

**SUPPLEMENTAL APPLICATION****BREVARD COUNTY ECONOMIC DEVELOPMENT  
AD VALOREM TAX EXEMPTION PROGRAM**

APPLICANT NAME: National Service Source, Inc. d/b/a USSI Global

**NOTICE:** This supplement is to be used by the applicant to provide additional information required by Economic Development Ad Valorem Tax Abatement Ordinance, Chapter 102, Division 3, Sections 181-191, Brevard County Code; and to provide other information requested by the Board of County Commissioners and the entities who will review the application.

Any business seeking an exemption shall file an application with the County before the business has made the decision to locate a new business in the County or before the business has made the decision to expand an existing business in the County. Any business decisions, such as announcements, leasing of space or hiring of employees, made prior to final County Economic Development Tax Abatement approval (and not made contingent upon County approval) may constitute grounds for disapproval. Projects, which clearly do not require inducement, will not be approved.

1. Length of exemption requested is total of 10 years (length of exemption approved is sole discretion of County Commission and commences on the adoption date of the ordinance granting the exemption).
2. Proposed Property Address (legal description & street address):  
The East ½ of the North ½ of the Northwest ¼ of the Northwest ¼ of Section 35, Township 27 South, Range 36 East, except 50-foot road right, deeded Brevard County and recorded in Official Records Book 641, at Page 981, Public Records of Brevard County, Florida (the "Property") street address: "TBD" Ellis Road, West Melbourne, FL 32904
3. Property Owner Name: CHW Investments  
Address: PO Box 374, Melbourne, FL 32902  
Telephone No. (321) 328-1135 FAX No. (321) 727-3107
4. Authorized Agent: Michele M. Tully  
Address: 9145 Ellis Road, West Melbourne, FL 32904  
Telephone Number: (321) 328-1135 Fax No. (321) 727-3107
5. Type of industry or business: Broadcast, network, and digital signage solutions
6. NAICS Code(s) 541519
7. Brief description of product and expansion plans (The applicant is to provide an executive summary of its business plan):  
Construction of new 22,400 SF facility to house administrative, logistics, and warehouse activities
8. Anticipated number of new employees (The applicant is to provide a breakdown of jobs to be created by category and planned salary to be paid by position):
 

| Project Year | Number of net new full-time equivalent Brevard County jobs created in the business unit |
|--------------|-----------------------------------------------------------------------------------------|
| I            | 10                                                                                      |
| II           | 5                                                                                       |
| III          | 6                                                                                       |
| Total        | 21                                                                                      |
9. As of the date of this application, what is your total current Brevard County Employment? 149
10. Expected number of new employees who will reside in Brevard County: 21
11. Percentage of existing employees who have resided in the County for more than two years: 95 %
12. Anticipated average wage of employees (excluding employee benefits, but including overtime): \$43,190
13. Estimated new capital investment as a result of expansion or relocation of business:  
Estimated new construction value: \$1,200,000  
Estimated new personal property value: \$250,000
14. Environmental impact of business. (Identify the number and type of environmental permits required as a result of this project: e.g. air, soil and water pollution, water and sewer, dredge and fill, storm water, industrial wastewater; provide a brief narrative statement of the company's environmental impacts): None
15. Anticipated volume of business or production (estimated gross revenue): \$10 Million Annually
16. Would the relocation or expansion occur without the exemption: Yes [ ] No [X]
17. Estimated source of supplies (local or otherwise):  
Estimated % source of supplies County: 0%  
Estimated % source of supplies Florida: 0%  
Estimated % source of supplies out-of-state: 100 %

18. Business is/will be located in a community redevelopment area: Yes ☒ No ☐

Name of area: Community Redevelopment Area (CRA)

19. Do you desire exemption as a  
"Relocation" ☐ , "Expansion of Existing Business Function" ☐ or as an "Expansion of New Business Function" ☒

**SIGNATURES:**

I hereby confirm the information provided by National Service Source, Inc. to the Economic Development Commission of Florida's Space Coast and the Board of County Commissioners for the purpose of calculating the economic impact and benefit of the proposed tax abatement is true, accurate and complete. I further confirm that National Service Source, Inc. is not in violation of any federal, state or local law, or regulation governing environmental matters. I hereby acknowledge and agree upon approval of the Economic Development Ad Valorem Tax Abatement Ordinance by the Brevard County Board of County Commissioners that National Service Source, Inc. will provide the CareerSource Brevard its job openings to be posted on www.employflorida.com and agrees to consider for employment candidates referred by Brevard Workforce.

