

**FACT SHEET
FEBRUARY 2015
COYOTE LOGISTICS, LLC**

I. STATEMENT OF PURPOSE – Job Creation

The Department of Development recommends a Downtown Office Incentive of fifty percent (50%) for a period up to five (5) years for the expansion of the company’s Columbus operation and the creation of 50 new full-time permanent positions.

II. PROJECT HISTORY

Founded in 2006, Coyote Logistics, LLC (Coyote Logistics) is a full-service transportation company. It offers truckload, freight brokerage and documentation services. The company’s BAZOOKA software is a freight management system that provides data access and understanding for various industries. As a third-party logistics (3PL) provider, Coyote Logistics arranges the movement of 6,000 shipments per day by way of an ever-growing network of 40,000 carriers. The company offers van, rail, and open-deck brokerage services and transportation management services to more than 14,000 shippers, from Fortune 100 companies to small businesses, in many industries across North America. Coyote Logistics is headquartered in Chicago, with more than 2,000 employees operating from 16 offices nationwide. The company was recently named to the Chicago Tribune's list of the 2014 Top 100 Workplaces in Chicago for its fifth consecutive year. Crain’s Chicago Business named Coyote Logistics to its Fast Fifty list, which recognizes the fastest-growing companies in the Chicago area, for the third consecutive year; Selling Power magazine recently recognized Coyote Logistics as one of its 2014 50 Best Companies to Sell For; and the company was named to Inbound Logistics’ Top 100 3PL providers and 3PLs to Watch lists.

Coyote Logistics is proposing to expand its Central Ohio operation by investing approximately \$480,000 in leasehold improvements, which includes furniture and fixtures, to relocate its existing office from Hilliard, Ohio into a newly constructed Class A office space consisting of roughly 9,000 sq. ft. located in the Columbus Downtown Business District. In addition, the company will create 50 new full-time permanent positions with an annual payroll of approximately \$2.0 million and relocate 34 full-time jobs from Hilliard, Ohio (which will not be incentivized, but new to Columbus), with an annual payroll of approximately \$2.89 million, to meet its increased consumer demands.

Coyote Logistics, LLC is requesting a 50%/5-year Downtown Office Incentive from the City of Columbus to assist in the expansion of its Columbus operation.

III. PROJECT INVESTMENT

Furniture & Fixtures	\$100,000
Leasehold Improvements Only	\$380,000
TOTAL INVESTMENT	\$480,000

IV. DECISION & TIMING

The project will begin in April, 2015 with a scheduled time of completion for December 2015, contingent upon Columbus City Council approval of the recommended tax incentive.

V. EMPLOYMENT

The project will create 50 new full-time permanent positions with an estimated annual payroll of approximately \$2.0 million and relocate 34 full-time jobs from Hilliard, Ohio (which will not be incentivized), with an annual payroll of approximately \$2.89 million.

Position	Number of New Jobs	Hourly Rate	Annual Salary	Total Estimated Payroll for New Jobs
Accounts Manager	50	\$19.23	\$40,000	\$2,000,000
Total	50			\$2,000,000

Total payroll (retained and new) to Columbus will be approximately \$4.89 million.

Benefits provided to new employees begin the start of the calendar month following employee's date of hire and includes:

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

The proposed expansion project will be located at 250 S. High Street, Columbus, Ohio 43215, which is accessible by public transportation (COTA).

VI. REQUESTED PUBLIC PARTICIPATION

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

VII. WORKFORCE DEVELOPMENT

Employers granted a tax incentive will meet with the Central Ohio Workforce Investment Corporation (COWIC) within 90 days to develop a relationship to assure continuing employment opportunities for Columbus residents who are unemployed or underemployed.

VIII. NEW TAX IMPACT/ANNUAL AND 5-YEAR SUMMARY

NEW REVENUE 5-YEAR SUMMARY		
Revenue	Average Annual	5-year Summary
A. New City Income Tax Revenue	\$50,000	\$250,000
Incentive	Average Annual	5-year Summary
B. Proposed Incentive is equal to 50% of New Employee withholding	\$25,000	\$125,000
Total	Average Annual	5-year Summary
C. (A-B) Net Value to City	\$25,000	\$125,000

IX. TAX BENEFIT

The recommended 50%/5-year Downtown Office Incentive could yield cash payments totaling \$125,000 to Coyote Logistics, LLC over the incentive period.

X. AREA IMPACT/GREEN INITIATIVES

Coyote Logistics, LLC’s business operations matches clients with product logistics needs to drivers with freight capacity. The company specializes in back haul and less than truckload shipments, thereby making the most efficient use of trucks on the road, and reducing the total number of vehicles traveling.