

1 **HOUSE OF REPRESENTATIVES - FLOOR VERSION**

2 STATE OF OKLAHOMA

3 2nd Session of the 56th Legislature (2018)

4 COMMITTEE SUBSTITUTE
5 FOR
6 HOUSE BILL NO. 3324

By: Fetgatter

7
8 COMMITTEE SUBSTITUTE

9 An Act relating to economic development incentives;
10 amending 62 O.S. 2011, Section 48.2, as amended by
11 Section 428, Chapter 304, O.S.L. 2012 (62 O.S. Supp.
12 2017, Section 48.2), which relates to the Quick
13 Action Closing Fund; providing for receipt of certain
14 payment amounts pursuant to the Oklahoma Quality Jobs
15 Program Act, the Small Employer Quality Jobs
16 Incentive Act and the 21st Century Quality Jobs
17 Incentive Act; amending 68 O.S. 2011, Section 3604,
18 as last amended by Section 22, Chapter 4, O.S.L. 2014
19 (68 O.S. Supp. 2017, Section 3604), which relates to
20 the Oklahoma Quality Jobs Program Act; amending 68
21 O.S. 2011, Section 3904, as amended by Section 28,
22 Chapter 227, O.S.L. 2013 (68 O.S. Supp. 2017, Section
23 3904), which relates to the Small Employer Quality
24 Jobs Incentive Act; amending 68 O.S. 2011, Section
 3914, as last amended by Section 24, Chapter 4,
 O.S.L. 2014 (68 O.S. Supp. 2017, Section 3914), which
 relates to the 21st Century Quality Jobs Incentive
 Act; providing for transfer of certain incentive
 payments to the Quick Action Closing Fund; providing
 an effective date; and declaring an emergency.

BE IT ENACTED BY THE PEOPLE OF THE STATE OF OKLAHOMA:

1 SECTION 1. AMENDATORY 62 O.S. 2011, Section 48.2, as
2 amended by Section 428, Chapter 304, O.S.L. 2012 (62 O.S. Supp.
3 2017, Section 48.2), is amended to read as follows:

4 Section 48.2 A. There is hereby created in the State Treasury
5 a revolving fund for the Oklahoma Department of Commerce to be
6 designated the Oklahoma Quick Action Closing Fund. The fund shall
7 be a continuing fund, not subject to fiscal year limitations and
8 shall consist of:

9 1. All monies apportioned or allocated to the fund pursuant to
10 law;

11 2. Any amounts appropriated by the Legislature to the fund;

12 3. Interest earned on the investment of money in the fund; and

13 4. Gifts, grants, and other donations received for the fund;
14 and

15 5. Five percent (5%) of all funds paid by the Tax Commission to
16 establishments that execute contracts for payment of incentives
17 pursuant to the Oklahoma Quality Jobs Program Act and the 21st
18 Century Quality Jobs Act if the contract is executed on or after the
19 effective date of this act.

20 B. All monies accruing to the credit of the fund are hereby
21 appropriated and may be budgeted and expended by the Governor for
22 the purposes of economic development and related infrastructure
23 development in instances in which expenditure of such funds would
24 likely be a determining factor in locating a high-impact business

1 project or facility in Oklahoma or in retaining such project or
2 facility within the state. Expenditures from the fund shall be made
3 upon warrants issued by the State Treasurer against claims filed as
4 prescribed by law with the Director of the Office of Management and
5 Enterprise Services for approval and payment.

6 C. In order to qualify for any funds from the Oklahoma Quick
7 Action Closing Fund, the establishment making application shall be
8 engaged in a business activity described by a North American
9 Industry Classification System (NAICS) Code used to define
10 eligibility for incentive payments from the Oklahoma Quality Jobs
11 Program Act as defined in Section 3603 of Title 68 of the Oklahoma
12 Statutes or a business activity described by Section 3603 of Title
13 68 of the Oklahoma Statutes or be engaged in a "basic industry" used
14 to define eligibility for incentive payments from the 21st Century
15 Quality Jobs Incentive Act as prescribed by Section 3913 of Title 68
16 of the Oklahoma Statutes.

