. Break down the project's primary function(s) and the corresponding wages:**

Business Unit Activities	5 Digit NAICS Code(s)	Project Function (total = 100%)	Annualized Wage (\$)
Professional & Technology	54151	80%	\$65,000
Logistical Management	48851	20%	\$42,000
		%	\$

**G. What is the project's proposed location address:**

1800 West University Avenue

*Street Address*

Gainesville

*City*

Florida

*State*

32603

*Zip Code*

**What is the project's current location address (if different): (Technology section)**

215 West Curry Road

*Street Address*

Wilmington

*City*

Ohio

*State*

45177

*Zip Code*

**H. Is the project location within a current or proposed Brownfield site / area?**

Yes  No  If yes, attach a copy of the official document designating the Brownfield area.

**Is the project location in an Enterprise Zone?**

Yes  No  If yes, which zone? City of Gainesville

**Is the project location in a designated Rural area?**

Yes  No  If yes, which Rural area? \_\_\_\_\_

**Is the project location in an Urban area<sup>6</sup>?**

Yes  No  If yes, describe? In Gainesville CRA area – College Park/University Heights

<sup>5</sup> Refer to the QTI Target Industry list.

<sup>6</sup> An Urban area may include a Community Redevelopment Area (CRA), Urban Job Tax Credit eligible area, Urban Enterprise Zone, Federal Empowerment Zone, an Urban revitalization area, etc.

## GENERAL PROJECT OVERVIEW

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**I. Which of the following describes the applicant's operations** (select all that apply):

- Multi-state business enterprise  
 Multinational business enterprise  
 Florida business enterprise (eligible for Brownfield Redevelopment Bonus incentive only)

**J. Which of the following describes this business unit** (select all that apply):

- Regional headquarters office  
 National headquarters office  
 International headquarters office  
 This is not a dedicated headquarters office

**K. What is the estimated percentage of gross receipts or final sales resulting from this project that will be made outside of Florida** (if sales is not a reasonable measure, use another basis for measure and provide explanation below):

2.5% Explain, if necessary: Ultimate measurement of technological and logistics staff in RFC (Total RFC Staff Estimate would be at 12,000)

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### 3. JOB AND WAGE OVERVIEW

- A. How many Florida jobs<sup>7</sup> are expected to be created as part of this project?** 300
- B. If an existing business unit, how many Florida jobs are expected to be retained as part of this project?** (jobs in jeopardy of leaving Florida should only be included here; these jobs are not eligible for QTI) 0
- C. What is the anticipated annualized average wage (excluding benefits) of the new to Florida jobs created as part of this project?** (Cash payments to the employees such as performance bonuses and overtime should be included. The wage reported here is only an estimate of the average wage to be paid and will not be used in the certification, agreement, and claim evaluation process.) \$60,000
- D. What is the annualized average value of benefits associated with each new job created as part of this project?** \$18,000
- E. What benefits are included in this value?** (health insurance, 401(k) contributions, vacation and sick leave, etc.)  
All above

### 4. CAPITAL INVESTMENT OVERVIEW

- A. Describe the capital investment in real and personal property** (Examples: construction of new facility; remodeling of facility; upgrading, replacing, or buying new equipment.):  
 Approximately \$15 million, which consists of the purchase of an existing building skeleton, finishing out the core structure and then the build out of certain floors. A parking garage will also be constructed with potential public use.  
Additional costs will occur as additional, like, tenants move to the building location.
- B. Will this facility be:**  
 Leased space with renovations or build out

<sup>7</sup> A "full time equivalent job" means at least 35 hours of paid work per week.

