



# Boone County, Indiana

## Economic Development Corporation

### MEMO

TO: Zionsville Town Council  
Mayor Tim Haak

FROM: Molly Whitehead, Boone EDC  
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DATE: July 25, 2016

RE: MOBI Incentive Recommendation

Zionsville-based MOBI (<http://www.mobiwm.com/>) is considering an expansion of their facility in the Northwest Tech Park. MOBI's cloud-based software centralizes mobile device management for wireless carriers and corporate IT system, allowing their customers the ability to have enhanced control and efficiencies with their mobile devices. In addition to Zionsville, an alternate site in Arizona is under consideration for this project.

MOBI currently employs more than 300 individuals. This expansion project assumes the following additional growth:

- 521 new jobs at more than \$20/hour average wage exclusive of benefits by 2020
- More than \$11 million in capital investment (lease payments, software, hardware, etc.)

To ensure Zionsville's competitiveness, it is recommended the Zionsville Town Council consider a reimbursable cash grant of \$10,000 per year for three (3) years for a total of \$30,000.

Additionally, the Boone County Redevelopment Commission and Commissioners have already approved a reimbursable cash incentive of \$180,000 over a three-year period for unique software purchases.

The anticipated benefits to the Town of Zionsville and/or Boone County are as follows:

- More than \$380,000 estimated personal property tax levy over 10-year period
- More than \$900,000 estimated COIT over 10-year period

Thank you for your consideration of this request. If you have any questions, please do not hesitate to let me know.