DATE: October 18, 2021

SIGNED: [Signature]  
F330892165764 (Applicant)  
TITLE: David S. Christiano, CEO/President

SIGNED: Michela M. Tully CAO  
(Preparer)  
9145 Ellis Road West Melbourne FL, 32904  
(Preparer's Address)  
321-328-1135  
(Preparer's Telephone Number)

**ECONOMIC DEVELOPMENT COMMISSION (EDC) USE ONLY**

**EDC Economic Impact Analysis:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**EDC's Recommendation:**

The Economic Development Commission of Florida's Space Coast hereby certifies that it has proof, to the satisfaction of the EDC, that the applicant meets the criteria of a new business or for an expansion of an existing business as defined in Section 184, Chapter 102, Brevard County Code. Furthermore, the EDC has conducted an economic impact analysis, applying acceptable multipliers as defined by the State Department of Commerce, which concludes that the applicant does hereby meet the economic benefit test; and, therefore, the EDC recommends to the Brevard County Commission that the applicant receive an ad valorem tax exemption for \_\_\_\_\_ percent of its eligible taxes and for a period of \_\_\_\_\_ years.

DATE: \_\_\_\_\_ SIGNED: \_\_\_\_\_  
(EDC President)

**COUNTY USE ONLY**

**County Manager's Recommendation:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

DATE: \_\_\_\_\_ SIGNED: \_\_\_\_\_  
(County Manager)

**BREVARD COUNTY**  
**ECONOMIC DEVELOPMENT AD VALOREM TAX EXEMPTION**  
**Chapter 196, Florida Statutes**

To be filed with the Board of County Commissioners, the governing board of the municipality, or both, no later than March 1 of the year the exemption is desired to take effect.

1. Business name: National Service Source, Inc. d/b/a USS! Global  
 Mailing address: 9145 Ellis Road West Melbourne, FL 32904
2. Name of person in charge of business: David S. Christiano, CEO  
 Telephone No.: (321) 723-5395 FAX No.: (321) 727-3107
3. Location of business (legal description and street address) of property for which this report is filed:  
The East ½ of the North ½ of the Northwest ¼ of Section 35, Township 27 South, Range 36 East, except 50-foot road right, deeded Brevard County and recorded in Official Records Book 641, at Page 981, Public Records of Brevard County, Florida (the "Property") street address: "TBD" Ellis Road, West Melbourne, FL 32902
4. Date business opened at this facility: 1999
5. a. Description of the improvements to real property for which this exemption is requested:  
Construction of new 22,400 SF facility to house administrative, logistics, and warehouse activities  
 b. Date of commencement of construction of improvements: TBD
6. a. Description of the tangible personal property for which this exemption is requested and date when property was purchased:

| Class or Item    | Age | Date of Purchase | Original Cost | Taxpayer's Estimate of Condition | Taxpayer's Estimate of Fair Market Value | APPRAISER USE ONLY |
|------------------|-----|------------------|---------------|----------------------------------|------------------------------------------|--------------------|
| Office Furniture | New | TBD              | \$10,000      |                                  |                                          |                    |
| EDP Equipment    | New | TBD              | \$5,000       |                                  |                                          |                    |
| Man. Equipment   | New | TBD              | \$110,000     |                                  |                                          |                    |
| Leasehold Imp.   | New | TBD              | \$125,000     |                                  |                                          |                    |
|                  |     |                  |               |                                  |                                          |                    |
|                  |     |                  |               |                                  |                                          |                    |
|                  |     |                  |               |                                  |                                          |                    |
|                  |     |                  |               |                                  |                                          |                    |
|                  |     |                  |               |                                  |                                          |                    |
|                  |     |                  |               |                                  |                                          |                    |
| Total            |     |                  | \$250,000     |                                  |                                          |                    |

- b. Average value of inventory on hand: \$340,000
- c. Any additional personal property not listed above for which an exemption is claimed must be returned on form DR-405 (Tangible Personal Property Tax Return) and a copy attached to this form.
7. Do you desire exemption as a "New Business" [ ] or as an "Expansion of an Existing Business" [X]
8. Describe the type or nature of your business: Broadcast, network and digital signage solutions
9. Trade level (check as many as apply):  
 Wholesale [ ] Manufacturing [ ] Professional [X] Service [X] Office [X] Other [ ]
10. a. Number of full time employees employed in Florida: 149  
 b. If an expansion of an existing business:  
 (1) Net increase in employment 21 or 14%  
 (2) Increase in productive output resulting from this expansion 20%

11. Sales factor for the facility requesting exemption:

Total sales in Florida from this facility - one (1) location only \$800,000 divided by  
Total sales everywhere from this facility - one (1) location only \$10,000,000 = 8%

12. For office space owned and used by a corporation newly domiciled in Florida: Not yet incorporated

- a. Date of Incorporation in Florida N/A  
b. Number of full-time employees at this location N/A

13. If requesting an exemption due to location in a slum or blighted area, please furnish such additional information as required by the County Commission, City Commission, or Property Appraiser.

