

**FACT SHEET  
JULY 2013  
PILLAR TECHNOLOGY GROUP, INC.**

**I. STATEMENT OF PURPOSE – Job Creation**

The Department of Development recommends a Downtown Office Incentive of fifty percent (50%) for a period of five (5) years for the purpose of creating 40 new full-time permanent positions and retaining 56 full-time employees.

**II. PROJECT HISTORY**

Pillar Technology Group, Inc. is a software development and strategic business consulting company that creates innovative software solutions for companies across the United States. The company was founded in 1996 by Gary Gentry, current Chairman of the Board, in Ann Arbor, Michigan. The company maintains multiple operations in several states including; California, Colorado, Georgia, Iowa, Michigan, Nebraska and Ohio. The company has developed a unique approach to development in that the company focuses on how to improve the operation of a client's business, then designs a software solution around those recommendations. With this concept, Pillar Technology Group, Inc. has created its own approach to agile software development called Speed to Value (S2V) that shorten the time in which Pillar's solutions show a positive return for its customers.

Pillar Technology Group, LLC is proposing to expand its Columbus operation by investing approximately \$600,000 which includes leasehold improvements, furniture and fixtures, to increase its office space from 5,000 square feet to 8,000 square feet, enter into a long-term lease agreement, retain 56 full-time jobs and create 40 new full-time permanent positions with an annual payroll of approximately \$3.0 million to meet its increased sales growth and consumer demands.

Pillar Technology Group, LLC is requesting a 50%/5-year Downtown Office Incentive from the City of Columbus to assist in the expansion of its downtown operation.

**III. PROJECT INVESTMENT**

Leasehold Improvements	\$300,000
Furniture & Fixtures	\$300,000
<b>TOTAL INVESTMENT</b>	<b>\$600,000</b>

**IV. DECISION & TIMING**

The project will begin in August, 2013 with a scheduled time of completion for December 2013, contingent upon Columbus City Council approval of the recommended tax incentive.

## V. EMPLOYMENT

The project will create 40 new full-time permanent positions with an estimated annual payroll of approximately \$3.0 million and retain 56 full-time jobs with an annual payroll of approximately \$3.7 million.

Position	Number of New Jobs	Hourly Rate	Annual Salary	Total Estimated Payroll for New Jobs
IT/Software Development	40	\$36.06	\$75,000	\$3,000,000
Total	40			\$3,000,000

Total payroll (retained and new) to Columbus will be approximately \$6.7 million.

Benefits provided to new employees begin first month of employment and includes:

- Paid Holidays
- Vacation Pay
- 401K Retirement Plan
- Medical/Dental Insurance
- Disability Pay
- Training & Education Benefits

The proposed expansion project will be located at 580 N. Fourth Street, Columbus, Ohio 43215, which is accessible by public transportation (COTA).

## VI. REQUESTED PUBLIC PARTICIPATION

The Department of Development recommends a Downtown Office Incentive equal to fifty percent (50%) 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**

<b>NEW REVENUE 5-YEAR SUMMARY</b>		
<b>Revenue</b>	<b>Average Annual</b>	<b>5-year Summary</b>
A. New City Income Tax Revenue	\$75,000	\$375,000
<b>Incentive</b>	<b>Average Annual</b>	<b>5-year Summary</b>
B. Proposed Incentive is equal to 50% of New Employee withholding	\$37,500	\$187,500
<b>Total</b>	<b>Average Annual</b>	<b>5-year Summary</b>
C. (A-B) Net Value to City	\$37,500	\$187,500

**IX. TAX BENEFIT**

The recommended 50%/5-year Downtown Office Incentive could yield cash payments totaling \$187,500 to Pillar Technology Group, LLC over the incentive period.

**X. AREA IMPACT/GREEN INITIATIVES**

Although the Pillar Technology Group, LLC does not have a formalized green initiative plan, the company continuously evaluates methods to eliminate waste.