17 D. The Governor shall not approve payments from the Oklahoma
18 Quick Action Closing Fund unless the Department of Commerce has
19 conducted a complete analysis of the potential impact of the
20 applicant's business activity which shall include, but not be
21 limited to:

22 1. The number of jobs to be created by a new business
23 establishment;

1 2. The number of jobs to be retained by an existing business
2 establishment;

3 3. The average salary of jobs to be created by a new
4 establishment;

5 4. The average salary of jobs to be retained by an existing
6 business establishment;

7 5. The total capital investment to be made by the business
8 establishment;

9 6. The likelihood of other business establishments locating
10 within the same vicinity or within the state as a result of the
11 business activity to be conducted by the entity to receive payments
12 from the Oklahoma Quick Action Closing Fund;

13 7. The impact on the economy of the area or community in which
14 the business activity of the applicant is or will be conducted; and

15 8. Such other factors as the Governor and the Department of
16 Commerce determine to be relevant.

17 E. The Oklahoma Department of Commerce shall administer the
18 Oklahoma Quick Action Closing Fund, and expenditures from the fund
19 shall be recommended by the Director of the Oklahoma Department of
20 Commerce to the Governor after a thorough evaluation of selected
21 projects or facilities. The Director of the Oklahoma Department of
22 Commerce shall only recommend expenditures that the Director
23 determines are expected to result in a net economic benefit to the
24 state through the following:

1 1. The creation of new jobs which offer a basic health benefit
2 plan, as defined in the Oklahoma Quality Jobs Program Act;

3 2. The maintenance of existing jobs which are at a risk for
4 termination;

5 3. Investment in new real property, plant or equipment or in
6 the improvement or retooling of existing plant or equipment; or

7 4. Additional revenues in either ad valorem, income or sales
8 and use taxes.

9 F. The Oklahoma Department of Commerce shall develop rules for
10 the process of reviewing proposed expenditures from the Oklahoma
11 Quick Action Closing Fund and for the determination of whether or
12 not proposed expenditures meet the criteria identified in subsection
13 E of this section. Criteria shall include requirements for economic
14 impact, local participation in the project, capital investment and
15 average wage thresholds.

16 G. Upon receipt of an evaluation that recommends an expenditure
17 from the Oklahoma Quick Action Closing Fund from the Director of the
18 Oklahoma Department of Commerce, the Governor shall provide the
19 evaluation and recommendation to the President Pro Tempore of the
20 State Senate and the Speaker of the Oklahoma House of
21 Representatives before giving final approval for the expenditure on
22 the project. The Executive Office of the Governor shall recommend
23 final approval of an expenditure on a project pursuant to
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1 consultation with the President Pro Tempore of the State Senate and
2 the Speaker of the Oklahoma House of Representatives.

3 H. Upon approval by the Governor, the Oklahoma Department of
4 Commerce shall enter into an agreement that sets forth the
5 conditions for payment of monies from the Oklahoma Quick Action
6 Closing Fund. The agreement must include:

7 1. The total amount of funds awarded;

8 2. The performance conditions that must be met to obtain the
9 award, including, but not limited to, net new employment in the
10 state, average salary, and total capital investment;

11 3. If appropriate, a baseline of current service and measure of
12 enhanced capability;

13 4. The methodology of validating performance;

14 5. The schedule of payments from the fund, and claw-back
15 provisions for failure to meet performance conditions; and

16 6. A requirement that no monies paid from the Oklahoma Quick
17 Action Closing Fund shall be used by a recipient or any other person
18 or entity for purposes of any political contribution to or on behalf
19 of any candidate or for the support of or opposition to any measure
20 including but not limited to an initiative petition or referendum.

21 I. The Department of Commerce shall make available on its
22 website or other website dedicated for this purpose a complete
23 disclosure of all payments made from the Oklahoma Quick Action
24 Closing Fund. The disclosure shall include a description of the

1 expenditures made by the business establishment with the payments
2 made from the fund. No proprietary information of the business
3 establishment shall be subject to the requirements of this
4 subsection.

5 J. If any or all of the amount to be awarded is used to build a
6 capital improvement:

7 1. The funds used for the capital improvement shall be deemed
8 to be held in trust for the benefit of the state and shall be
9 considered as a priority claim for purposes of federal bankruptcy
10 law; and

11 2. If the capital improvement is sold, the recipient of the
12 award shall:

13 a. repay the state the money awarded to pay for the
14 capital improvement, with interest at the rate and
15 according to the other terms provided by the
16 agreement, and

17 b. share with the state a proportionate amount of any
18 profit realized from the sale.