## GENERAL PROJECT OVERVIEW

- Land purchase and construction of a new building
- Purchase of existing building(s) with renovations
- Addition to existing building(s) (already owned)
- Other (please describe in 4A above)

**C. List the anticipated amount and type of major capital investment to be made by the applicant in connection with this project:**

Calendar Year :	2010	2011	2012	2013	2014 and thereafter	Total
Land or Building Purchase	\$1,875,000	\$700,000	\$	\$	\$	\$2,575,000
Construction / Renovations	\$ 500,000	\$7,000,000	\$2,200,000	\$300,000	\$250,000	\$10,250,000
Manufacturing Equipment	\$	\$	\$	\$	\$	\$
R&D Equipment	\$	\$	\$	\$	\$	\$
Other Equipment (computer equipment, office furniture, etc.)	\$100,000	\$800,000	\$550,000	\$225,000	\$500,000	\$2,175,000
<b>Total Capital Investment</b>	<b>\$2,475,000</b>	<b>\$8,500,000</b>	<b>\$2,750,000</b>	<b>\$525,000</b>	<b>\$750,000</b>	<b>\$15,000,000</b>

**D. What is the estimated cost of machinery and equipment or other resources for this project expected to be purchased outside of Florida?** \$0 (less than 2%)

**E. Describe the type(s) of machinery and / or other resources to be purchased outside of Florida.**  
 Depends on lack of ability to get things in Florida

**F. What is the estimated square footage of the new or expanded facility?** 34,000 SF

**G. When is the final location decision anticipated (date)?** 11/21/2011

**H. What is the anticipated date construction will begin?** In Process

**I. What is the anticipated date operations will commence?** 01/01/2012

### 5. COMPETITIVE LANDSCAPE

**A. What role will the incentive(s) play in the business unit's decision to locate, expand, or remain in Florida?**

State of Florida incentives, specifically the Qualified Target Industry Tax Refund Program, the Quick Response Training Program, training related assistance and other grants and loan incentives, will assist RFC to offset the significant capital and employee costs associated with the proposed expansion. State financial assistance is a major factor and would provide RFC valuable offsets to assist in managing the significant costs of the proposed project, as well as a major factor in creating the financial resources enabling us to more quickly achieve our capital investment and business plans.

**B. How will the incentive dollars be used by the business?**

As stated above, any incentive dollars will be used to facilitate the planned growth in the community

**C. What other cities, states, or countries are being considered for this project?**

In addition to the Gainesville community, we have performed an exhaustive search and have currently narrowed the field down to two Georgia locations, two Ohio locations, two other Florida locations, one Kentucky location and one Michigan

## GENERAL PROJECT OVERVIEW

location. This may still seem like a large pool, but considering we had virtually the entire Nation for which to locate, this is a very manageable final group focused in five states.

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**D. What advantages or incentives offered by these locations do you consider important in your decision?**

Each location has a unique set of advantages and incentives. Each location has discussed cash grants through a variety of inventive concepts as well as tax offsets. Among other items, these would include Quality Job Credits, REBA grants and Property tax abatements in both Georgia locations (all totaling several million dollars); Ohio JCTC, real property abatements and Ohio Rapid Outreach grants in both Ohio locations (all totaling several million dollars); QTI, Florida Quick Action Fund Grants, and other grant funds at other Florida locations (again totaling several million dollars). Additionally many have also offered different forms of training offsets. Some of the more important advantages noted were workforce availability, lower cost of living, secondary job markets for spouses and older children, school systems and quality of life in the area.

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**E. What advantages or disadvantages offered by the proposed Florida location do you consider important in your decision?**

Due to our nationwide footprint, RFC could operate in virtually any location that makes the best business sense. We performed significant market research to determine the up and coming market areas for our specific needs and then married that with other external factors such as secondary workforce, quality of life and incentive opportunities and Gainesville scored high on the list of possible locations.

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**F. Indicate any additional internal or external competitive issues impacting this project's location decision?**

Issues would include high cost of living, questionable workforce availability, and availability of significant financial incentives by other competing locations as well as other competitive issues include the availability of workforce training opportunities, spousal employment opportunities, and ensuring that the selected location will make available a strong quality of life for our employees and a stable economy for our business.

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### **6. ECONOMIC IMPACT AND CORPORATE RESPONSIBILITY**

**A. Provide a brief synopsis of the special impacts the project is expected to stimulate in the community, the state, and the regional economy.** Include the impact on indicators such as unemployment rate, poverty rate, and per capita income.