I hereby request the adoption of an ordinance granting an exemption from ad valorem taxation on the above property pursuant to Section 196.1995, Florida Statutes. I agree to furnish such other reasonable information as the Board of County Commissioners, the governing authority of the municipality, or the Property Appraiser may request in regard to the exemption requested herein. I hereby certify that the information and valuation stated above by me is true, correct, and complete to the best of my knowledge and belief. (If prepared by someone other than the taxpayer, his declaration is based on all information of which he has any knowledge.)

DATE: October 18, 2021  
DocuSigned by:  
SIGNED: David S. Christiano  
F-33089/2105764F8  
(Taxpayer)  
TITLE: David S. Christiano, CEO/President

Signed: Michèle M. Tully CAO  
(Preparer)  
9145 Ellis Road West Melbourne FL 32904  
(Preparer's Address)  
321-328-1135  
(Preparer's Telephone Number)

PROPERTY APPRAISER'S USE ONLY

- I. Total revenue available to the County or municipality for the current fiscal year from ad valorem tax sources: \_\_\_\_\_
- II. Revenue lost to the County or municipality for the current fiscal year by virtue of exemptions previously granted under this section: \_\_\_\_\_
- III. Estimate of the revenue which will be lost to the County during the current fiscal year if the exemption applied for were granted had the property for which the exemption is requested otherwise been subject to taxation: \_\_\_\_\_
- IV. Estimate of the taxable value lost to the County or municipality if the exemption applied for were granted: Improvements to real property \_\_\_\_\_ Personal Property \_\_\_\_\_
- V. I have determined that the property listed above meets the definition, as defined by Section 196.012(15) or (16), Florida Statutes, as a New Business [ ], an Expansion of an Existing Business [ ], or Neither [ ].
- VI. Last year for which exemption may be applied: \_\_\_\_\_

DATE: \_\_\_\_\_

SIGNED: \_\_\_\_\_  
(Property Appraiser)

RETURN TO BE FILED NOT LATER THAN MARCH 1



CFN 98175393 10-14-96 10:31 am  
OR Book/Page 3612 / 3018

This Instrument Prepared By:  
Record and Return To:  
David W. Dyer, P.A.  
325 Fifth Avenue  
Indialantic, FL 32903  
Tax I.D. No. 27-36-35-00-250.1

**Sandy Crawford**

Clerk Of Courts, Brevard County

#Pgs: 2 #Names: 3 Serv: 0.00  
Trust: 1.50 Rec: 9.00 Excise: 0.00  
Deed: 1,400.00 nt Tax: 0.00  
Mtg: 0.00

**WARRANTY DEED**

THIS WARRANTY DEED made this 2<sup>nd</sup> day of October, 1996, by ELIZABETH J. SWERTFAGER, a single woman, hereinafter referred to as "Grantor", to CHW INVESTMENTS, INC., a Florida corporation and HHH ASSOCIATES, INC. a Florida corporation as Tenants in common, whose post office address is 4341 Fortune Place, West Melbourne, FL 32904 referred to as "Grantee":

(Wherever used herein the terms "Grantor" and "Grantee" include all the parties to this instrument and the heirs, legal representatives and assigns of the individuals, and the successors and assigns of corporations)

**WITNESSETH:** That the Grantor, for and in consideration of the sum of \$10.00 and other valuable considerations, receipt whereof is hereby acknowledged, hereby grants, bargains, sells, aliens, remises, releases, conveys and confirms unto the Grantee, all that certain land situate in Brevard County, Florida, to-wit:

**ON EXHIBIT "A" ATTACHED HERETO AND MADE A PART HEREOF**

**SUBJECT TO taxes for the year 1996 and all subsequent years.**

**SUBJECT TO covenants, conditions, restrictions and easements of record.**

**TOGETHER with all the tenements, hereditaments and appurtenances thereto belonging or in anywise appertaining.**

**TO HAVE AND TO HOLD, in fee simple forever.**

**AND** the Grantor hereby covenants with said Grantee that the Grantor is lawfully seized of said land in fee simple; that the Grantor has good right and lawful authority to sell and convey said land; that Grantor fully warrants the title to said land and will defend against the lawful claims of all persons whomsoever; and that the land is free of all encumbrances, except taxes accruing subsequent to December 31, 1995.

