

 <p style="text-align: center;"><b>Council Communication</b> Office of the City Manager</p>	<b>Date:</b>	May 21, 2012
	<b>Agenda Item No.</b>	<b>31</b>
	<b>Roll Call No.</b>	<b><u>12-0792</u></b>
	<b>Communication No.</b>	<b><u>12-236</u></b>
	<b>Submitted by:</b>	<b>Terrance N. Vorbrich, Acting Economic Development Administrator</b>

**AGENDA HEADING:**

Resolution approving documents related to the Iowa Economic Development Authority direct financial assistance for \$120,000 and City Loan for \$24,000 to Tactical 8 Technologies, LLC dba T8 Webware.

**SYNOPSIS:**

Tactical 8 Technologies, LLC dba T8 Webware (Wade Arnold, President, 900 Technology Parkway, Suite 200, Cedar Falls, Iowa) is a web strategy and personalized services firm with headquarters in Cedar Falls, Iowa. The company has agreed to establish a branch office in downtown Des Moines at 206 6th Avenue, Suite 1020. The company has committed to employing 23 full-time positions comprised of software engineers and sales staff with a projected weighted average starting wage of \$28.14 per hour, plus benefits.

The company anticipates an investment of at least \$531,800 in leaseholder improvements, furniture and fixtures, computer equipment and new employee training costs to open the new branch office. To assist in the expansion, Iowa Economic Development Authority Board has approved direct financial assistance in the amount of \$120,000 of which ½ would be repaid to the State and ½ would be forgiven, if the company meets the anticipated investment, job creation, wage and benefit goals. The State of Iowa financial assistance program requires a local community 20% match of the state award. By Roll Call 12-0042, dated January 9, 2012, City Council approved a \$24,000, zero interest rate loan to be repaid over the term of the company’s proposed lease.

Documents related to the IEDA and City financial assistance are being presented for approval.

**FISCAL IMPACT:**

Amount: \$24,000, zero interest rate loan to be repaid over the proposed lease term.

Funding Source: FY2012-2013 Adopted Operating Budget, Economic Development Enterprise Fund, SP743, CMO0980717, page 42.

**ADDITIONAL INFORMATION:**

Founded in 2008, by Wade Arnold and Lockard Smith, the company’s home office is and will remain in Cedar Falls, Iowa where it employs 43 full-time workers. T8 Webware is a web strategy and

personalized services firm that caters specifically to banks and credit unions, helping these clients impact their ability to grow and retain business through the strategic use of online channels. Current products are websites developed with mobile – optimized versions and integrated with a customer content management system, a personalized payment card application and enriched mobile decision-making applications. T8 Webware’s primary customer base is a national base comprised of banks and credit unions. Additionally, the company has a division which creates customized computer or mobile applications for non-financial sector companies.

**PREVIOUS COUNCIL ACTION(S):**

Date: January 9, 2012

Roll Call Number: [12-0042](#)

Action: [Submission](#) of application to the Iowa Economic Development Authority for direct financial assistance in the amount of \$120,000 and preliminary approval of a City loan in the amount of \$24,000 to Tactical 8 Technologies, LLC dba T8 Webware. ([Council Communication No. 12-017](#)). **Moved by Hensley to approve. Motion Carried 7-0.**

**BOARD/COMMISSION ACTION(S): NONE**

**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

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