

**FACT SHEET
ADVANCED TURF SOLUTIONS, INC. AND
ATS COLUMBUS INVESTMENTS II, LLC
MAY 2018**

I. STATEMENT OF PURPOSE – Enterprise Zone

The Department of Development recommends an Enterprise Zone Tax Abatement of seventy-five (75%) for a period of ten (10) consecutive years on real property improvements for the purpose of developing a vacant property into a regional distribution operations center, and for creating new employment opportunities for the residents of the City of Columbus.

II. PROJECT HISTORY

Advanced Turf Solutions is a green industry distributor offering turf and ornamental fertilizer, chemicals, grass seed, sports field products, ice-melt, and accessories to the golf, lawn care, landscape, and athletic field markets. Advanced Turf Solutions, Inc. services Indiana, Michigan, Wisconsin, Illinois, Missouri, Tennessee, Kentucky, Ohio, Pennsylvania, and West Virginia. Opening its doors October 1, 2001 and headquartered in Fishers, Indiana, Advanced Turf Solutions, Inc. has expanded to service ten states with its eighteen distribution centers. With over sixty years in the green industry, initial focus on servicing the golf market with fertilizers, chemicals, and seed has grown to servicing the lawn care, landscape, athletic field, and home lawn markets with parts and accessories, sports field products, and even ice melt in addition to their initial offerings.

The current Columbus location has seen significant growth in the last 5 years, and has become the major distribution center for Advanced Turf Solutions, Inc.'s operations in the eastern part of its service territory. This growth has led to the need for operations growth, sales staff growth and personnel increases. Consequently, Advanced Turf Solutions, Inc. sought vacant land to build a new facility, looking in Columbus, Plain City, Jerome Township, Hilliard, Dublin, and Grove City. Advanced Turf Solutions, Inc. has purchased approximately 3.8 acres with plans to create a new modern 40,000 square foot bulk Regional Distribution Operations Center with the possibility of a future 20,000 square foot expansion to the facility.

Advanced Turf Solutions, Inc. and ATS Columbus Investments II, LLC jointly propose to invest the total project cost of approximately \$7,836,400, which includes \$3,200,000 in real property improvements, \$401,400 in land and another \$4,065,000 in furniture, fixtures, computers, and inventory, and \$150,000 in machinery and equipment, to construct a new regional distribution operations center consisting of approximately 40,000 sq. ft. +/- at 4646 Journal Street, Columbus, Ohio 43228. The proposed regional distribution operations center will contain the administrative, sales and distribution operations for the eastern half of Advanced Turf Solutions, Inc.'s market. Advanced Turf Solutions, Inc. will be the employer of record, and enter into a lease agreement with the affiliated ATS Columbus Investments II, LLC to build and relocate its distribution operations from 4000 Business Park Drive, Columbus, Ohio 43204 to the proposed project site. Additionally, Advanced Turf Solutions, Inc. will retain 18 full-time employees with an annual payroll of approximately \$1,285,000 and create 6 new full-time permanent positions with an estimated annual payroll of approximately \$390,000.

Advanced Turf Solutions, Inc. and ATS Columbus Investments II, LLC are requesting an Enterprise Zone Tax Abatement of seventy-five percent (75%) for a period of ten (10) consecutive years to assist in the redevelopment of the vacant property into their headquarters facility.

III. PROJECT INVESTMENT

INVESTMENT TYPE	PROPOSED VALUE
Property Improvements and New Building Constructions – Commercial Office	\$3,200,000
Machinery & Equipment	\$150,000
Furniture & Fixtures, Computers, Inventory	\$4,065,000
Land	\$401,400
TOTAL INVESTMENT	\$7,836,400

IV. DECISION & TIMING

The project is expected to begin July 2018 with a scheduled time of completion for January 2019, contingent upon Columbus City Council approval of the recommended tax incentive.

V. EMPLOYMENT

The project will create 6 new full-time permanent office positions with an estimated annual payroll of approximately \$390,000 and retain 18 full-time jobs with an annual payroll of \$1,285,000.

Position Title	Number of New Jobs	Average Hourly Rate	Average Annual Salary	Total Estimated Payroll for New Positions
Sales Representative	3	\$38.46	\$80,000	\$240,000
Sales Engineer	3	\$24.03	\$50,000	\$150,000
TOTALS	6			\$390,000

Total new payroll to Columbus will be approximately \$390,000. Advanced Turf Solutions, Inc. will be the tenant and employer of record, providing the benefits on the new employees, which includes the following:

- Paid Holidays
- Vacation Pay
- Annual Bonus
- Severance Pay
- Disability Pay
- Profit Sharing Plans
- Employee Discounts
- Paid Vacation/Personal Days
- Medical/Dental Insurance
- 401K Retirement Contributions
- Training and Education Benefits
- Life Insurance
- Employee Uniforms

Advanced Turf Solutions, Inc.'s benefits begin on the first day of employment.

The proposed project site is located at 4646 Journal Street, Columbus, Ohio 43228 (Project Site), parcel number 560-297845 and is accessible by public transportation (COTA). There is a COTA stop in close proximity of the project site.

VI. REQUESTED PUBLIC PARTICIPATION

The Department of Development recommends an Enterprise Zone tax abatement of seventy-five percent (75%) for a period of ten (10) consecutive years on real property improvements for the purpose of building a new regional distribution operations center of approximately 40,000 square feet +/- at 4646 Journal Street, Columbus, Ohio 43228 (Project Site), parcel number 560-297845.

VII. NEW TAX IMPACT: 10-YEAR SUMMARY

Unabated Revenue	Average Annual	10-year Summary
A. Real Property Tax Revenue	\$100,968	\$1,009,678
B. New City Income Tax Revenue	\$9,750	\$97,500
C. Total Unabated Tax Revenue	\$110,718	\$1,107,178
Abatement Impact	Average Annual	10-year Summary
D. Total Proposed Tax Abatement 75%/10-yrs on Real Property	\$75,726	\$757,259
E. Total Revenue Net of Tax Abatement (<i>i.e.</i> , C-D)	\$34,992	\$349,919
School District Impact Columbus City School District	Average Annual	10-year Summary
F. Existing School District Revenue from Real Property at site	\$4,582 ¹	\$45,820
G. New Revenue as a Result of the Proposed Project	\$18,227	\$182,272
H. Total School District Revenue	\$22,809	\$228,090

VIII. TAX BENEFIT

The recommended 75%/10-year Enterprise Zone tax abatement could yield a tax savings of approximately \$757,259 for Advanced Turf Solutions, Inc. and ATS Columbus Investments II, LLC over the term of the abatement.

The Hilliard City Schools and Tolles Career and Technical Center are estimated to receive an additional \$182,274 over the term of the tax abatement, as a result of the project.

IX. AREA IMPACT/GREEN INITIATIVES

¹ The Project Site is located on a parcel which was newly created when ATS Columbus Investments II, LLC purchased 3.8 acres out of an existing parcel (560-230079). Because parcel 560-297845 has not yet been taxed or valued on its own, the Department of Development determined the existing tax revenue on the land from the percentage of tax revenues derived from the taxable value of the land in 560-230079 and applying the percentage of 560-230079 sold to make the new parcel 560-297845.

The building will integrate environmental considerations into the design, construction, and operations. Energy efficiency is being considered in construction design and construction materials, including high efficiency light fixtures and equipment.