19 K. If, as of the date certain provided in the agreement, the
20 award recipient has not used monies awarded for the intended
21 purposes, the recipient shall repay that amount and any related
22 interest to the state at the agreed rate and on the agreed terms and
23 any such amounts shall be deemed to be held in trust for the benefit
24

1 of the state and shall be considered as a priority claim for
2 purposes of federal bankruptcy law.

3 L. The provisions of this act shall cease to have the force and
4 effect of law on the July 1 date of the sixth fiscal year after the
5 first fiscal year for which any funds are deposited to, appropriated
6 to, apportioned to or otherwise transferred to the Oklahoma Quick
7 Action Closing Fund.

8 SECTION 2. AMENDATORY 68 O.S. 2011, Section 3604, as
9 last amended by Section 22, Chapter 4, O.S.L. 2014 (68 O.S. Supp.
10 2017, Section 3604), is amended to read as follows:

11 Section 3604. A. Except as otherwise provided in subsection I
12 or subsection L of this section, an establishment which meets the
13 qualifications specified in the Oklahoma Quality Jobs Program Act
14 may receive quarterly incentive payments for a ten-year period from
15 the Oklahoma Tax Commission pursuant to the provisions of the
16 Oklahoma Quality Jobs Program Act; provided, such an establishment
17 defined or classified in the NAICS Manual under U.S. Industry No.
18 711211 (2007 version) may receive quarterly incentive payments for a
19 fifteen-year period. The amount of such payments shall be equal to
20 the net benefit rate multiplied by the actual gross payroll of new
21 direct jobs for a calendar quarter as verified by the Oklahoma
22 Employment Security Commission.

23 B. In order to receive incentive payments, an establishment
24 shall apply to the Oklahoma Department of Commerce. The application

1 shall be on a form prescribed by the Department and shall contain
2 such information as may be required by the Department to determine
3 if the applicant is qualified. An establishment may apply for an
4 effective date for a project, which shall not be more than twenty-
5 four (24) months from the date the application is submitted to the
6 Department.

7 C. Except as otherwise provided by subsection D or E of this
8 section, in order to qualify to receive such payments, the
9 establishment applying shall be required to:

10 1. Be engaged in a basic industry;

11 2. Have an annual gross payroll for new direct jobs projected
12 by the Department to equal or exceed Two Million Five Hundred
13 Thousand Dollars (\$2,500,000.00) within three (3) years of the first
14 complete calendar quarter following the start date; and

15 3. Have a number of full-time-equivalent employees subject to
16 the tax imposed by Section 2355 of this title and working an annual
17 average of thirty (30) or more hours per week in new direct jobs
18 located in this state equal to or in excess of eighty percent (80%)
19 of the total number of new direct jobs.

20 D. In order to qualify to receive incentive payments as
21 authorized by the Oklahoma Quality Jobs Program Act, an
22 establishment engaged in an activity described under:

23 1. Industry Group Nos. 3111 through 3119 of the NAICS Manual
24 shall be required to:

- 1 a. have an annual gross payroll for new direct jobs
2 projected by the Department to equal or exceed One
3 Million Five Hundred Thousand Dollars (\$1,500,000.00)
4 within three (3) years of the first complete calendar
5 quarter following the start date and make, or which
6 will make within one (1) year, at least seventy-five
7 percent (75%) of its total sales, as determined by the
8 Incentive Approval Committee pursuant to the
9 provisions of subsection B of Section 3603 of this
10 title, to out-of-state customers or buyers, to in-
11 state customers or buyers if the product or service is
12 resold by the purchaser to an out-of-state customer or
13 buyer for ultimate use, or to the federal government,
14 unless the annual gross payroll equals or exceeds Two
15 Million Five Hundred Thousand Dollars (\$2,500,000.00)
16 in which case the requirements for purchase of output
17 provided by this subparagraph shall not apply, and
18 b. have a number of full-time-equivalent employees
19 working an average of thirty (30) or more hours per
20 week in new direct jobs equal to or in excess of
21 eighty percent (80%) of the total number of new direct
22 jobs; and

23 2. Division (4) of subparagraph a of paragraph 1 of subsection
24 A of Section 3603 of this title, shall be required to:

- a. have an annual gross payroll for new direct jobs projected by the Department to equal or exceed One Million Five Hundred Thousand Dollars (\$1,500,000.00) within three (3) years of the first complete calendar quarter following the start date, and
- b. have a number of full-time-equivalent employees working an average of thirty (30) or more hours per week in new direct jobs equal to or in excess of eighty percent (80%) of the total number of new direct jobs.