This will bring new jobs, directly and indirectly (spouses and children), which will increase spending at local establishments, including housing, automobiles, restaurants, real estate taxes, etc.. This new employment will help build onto the areas push to be an innovative hub and keep the talent pool in and build the area of Gainesville. Our wage base will average significantly higher than the current local averages. We believe this will add to the future viability of Gainesville to draw and retain its workforce which will in turn enhance the attractiveness of Gainesville to be the place to live, work and raise a family; helping to continually transform a college town into a business mecca. This location is not only situated in a Community Redevelopment Area but also in an Enterprise Zone, both key areas in any

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## GENERAL PROJECT OVERVIEW

community to have developed. This project will be a substantial improvement in the area with a highly sustainable workforce that will encourage the entire area to redevelop to stay on par, exactly the plan of the CRA and any enterprise zone making it a poster child for the nation's push for development and job creation.

- B. Provide a summary of past activities in Florida and in other states.** For example, what kind of corporate citizen has the applicant been? Also list awards or commendations.

The Roberts started a transportation business in 1965 that has flourished into a billion dollar empire that includes several different types of businesses, including real estate companies, logistical and supply chain management, telecommunications, technology and hospitality. The Roberts have several patents and have won several awards in technology and transportation. All of the above noted businesses have also touched Florida since RFC expanded operations into Florida in the late 1980's. While we have not yet fully ventured to Gainesville, we have found our way through other areas of Florida mostly through our transportation operations and have found Florida to be a good State to do business. This project could prove to be our first significant move from our corporate headquarters in Wilmington, Ohio in the form of technology. The Roberts have a proven track record of being active community supporters in every community for which they have a significant presence through direct community involvement and monetary donations.

- C. List and explain any criminal or civil fines or penalties, recent or ongoing investigations and lawsuits, federal, state and/or local tax liens, and environmental issues that have been imposed upon the company, its executives, or its affiliates and any recent bankruptcy proceedings of the applicant or its parent company.** Failure to disclose relevant information may mean automatic disqualification. If there are no issues to be identified, answer "None". Do not leave this question blank.

None that we are aware of at this time.

- D. Provide any additional information you wish to be considered as part of this incentive application or items that may provide supplementary background information on your project or company.**

RFC has the ability to locate this operation virtually anywhere in the United States and has selected Gainesville as one of its top choices. As previously noted, RFC estimates bringing in approximately 300 jobs over the next four years, believing that this will attract many other complimentary businesses that could benefit from the use RFC's proposed state-of-the-art building. As mentioned above RFC encompasses over 10,000 employees and over \$1.2 billion in annual sales. This group continues to grow and move into more innovative segments. Our project clearly aligns with the City of Gainesville's motto of "every path starts with passion." This project will ultimately bring over \$17 million in annual salaries and upfront infrastructure of over \$15 million which includes our initial investments. RFC is a firm believer in being active in the communities that are active with them.

## 7. CONFIDENTIALITY

## GENERAL PROJECT OVERVIEW

- A. You may request that your project information (including information contained in this application) be confidential per F.S. 288.075, Confidentiality of Records for a 12 month period, with an additional 12 month extension available upon request for projects still under consideration.

If you wish to request confidentiality for information contained within the General Project Overview to be held confidential pursuant to section 288.075, Florida Statutes, please submit to Enterprise Florida, Inc. a request on company letterhead and signed by an authorized company officer including the following statement:

*“On behalf of (Legal Name of Applicant), please accept this letter as a request for all documents, records, reports, correspondence, conversations, applications, data and other sources of information concerning our business plans, interests, or intention to evaluate or locate in Florida as well as other trade secrets, identification, account, and registration numbers, and proprietary confidential business information be held confidential pursuant to section 288.075, Florida Statutes for a period of 12 months after the date of receipt of this request for confidentiality or until the information is otherwise disclosed, whichever occurs first.”*

**\*\*\* Be sure to attach the proper incentive attachment sheet(s) \*\*\***

# GENERAL PROJECT OVERVIEW

## 8. SIGNATURES

**Application Completed By:**

**To the best of my knowledge, the information included in this application is accurate.**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
**Signature (Authorized Company Officer) REQUIRED**

