

**FACT SHEET  
JULY 2017  
FACILITYSOURCE, LLC**

**I. STATEMENT OF PURPOSE – JOB CREATION**

The Department of Development recommends a dual-rate Jobs Growth Incentive for a term of up to four (4) consecutive years in consideration of a total investment of approximately \$1,538,000, the retention of 317 full-time permanent positions, and the creation of 272 new full-time permanent positions.

**II. PROJECT HISTORY**

FacilitySource, LLC (“FacilitySource”) is a national facilities management company and partner for facility management software, maintenance and support. Many of the world’s leading brands rely on the company to find innovative ways to streamline maintenance processes, automate workflows, and reduce their overall maintenance spending. Each year, FacilitySource answers over 2 million service calls, processes 3.6 million work orders, and manages \$2.7 billion dollars in facilities spend across multiple business sectors, but primarily large retail chains.

FacilitySource, LLC is proposing to expand their operations at 200 East Campus View Blvd., Suite 301 Columbus, Ohio 43235 (“Project Site”), a commercial office building in which the company already has existing operations which occupies approximately 33,000 square feet, in support of its facility management business. As part of this expansion, FacilitySource is expected to enter into a 6-year lease agreement for an additional 13,562 square feet on multiple floors within the building.

Improvements to FacilitySource’s existing offices and the build out of the newly-leased office space will be a sizeable investment for the company to accommodate the expected headcount growth. The project involves a total investment of approximately \$1,538,000 related to building improvements and the acquisition of machinery and equipment, furniture/fixtures, and computers. FacilitySource, LLC anticipates retaining 317 existing full-time permanent positions with an associated annual payroll of approximately \$15,929,473 and creating 272 new full-time permanent positions with an associated new annual payroll of approximately \$13,549,952.

FacilitySource, LLC is requesting a dual-rate Jobs Growth Incentive from the City of Columbus to assist in the expansion of operations in Columbus.

**III. PROJECT INVESTMENT**

<b>INVESTMENT TYPE</b>	<b>PROPOSED VALUE</b>
Improvements to Existing Building	\$585,000
Machinery & Equipment	\$53,000
Furniture & Equipment	\$492,000
Information Technology	\$408,000
<b>TOTAL INVESTMENT</b>	<b>\$1,538,000</b>

**IV. DECISION & TIMING**

Real property improvements are expected to begin as soon as August 2017 with a scheduled time of completion in November 2017, contingent upon Columbus City Council approval of the recommended tax incentive.

**V. EMPLOYMENT**

FacilitySource, LLC will retain 317 existing full-time permanent positions with an associated annual payroll of approximately \$15,929,473 and create 272 new full-time permanent positions with an associated new annual payroll of approximately \$13,549,952

<b>Position Title</b>	<b>Number of New Jobs</b>	<b>Average Hourly Rate</b>	<b>Average Annual Salary</b>	<b>Total Estimated Payroll for New Positions</b>
Service Delivery Coordinators	186	\$23.31	\$48,500	\$9,021,000
Service Delivery Manager	30	\$31.97	\$66,500	\$1,995,000
Customer Service Representatives	50	\$17.06	\$35,500	\$1,775,00
Ops Regional Director	6	\$60.81	\$126,492	\$758,952
<b>TOTAL</b>	<b>272</b>			<b>\$13,549,952</b>
<b>407,952</b>				

FacilitySource, LLC offers their full-time employees the following benefits:

- Paid holidays
- Paid vacation/personal days
- Vacation pay
- 401(k) retirement plan
- Annual bonus
- Medical/dental insurance

- Severance policy
- Disability pay

The proposed project site is located at 200 East Campus View Blvd., Suite 301 Columbus, Ohio 43235 and is accessible by public transportation (Central Ohio Transit Authority).

**VI. REQUESTED PUBLIC PARTICIPATION**

The Department of Development recommends a dual-rate Jobs Growth Incentive in an amount equal to (i) twenty-five percent (25%) of the City of Columbus income tax withheld on the Columbus payroll of new employees and (ii) thirty percent (30%) of the City of Columbus income tax withheld on the Columbus payroll of new employees, who are also City of Columbus residents at the end of each calendar year, both for a term of up to four (4) consecutive years.

If FacilitySource, LLC is not able to sufficiently document residency for an employee associated with this project during a calendar year of the term of the agreement, the default rate of the Jobs Growth Incentive to be applied that calendar year for that new employee shall be twenty-five percent (25%).

**VII. WORKFORCE DEVELOPMENT**

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

**VIII. NEW TAX IMPACT AND ANNUAL SUMMARY**

<b>NEW REVENUE SUMMARY</b>		
<b>Revenue</b>	<b>Average Annual</b>	<b>4-year Summary</b>
A. New City Income Tax Revenue	\$338,748	\$1,354,992
<b>Incentive</b>	<b>Average Annual</b>	<b>4-year Summary</b>
B. Proposed Incentive is equal to:		
(i) twenty-five percent (25%) of the City of Columbus income tax withheld on the Columbus payroll of new employees for a term of up to four (4) consecutive years; and	\$84,687 (at 25%) to	\$338,748 (at 25%) to
(ii) thirty percent (30%) of the City of Columbus income tax withheld on the Columbus payroll of new employees, who are also City of Columbus residents at the end of each	\$101,625 (at 30%)	\$406,500 (at 30%)

calendar year, for a term of up to four (4) consecutive years.		
<b>Total</b>	<b>Average Annual</b>	<b>4-year Summary</b>
C. Net Value to City (i.e., A. - B.)	\$254,061 (at 25%) to \$237,123 (at 30%)	\$1,016,244 (at 25%) to \$948,492 (at 30%)

**IX. TAX BENEFIT**

The recommended dual-rate Jobs Growth Incentive could yield cash payments totaling between approximately \$338,748 (at 25%) – \$406,500 (at 30%) for FacilitySource, LLC over the incentive term of up to four (4) consecutive years.

**X. AREA IMPACT/GREEN INITIATIVES**

FacilitySource, LLC aspires to recycle typical office paper waste, aluminum, and plastic waste.