

**FACT SHEET
JANUARY 2018
TELCO PROS INC. (DBA TPI EFFICIENCY)**

I. STATEMENT OF PURPOSE – JOB CREATION

The Department of Development recommends a Downtown Office Incentive of fifty percent (50%) for a period of up to three (3) consecutive years in consideration of a total investment of approximately \$40,000, the retention and relocation of 5 full-time permanent positions, and the creation of 12 new full-time permanent positions.

II. PROJECT HISTORY

Telco Pros Inc., doing business as TPI Efficiency, is a Cleveland, Ohio-based consulting firm assisting commercial businesses in long term, strategic purchasing initiatives. These include LED lighting upgrades and other "green" technologies, such as green power. Utilizing the "Total Procurement Intelligence (TPI) Process" to vet supplier quality and competitiveness, the firm manages their clients' operating costs and dynamic needs for electricity, natural gas, LED lighting, telecommunications, merchant card services, waste disposal and other third-party operating services.

Founded in 2009, Telco Pros Inc. has quickly grown from a single owner/operator business to employing over 30 full-time procurement experts. In fact, in August of 2016 Inc. Magazine ranked TPI Efficiency No. 691 on its 35th annual Inc. 5000, an exclusive ranking of the nation's fastest-growing private companies. TPI was named top 4 in Cleveland and top 18 overall in Ohio companies.

Telco Pros Inc. intends to lease, renovate, and occupy approximately 1,960 square feet of office space at 274 Marconi Blvd., Suite 210, Columbus, Ohio 43215 ("Project Site") in the Arena District. The establishment of this sales and customer support office will support projected growth and provide access to a diverse and talented pool of prospective employees. Telco Pros Inc. will invest approximately \$40,000 related to leasehold improvements and equipping the Project Site. Telco Pros Inc. anticipates retaining and relocating 5 existing full-time permanent positions with an associated annual payroll of approximately \$360,000 and expects to create 12 new full-time permanent positions with an associated annual payroll of approximately \$800,000.

Telco Pros Inc. is requesting a Downtown Office Incentive from the City of Columbus to assist in the expansion of operations in Columbus.

III. PROJECT INVESTMENT

INVESTMENT TYPE	PROPOSED VALUE
Furniture & Fixtures	\$25,000
Information Technology Equipment	\$10,000
Leasehold improvements	\$5,000
TOTAL INVESTMENT	\$40,000

IV. DECISION & TIMING

Real property improvements are expected to begin as soon as January 2018 with a scheduled time of completion by March 2018, contingent upon Columbus City Council approval of the recommended tax incentive.

V. EMPLOYMENT

Telco Pros Inc. anticipates retaining and relocating 5 existing full-time permanent positions with an associated annual payroll of approximately \$360,000 and expects to create 12 new full-time permanent positions with an associated annual payroll of approximately \$800,000.

Position Title	Number of New Jobs	Average Hourly Rate	Average Annual Salary	Total Estimated Payroll for New Positions
District Sales Managers	1	\$48.08	\$100,000	\$100,000
Sales Associate	8	\$31.25	\$65,000	\$520,000
Administrative Assistant	1	\$19.23	\$40,000	\$40,000
Client Account Manager	2	\$33.65	\$70,000	\$140,000
TOTAL	12			\$800,000

Telco Pros Inc. offers their full-time employees the following benefits:

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

Insurance benefits offered by Telco Pros Inc. begin 30 days after an employee's start date. The 401(k) retirement plan benefit begins 90 days after an employee's start date. Personal vacation and personal days accumulate based on employment length.

The proposed project site is located at 274 Marconi Blvd., Suite 210, Columbus, Ohio 43215 and is accessible by public transportation (Central Ohio Transit Authority).

VI. REQUESTED PUBLIC PARTICIPATION

The Department of Development recommends a Downtown Office Incentive in an amount equal to fifty percent (50%) of the City of Columbus income tax withheld on the Columbus payroll of new employees for a term of up to three (3) consecutive years.

VII. NEW TAX IMPACT AND ANNUAL SUMMARY

NEW REVENUE SUMMARY		
Revenue	Average Annual	3-year Summary
A. New City Income Tax Revenue	\$20,000	\$60,000
Incentive	Average Annual	3-year Summary
B. Proposed Incentive is equal to fifty percent (50%) of New Employee withholdings	\$10,000	\$30,000
Total	Average Annual	3-year Summary
C. Net Value to City (i.e., A. - B.)	\$10,000	\$30,000

VIII. TAX BENEFIT

The recommended Downtown Office Incentive could yield cash payments totaling approximately \$30,000 for Telco Pros Inc. over the incentive term of up to three (3) consecutive years.

IX. AREA IMPACT/GREEN INITIATIVES

Telco Pros Inc. is a consulting firm assisting commercial businesses in long-term, strategic purchasing initiatives. Projects can include the procurement and deployment of LED lighting upgrades and other “green” technologies.