

**FACT SHEET
FEBRUARY 2014
MEDICAL MUTUAL OF OHIO**

I. STATEMENT OF PURPOSE – Job Creation

The Department of Development recommends a Downtown Office Incentive of fifty percent (50%) for a period of three (3) years for 38 full-time permanent positions that will be new to Columbus and the retention of 11 full-time employees.

II. PROJECT HISTORY

Founded in 1934, Medical Mutual of Ohio is the oldest, largest health insurance company in Ohio, headquartered in the City of Cleveland. The company provides a range of group and personal health insurance plans for more than 1.6 million customers throughout the United States. In addition, the company offers third-party administrative services for self-insured group customers. Medical Mutual of Ohio serves policyholders, members, brokers and group benefit managers. The company products include SuperMed Classic, SuperMed Plus, SuperMed Select, SuperMed HMO, and provides prescription drug programs. The firm develops a network of health care providers. The Medical Mutual of Ohio's subsidiaries include Medical Mutual Services and Antares Management Solutions.

Medical Mutual of Ohio is proposing to expand its Columbus operation by investing approximately \$500,000 in leasehold improvements, which includes furniture and fixtures. The company will relocate 38 full-time employees (which will be new to Columbus) with an annual payroll of approximately \$2.2 million from Liberty Township into a vacant office space consisting of approximately 13,452 sq. ft. In addition, the company will enter into a long-term lease agreement and retain 11 full-time jobs with an annual payroll of approximately \$815,000 to expand its operation and to meet its consumer demands.

Medical Mutual of Ohio is requesting a 50%/3-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	\$200,000
TOTAL INVESTMENT	\$500,000

IV. DECISION & TIMING

The project will begin in February, 2014 with a scheduled time of completion for April 2014, contingent upon Columbus City Council approval of the recommended tax incentive.

V. EMPLOYMENT

The project will create 38 new full-time permanent positions with an estimated annual payroll of approximately \$2.2 million and retain 11 full-time jobs with an annual payroll of approximately \$815,000.

Position	Number of New Jobs	Hourly Rate	Annual Salary	Total Estimated Payroll for New Jobs
Executive/Management, Sales	2	\$73.80	\$153,500	\$307,000
Sales Service and Support Prof.	27	\$23.51	\$48,900	\$1,320,300
Mgmt., Provider Network Mgmt.	1	\$51.92	\$108,000	\$108,000
Care Management (nurse) Prof.	1	\$34.62	\$72,000	\$72,000
Finance Professional	1	\$35.58	\$74,000	\$74,000
Provider Network Mgmt. Prof.	6	\$26.35	\$54,800	\$328,800
Total	38			\$2,210,100

Total payroll (retained and new) to Columbus will be approximately \$3.02 million.

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

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

The proposed expansion project will be located at 10 W. Broad Street (14th Floor of the One Columbus Building) 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 three (3) 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 3-YEAR SUMMARY

NEW REVENUE 3-YEAR SUMMARY		
Revenue	Average Annual	3-year Summary
A. New City Income Tax Revenue	\$55,252	\$165,756
Incentive	Average Annual	3-year Summary
B. Proposed Incentive is equal to 50% of New Employee withholding	\$27,626	\$82,878
Total	Average Annual	3-year Summary
C. (A-B) Net Value to City	\$27,626	\$82,878

IX. TAX BENEFIT

The recommended 50%/3-year Downtown Office Incentive could yield cash payments totaling \$82,878 to Medical Mutual of Ohio over the incentive period.

X. AREA IMPACT/GREEN INITIATIVES

Although the Medical Mutual of Ohio does not have a formalized green initiative plan, the company continuously evaluates methods to eliminate waste.