

# CITY OF HIGH POINT

## AGENDA ITEM



**Title:** Public hearing for TQL expansion project

**From:** Loren Hill and Sandy Dunbeck  
High Point Economic Development Corp.

**Meeting Date:** November 21, 2016

**Public hearing:** yes

**Advertising Date:** November 11, 2016

**Attachments:** legal notice

**Advertised by:** High Point EDC

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### **PURPOSE:**

City Council will consider a request from TQL to authorize up to \$70,000 in performance-based incentives for the company's expansion.

- The company would add 70 new jobs in High Point over five years.
- The average base wage would be \$36,000 per year. With commissions, compensation should average at least \$43,900 in Year 2 and \$46,900 in Year 5.

### **BACKGROUND:**

TQL – Total Quality Logistics – is the second largest freight brokerage firm in North America.

- TQL connects companies needing products hauled with carriers delivering goods.
- The company's headquarters is in Cincinnati, Ohio. It was founded in 1997 and today employs more than 4,200 people.
- The company currently has NC operations in Charlotte and near Research Triangle Park.
- TQL is considering opening a facility at 4135 Mendenhall Oaks Parkway in High Point. High Point and locations in several other states are under consideration for this project.

### **BUDGET IMPACT:**

If the company meets all of the benchmarks outlined in a performance agreement, it could receive up to \$70,000 in installment payments. The source of that funding would be the City's Economic Development Incentive Fund, which is funded by general and electric revenues.

### **RECOMMENDATION / ACTION REQUESTED:**

The High Point EDC staff recommends that the City Council:

- authorize up to \$70,000 in performance-based incentives for the TQL project; and
- authorize the city manager to execute a performance agreement with the company, containing benchmarks for the company to achieve and a schedule for the payment of such financial assistance.

Pursuant to N.C. General Statute 158-7.1, notice is hereby given that a public hearing will be held by the High Point City Council on Monday, November 21, 2016, at 5:30 p.m. in the Council Chambers, High Point Municipal Building, 211 S. Hamilton Street, High Point, NC, for the purpose of receiving public input on a funding request for a company which expects to expand at 4135 Mendenhall Oaks Parkway. The company proposes to create 70 full-time jobs. The High Point City Council will consider authorizing up to \$70,000. The source of funding would be the Economic Development Incentive Fund, which is funded by general and electric revenues. The City would be authorized to provide this financial assistance upon the company's job creation – pursuant to an incentive performance agreement containing benchmarks and schedule for the payment of such financial assistance. For further information, please call 336-883-3116.