

**FACT SHEET
JULY 2015
CROSSCHX, INC.**

I. STATEMENT OF PURPOSE – JOB CREATION

The Department of Development recommends a Columbus Downtown Office Incentive of fifty percent (50%) for a period of up to five (5) years in consideration of an investment of approximately \$1,800,000 related to leasehold improvements, the acquisition of machinery and equipment, furniture and fixtures, and stand-alone computers, the retention and relocation of 32 full-time permanent positions, and the creation of 68 new full-time permanent positions.

II. PROJECT HISTORY

Founded in the spring of 2012, CrossChx, Inc. develops and deploys real-time biometric solutions to prevent medical identity fraud, improve health outcomes, and enable nationwide health information exchange. By scanning the patient's fingerprint, CrossChx instantly verifies a patient's identity and links the patient to the appropriate medical benefits to make it easier for healthcare professionals to ensure the right person receives the right care.

In July of 2012 CrossChx, Inc. began deploying their system to Holzer Health System in Gallipolis, Ohio and in two short months, CrossChx had deployed to over 100 Holzer locations and began developing and iterating on its proprietary identity resolution software.

In April of 2013 CrossChx, Inc. became the first investment of Columbus-based venture capital firm Drive Capital, now the largest venture capital firm between New York and San Francisco. This investment was followed by a \$15 million Series B infusion by Menlo Park California-based Khosla Ventures and founding investor Drive Capital in April of 2015. With new funding to grow, the CrossChx solution is expected to continue to mature with a focus on expanding into new health systems and developing and deploying a mobile-based platform. Today, CrossChx has been deployed in more than 105 hospitals across eight states and has resolved more than 16.3 million identities.

CrossChx, Inc. is proposing to relocate operations from 100 E. Broad Street, Columbus, Ohio 43215 and lease, renovate, and equip approximately 30,000 square feet of existing office space located in the former Karlsberger Cos. Building, 99 East Main Street, Columbus, Ohio 43215. The company will invest approximately \$1,800,000 related to leasehold improvements, the acquisition of machinery, equipment, furniture, fixtures, and stand-alone computers, retain and relocate 32 full-time permanent positions, and create 68 new full-time permanent positions with an associated annual payroll of approximately \$4,864,500.

CrossChx, Inc. is requesting a Columbus Downtown Office Incentive from the City of Columbus to assist in the expansion of its operations.

III. PROJECT INVESTMENT

Improvements to Existing Buildings	\$450,000
Machinery & Equipment	\$950,000
Furniture & Fixtures	\$200,000
Stand-Alone Computers	\$200,000
TOTAL INVESTMENT	\$1,800,000

IV. DECISION & TIMING

The project is expected to begin soon after Columbus City Council approval of the recommended tax incentive with a scheduled time of completion in the fall of 2015.

V. EMPLOYMENT

CrossChx, Inc. will retain and relocate 32 existing positions with an associated annual payroll of approximately \$2,481,500 and create 68 new full-time permanent positions with an associated new annual payroll of approximately \$4,864,500.

Position Title	Number of New Jobs	Average Hourly Rate	Average Annual Salary	Total Estimated Payroll for New Positions
Sales Representative	16	\$27.40	\$57,000.00	\$912,000.00
Operations Staff	10	\$23.08	\$48,000.00	\$480,000.00
Engineering Staff	30	\$37.50	\$78,000.00	\$2,340,000.00
Marketing Staff	6	\$36.06	\$75,000.00	\$450,000.00
Administrative Staff	6	\$54.69	\$113,750.00	\$682,500.00
TOTAL	68			\$4,864,500.00

CrossChx, Inc. offers their full-time employees the following benefits:

- Paid Holidays
- Paid Vacation/Personal Days
- Vacation Pay
- Annual Bonus
- Medical/Dental Insurance
- Training & Education Benefits
- Reimbursement of parking and communication devices

The proposed project site is located at 99 East Main Street, Columbus, Ohio 43215 and is accessible by public transportation (Central Ohio Transit Authority).

VI. REQUESTED PUBLIC PARTICIPATION

The Department of Development recommends a Columbus Downtown Office Incentive equal to fifty percent (50%) of the amount of new employees city income tax withholding for a term of up to five (5) years.

VII. WORKFORCE DEVELOPMENT

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

VIII. NEW TAX IMPACT AND ANNUAL SUMMARY

NEW REVENUE SUMMARY		
Revenue	Average Annual	5-year Summary
A. New City Income Tax Revenue	\$121,612.50	\$608,062.50
Incentive	Average Annual	5-year Summary
B. Proposed Incentive is equal to fifty percent (50%) of New Employee withholdings	\$60,806.25	\$304,031.25
Total	Average Annual	5-year Summary
C. Net Value to City (i.e., A. - B.)	\$60,806.25	\$304,031.25

IX. TAX BENEFIT

The recommended Columbus Downtown Office Incentive could yield cash payments totaling approximately \$304,031 for CrossChx, Inc. over the incentive term of up to five (5) years.

X. AREA IMPACT/GREEN INITIATIVES

CrossChx, Inc. does not participate in any organized recycling efforts.