E. 1. An establishment which locates its principal business activity within a site consisting of at least ten (10) acres which:

- a. is a federal Superfund removal site,
- b. is listed on the National Priorities List established under Section 9605 of Title 42 of the United States Code,
- c. has been formally deferred to the state in lieu of listing on the National Priorities List, or
- d. has been determined by the Department of Environmental Quality to be contaminated by any substance regulated by a federal or state statute governing environmental conditions for real property pursuant to an order of the Department of Environmental Quality,

1 shall qualify for incentive payments irrespective of its actual
2 gross payroll or the number of full-time-equivalent employees
3 engaged in new direct jobs.

4 2. In order to qualify for the incentive payments pursuant to
5 this subsection, the establishment shall conduct the activity
6 resulting in at least fifty percent (50%) of its Oklahoma taxable
7 income or adjusted gross income, as determined under Section 2358 of
8 this title, whether from the sale of products or services or both
9 products and services, at the physical location which has been
10 determined not to comply with the federal or state statutes
11 described in this subsection with respect to environmental
12 conditions for real property. The establishment shall be subject to
13 all other requirements of the Oklahoma Quality Jobs Program Act
14 other than the exemptions provided by this subsection.

15 3. In order to qualify for the incentive payments pursuant to
16 this subsection, the entity shall obtain from the Department of
17 Environmental Quality a letter of concurrence that:

- 18 a. the site designated by the entity does meet one or
19 more of the requirements listed in paragraph 1 of this
20 subsection, and
21 b. the site is being or has been remediated to a level
22 which is consistent with the intended use of the
23 property.

1 In making its determination, the Department of Environmental
2 Quality may rely on existing data and information available to it,
3 but may also require the applying entity to provide additional data
4 and information as necessary.

5 4. If authorized by the Department of Environmental Quality
6 pursuant to paragraph 3 of this subsection, the entity may utilize a
7 remediated portion of the property for its intended purpose prior to
8 remediation of the remainder of the site, and shall qualify for
9 incentive payments based on employment associated with the portion
10 of the site.

11 F. Except as otherwise provided by subsection G of this
12 section, for applications submitted on and after June 4, 2003, in
13 order to qualify to receive incentive payments as authorized by the
14 Oklahoma Quality Jobs Program Act, in addition to other
15 qualifications specified herein, an establishment shall be required
16 to pay new direct jobs an average annualized wage which equals or
17 exceeds:

18 1. One hundred ten percent (110%) of the average county wage as
19 determined by the Department of Commerce based on the most recent
20 U.S. Department of Commerce data for the county in which the new
21 direct jobs are located. For purposes of this paragraph, health
22 care premiums paid by the applicant for individuals in new direct
23 jobs shall be included in the annualized wage; or
24

1 2. One hundred percent (100%) of the average county wage as
2 that percentage is determined by the Department of Commerce based
3 upon the most recent U.S. Department of Commerce data for the county
4 in which the new jobs are located. For purposes of this paragraph,
5 health care premiums paid by the applicant for individuals in new
6 direct jobs shall not be included in the annualized wage.

7 Provided, no average wage requirement shall exceed Twenty-five
8 Thousand Dollars (\$25,000.00), in any county. This maximum wage
9 threshold shall be indexed and modified from time to time based on
10 the latest Consumer Price Index year-to-date percent change release
11 as of the date of the annual average county wage data release from
12 the Bureau of Economic Analysis of the U.S. Department of Commerce.

13 G. 1. As used in this subsection, "opportunity zone" means one
14 or more census tracts in which, according to the most recent federal
15 decennial census, at least thirty percent (30%) of the residents
16 have annual gross household incomes from all sources below the
17 poverty guidelines established by the U.S. Department of Health and
18 Human Services. An establishment which is otherwise qualified to
19 receive incentive payments and which locates its principal business
20 activity in an opportunity zone shall not be subject to the
21 requirements of subsection F of this section.

