

**FACT SHEET  
FEBRUARY 2024  
QUALITY LOGISTICS, LLC DBA LONGSHIP LOGISTICS**

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

The Department of Development recommends a dual rate Jobs Growth Incentive for a term up to five (5) consecutive years in consideration of an investment of approximately \$200,000.00 and the creation of fifty (50) net new full-time permanent positions.

**II. PROJECT HISTORY**

Quality Logistics, LLC dba Longship Logistics (“Quality Logistics”) was founded in 2011 and is headquartered in Lexington, Kentucky. Quality Logistics is a third-party logistics company specializing in over-the-road truckloads of fresh, frozen, and dry shipments that meet the customized needs of their clients. Additionally, Quality Logistics has created a special niche by leveraging technology and expertise to support the refrigerated distribution market. Quality Logistics has four (4) main service areas; truckload services, expedited services, less-than-truckload services, and warehousing. These services are available in 48 states and Canada.

Quality Logistics is proposing to invest a total project cost of approximately \$200,000.00 in leasehold improvements to establish logistic, administrative, sales and IT operations in Ohio. With this investment, the company proposes to enter into a lease agreement on a vacant commercial office space consisting of approximately 6,500 square feet at 4449 Easton Way, Suite 100, Columbus, Ohio 43219, parcel number 010-241752 (the “Project Site”) The proposed project will allow Quality Logistics to expand into the Columbus region by creating fifty (50) net new full-time permanent positions with a cumulative associated estimated annual payroll of approximately \$3,570,000.00 at the proposed Project Site.

Quality Logistics is requesting a dual-rate Jobs Growth Incentive from the City of Columbus to assist with establishing logistics, administrative, sales and IT operations in Columbus.

**III. PROJECT INVESTMENT**

<b>INVESTMENT TYPE</b>	<b>PROPOSED VALUE</b>
Leasehold Improvements	\$200,000.00
<b>TOTAL INVESTMENT</b>	<b>\$200,000.00</b>

**IV. DECISION & TIMING**

The project is expected to begin as soon as March 2024 and be completed by July 2024, pending Columbus City Council approval of the recommended tax incentive.

**V. EMPLOYMENT**

The project will create fifty (50) net new full time permanent positions with an associated annual payroll of approximately \$3,570,000.00

<b>Position Title</b>	<b>Number of New Jobs</b>	<b>Average Hourly Rate</b>	<b>Average Annual Salary</b>	<b>Total Estimated Payroll for New Positions</b>
Senior Sales Executive	1	\$180.28	\$375,000.00	\$375,000.00
Senior Account Executive	1	\$103.36	\$215,000.00	\$215,000.00
General Sales Manager	1	\$96.15	\$200,000.00	\$200,000.00
Sales Supervisor	1	\$33.65	\$70,000.00	\$70,000.00
Sales Associates	46	\$28.32	\$58,913.00	\$2,710,000.00
<b>TOTALS</b>	<b>50</b>			<b>\$3,570,000.00</b>

Total cumulative new payroll over the term of the Jobs Growth Incentive to Columbus will be approximately \$3.57 million.

Benefits provided to new employees begin thirty (30) days after their start date, with the exception of the 401k, which is provided six (6) months after their start date

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

The proposed project site will be located at 4449 Easton Way, Suite 100, Columbus, Ohio 43219, parcel number 010-241752, which is accessible by public transportation (COTA).

**VI. 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 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 of up to five (5) consecutive years.

Should Quality Logistics 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%).

**VII. 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	\$89,250.00	\$446,250.00
<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  (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.	\$22,312.50 (at 25%) to \$26,775.00 (at 30%)	\$111,562.50 (at 25%) to \$133,875.00 (at 30%)
<b>Total</b>	<b>Average Annual</b>	<b>5-year Summary</b>
C. Net Value to City (i.e., A. - B.)	\$66,937.50 (at 25%) to \$62,475.00 (at 30%)	\$334,687.50 (at 25%) to \$312,375.00 (at 30%)

**VIII. TAX BENEFIT**

The recommended dual-rate Jobs Growth Incentive could yield cash payments totaling between approximately \$111,562.50 (at 25%) - \$133,875.00 (at 30%) for Quality Logistics over the incentive term of five (5) consecutive years.

**IX. AREA IMPACT/GREEN INITIATIVES**

Quality Logistics implements recycling at their office locations.