

Websense Project Summary

City of Austin Economic Development Department
February 2014

Background

- A potential new economic development agreement between the City of Austin and Websense, Inc. is being considered.
- Websense began working with the Economic Development department on October 1, 2013 to evaluate the potential for locating their project in the City of Austin. The company was one of ten projects given “grandfathered” status because of their activity with the Department before October 24, 2013.”
- The State of Texas is offering \$4,500,000 from the Texas Enterprise Fund to Websense for the re-location of their corporate Headquarters.

Websense, Inc. – Company Overview

- The Company is a privately-owned network security firm that has been in operation for 19 years and employs 1,600 employees in 28 global locations. The company currently has 4 employees in Austin that work out of home offices.
- The Company produces the Websense TRITON security solutions and has customers in approximately 150 countries.
- The Company is considering relocating its corporate headquarters from San Diego, CA to Austin.

Overall Benefits

- 470 new full-time jobs created in Austin over 10 years with an average annual wage of \$82,000.
- \$1.76 million net benefit to the City of Austin (including the cost of the incentive).
- Websense will establish an Austin presence in 90,000 sq ft of office space and invest \$2.6 million in leasehold improvements and \$7.33 million in business personal property.
- Employees are offered health insurance and same-sex partner benefits, job training, tuition reimbursement, career paths, and other benefits.
- The Company gives back to the community through variety of charitable activities such as school supply drives, angel trees, toy drives, food drives, and blood drives.
- If chosen as a location for the project, the Company intends to locate at 10900B Stonelake Blvd in Northwest Austin.

Economic Development Proposal

- Economic Development Matrix total score= 85.
- Total performance-based economic development grant over the 10 year period is estimated at \$438,000, which is calculated as \$100 per job. This grant will be paid by the economic development reserve fund and is not a property tax grant.