PROJECT SITU

CORPORATE HEADQUARTERS EXPANSION

Presenters:

CBRE Location Incentives

John Lenio | Executive Vice President

June 2018





HIGH QUALITY JOBS

Jobs in Columbus

- 592 Existing jobs
- 1,032 New jobs over 5 years
- 1,624 Total potential jobs
- \$60,000 average salary

Types of Positions

Client Services

Development & Infrastructure
Sales

Account Management
Analytics
Industry Relations
Facilities

Accounting & Finance
Enterprise Business Systems & Intel
Legal
Information Security
Marketing
HR & Talent
Innovation



REAL ESTATE REQUIREMENTS

Existing operations

- 132,000 square feet
- Columbus downtown

Long Term Needs

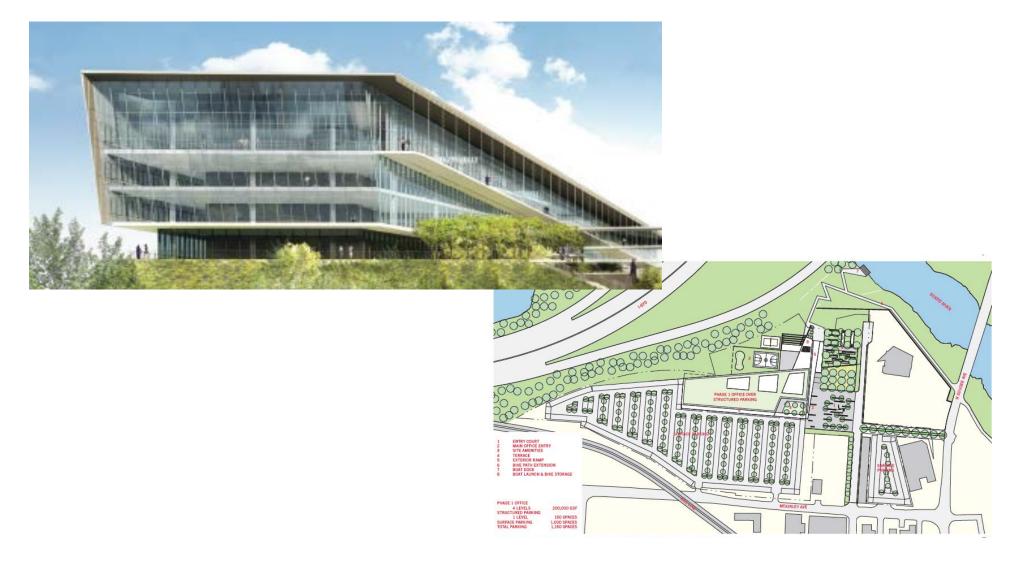
- Corporate campus environment
- Phase 1 200,000sf | Occupancy 2021
- Phase 2 200,000sf | Occupancy ~ 2022 to 2024
- Total 400,000sf

Over \$100M investment for both phases



COLUMBUS OPTION

Proposed Project Site – southeast of I-670 and SR-315





COMMUNITY INVOLVEMENT

Computer Programming Workshops

- Quarterly workshops covering basic coding skills and programming basics;
- All ages including elementary, middle, and high school levels;
- 16 sessions per year | 24 hours of instruction | 200 280 CCS students;

Career Guidance Curriculum

- Quarterly presentations on careers in technology;
- Technical career fairs, workshops covering interview preparation and interview skills training;
- In person sessions offsite and onsite in the Company's career center;
- 16 sessions per year | Flexible on volume of CCS student interest;

Mentoring

 CCS students are invited to Company and community events (i.e. Hackathons) to gain computer coding experience;



COMMUNITY INVOLVEMENT

- Annual Scholarships → The Company will provide annual scholarships to 20 CCS students to attend TechCorps summer camps. TechCorps provides learning opportunities for middle & high school students around programming, robotics, and application development. The scholarships are valued at \$10,000 or \$500 per CCS student;
- Preparing CCS Students for Leadership Positions in the Tech Field
 - 6 to 8 employees will work with faculty and up to 50 CCS students each quarter.
- Workforce Preparedness → 6 to 8 employees will work with faculty on designing and training a workforce preparedness curriculum.
- Co-Op / Apprenticeship Program → 5 CCS high school seniors will be selected to work part time at the Company each year;



CCS FINANCIAL BENEFIT SUMMARY

Real Estate Taxes to CCS through Year 2035 (Phase 1 & 2)

- \$3M \$4M → Net real estate taxes after abatement
- \$5M \$6M → Annual real estate taxes after abatement burns off in Year 2036

Income Taxes to CCS through Year 2035 (Phase 1 & 2)

- \$9M + → Net income taxes via revenue sharing
- Figures include income taxes from new jobs, excludes income taxes from existing jobs.
- Figures assume 50% revenue share over the first 10 years of the abatement term.

Total Tax Revenues to CCS through Year 2035 (Phase 1 & 2)

- \$492,000 → If Project does not happen (steady state)
- \$9.492M → Phase 1 & 2 (includes steady state revenue)



REQUEST FOR CONSIDERATION

Enhanced Abatement

 We courteously request the School Board's approval to enhance the real estate tax abatement to 100% for 15 years in order to help attract this significant economic development project;

Timing

- June 19 → Presentation to the Board.
- June 19 to 28 → Board members questions are addressed.
- June 29 → Board meeting to vote on approval of the enhanced abatement.
- July 16 → The School Board's potential approval will lead to potential City Council action during its July 16th meeting. This meeting is of high interest due to the upcoming summer recess.
- End of July / August -> The Company plans to make a location decision during this period of time. Approval of incentives and the enhanced abatement are critical to make the business case work.