22 2. As used in this subsection:

23 a. "negative economic event" means:
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1 (1) a man-made disaster or natural disaster as
2 defined in Section 683.3 of Title 63 of the
3 Oklahoma Statutes, resulting in the loss of a
4 significant number of jobs within a particular
5 county of this state, or

6 (2) an economic circumstance in which a significant
7 number of jobs within a particular county of this
8 state have been lost due to an establishment
9 changing its structure, consolidating with
10 another establishment, closing or moving all or
11 part of its operations out of this state, and

12 b. "significant number of jobs" means Local Area
13 Unemployment Statistics (LAUS) data, as determined by
14 the Bureau of Labor Statistics, for a county which are
15 equal to or in excess of five percent (5%) of the
16 total amount of Local Area Unemployment Statistics
17 (LAUS) data for that county for the calendar year, or
18 most recent twelve-month period in which employment is
19 measured, preceding the event.

20 An establishment which is otherwise qualified to receive
21 incentive payments and which locates in a county in which a negative
22 economic event has occurred within the eighteen-month period
23 preceding the start date shall not be subject to the requirements of
24 subsection F of this section; provided, an establishment shall not

1 be eligible to receive incentive payments based upon a negative
2 economic event with respect to jobs that are transferred from one
3 county of this state to another.

4 H. The Department shall determine if the applicant is qualified
5 to receive incentive payments.

6 I. If the applicant is determined to be qualified by the
7 Department and is not subject to the provisions of subparagraph d of
8 paragraph 7 of subsection A of Section 3603 of this title, the
9 Department shall conduct a cost/benefit analysis to determine the
10 estimated net direct state benefits and the net benefit rate
11 applicable for a ten-year period beginning with the first complete
12 calendar quarter following the start date and to estimate the amount
13 of gross payroll for a ten-year period beginning with the first
14 complete calendar quarter following the start date or for a fifteen-
15 year period for an establishment defined or classified in the NAICS
16 Manual under U.S. Industry No. 711211 (2007 version). In conducting
17 such cost/benefit analysis, the Department shall consider
18 quantitative factors, such as the anticipated level of new tax
19 revenues to the state along with the added cost to the state of
20 providing services, and such other criteria as deemed appropriate by
21 the Department. In no event shall incentive payments, cumulatively,
22 exceed the estimated net direct state benefits, except for
23 applicants subject to the provisions of subparagraph d of paragraph
24 7 of subsection A of Section 3603 of this title.

1 J. Upon approval of such an application, the Department shall
2 notify the Tax Commission and shall provide it with a copy of the
3 contract and the results of the cost/benefit analysis. The Tax
4 Commission may require the qualified establishment to submit such
5 additional information as may be necessary to administer the
6 provisions of the Oklahoma Quality Jobs Program Act. The approved
7 establishment shall file quarterly claims with the Tax Commission
8 and shall continue to file such quarterly claims during the ten-year
9 incentive period to show its continued eligibility for incentive
10 payments, as provided in Section 3606 of this title, or until it is
11 no longer qualified to receive incentive payments. The
12 establishment may be audited by the Tax Commission to verify such
13 eligibility. Once the establishment is approved, an agreement shall
14 be deemed to exist between the establishment and the State of
15 Oklahoma, requiring the continued incentive payment to be made as
16 long as the establishment retains its eligibility as defined in and
17 established pursuant to this section and Sections 3603 and 3606 of
18 this title and within the limitations contained in the Oklahoma
19 Quality Jobs Program Act, which existed at the time of such
20 approval. An establishment described in this subsection shall be
21 required to repay all incentive payments received under the Oklahoma
22 Quality Jobs Program Act if the establishment is determined by the
23 Oklahoma Tax Commission to no longer have business operations in the
24

1 state within three (3) years from the beginning of the calendar
2 quarter for which the first incentive payment claim is filed.

3 K. A municipality with a population of less than one hundred
4 thousand (100,000) persons in which an establishment eligible to
5 receive quarterly incentive payments pursuant to the provisions of
6 this section is located may file a claim with the Tax Commission for
7 up to twenty-five percent (25%) of the amount of such payment. The
8 amount of such claim shall not exceed amounts paid by the
9 municipality for direct costs of municipal infrastructure
10 improvements to provide water and sewer service to the
11 establishment. Such claim shall not be approved by the Tax
12 Commission unless the municipality and the establishment have
13 entered into a written agreement for such claims to be filed by the
14 municipality prior to submission of the application of the
15 establishment pursuant to the provisions of this section. If such
16 claim is approved, the amount of the payment to the establishment
17 made pursuant to the provisions of Section 3606 of this title shall
18 be reduced by the amount of the approved claim by the municipality
19 and the Tax Commission shall issue a warrant to the municipality in
20 the amount of the approved claim in the same manner as warrants are
21 issued to qualifying establishments.

