

FACT SHEET
JULY 2012
OXFORD CONSULTING GROUP, INC.

I. STATEMENT OF PURPOSE – Job Creation

The Department of Development recommends a Jobs Growth Incentive of twenty-five percent (25%) for a period of two (2) years for the purpose of creating 45 new permanent full-time positions with an estimated total payroll of \$3.65 million.

II. PROJECT HISTORY

Oxford Consulting Group, Inc. is a nationwide information technology consulting firm serving businesses across North America. Michelle Kerr, President, founded Oxford Consulting Group Inc. in 1998 in Indianapolis, Indiana by providing consulting and project management services to mid-market manufacturers in the automotive and consumer packaged goods arena. The company expanded to include business-to-business (B2B) integration and electric data interchange. In 2004, Oxford Consulting Group, Inc. sold the largest portion of the company to a publicly traded software company, QAD, based in Santa Barbara, California. The remainder of the company was relocated to Westerville, Ohio where the company services include IBM B2B and commerce solutions, mid-market IT staffing and IT services for small and medium sized businesses in the Central Ohio area.

Oxford Consulting Group, Inc. is proposing to expand into the Columbus community by opening a satellite office. The company will enter into a 4-year lease agreement on a vacant commercial office space comprised of 1,400 sq. ft. located at 1500 West Third Avenue and invest approximately \$60,000 in leasehold improvements, including new equipment, furniture and fixtures. Oxford Consulting Group, Inc. will relocate 4 full-time jobs from Westerville to Columbus and create approximately 45 new full-time permanent positions with an estimated annual payroll of \$3.65 million.

Oxford Consulting Group, Inc. is requesting a 25%/2-year Jobs Growth Incentive from the City of Columbus to assist in the expansion of its corporate headquarters.

III. PROJECT INVESTMENT

Furniture & Fixtures	\$25,000
Stand-Alone Computers	\$20,000
Leasehold improvements	\$15,000
TOTAL INVESTMENT	\$60,000

IV. DECISION & TIMING

The project would begin in July 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 45 new full-time permanent positions with an estimated annual payroll of \$3.65 million and relocate/retain 4 full-time jobs with an annual payroll of approximately \$249,760.

Position	Number of New Jobs	Hourly Rate	Annual Salary	Total Estimated Payroll for New Jobs
Consultant – B2B	10	\$35.00	\$72,800	\$728,000
Consultant – Supply Chain	8	\$50.00	\$104,000	\$832,000
Consultant – IT Services	5	\$25.00	\$52,000	\$260,000
Programmer	10	\$45.00	\$93,600	\$936,000
Administrative	1	\$17.00	\$35,360	\$35,360
Consulting Manager	1	\$55.00	\$114,400	\$114,400
Project Manager	2	\$45.00	\$93,600	\$187,200
Recruiter	2	\$40.00	\$83,200	\$166,400
Sales Executive	1	\$45.00	\$93,600	\$93,600
Business Analyst	5	\$29.00	\$60,320	\$301,600
Total	45			\$3,654,560

Total payroll (retained and new) to Columbus will be approximately \$3.9 million.

Benefits provided to new employees of Oxford Consulting Group, Inc. begin upon hire date and includes the following:

- Paid Holidays
- Paid Vacation/Personal Days
- Vacation Pay
- 401k Retirement Plan
- Annual Bonus
- Medical/Dental Insurance
- Disability Insurance
- Training & Education Benefits

The proposed project will be located at 1500 West Third Ave Columbus, Ohio, 43212 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 two (2) 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 2-YEAR SUMMARY

NEW REVENUE 2-YEAR SUMMARY		
Revenue	Average Annual	2-year Summary
A. New City Income Tax Revenue	\$91,364	\$182,728
Incentive	Average Annual	2-year Summary
B. Proposed Incentive is equal to 25% of New Employee withholding	\$22,841	\$45,682
Total	Average Annual	2-year Summary
C. (A-B) Net Value to City	\$68,523	\$137,046

IX. TAX BENEFIT

The recommended 25%/2-year Jobs Growth Incentive could yield cash payments totaling \$45,682 for Oxford Consulting Group, Inc. over the incentive period.

X. AREA IMPACT/GREEN INITIATIVES

As a green initiative, Oxford Consulting Group, Inc. has implemented a paper cycling program.