

FACT SHEET
JUNE 2012
RESIDENTIAL FINANCE CORPORATION

I. STATEMENT OF PURPOSE – Job Creation

The Department of Development recommends a Jobs Growth Incentive of twenty-five percent (25%) for a period of five (5) years for the purpose of creating 100 new permanent full-time positions with an estimated total payroll of \$6.22 million.

II. PROJECT HISTORY

Residential Finance Corporation was founded in 1997 by Michael A. Isaacs and David K. Stein, headquartered in the Arena District in downtown Columbus, Ohio. Residential Finance Corporation is a mortgage lending firm licensed in 33 states including Washington, DC. The company offers a wide range of loan programs, including Federal Housing Administration (FHA) loans, home equity lines of credit, second mortgages, fixed rate and adjustable rate mortgages. Residential Finance Corporation is a Better Business Bureau (BBB) certified firm and offers Equal Housing Opportunity. In 2009, the company received the American Business Award for Sales Department of the Year.

Residential Finance Corporation is proposing to expand its corporate headquarters by moving from a 22,000 sq. ft. office space and entering into a long-term lease agreement on a vacant office space consisting of approximately 39,000 sq. ft. located at One Easton Oval to meet its increased growth. The company will invest approximately \$2.5 million in lease-hold improvements and renovations, including new machinery, equipment, furniture and fixtures, retain 142 full-time jobs and create approximately 100 new full-time permanent positions with an estimated annual payroll of \$6.22 million.

Residential Finance Corporation is requesting a 25%/5-year Jobs Growth Incentive from the City of Columbus to assist in the expansion of its corporate headquarters.

III. PROJECT INVESTMENT

Improvements to Existing Buildings	\$1,200,000
Machinery & Equipment	\$300,000
Furniture & Fixtures	\$1,000,000
TOTAL INVESTMENT	\$2,500,000

IV. DECISION & TIMING

The project would begin in June 2012 with a scheduled time of completion for August 2012, contingent upon City Council approval of the recommended tax incentive.

V. EMPLOYMENT

The project will create 100 new full-time permanent positions with an estimated annual payroll of \$6.22 million and retain 142 full-time jobs with an annual payroll of approximately \$7.4 million.

Position	Number of New Jobs	Hourly Rate	Annual Salary	Total Estimated Payroll for New Jobs
Loan Operations	50	\$26.44	\$55,000	\$2,750,000
Loan Originators	40	\$33.65	\$70,000	\$2,800,000
IT Developers	3	\$48.08	\$100,000	\$300,000
Compliance Staff	3	\$24.04	\$50,000	\$150,000
Marketing Staff	1	\$33.65	\$70,000	\$70,000
Dir. of Training & Development	1	\$48.08	\$100,000	\$100,000
Administrative	2	\$12.02	\$25,000	\$50,000
Total	100			\$6,220,000

Total payroll (retained and new) to Columbus will be approximately \$13.6 million

Benefits provided to new employees of Residential Finance Corporation begins 30 days after hiring, except for the 401k, which begins 90 days after hiring:

- Paid Holidays
- Paid Vacation/Personal Days
- Vacation Pay
- 401k Retirement Plan
- Medical/Dental Insurance
- Disability Insurance

The proposed project will be located at One Easton Oval, Suite 400 Columbus, Ohio, 43219 and is accessible by public transportation (COTA).

VI. REQUESTED PUBLIC PARTICIPATION

The Department of Development recommends a Jobs Growth Incentive equal to twenty-five percent (25%) of the amount of new employee city income tax withholding for five (5) years.

VII. WORKFORCE DEVELOPMENT

Employers granted a tax incentive will meet with the Central Ohio Workforce Investment Corporation (COWIC) within 90 days to develop a relationship to assure continuing employment opportunities for Columbus residents who are unemployed or underemployed.

VIII. NEW TAX IMPACT/ANNUAL AND 5-YEAR SUMMARY

NEW REVENUE 5-YEAR SUMMARY		
Revenue	Average Annual	5-year Summary
A. New City Income Tax Revenue	\$155,500	\$777,500
Incentive	Average Annual	5-year Summary
B. Proposed Incentive is equal to 25% of New Employee withholding	\$38,875	\$194,375
Total	Average Annual	5-year Summary
C. (A-B) Net Value to City	\$116,625	\$583,125

IX. TAX BENEFIT

The recommended 25%/5-year Jobs Growth Incentive could yield cash payments totaling \$194,375 for Residential Finance Corporation over the incentive period.

X. AREA IMPACT/GREEN INITIATIVES

As a green initiative, Residential Finance Corporation has implemented a paper cycling program.