22 L. For any contract executed by an establishment on or after
23 the effective date of this act, five percent (5%) of the quarterly
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1 incentive payment amount shall be transferred by the Oklahoma Tax
2 Commission to the Quick Action Closing Fund.

3 SECTION 3. AMENDATORY 68 O.S. 2011, Section 3904, as
4 amended by Section 28, Chapter 227, O.S.L. 2013 (68 O.S. Supp. 2017,
5 Section 3904), is amended to read as follows:

6 Section 3904. A. An establishment which meets the
7 qualifications specified in the Small Employer Quality Jobs
8 Incentive Act may receive quarterly incentive payments for a seven-
9 year period from the Oklahoma Tax Commission pursuant to the
10 provisions of the Small Employer Quality Jobs Incentive Act in an
11 amount equal to the net benefit rate multiplied by the actual gross
12 taxable payroll of new direct jobs as verified by the Tax
13 Commission.

14 B. In order to receive incentive payments, an establishment
15 shall apply to the Oklahoma Department of Commerce. The application
16 shall be on a form prescribed by the Department and shall contain
17 such information as may be required by the Department to determine
18 if the applicant is qualified. The establishment may apply for an
19 effective date for a project, which shall not be more than twelve
20 (12) months from the date the application is submitted to the
21 Department.

22 C. Before approving an application for incentive payments, the
23 Department must first determine that the applicant meets the
24 following requirements:

1 1. Be engaged in a basic industry;

2 2. Has no more than ninety full-time employees in this state on
3 the date of application nor an average of more than ninety full-time
4 employees in this state during the four calendar quarters
5 immediately preceding the date of application;

6 3. Has a projected minimum employment, as determined by the
7 Department, of new direct jobs within twelve (12) months of the date
8 of application, or after July 1, 2011, within twenty-four (24)
9 months of the date of application, as follows:

10 a. if the establishment is located in a municipality with
11 a population less than three thousand five hundred
12 (3,500) persons, as determined by the Department of
13 Commerce based on the most recent U.S. Department of
14 Commerce data, or if the establishment is located in
15 an unincorporated area and the largest municipality
16 within twenty (20) miles of the establishment is such
17 a municipality, five new direct jobs,

18 b. if the establishment is located in a municipality with
19 a population of three thousand five hundred (3,500)
20 persons or more but less than seven thousand (7,000)
21 persons, as determined by the Department of Commerce
22 based on the most recent U.S. Department of Commerce
23 data, or if the establishment is located in an
24 unincorporated area and the largest municipality

1 within twenty (20) miles of the establishment is such
2 a municipality, ten new direct jobs, and
3 c. if the establishment is located in a municipality with
4 a population of seven thousand (7,000) persons or
5 more, as determined by the Department of Commerce
6 based on the most recent U.S. Department of Commerce
7 data, or if the establishment is located in an
8 unincorporated area and the largest municipality
9 within twenty (20) miles of the establishment is such
10 a municipality, fifteen new direct jobs.

11 Provided, for an establishment engaged in software publishing as
12 defined or classified in the NAICS Manual under Industry Group No.
13 5112, data processing, hosting and related services as defined or
14 classified in the NAICS Manual under Industry Group No. 5182,
15 computer systems design and related services as defined or
16 classified in the NAICS Manual under Industry Group No. 5415,
17 scientific research and development services as defined or
18 classified in the NAICS Manual under Industry Group No. 5417,
19 medical and diagnostic laboratories as defined or classified in the
20 NAICS Manual under Industry Group No. 6215 or testing laboratories
21 as defined or classified in the NAICS Manual under U.S. Industry No.
22 541380, the projected minimum employment requirements of this
23 paragraph must be achieved within thirty-six (36) months of the date
24 of application;

1 4. Has or will have within twelve (12) months of the date of
2 application, or after July 1, 2011, within twenty-four (24) months
3 of the date of application, as determined by the Department, sales
4 of at least seventy-five percent (75%) of its total sales to out-of-
5 state customers or buyers, to in-state customers or buyers if the
6 product or service is resold by the purchaser to an out-of-state
7 customer or buyer for ultimate use, or to the federal government,
8 except that:

