

**FACT SHEET  
MARCH 2018  
KOORSEN FIRE & SECURITY, 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 \$750,000 and the creation of 25 new full-time permanent positions.

**II. PROJECT HISTORY**

Koorsen Fire & Security, Inc. was founded in 1946 by Mr. and Mrs. Robert Stroup as Indiana Fire Prevention and Service Company, a servicer of fire extinguishers. The husband and wife tandem began working out of their garage to refill fire extinguishers. The company changed hands in 1954, when the Stroups' daughter and son-in-law, Jane and George Koorsen, took over and continued the tradition of diligence in all facets of the business. Their son Randy Koorsen eventually became president in 1984 and renamed the company Koorsen Protection Services, Inc. Randy's leadership brought tremendous growth to the company, expanding it into six states within the Midwest and Southeast while increasing the scope of service by acquiring security operations and adding fire products, sprinkler systems, and engineered fire suppression systems. In 2004, the company became Koorsen Fire & Security, Inc. to better reflect its wider focus. Today, Koorsen Fire & Security, Inc. is a market leader in robust fire alarm systems complete with sprinkler and suppression integration, and business security alarms that have safeguarded both small and large businesses in Columbus for decades. The company has over 30 plus locations and is a recognized leader in loss prevention.

Koorsen Fire & Security, Inc. is proposing to invest approximately \$750,000 in real property improvements to expand its Columbus Regional Operations Headquarters/Distribution Center at 727 Manor Park Drive, Columbus, Ohio 43228, parcel number 570-231853. With this expansion, the company plans to increase the size of its current facility of approximately 19,824 sq. ft. by an additional 14,000 sq. ft. to support its strategic growth plan to enter into new markets and to further its footprint in the Midwest. Additionally, Koorsen Fire & Security, Inc. will retain 84 full-time jobs with an annual payroll of approximately \$3.47 million and create 25 new full-time permanent positions with a cumulative estimated annual payroll of approximately \$1.13 million to support its strategic growth initiative.

Koorsen Fire & Security, Inc. requesting a dual-rate Jobs Growth Incentive from the City of Columbus to assist with this expansion project.

**III. PROJECT INVESTMENT**

<b>INVESTMENT TYPE</b>	<b>PROPOSED VALUE</b>
Improvements to Existing Building	\$750,000
<b>TOTAL INVESTMENT</b>	<b>\$750,000</b>

**IV. DECISION & TIMING**

The project is expected to begin as soon as the spring 2018 with an anticipated completion date of winter 2018, pending Columbus City Council approval of the recommended tax incentive.

**V. EMPLOYMENT**

The project is expected to create 25 new full-time permanent positions within five (5) years with a new estimated annual payroll of approximately \$1.13 million and retain 84 jobs with an annual payroll of approximately \$3.47 million.

<b>Position Title</b>	<b># of New Jobs</b>	<b>Hourly Rate</b>	<b>Annual Salary</b>	<b>Total Estimated Payroll for New Jobs</b>
Fire Alarm/Sprinkler Tech.	7	\$22.00	\$45,760	\$320,320
Programmers	4	\$25.00	\$52,000	\$208,000
Sales	2	\$20.00	\$41,600	\$83,200
Administration	10	\$18.00	\$37,440	\$374,400
Supervisors/Managers	2	\$35.00	\$72,800	\$145,600
<b>Total</b>	<b>25</b>			<b>\$1,131,520</b>

Total cumulative new payroll over the term of the Jobs Growth Incentive to Columbus will be approximately \$1.13 million.

Benefits provided to new employees begin immediately upon hiring for manager level and above, or first day of the month following 90 days of employment for all other positions and includes the following:

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

The proposed project site will be located at 727 Manor Park Drive, Ohio 43228, parcel number 570-231853, 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 Koorsen Fire & Security, 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**

<b>NEW REVENUE SUMMARY</b>		
<b>Revenue</b>	<b>Average Annual</b>	<b>5-year Summary</b>
A. New City Income Tax Revenue	\$28,288	\$141,440
<b>Incentive</b>	<b>Average Annual</b>	<b>5-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 up to five (5) consecutive years; and	\$7,072 (at 25%)	\$35,360 (at 25%)
(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.	to \$8,464 (at 30%)	to \$42,320 (at 30%)
<b>Total</b>	<b>Average Annual</b>	<b>5-year Summary</b>
C. Net Value to City (i.e., A. - B.)	\$21,216 (at 25%) to \$19,824 (at 30%)	\$106,080 (at 25%) to \$99,120 (at 30%)

**VII. TAX BENEFIT**

The recommended dual-rate Jobs Growth Incentive could yield cash payments totaling between approximately \$35,360 (at 25%) – \$42,320 (at 30%) for Koorsen Fire & Security, Inc. over the incentive term of five (5) consecutive years.

**VIII. AREA IMPACT/GREEN INITIATIVES**

Koorsen Fire & Security, 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.