

**FACT SHEET  
FEBRUARY 2017  
TOTAL SYSTEM SERVICES, INC. (DBA TSYS)**

**I. STATEMENT OF PURPOSE – JOB CREATION**

The Department of Development recommends a dual-rate Jobs Growth Incentive for a term of up to five (5) consecutive years in consideration of an investment of approximately \$24,500,000 and the creation of 140 new full-time permanent positions within the next three years.

**II. PROJECT HISTORY**

Total System Services, Inc. (“TSYS”), a publically traded corporation on the New York Stock Exchange, provides payment processing and other services to card-issuing and merchant acquiring institutions in the United States and internationally. TSYS has roots dating back to 1888 and supports financial institutions, businesses, governments, and customers with payment tools for credit, debit, prepaid, mobile, chip, healthcare, and merchant acceptance.

TSYS is proposing to establish a credit card production facility with operational capacity to produce 67 million credit cards at 1500 Boltonfield Street Columbus, Ohio 43228, a site where the company is expected to enter into a 10-year lease to assume approximately 200,000 square feet. The establishment of operations in Columbus would be TSYS’s first operations site in the State of Ohio. The project involves a total investment of approximately \$24,500,000 related to building improvements and the acquisition of machinery/equipment and information technology equipment.

TSYS anticipates creating 140 new full-time permanent positions with a new annual payroll of approximately \$5,046,745 within the next three years.

TSYS is requesting a dual-rate Jobs Growth Incentive from the City of Columbus to assist in the establishment of its Central Ohio operations.

**III. PROJECT INVESTMENT**

<b>INVESTMENT TYPE</b>	<b>PROPOSED VALUE</b>
Improvements to Existing Buildings	\$2,000,000
Machinery & Equipment	\$19,000,000
Information Technology	\$3,500,000
<b>TOTAL INVESTMENT</b>	<b>\$24,500,000</b>

#### IV. DECISION & TIMING

The project is expected to begin as soon as May, 2017 with an anticipated completion date of December, 2017, pending Columbus City Council approval of the recommended tax incentive.

#### V. EMPLOYMENT

The project will create 140 new full-time permanent positions with a new annual payroll of approximately \$5,046,745 within the next three years.

Position Title	Number of New Jobs	Average Hourly Rate	Average Annual Salary	Total Estimated Payroll for New Positions
Director	1	\$55.31	\$115,045.00	\$115,045.00
Associate Director	3	\$37.98	\$79,000.00	\$237,000.00
Manager	6	\$29.09	\$60,500.00	\$363,000.00
Supervisor	11	\$23.80	\$49,500.00	\$544,500.00
Project Manager	2	\$31.44	\$65,405.00	\$130,810.00
IT Operations Technician	1	\$29.27	\$60,885.00	\$60,885.00
Security Manager	1	\$17.43	\$36,250.00	\$36,250.00
HR Business Partner	1	\$22.35	\$46,486.00	\$46,486.00
Administrative Assistant	1	\$16.49	\$34,300.00	\$34,300.00
Client Services Analysis	3	\$20.10	\$41,800.00	\$125,400.00
Compliance Analysis	1	\$23.62	\$49,125.00	\$49,125.00
Business Analysis	1	\$22.35	\$46,485.00	\$46,485.00
Material Supply Spec.	10	\$13.68	\$28,451.00	\$284,510.00
Machine Operators	63	\$14.16	\$29,463.00	\$1,856,169.00
Manual Operators	30	\$14.65	\$30,476.00	\$914,280.00
Production Control Spec.	5	\$19.47	\$40,500.00	\$202,500.00
<b>TOTAL</b>	<b>140</b>			<b>\$5,046,745.00</b>

TSYS offers their full-time employees the following benefits:

- Paid holidays
- Paid vacation/personal days
- Vacation pay
- 401(k) retirement plan
- Medical/dental insurance
- Disability pay
- Training & education benefits
- Vision insurance

- Short-term and long-term disability insurance
- Employee stock options
- Tuition assistance
- Adoption assistance

The proposed project site has access to nearby public transportation (Central Ohio Transit Authority).

**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 the 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.

If TSYS is not 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. WORKFORCE DEVELOPMENT**

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

**VIII. 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	\$126,168	\$630,840
<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 of up to five (5) consecutive years; and	\$31,542 (at 25%) to \$37,850 (at 30%)	\$157,710 (at 25%) to \$189,250 (at 30%)
(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 of up to five (5) consecutive years.		
<b>Total</b>	<b>Average Annual</b>	<b>5-year Summary</b>
C. Net Value to City (i.e., A. - B.)	\$94,626 (at 25%) to \$88,318 (at 30%)	\$473,130 (at 25%) to \$441,590 (at 30%)

**IX. TAX BENEFIT**

The recommended dual-rate Jobs Growth Incentive could yield cash payments totaling between approximately \$157,710 (at 25%) – \$189,250 (at 30%) for TSYS over the incentive term of up to five (5) consecutive years.

**X. AREA IMPACT/GREEN INITIATIVES**

TSYS does have green initiatives in place, including on-side paper and plastic recycling programs and secure shredding.