**IN WITNESS WHEREOF,** the said Grantor has signed and sealed these presents the day and year first above written.

Signed, Sealed & Delivered  
In the Presence of:

Witness: Frank Hadjiligion  
Frank Hadjiligion

Witness: David W. Dyer  
David W. Dyer

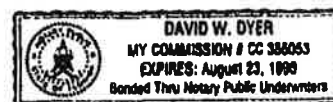
Elizabeth J. Swertfager  
ELIZABETH J. SWERTFAGER

**NOTARY**

The foregoing instrument was acknowledged before me this 11<sup>th</sup> day of July, 1996, by Elizabeth J. Swertfager who is personally known to me or who has produced Driver's License as identification and did/did not take an oath.

My Commission Expires:

David W. Dyer  
NOTARY PUBLIC-STATE OF FLORIDA





# Fidelity National Title

INSURANCE COMPANY OF PENNSYLVANIA

EXHIBIT "A"



CFN 96175393

OR Book/Page: 3612 / 3019

Order No. 9615917

The East 1/2 of the North 1/2 of the Northeast 1/4 of the Northwest 1/4 of Section 35, Township 27 South, Range 36 East, except 50 foot road right of way, deeded Brevard County and recorded in Official Records Book 641, at Page 981, Public Records of BREVARD County, Florida.

## CHW Investments, Inc.

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October 18, 2021

Mr. Frank Abbate  
County Manager  
Brevard County  
2725 Judge Fran Jamieson Way  
Building C  
Viera, FL 32940

RE: PART OF the East  $\frac{1}{2}$  of the North  $\frac{1}{2}$  of the Northwest  $\frac{1}{4}$  of the Northwest  $\frac{1}{4}$  of Section 35, Township 27 South, Range 36 East, except 50-foot road right, deeded Brevard County and recorded in Official Records Book 641, at Page 981, Public Records of Brevard County, Florida (the "Property"); street address "TBD" Ellis Road, West Melbourne, FL 32904

Dear Mr. Abbate:

This is to confirm that part of the East  $\frac{1}{2}$  of the North  $\frac{1}{2}$  of the Northwest  $\frac{1}{4}$  of the Northwest  $\frac{1}{4}$  of Section 35, Township 27 South, Range 36 East, except 50-foot road right, deeded Brevard County and recorded in Official Records Book 641, at Page 981, Public Records of Brevard County, Florida (the "Property"); street address "TBD" Ellis Road, West Melbourne, FL 32904, is owned by CHW Investments and will be leased 22,400 square feet to National Service Source, Inc. d/b/a USSI Global.

Subject to certain local and state concessions, we agree to pass through any real estate tax abatement from new property improvements as a result of National Service Source, Inc. d/b/a USSI Global's Ad Valorem Tax Abatement Application.

Sincerely,

DocuSigned by:



F330892165764F6

David S. Christiano  
CHW Investments

## Property Development Services

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P.O. Box 374, Melbourne, FL 32902  
(321)271-7868  
Chri5222@bellsouth.net



USSI Global is a customer-centric program management company headquartered in Brevard County with over 35 years supporting network, media, broadcast, and digital signage solutions. Our mission is to deliver these quality and customized services globally, providing our customer with the necessary tools to get the job done right, on time, the first time. We are available 24/7/365 and ensure an outstanding customer experience every time.

USSI Global has three separate divisions with one common goal: unmatched customer support. Since 1985, we have built our reputation one project at a time through our Broadcast & Network, Electronic Business & Consumer Solutions, and Digital Signage Services. From customized design and installation to maintenance and repair, we measure our success on our customer's success.

**Broadcast & Network.** USSI Global has been helping broadcasters and cable and satellite networks deliver programming to viewers around the world. From building facilities to hosting content distribution needs, from encoding signals to managing the uplink/downlink process, reliable transmission starts with our engineering expertise and technical support resources.

**Electronic Business & Consumer.** USSI Global's Electronic Business and Consumer Solution repairs a variety of electronic devices, including televisions, laptops, tablets, touch-screen kiosks, and other digital displays. Forget third-party complications – from our call center to parts logistics to field repair technicians, we handle it all. Our customized solutions make it easy to manage the entire repair program for LCD, LED, and OLED displays. We tailor our support to fit the needs and budget of our customers with a variety of options.

