

# P r o j e c t O S K I

Goal 1: Create an Environment Conducive to Strong, Sustainable  
Economic Development

1.1 Stabilize and expand El Paso's tax base

December 10, 2018

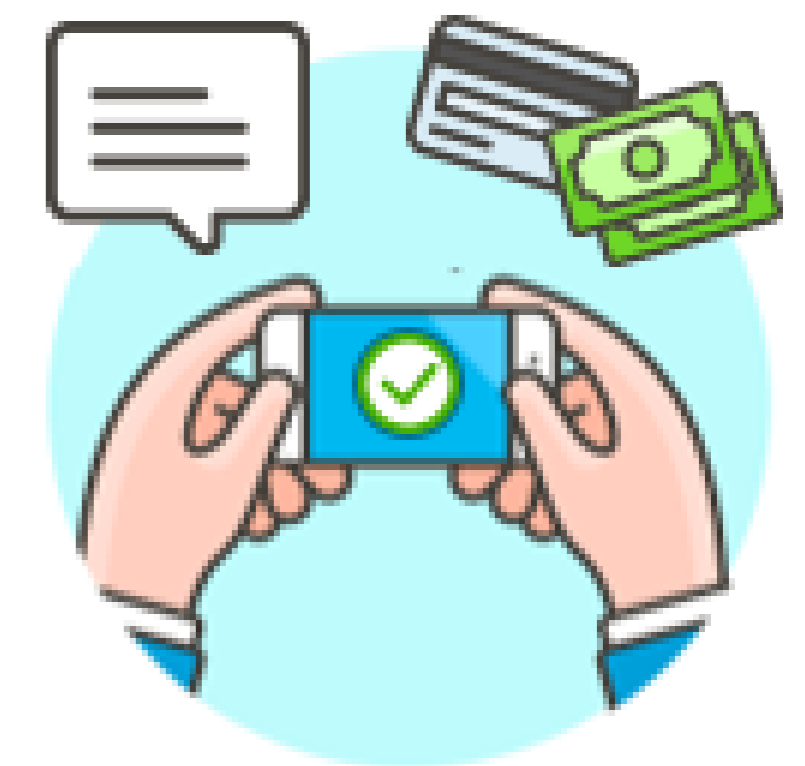
# PROJECT SUMMARY

**Project OSKI** is a Financial Technology company interested in expanding their operations into the El Paso, Texas area.

Developed original software that:

- Automates invoices, late fees, payments, and workflow in minutes.
- Avoids credit card fees via instant secure digital payments.
- Allows parents to access financial documents on their phones, anytime.

The company is proposing to invest **\$276,000** in personal property and training and to activate **19 positions across a 4-year** period with all new full-time jobs paying at, or above, the current Median County Wage (\$13.50/hr.)



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# WAGE AND PAYROLL

<b>Position Title</b>	<b>Number of Employees</b>	<b>Monthly Salaries</b>	<b>Hourly Wage</b>	<b>Annual Salary Per person</b>	<b>Total Annual Salaries</b>
General Manager	1	\$7,083	\$40.86	\$84,996	\$84,996
Sales Manager	1	\$6,250	\$36.06	\$75,000	\$75,000
Inside Sales Rep.	4	\$2,917	\$16.83	\$35,004	\$140,016
Onboarding Rep.	2	\$2,917	\$16.83	\$35,004	\$70,008
Support Rep.	2	\$2,917	\$16.83	\$35,004	\$70,008
Support Manager	2	\$4,333	\$25.00	\$51,996	\$103,992
Account Executives	3	\$4,333	\$25.00	\$51,996	\$155,988
Software Engineers	2	\$7,083	\$40.86	\$84,996	\$169,992
QA Engineering	1	\$4,583	\$26.44	\$54,996	\$54,996
Dev Ops Engineer	1	\$5,417	\$31.25	\$65,004	\$65,004
<b>TOTALS</b>	<b>19</b>				<b>\$990,000</b>

<b>Average Annual Salary (Weighted)</b>	<b>\$52,105</b>
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# WAGE AND PAYROLL

	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Grant Period Total</b>
<b>Existing Jobs</b>	0	19	19	19	
<b>New Jobs</b>	19	0	0	0	
<b>Total</b>	<b>19</b>	<b>19</b>	<b>19</b>	<b>19</b>	
<b>Total Annual Salaries</b>	<b>\$990,000</b>	<b>\$990,000</b>	<b>\$990,000</b>	<b>\$990,000</b>	<b>\$3,960,000</b>

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# INCENTIVE SUMMARY

**Skills Training Rebate**  
(4 Years @ \$20K per Year)

**\$80,000**

**Total Incentive Package**

**\$80,000**

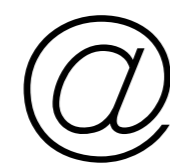
# THANK YOU

**Rafael Arellano**

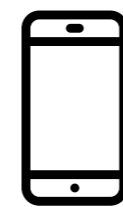
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