

**FACT SHEET**  
**APRIL, 2012**  
**QUANTUM HEALTH, INC.**

**I. STATEMENT OF PURPOSE – Job Creation**

The Department of Development recommends a Job Creation Tax Credit of sixty-five percent (65%) for a period of eight (8) years for the expansion and equipping of a facility by Quantum Health, Inc.

**II. PROJECT HISTORY**

Quantum Health, Inc. was founded in 1999 by Kara Trott, after two years of extensive consumer research related to healthcare delivery. The company provides coordinated healthcare programs for self insured employee health benefit plans. The model developed by Quantum Health, Inc. helps clients and patients to better navigate the healthcare system in a manner that provides improved care and lower costs. Quantum Health, Inc. has 230 existing employees at the site in north Columbus. They are currently leasing 53,400 s.f. on several floors of the facility. Due to rapid growth, the company has outgrown its existing space at the site.

The project involves the lease of an additional 41,888 s.f. at 7450 Huntington Park Drive in Columbus. The company plans to expand operations at the project site with a fixed-asset investment of approximately \$3.4 million for equipment, furniture and fixtures. Quantum Health, Inc. will retain 230 full-time permanent positions and create 525 full-time permanent positions.

The State of Ohio has offered a 60%, eight (8) year Job Creation Tax Credit to Quantum Health, Inc.

**III. PROJECT INVESTMENT**

Machinery & Equipment	\$ 1,538,411
Furniture & Fixtures	\$ 975,624
Stand-Alone Computers	\$ 923,317
<b>TOTAL INVESTMENT</b>	<b>\$3,437,352</b>

#### IV. DECISION & TIMING

The project is scheduled to begin May, 2012 with a scheduled time of completion of December, 2012 contingent upon Columbus City Council approval of the recommended tax incentive.

#### V. EMPLOYMENT

The project will create 525 new full-time permanent positions with an annual payroll of \$29.1 million and retain 230 full-time positions with an annual payroll of \$12.9 million.

Position	Number of New Jobs	Hourly Rate	Annual Salary	Total Estimated Payroll for New Jobs
Patient Services Reps	182	\$15.86	\$33,000	\$6,006,000
Registered Nurse	98	\$31.73	\$66,000	\$6,468,000
Lead	14	\$21.15	\$44,000	\$ 616,000
Managers	14	\$31.25	\$65,000	\$ 910,000
Client and Operations Support	217	\$33.65	70,000	\$15,190,000
<b>TOTAL</b>	<b>525</b>			<b>\$29,190,000</b>

The total annual payroll for existing full-time permanent (\$12.9 million) and new full-time permanent jobs (\$29.1 million) will be approximately \$42 million.

Benefits provided to employees of Quantum Health, Inc. include:

- Paid Holidays
- Paid Vacation/Personal Days
- Vacation Pay
- 401K Retirement Plan
- Medical/Dental Insurance
- Annual Bonus
- Disability Pay
- Severance Policy

Benefits begin the 1<sup>st</sup> of the month following date of hire. Profit sharing bonus begins one year after employment.

The project is located at 7450 Huntington Park Drive within the Columbus-Worthington Tax District and the Worthington School District and has COTA bus access within a quarter mile of the site.

## **VI. REQUESTED PUBLIC PARTICIPATION**

The Department of Development recommends a Job Creation Tax Credit Incentive equal to sixty-five (65%) of the amount of new employees city income tax withholding for eight (8) years.

## **VII. NEW TAX IMPACT/ANNUAL AND 8-YEAR SUMMARY**

<b>Revenue</b>	<b>Average Annual</b>	<b>8-year Summary</b>
A. New City Income Tax Revenue	729,750	5,838,000
<b>Incentive</b>	<b>Average Annual</b>	<b>8-year Summary</b>
B. Proposed Incentive is equal to 65% of New Employee Withholding	474,337	3,794,700
<b>Net Value</b>	<b>Average Annual</b>	<b>8-year Summary</b>
C. Net Value to City (A-B)	255,413	2,043,300

## **VIII. WORKFORCE DEVELOPMENT**

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

## **IX. TAX BENEFIT**

The recommended 65%/8-year Job Creation Tax Credit could yield a tax credit of approximately \$3.79 million over the eight year term.

## **X. AREA IMPACT/GREEN INITIATIVES**

The company has an active recycling program.