**Digital Signage.** For more than 20 years, USSI Global's Digital Signage Solution has installed, maintained, and populated a variety of digital signage projects. We have more than 100,000 site installs, including indoor and outdoor solutions, digital menu boards, retail and hospitality messaging, healthcare media, point of sale (POS) touchscreen kiosks, and large video walls, supporting everything from airport advertising to government agencies. We offer reliable, end-to-end solutions – including supply chain management, repairs and content management – that are customized for any organization.





This last year represented a monumental landmark in USSI Global's history, our 35<sup>th</sup> anniversary. Our future looks brighter than ever with record breaking growth forecasted for the next 5 years. It is essential USSI Global expand our physical footprint to accommodate the demands of our present and future customers. USSI Global requires an additional 20,000 sq. ft. of office and warehouse space immediately.

This space will enable USSI Global to hire, at a very minimum, 21 additional employees over the course of the next 3 years. The estimated value of the project is \$1.2M. USSI Global does not own the property on our campus but instead has had a triple net lease since 1999.

The majority of USSI Global shareholders reside in Dallas, TX. In the event our application is not approved, we are considering placing this expansion in Texas. The Ad Valorem Tax Abatement program is a very attractive incentive to seed our future growth here in Melbourne, an area that has supported USSI Global's expansion over the last 3 decades.

# AD VALOREM TAX ABATEMENT

Job Creation Distribution Worksheet

| JOB TITLE / DESCRIPTION          | NUMBER OF JOBS | WAGE     | ANTICIPATED HIRE TIMELINE (BY YEAR) |
|----------------------------------|----------------|----------|-------------------------------------|
| Logistics Manager                | 1              | \$70,000 | Year 1                              |
| Logistics Supervisor             | 1              | \$55,000 | Year 1                              |
| Customer Service Representatives | 4              | \$36,500 | Year 1                              |
| Bench Technicians                | 4              | \$40,000 | Year 1                              |
| Engineering Technician           | 2              | \$51,500 | Year 2                              |
| Inventory Specialist             | 1              | \$42,500 | Year 2                              |
| Customer Service Representatives | 2              | \$36,500 | Year 2                              |
| Engineering Technician           | 2              | \$51,500 | Year 3                              |
| Inventory Specialist             | 1              | \$45,000 | Year 3                              |
| Customer Service Representatives | 3              | \$36,500 | Year 3                              |

**USSI Global**  
Brevard County, FL  
10/26/21

**Overview:**

|                      |          |                     |             |
|----------------------|----------|---------------------|-------------|
| New Job Commitment:  | 21       | Capital Investment: | \$1,450,000 |
| Average Annual Wage: | \$43,190 |                     |             |

**Economic impact from job creation:**

| Jobs            | Net New Wage             | Contribution to GDP      |
|-----------------|--------------------------|--------------------------|
| 21 (Direct)     | \$906,990 (Direct)       | \$1,545,625 (Direct)     |
| 8 (Indirect)    | \$370,198 (Indirect)     | \$521,066 (Indirect)     |
| 6 (Induced)     | \$234,065 (Induced)      | \$455,139 (Induced)      |
| <b>35 TOTAL</b> | <b>\$1,511,253 TOTAL</b> | <b>\$2,521,830 TOTAL</b> |

- For every employment position created by USSI Global approximately 0.65 additional jobs will be developed to support the operation of the facility.
- For every payroll dollar paid to USSI Global approximately \$0.67 will be generated for consumer spending.

### County Tax Impact

| Years 1-10                         | Annual Taxes on Construction      |
|------------------------------------|-----------------------------------|
| Projected Tax Assessed             | \$ 11,095.68                      |
| Potential Abatement (at 100%)      | \$ 4,864.51                       |
| Net New Revenue to County          | \$ 6,231.17                       |
|                                    | Annual Taxes on Personal Property |
| Projected Tax Assessed             | \$ 2,311.60                       |
| Potential Abatement (at 100%)      | \$ 1,013.44                       |
| Net New Revenue to County          | \$ 1,298.16                       |
| <b>Total New Revenue to County</b> | <b>\$ 7,529.33</b>                |

**Years 11+ :** Company will be assessed for 100% of tax liability

Tax Millage Code – 52V0      NAICS – 541419      IMPLAN Sector – 461

*Analysis based on information supplied by USSI Global - October 2021*

*Economic impact calculations furnished by EDC Research Office, using IMPLAN version 6.3 (www.IMPLAN.com).*

*Abatement & millage numbers are estimates; all final numbers determined solely by the Brevard County Property Appraiser's Office.*