

**FACT SHEET**  
**CLARUS PARTNERS, LLC AND CLARUS SOLUTIONS, LLC**  
**JULY 2014**

**I. STATEMENT OF PURPOSE – ENTERPRISE ZONE**

The Department of Development recommends an Enterprise Zone Tax Abatement of seventy-five percent (75%) for a period of ten (10) years on real property improvements with Clarus Partners, LLC and Clarus Solutions, LLC.

**II. PROJECT HISTORY**

Headquartered in Columbus, Clarus Partners, LLC is a locally owned accounting firm, whose origin dates to the mid-1950s. In 2007, Clarus Partners, LLC expanded beyond the basics and added a pair of additional partners, Brent Johnson and Mike Stevenson. Today, Clarus Partners, LLC has five partners, each with a unique skill set, and dozens of associates providing guidance in individual tax, CFO outsourcing, due diligence, litigation support, business valuation, corporate tax services, and many other supportive functions.

Clarus Solutions, LLC, an affiliated company owned largely by the principles of Clarus Partners, LLC, is a relatively new venture designed to target middle-market companies to encourage their participation in tax incentive programs once only used by large corporations because of the burdensome application and reporting requirements. An early success has been the Work Opportunity Tax Credit (WOTC) that is believed to be poised for wider use due, in part, to recent federal program reforms. To aide in the administration of this incentive, and others, Clarus Solutions, LLC created customized software to allow for a quick and easy application and hassle-free annual reporting.

Clarus Partners, LLC is proposing to purchase and renovate an existing, +/-20,000-square-foot building, 1233 Dublin Road, Columbus, Ohio 43215 (parcel number 010-129600), to house the current and future operations of both practices, Clarus Partners, LLC and Clarus Solutions, LLC, as part of lease arrangements. Clarus Partners, LLC will invest a total of approximately \$2,800,000 related to property acquisition and building renovations so that Clarus Partners, LLC and Clarus Solutions, LLC will retain and relocate a combined 39 full-time permanent positions with an associated annual payroll of approximately \$3,232,200 from 350 E. 1st Ave., Suite 150, Columbus, Ohio 43201 and create 33 new full-time permanent positions with an associated new annual payroll of approximately \$1,745,600.

Clarus Partners, LLC and Clarus Solutions, LLC are requesting an Enterprise Zone Tax Abatement of seventy-five percent (75%) for a period of ten (10) years on real property improvements to assist in the development of this project.

**III. PROJECT INVESTMENT**

<b>INVESTMENT TYPE</b>	<b>PROPOSED VALUE</b>
ACQUISITION OF BUILDING(S)	\$1,300,000
IMPROVEMENTS TO EXISTING BUILDING(S)	\$1,500,000
<b>TOTAL INVESTMENT</b>	<b>\$2,800,000</b>

#### IV. DECISION & TIMING

Real property improvements are expected to begin in late 2014 with a scheduled time of completion of late 2014 or early 2015, contingent upon Columbus City Council approval of the recommended tax incentive.

#### V. EMPLOYMENT

The project will retain and relocate a combined 39 full-time permanent positions with an associated annual payroll of approximately \$3,232,200 from 350 E. 1st Ave., Suite 150, Columbus, Ohio 43201 to 1233 Dublin Road, Columbus, Ohio 43215 (parcel number 010-129600) and create 33 new full-time permanent positions with an associated new annual payroll of approximately \$1,745,600.

Position Title	Number of New Jobs	Average Hourly Rate	Average Annual Salary	Total Estimated Payroll for New Positions
Professional Staff	2	\$22.83	\$47,500	\$95,000
Professional Staff - Manager	1	\$40.86	\$85,000	\$85,000
Client Service Associate	15	\$19.25	\$40,040	\$600,600
Operations Manager	2	\$32.45	\$67,500	\$135,000
Account Manager	1	\$33.65	\$70,000	\$70,000
Staff Accountant	3	\$21.63	\$45,000	\$135,000
Senior Accountant	1	\$28.85	\$60,000	\$60,000
Tax Director	1	\$91.34	\$190,000	\$190,000
Tax Manager (State and Local)	2	\$36.05	\$75,000	\$150,000
Tax Staff (State and Local)	5	\$21.63	\$45,000	\$225,000
<b>TOTALS</b>	<b>33</b>			<b>\$1,745,600</b>

Clarus Partners, LLC and Clarus Solutions, LLC offer their full-time employees the following benefits which typically begin on an employee's first day of full-time employment:

- Paid Holidays
- Paid Vacation/Personal Days
- 401(k) Retirement Plan (after 1 year of employment)
- Medical/Dental Insurance
- Disability Pay
- Training & Education Benefits

The proposed project site, 1233 Dublin Road, Columbus, Ohio 43215 (parcel number 010-129600), is accessible by public transportation (Central Ohio Transit Authority).

## **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) years on real property improvements for the purpose of renovating an existing, +/-20,000-square-foot building, 1233 Dublin Road, Columbus, Ohio 43215 (parcel number 010-129600).

## **VII. WORKFORCE DEVELOPMENT**

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

## **VIII. NEW TAX IMPACT: ANNUAL & 10-YEAR SUMMARY**

<b>Unabated Revenue</b>	<b>Average Annual</b>	<b>10-year Summary</b>
A. Real Property Tax Revenue	\$42,017	\$420,170
B. New City Income Tax Revenue	\$43,640	\$436,400
C. Total Unabated Tax Revenue (i.e., A. + B.)	\$85,657	\$856,570

<b>Proposed Tax Abatement Impact</b>	<b>Average Annual</b>	<b>10-year Summary</b>
D. Total Proposed Tax Abatement 75%/10 years on Real Property	\$31,512	\$315,120
E. Total Unabated Property Tax Revenue (i.e., C.-D.)	\$54,145	\$541,450

<b>School District Impact: Columbus City School Board of Education</b>	<b>Average Annual</b>	<b>10-year Summary</b>
F. Existing School District Revenue from Real Property at site (parcel number: 010-129600)	\$13,632	\$136,320
G. New Revenue as a Result of the Proposed Project (post abatement)	\$7,302	\$73,020
H. Total School District Revenue (i.e., F. + G.)	\$20,934	\$209,340

## **IX. TAX BENEFIT**

The recommended Enterprise Zone Tax Abatement could yield a tax savings of approximately \$315,120 over the incentive term of ten (10) years.

Columbus City Schools are estimated to receive an additional \$73,020 over the term of the abatement, as a result of the project.

**X. AREA IMPACT/GREEN INITIATIVES**

Clarus Partners, LLC and Clarus Solutions, LLC have taken the following steps to mitigate their environmental impact: a campaign related to paper shredding and recycling is in place as part of Clarus' "green initiative". At the new location, Clarus Partners, LLC and Claur Solutions, LLC are looking into recycling additional materials such as cardboard, aluminum, and plastics.