

**FACT SHEET
JANUARY 2011
HEALTH CARE DATA WORKS, INC.**

I. STATEMENT OF PURPOSE – Job Creation

The Department of Development recommends a Job Growth Incentive of twenty-five percent (25%) for a period of three (3) years for the purposes of creating 33 new permanent full-time positions and relocating 13 retained jobs, which will be new to the City of Columbus, with an estimated payroll of \$4.0 million.

II. PROJECT HISTORY

Health Care DataWorks, Inc. (HCD) is a privately-owned company co-founded by Jeffrey M. Wilkins, Chairman and Chief Financial Officer. HCD pioneered the “Enterprise Data Warehouse in a Box” for healthcare provider organizations. HCD provides healthcare organizations with an opportunity to provide higher quality healthcare services while lowering their costs. The company began data warehousing and data mining efforts at The Ohio State University Medical Center back in 1997 as a technology commercialization company. This technology is very unique as it is able to render data from multiple systems into one consolidated view and track different functions of the health care provider’s business. The company's business intelligence applications have been recognized by both CIO magazine and the American Medical Informatics Associations for their innovative approach in tracking, alerting, and reporting an organization’s strategic and operational performance.

HCD is proposing to relocate its corporate headquarters and client support operations from Upper Arlington to the City of Columbus by entering into a 5-year lease agreement on a vacant office facility located at 1800 Watermark Drive. The company will invest approximately \$350,000 personal property, machinery and equipment, and create approximately 33 new full-time permanent positions and retain 13 employees, which will be new to the City of Columbus.

The State has offered a Job Creation Tax Credit of 40% for 6 years for HCD.

HCD is requesting a 25%/3-year Jobs Growth Incentive from the City of Columbus to assist in the relocation of its corporate headquarters.

III. PROJECT INVESTMENT

Machinery & Equipment	\$250,000
Furniture & Fixtures	\$100,000
TOTAL INVESTMENT	\$350,000

IV. DECISION & TIMING

The project would begin in January 2011 with a scheduled time of completion for April 2011, contingent upon Columbus City Council approval of the recommended tax incentive.

V. EMPLOYMENT

The project will create 33 new full-time positions with an annual payroll of \$2.9 million and retain 13 full-time positions with an annual payroll of \$1.1 million. The retained jobs will be new to the City of Columbus.

Position	Number of New Jobs	Hourly Rate	Annual Salary	Total Estimated Payroll for New Jobs
Administrative	2	\$19.23	\$40,000	\$80,000
Operations	1	\$44.36	\$92,273	\$92,273
Human Resources	1	\$44.36	\$92,273	\$92,273
R & D	19	\$44.36	\$92,273	\$1,753,187
Information Technology	10	\$44.36	\$92,273	\$922,730
Total	33			\$2,940,463

The Total payroll to Columbus (retained and new) will be approximately \$4.0 million.

Benefits provided to new employees of HCD begin upon hiring and includes:

- Paid Holidays
- Paid Vacation/Personal Days
- Vacation Pay
- 401k Retirement Plan
- Pension Profit Sharing Plan
- Training & Education Benefits
- Employee Discount
- Disability Pay
- Annual Bonus
- Medical/Dental Insurance
- Severance Policy

The proposed project will be located at 1800 Watermark Drive Columbus, Ohio 43215 and is accessible by public transportation (COTA).

VI. REQUESTED PUBLIC PARTICIPATION

The Department of Development recommends a Jobs Growth Incentive equal to twenty-five (25%) of the amount of new employee city income tax withholding for three (3) 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 3 YEAR SUMMARY

NEW REVENUE 3-YEAR SUMMARY		
Revenue	Average Annual	3-year Summary
A. New City Income Tax Revenue	\$101,000	\$303,000
Incentive	Average Annual	3-year Summary
B. Proposed Incentive is equal to 25% of New Employee withholding	\$25,250	\$75,750
Total	Average Annual	3-year Summary
C. (A-B) Net Value to City	\$75,750	\$227,250

IX. TAX BENEFIT

The recommended 25%/3-year Jobs Growth Incentive could yield cash payments totaling \$75,750 for HCD over the incentive period.

X. AREA IMPACT/GREEN INITIATIVES

No residential or commercial displacement will occur as a result of this project. As a green initiative, HCD will strive to use environmentally friendly materials wherever available, for example, recycling and energy efficient programs.