

**FACT SHEET
FEBRUARY 2019
VANTAGE POINT LOGISTICS, INC.**

I. STATEMENT OF PURPOSE – JOB CREATION

The Department of Development recommends a dual-rate Jobs Growth Incentive for a term of up to five (5) consecutive years in consideration of an investment of approximately \$275,000 and the creation of 70 net new full-time permanent positions.

II. PROJECT HISTORY

Vantage Point Logistics, Inc. (VPL) is an Ohio based IT company and the pioneer of a simple and proven method to reduce inbound package freight costs. Formed by principals Scott Crow and Eric McGlade, the company has developed a suite of software that engages in active freight management services to the Healthcare industry. The technology works exclusively with universities and colleges, helping them navigate through the stages of managing freight costs, from the initial savings on existing pre-pay and add freight charges. As a result, VPL’s customers can follow and track a product from the original shipper into their network and then track it until it arrives at the final point of patient care. With this technology, it provides VPL’s customers with the ability to calculate the true landed cost of any product, regardless of the number of times it moves from location-to-location.

Vantage Point Logistics, Inc. is proposing to invest a total project cost of approximately \$275,000, which includes \$50,000 in leasehold improvements, \$75,000 in stand-alone computers, and \$150,000 in furniture and fixtures to expand its corporate headquarters at 1105 Schrock Road, Columbus, Ohio 43229. With this expansion, the company plans to increase its existing office space by 9,000 square feet, hire additional staff to meet its increased sales growth and consumer demands, and to continue growing its software platform. Additionally, Vantage Point Logistics, Inc. will retain 30 full-time jobs with an annual payroll of approximately \$2.0 million and create 70 net new full-time permanent positions with a cumulative estimated annual payroll of approximately \$4.2 million to support its strategic growth initiative.

Vantage Point Logistics, Inc. is requesting a dual-rate Jobs Growth Incentive from the City of Columbus to assist with this expansion project.

III. PROJECT INVESTMENT

| INVESTMENT TYPE | PROPOSED VALUE |
|-------------------------|-----------------------|
| Furniture & Fixtures | \$150,000 |
| Stand-Alone Computers | \$75,000 |
| Leasehold Improvements | \$50,000 |
| | |
| TOTAL INVESTMENT | \$275,000 |

IV. DECISION & TIMING

The project is expected to begin as soon as February 2019 with an anticipated completion date of May 2019, pending Columbus City Council approval of the recommended tax incentive.

V. EMPLOYMENT

The project is expected to create 70 net new full-time permanent positions with an estimated annual payroll of approximately \$4.2 million and retain 30 jobs with an annual payroll of approximately \$2.0 million.

| Position Title | # of New Jobs | Hourly Rate | Annual Salary | Total Estimated Payroll for New Jobs |
|-----------------------|----------------------|--------------------|----------------------|---|
| Sales | 20 | \$26.44 | \$55,000 | \$1,100,000 |
| Developers | 20 | \$38.46 | \$80,000 | \$1,600,000 |
| Help Desks | 20 | \$24.04 | \$50,000 | \$1,000,000 |
| Administrative | 10 | \$24.04 | \$50,000 | \$500,000 |
| | | | | |
| Total | 70 | | | \$4,200,000 |

Total cumulative new payroll over the term of the Jobs Growth Incentive to Columbus will be approximately \$4.2 million.

Benefits provided to new employees begin immediately upon hire, which includes the following:

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

The proposed project site will be located at 1105 Schrock Road, Columbus, Ohio 43229 parcel number 610-191455, which is accessible by public transportation.

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 up to five (5) consecutive years.

Should Vantage Point Logistics, Inc. not be 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%).

VI. NEW TAX IMPACT

| NEW REVENUE SUMMARY | | |
|---|--|--|
| Revenue | Average Annual | 5-year Summary |
| A. New City Income Tax Revenue | \$105,000 | \$525,000 |
| Incentive | Average Annual | 5-year Summary |
| 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 up to five (5) consecutive years; 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, for a term up to five (5) consecutive years. | \$26,250 (at 25%) to \$31,500 (at 30%) | \$131,250 (at 25%) to \$157,500 (at 30%) |
| Total | Average Annual | 5-year Summary |
| C. Net Value to City (i.e., A. - B.) | \$78,750 (at 25%) to \$73,500 (at 30%) | \$393,750 (at 25%) to \$367,500 (at 30%) |

VII. TAX BENEFIT

The recommended dual-rate Jobs Growth Incentive could yield cash payments totaling between approximately \$131,250 (at 25%) – \$157,500 (at 30%) for Vantage Point Logistics, Inc. over the incentive term of up to five (5) consecutive years.

VIII. AREA IMPACT/GREEN INITIATIVES

Vantage Point Logistics, Inc. does not have a formalized green initiative plan, but the company continuously evaluates methods to eliminate waste, which includes recycling, i.e. paper and other paper products.