- 9 a. those establishments in the NAICS Manual under the
10 U.S. Industry No. 541710 or 541380 are excused from
11 the seventy-five percent (75%) out-of-state sales
12 requirement,
- 13 b. warehouses that serve as distribution centers for
14 retail or wholesale businesses shall be required to
15 distribute forty percent (40%) of inventory to out-of-
16 state locations, and
- 17 c. adjustment and collection services activities defined
18 or classified in the NAICS Manual under U.S. Industry
19 No. 561440 shall be required to have seventy-five
20 percent (75%) of loans to be serviced made by out-of-
21 state debtors;

22 5. Will pay the individuals it employs in new direct jobs an
23 average annualized wage which equals or exceeds:
24

- 1 a. one hundred twenty-five percent (125%) of the average
2 county wage of small employers located in that county
3 as that percentage is determined by the Department of
4 Commerce based on the most recent wage and employment
5 data from the Oklahoma Employment Security Commission
6 for the county in which the new direct jobs are
7 located. For purposes of this subparagraph, health
8 care premiums paid by the applicant for individuals in
9 new direct jobs shall be included in the annualized
10 wage, or
- 11 b. one hundred ten percent (110%) of the average county
12 wage of small employers located in that county as that
13 percentage is determined by the Department of Commerce
14 based upon the most recent wage and employment data
15 from the Oklahoma Employment Security Commission for
16 the county in which the new direct jobs are located.
17 For purposes of this subparagraph, health care
18 premiums paid by the applicant for individuals in new
19 direct jobs shall not be included in the annualized
20 wage, or
- 21 c. one hundred percent (100%) of the average county wage,
22 excluding health care premiums paid by the applicant
23 for individuals in new direct jobs if the county in
24 which the new jobs are located has:

1 (1) according to the most recent annual determination
2 by the Oklahoma Employment Security Commission, a
3 county unemployment rate more than ten percent
4 (10%) higher than the state unemployment rate,
5 and

6 (2) according to the most recent United States Census
7 Bureau Data, a county personal poverty rate above
8 fifteen percent (15%);

9 6. Has a basic health benefit plan which, as determined by the
10 Department, meets the elements established under divisions (1)
11 through (7) of subparagraph b of paragraph 1 of subsection A of
12 Section 3603 of this title and which will be offered to individuals
13 within twelve (12) months of employment in a new direct job;

14 7. Has not received incentive payments under the Oklahoma
15 Quality Jobs Program Act, the Saving Quality Jobs Act, or the Former
16 Military Facility Development Act; and

17 8. Is not qualified for approval of an application for
18 incentive payments under the Oklahoma Quality Jobs Program Act, the
19 Saving Quality Jobs Act, or the Former Military Facility Development
20 Act.

21 D. The Oklahoma Department of Commerce shall determine if an
22 applicant is qualified to receive the incentive payment. Upon
23 qualifying the applicant, the Department shall notify the Tax
24 Commission and shall provide it with a copy of the application, and

1 approval which shall provide the number of persons employed by the
2 applicant upon the date of approval and the maximum total incentives
3 which may be paid to the applicant during the seven-year period.
4 The Tax Commission may require the qualified establishment to submit
5 additional information as may be necessary to administer the
6 provisions of the Small Employer Quality Jobs Incentive Act. The
7 approved establishment shall report to the Tax Commission quarterly
8 to show its continued eligibility for incentive payments, as
9 provided in Section 3905 of this title. Establishments may be
10 audited by the Tax Commission to verify such eligibility. Once the
11 establishment is approved, an agreement shall be deemed to exist
12 between the establishment and the State of Oklahoma, requiring
13 incentive payments to be made for a seven-year period as long as the
14 establishment retains its eligibility and within the limitations of
15 the Small Employer Quality Jobs Incentive Act which existed at the
16 time of such approval. Any establishment which has been approved
17 for incentive payments prior to July 1, 2002, shall continue to
18 receive such payments pursuant to the laws as they existed prior to
19 July 1, 2002, for any period of time of the original five-year
20 period for such payments remaining after July 1, 2002.

21 E. For any contract executed by an establishment on or after
22 the effective date of this act, five percent (5%) of the quarterly
23 incentive payment amount shall be transferred by the Oklahoma Tax
24 Commission to the Quick Action Closing Fund.

