

**FACT SHEET  
NOVEMBER 2014  
PRIME AE GROUP, 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 creating 68 new full-time permanent positions and retaining 69 full-time jobs in the Columbus community.

**II. PROJECT HISTORY**

PRIME AE Group, Inc. has expanded rapidly in the past few years. Formerly known as Prime Engineering, Inc. (PEI), the company was founded in 2007 as a spin-off of the Maryland and Pennsylvania Offices of Prime Engineering & Architecture, Inc. (PEA), which was founded in 1992 in Ohio. PEI grew quickly through strategic acquisitions and expansion into new markets and organic growth. In 2010, PEI acquired United International Corporation (UIC), a well-established engineering firm with offices in Connecticut, Massachusetts, and Rhode Island. As a result of these acquisitions, strong internal growth and the increasing depth and breadth of services provided, PEI became PRIME AE Group, Inc. In November of 2013, PRIME AE Group, Inc. acquired 3SG, a successful provider of technology solutions headquartered in Dublin, Ohio, now known as PRIME Technology Group (PRIME Tech), the firm provides implementation and customization services for Enterprise Content Management, GIS and document imaging. Today, PRIME AE Group, Inc. has more than 200 professional employees with 65 licensed architects and engineers with an average of 25 years of experience and two of only 300 Registered Roof Consultants in the US.

PRIME AE Group, Inc. is proposing to invest approximately \$1.29 million in leasehold improvements, which includes stand-alone computers, furniture and fixtures to expand its Water Resources, CM/CI, Transportation and Technology divisions. The company will concentrate on expanding its' Geographic Information Systems (GIS) and Enterprise Content Management departments. PRIME AE Group, Inc. will enter into a lease agreement on a vacant commercial office space consisting of roughly 30,000 sq. ft., retain 68 full-time jobs (of which, 26 will be relocated from Dublin, Ohio) and create 68 new full-time permanent positions with an estimated annual payroll of approximately \$6.0 million to consolidate its' two Ohio offices, and to concentrate on expanding its technology division.

PRIME AE Group, Inc. is requesting a 25%/5-year Jobs Growth Incentive from the City of Columbus to assist in the consolidation and expansion of its corporate headquarters.

**III. PROJECT INVESTMENT**

Leasehold Improvements	\$1,000,000
Furniture & Fixtures	\$170,930
Stand-Alone Computers	\$122,400
<b>TOTAL INVESTMENT</b>	<b>\$1,293,330</b>

#### IV. DECISION & TIMING

The project will begin in January, 2015 with a scheduled time of completion for December 2019, contingent upon Columbus City Council approval of the recommended tax incentive.

#### V. EMPLOYMENT

The project will create 68 new full-time permanent positions with an estimated annual payroll of approximately \$6.0 million and retain 68 full-time jobs (of which, 26 will be relocated from Dublin with a total combined annual payroll of approximately \$4.47 million.)

Position	Number of New Jobs	Hourly Rate	Annual Salary	Total Estimated Payroll for New Jobs
Engineers	22	\$43.00	\$89,440	\$1,967,680
Project Managers	10	\$58.00	\$120,640	\$1,206,400
Senior Management	5	\$72.50	\$150,800	\$754,000
Senior Project Managers	9	\$63.00	\$131,040	\$1,179,360
Technology	22	\$21.63	\$45,000	\$990,000
<b>Total</b>	<b>68</b>			<b>\$6,097,440</b>

Total payroll (retained and new) to Columbus will be approximately \$10.47 million.

Benefits begin the first of the month following 30 calendar days of employment and include the following:

- Paid Holidays
- Annual Bonus
- Disability Pay
- Paid Vacation/Personal Days
- 401K Retirement Plan
- Medical/Dental Insurance
- Training & Education Benefits
- Salary staff is immediately eligible for holiday pay. Hourly staff will be eligible the first holiday following 30 days of employment.

The proposed consolidation and expansion project will be located at 8415 Pulsar Place Columbus, Ohio 43240, which is accessible by public transportation (COTA).

#### VI. REQUESTED PUBLIC PARTICIPATION

The Department of Development recommends a Jobs Growth Office Incentive equal to twenty-five percent (25%) of the amount of new employee city income tax withholding for a term up to 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	\$152,436	\$762,180
<b>Incentive</b>	<b>Average Annual</b>	<b>5-year Summary</b>
B. Proposed Incentive is equal to 25% of New Employee withholding	\$38,109	\$190,545
<b>Total</b>	<b>Average Annual</b>	<b>5-year Summary</b>
C. (A-B) Net Value to City	\$114,327	\$571,635

**IX. TAX BENEFIT**

The recommended 25%/5-year Jobs Growth Incentive could yield cash payments totaling \$190,545 to PRIME AE Group, Inc. over the incentive period.

**X. AREA IMPACT/GREEN INITIATIVES**

PRIME AE Group, Inc. plays an active role in projects that are seeking certification through the US Green Building Council’s LEED green building certification system. In addition, PRIME AE Group, Inc. has employees that are LEED Accredited Professionals, which allows the company to offer expert guidance when project goals include achieving a LEED rating.