

FACT SHEET
JUNE 2015
ARLINGTON CONTACT LENS SERVICE, INC. DBA AC LENS AND
NATIONAL VISION, INC.

I. STATEMENT OF PURPOSE – Job Creation

The Department of Development recommends a Jobs Growth Incentive of twenty-five percent (25%) for a term up to five (5) years for the purpose of job creation and expansion of the company's Columbus operations.

II. PROJECT HISTORY

Arlington Contact Lens Service, Inc. dba AC Lens (AC Lens) is a full-service, direct delivery contact lens supply company. The company ships lenses to all 50 US states as well as Europe, South America and the Far East. Dr. Peter Clarkson, MD, PhD founded AC Lens in 1995 with a vision to provide a high-quality contact lens replacement service focusing on the then-emerging internet. Dr. Clarkson has led AC Lens through 12 straight years of profitable growth, allowing the company to develop from a small operation in the back of an optometric office to one of the largest contact lens retailers in the USA. Dr. Clarkson is also President of Eyestyles, a Columbus Ohio optical retailer which he founded. In June 2011, AC Lens was acquired by National Vision, Inc. (NVI), which is one of the largest optical retailers in the United States, operating over 800 retail locations in 43 states plus the District of Columbia and Puerto Rico. NVI employs over 7,000 employees and its retail divisions include America's Best Contacts & Eyeglasses, Eyeglass World, Vision Centers inside select Walmart stores, Vista Optical inside Fred Meyer and Optical Centers on select military bases. NVI's lab network consists of three domestic locations (St. Cloud, Minnesota, Salt Lake City, Utah and Lawrenceville, Georgia) and two international locations in China and Mexico. Arlington Contact Lens Service, Inc. dba AC Lens is now a subsidiary company of National Vision, Inc.

AC Lens is proposing to invest approximately \$2.0 million in machinery and equipment to expand its Columbus operations at 4265 Diplomacy Drive and 2250 International Street, Columbus, Ohio. Recently, the company just entered into two very large contracts that will require additional support to accommodate its increased growth, and to meet its consumer demands. In addition, the company will create 50 full-time permanent positions with an estimated annual payroll of approximately \$2.5 million and retain 110 full-time jobs with an annual payroll of approximately \$5.372 million.

AC Lens and National Vision, Inc. are requesting a 25%/5-year Jobs Growth Incentive from the City of Columbus to assist with this consolidation project.

III. PROJECT INVESTMENT

Machinery & Equipment	\$2,000,000
TOTAL INVESTMENT	\$2,000,000

IV. DECISION & TIMING

The project is anticipating beginning in July 2015 with a scheduled time of completion for December 2015, contingent upon Columbus City Council approval of the recommended tax incentive.

V. EMPLOYMENT

The project will create 50 new full-time permanent positions with an estimated annual payroll of approximately \$2.5 million and retain 110 full-time jobs with an annual payroll of approximately \$5.372 million.

Position	Number of New Jobs	Hourly Rate	Annual Salary	Total Estimated Payroll for New Jobs
Call center	18	\$15.00	\$31,200	\$561,600
IT Professionals	32	\$29.12	\$60,575	\$1,938,400
Total	50			\$2,500,000

Total annual payroll (new and retained) to Columbus will be approximately \$7.872 million.

Benefits provided to new employees begin 90 days after first day of full-time employment and include the following:

- Paid Holidays
- Vacation Pay
- Annual Bonus
- Severance Policy
- Disability Pay
- Paid Vacation/Personal Days
- 401K Retirement Plan
- Medical/Dental Insurance
- Employee Discounts
- Training & Education Benefits

The proposed project will be located at 4265 Diplomacy Drive and 2250 International Street Columbus, Ohio 43228, which 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 a term up to five (5) consecutive 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	\$62,500	\$312,500
Incentive	Average Annual	5-year Summary
B. Proposed Incentive is equal to 25% of New Employee withholding	\$15,625	\$78,125
Total	Average Annual	5-year Summary
C. (A-B) Net Value to City	\$46,875	\$234,375

IX. TAX BENEFIT

The recommended 25%/5-year Jobs Growth Incentive could yield cash payments totaling \$78,125 to AC Lens and NVI over the incentive period.

X. AREA IMPACT/GREEN INITIATIVES

Although, AC Lens does not have a formalized green initiative plan, the company recycles boxes and pallets. In 2013, the company purchased a box compactor to assist with this recycling initiative.