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

\_\_\_\_\_  
Jeffrey T Haungs

\_\_\_\_\_  
Jeffrey T Haungs

\_\_\_\_\_  
Name

\_\_\_\_\_  
Name

\_\_\_\_\_  
Vice President

\_\_\_\_\_  
Vice President

\_\_\_\_\_  
Title

\_\_\_\_\_  
Title

\_\_\_\_\_  
On Behalf of Roberts Family of Companies

\_\_\_\_\_  
On Behalf of Roberts Family of Companies

\_\_\_\_\_  
Company

\_\_\_\_\_  
Company

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Address, if different than mailing address

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Address, if different than mailing address

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239-275-2314

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jhaungs@rlrlc.com

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jhaungs@rlrlc.com

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Email Address

\_\_\_\_\_  
Email Address

\_\_\_\_\_  
Name of contact person, if different than above

\_\_\_\_\_  
Phone Number

\_\_\_\_\_  
Address

\_\_\_\_\_  
Email Address



**STATE OF FLORIDA**  
**Department of Financial Services – Chief Financial Officer**  
 Bureau of Accounting, 200 East Gaines Street, Tallahassee, FL 32399-0354  
 Telephone (850) 413-5519 Fax (850) 413-5550

**Substitute Form W-9**

In order to comply with IRS regulations, we are requesting Taxpayer Identification information that will be used to determine whether you will receive a Form 1099 for payment(s) made to you by an agency of the State of Florida. For questions regarding this form, please use the address or telephone number provided above. In order to comply with the IRS rules, please provide us with your social security (SSN) or federal employer identification number (FEIN). This is **not** a request for state sales tax exemption.

In the event this information is not provided, or should the IRS notify us that the provided information is incorrect, all payments made to you may become subject to a 28% Backup Withholding Tax Rate. Please print clearly or type.

**PART 1** – Please provide the correct Tax Identification Number (**TIN**), be it FEIN **–or–** SSN, and the applicable name and address **as shown on your income tax return**.

The TIN is (check one)  FEIN \_\_\_\_\_  SSN \_\_\_\_\_

Federal Employer Identification Number (FEIN) 31-1423221 - or -

Example 99 -- 9999999

Social Security Number (SSN) \_\_\_\_\_

Example 999 -- 99 -- 9999

NAME (as shown on your income tax return) R&L Carriers, Inc.

Business name if sole proprietor \_\_\_\_\_

ADDRESS 600 Gillam Road

CITY, STATE, ZIP Wilmington, OH 45177

**PART 2** - Below, **circle** one number that accurately describes the business or the individual:

**1 - CORPORATION, PROFESSIONAL ASSOCIATION OR PROFESSIONAL CORPORATION**

(A corporation formed under the laws of any state within the United States.)

**2 - NOT FOR PROFIT CORPORATION** (Section 501(c) (3) Internal Revenue Code)

**3 - PARTNERSHIP, JOINT VENTURE, ESTATE, TRUST OR MULTIPLE MEMBER LLC**

**4 - INDIVIDUAL, SOLE PROPRIETOR, SELF EMPLOYED OR SINGLE MEMBER LLC**

(Circle #4 if you are an individual that benefited from a student loan forgiveness payment)

**5 - NONCORPORATE RENTAL AGENT**

**6 - GOVERNMENTAL ENTITY** (City, County, State or U.S. Government)

**7 - FOREIGN CORPORATION OR ENTITY** (A foreign entity formed under the laws of a country other than the United States.) If YES is marked below, complete and attach Form W-8ECI.

Is income effectively connected with business in the United States? \_\_\_\_\_ YES \_\_\_\_\_ NO

**8 - NONRESIDENT ALIEN** (An individual temporarily in the U. S. who is not a U.S. citizen or resident.)

Under the penalties of perjury, I certify that I have examined this request and to the best of my knowledge and belief, it is true, correct and complete.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

937-382-1494 x1479  
Telephone Number

\_\_\_\_\_  
Vice President  
Title

\_\_\_\_\_  
email (optional)