

FACT SHEET
JUNE 2011
PROGRESSIVE CASUALTY INSURANCE COMPANY

I. STATEMENT OF PURPOSE – Job Retention

The Department of Development recommends a Jobs Growth Incentive of twenty-five percent (25%) for a period of five (5) years for the purpose of developing the property located at 3216 Morse Road, located in Columbus, Ohio and relocating 75 full time employees, which will be new to Columbus.

II. PROJECT HISTORY

Progressive Casualty Insurance Company began in 1937 with the first drive-in claims office and became the first to introduce reduced rates for low-risk drivers. After several years Progressive Casualty Insurance Company then changed the insurance shopping experience by offering comparison rates on the Web. Progressive Casualty Insurance Company, is now one of the nation's largest auto insurance groups, and is the largest writer of private passenger auto insurance through independent agents in the country.

Progressive continues to find better ways to serve the customer with their new and personalized Snapshot[®] program and their Name Your Price[®] car insurance shopping option. The Progressive group of insurance Companies has been called a visionary — a maverick leading a wave of change within the insurance industry. Progressive is now one of the nation's largest auto insurance groups, and is the largest writer of private passenger auto insurance through independent agents in the country.

III. PROJECT INVESTMENT

Additions/New Construction	\$4,400,000.
Machinery & Equipment	\$ 100,000
Furniture & Fixtures	\$ 250,000
TOTAL INVESTMENT	\$4,750,000

IV. DECISION & TIMING

The project is expected to begin July 2011 with a scheduled time of completion for March 2012, contingent upon Columbus City Council approval of the recommended tax incentive.

V. EMPLOYMENT

Progressive Casualty Insurance Company will relocate 75 full-time employees, which will be new to Columbus, with an annual payroll of \$4.7 million.

Position	Number of New Jobs	Hourly Rate	Annual Salary	Total Estimated Payroll for New Jobs
Claims Mgr - CSC	1	\$37.43	\$77,854.40	\$77,854.40
Claims Service Rep.	3	\$16.86	\$35,068.80	\$105,206.40
Claims Supvr - CSC	3	\$32.20	\$66,976.00	\$200,928.00
Claims Supvr - MR	1	\$31.25	\$65,000.00	\$65,000.00
Estimator Assoc.	2	\$19.42	\$40,393.60	\$80,787.20
Estimator Int	1	\$25.88	\$53,830.40	\$53,830.40
Loss Assignor	1	\$18.89	\$39,291.20	\$39,291.20
Managed Repair Rep	11	\$25.44	\$52,915.20	\$582,067.20
Network Rep	2	\$23.68	\$49,254.40	\$98,508.80
IT Systems Engineer	1	\$44.47	\$92,497.60	\$92,497.60
Admin Assistant Sr.	1	\$22.68	\$47,174.40	\$47,174.40
Casualty Spec II	1	\$34.27	\$71,281.60	\$71,281.60
Claims Business Leader	1	\$88.12	\$183,289.60	\$183,289.60
Claims Director	1	\$54.14	\$112,611.20	\$112,611.20
Claims Generalist	8	\$15.23	\$31,678.40	\$253,427.20
Claims Generalist Int	8	\$19.18	\$39,894.40	\$319,155.20
Claims Gen Trainee	2	\$36.53	\$75,982.40	\$151,964.80
Claims Manager	1	\$39.01	\$81,140.80	\$81,140.80
Claims Mgr - Casualty	1	\$40.61	\$84,468.80	\$84,468.80
Claims Mgr - Bill Rev	1	\$45.91	\$95,492.80	\$95,492.80
Claims Spec Sr.	5	\$16.32	\$33,945.60	\$169,728.00
Claims Spvr.	3	\$10.04	\$20,883.20	\$62,649.60
Claims Spvr. Mgr	1	\$29.89	\$62,171.20	\$62,171.20
Claims Support Spec	1	\$18.22	\$37,897.60	\$37,897.60
Claims Admin Support	1	\$16.11	\$33,508.80	\$33,508.80
Fire & Theft Rep Ex	1	\$31.66	\$65,852.80	\$65,852.80
Litigation Bill Review	4	\$92.08	\$191,526.40	\$766,105.60
Loss Reserve Analyst II	1	\$25.24	\$52,499.20	\$52,499.20
Managed Repair Rep	2	\$52.76	\$109,740.80	\$219,481.60
Process Consultant III	1	\$32.09	\$66,747.20	\$66,747.20
SIU Investigator	1	\$35.48	\$73,798.40	\$73,798.40
SIU Manager II	1	\$45.67	\$94,993.60	\$94,993.60
Sr Multiline Rep	2	\$53.18	\$110,614.40	\$221,228.80
Total	75			\$4,722,640.00

The total new payroll to Columbus will be approximately \$4.7 million.

Progressive Casualty Insurance offers its full-time employees the following benefits after hire:

- Paid Holidays
- Paid Vacation/Personal Days
- Vacation Pay
- 401(k) Retirement Plan
- Pension Profit Sharing Plan
- Training & Education Benefits
- Disability Pay
- Medical/Dental Insurance
- Employee Discounts
- Employee Uniforms
- Annual Bonus

The proposed project will be located at 3216 Morse Road, Columbus, Ohio 43231 and is accessible by public transportation (COTA).

VI. REQUESTED PUBLIC PARTICIPATION

The Department of Development recommends a Jobs Growth Incentive equal to 25% of the amount of new employee city income tax withholding for 5 years.

VII. WORKFORCE DEVELOPMENT

Progressive Casualty Insurance Company will enter into a relationship with Central Ohio Workforce Investment Corporation (COWIC) within 90 days of City Council's approval to develop a relationship to assure continuing employment opportunities for Columbus residents who are unemployed or underemployed.

VIII. NEW TAX IMPACT/ANNUAL 5-Year Summary

NEW REVENUE 5-YEAR SUMMARY

Revenue	Average Annual	5-year Summary
A. New City Income Tax Revenue	\$118,066	\$590,330

Incentive	Average Annual	5-year Summary
B. Proposed Incentive is equal to 25% of New Employee withholding	\$29,517	\$147,585

Total	Average Annual	5-year Summary
C. (A-B) Net Value to City	\$88,549	\$442,745

IX. TAX BENEFIT

The recommended 5-year Jobs Growth Incentive could yield cash payments totaling \$147,585 for Progressive Casualty Insurance over the incentive period.

X. AREA IMPACT/GREEN INITIATIVES

Progressive Casualty Insurance is very involved in respect to “Green Initiatives” within their offices. Presently they use low VOC paint and adhesives in their buildings. Their office furniture is re-used from other locations before any new furniture is ordered. Light or reflective roofing materials are used along with lighting and HVAC control systems which are installed to allow for remote access/control and monitoring of utility usage.