1 SECTION 4. AMENDATORY 68 O.S. 2011, Section 3914, as
2 last amended by Section 24, Chapter 4, O.S.L. 2014 (68 O.S. Supp.
3 2017, Section 3914), is amended to read as follows:

4 Section 3914. A. ~~An~~ Except for the payment amount required by
5 subsection E of this section, an establishment which meets the
6 qualifications specified in the 21st Century Quality Jobs Incentive
7 Act may receive quarterly incentive payments for a ten-year period
8 from the Oklahoma Tax Commission pursuant to the provisions of this
9 act, as verified by the Tax Commission, in an amount equal to:

10 1. The gross payroll multiplied by the initial net benefit rate
11 until such time as the establishment creates ten new direct jobs; or

12 2. The gross payroll multiplied by the fulfillment net benefit
13 rate after such time as the establishment created and maintains ten
14 new direct jobs.

15 B. In order to receive incentive payments, an establishment
16 shall apply to the Oklahoma Department of Commerce. The application
17 shall be on a form prescribed by the Department and shall contain
18 such information as may be required by the Department to determine
19 if the applicant is qualified. The establishment may apply for an
20 effective date for a project, which shall not be more than twelve
21 (12) months from the date the application is submitted to the
22 Department.

1 C. Before approving an application for incentive payments, the
2 Department must first determine that the applicant meets the
3 following requirements:

4 1. Be engaged in a basic industry as defined in the 21st
5 Century Quality Jobs Incentive Act;

6 2. Will hire at least ten full-time employees in this state
7 within twelve (12) quarters of the date of application;

8 3. Will pay the individuals it employs in new direct jobs an
9 average annualized wage which equals or exceeds three hundred
10 percent (300%) of the average county wage for the county in which
11 the applicant is located as that percentage is determined by the
12 Department of Commerce based on the most recent U.S. Department of
13 Commerce data. For purposes of this paragraph, health care premiums
14 paid by the applicant for individuals in new direct jobs shall not
15 be included in the annualized wage. Provided, no average wage
16 requirement shall exceed Ninety-four Thousand Dollars (\$94,000.00)
17 in any county. This maximum wage threshold shall be indexed and
18 modified from time to time based on the latest Consumer Price Index
19 year-to-date percent change release as of the date of the annual
20 average county wage data release from the Bureau of Economic
21 Analysis of the U.S. Department of Commerce;

22 4. Has a basic health benefit plan which, as determined by the
23 Department, meets the elements established under divisions (1)
24 through (7) of subparagraph b of paragraph 1 of subsection A of

1 Section 3603 of this title and which will be offered to individuals
2 within twelve (12) months of employment in a new direct job;

3 5. Has not received incentive payments under the Small Employer
4 Quality Jobs Program Act, the Saving Quality Jobs Act or the Former
5 Military Facility Development Act; and

6 6. Is not qualified for approval of an application for
7 incentive payments under the Small Employer Quality Jobs Program
8 Act, the Saving Quality Jobs Act or the Former Military Facility
9 Development Act.

10 D. The Oklahoma Department of Commerce shall determine if an
11 applicant is qualified to receive the incentive payment. Upon
12 qualifying the applicant, the Department shall notify the Tax
13 Commission and shall provide it with a copy of the contract and
14 approval which shall provide the number of persons employed by the
15 applicant upon the date of approval and the maximum total incentives
16 which may be paid to the applicant during the ten-year period. The
17 Tax Commission may require the qualified establishment to submit
18 additional information as may be necessary to administer the
19 provisions of this act. The approved establishment shall report to
20 the Tax Commission quarterly to show its continued eligibility for
21 incentive payments, as provided in Section 3905 of this title.
22 Establishments may be audited by the Tax Commission to verify such
23 eligibility. Once the establishment is approved, an agreement shall
24 be deemed to exist between the establishment and the State of

1 Oklahoma, requiring incentive payments to be made for a ten-year
2 period as long as the establishment retains its eligibility and
3 within the limitations of this act as it existed at the time of such
4 approval.

5 E. For any contract executed by an establishment on or after
6 the effective date of this act, five percent (5%) of the quarterly
7 incentive payment amount shall be transferred by the Oklahoma Tax
8 Commission to the Quick Action Closing Fund.

9 SECTION 5. This act shall become effective July 1, 2018.

10 SECTION 6. It being immediately necessary for the preservation
11 of the public peace, health or safety, an emergency is hereby
12 declared to exist, by reason whereof this act shall take effect and
13 be in full force from and after its passage and approval.

14
15 COMMITTEE REPORT BY: COMMITTEE ON APPROPRIATIONS AND BUDGET, dated
16 02/27/2018 - DO PASS, As Amended.
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