

Washoe County

**Catalyst Fund
Application
for
Figure Technologies, Inc.**



Governor's Office of Economic Development

Las Vegas 702-486-2700

Reno 775-687-9900

Toll Free 800-336-1600

INTRODUCTION

LOCAL GOVERNMENT SUBMITTING -- Washoe County

Authorized Representative

Name: John Slaughter

Title: County Manager

Organization: Washoe County

Street Address: Washoe County, 1001 E. Ninth Street, Reno, NV 89512

Mailing Address: Washoe County, 1001 E. Ninth Street, Reno, NV 89512

Phone Number: 775 328.2003

Email Address: jslaughter@washoecounty.us

To the best of my knowledge and belief, the information contained in this Catalyst Fund Application is true and correct, as evidenced by my signature below.

Signature



(Local Government Representative)

Date

7/11/18

Signature



(RDA Representative)

Date

6/26/18

PROJECT CHARACTERISTICS (check all that apply)

Catalyst Fund Application from Governmental Entity

- | | |
|---|--|
| <input type="checkbox"/> Construct New Facility | <input type="checkbox"/> New Business / Start-up |
| <input checked="" type="checkbox"/> Expand/Renovate Existing Facility | <input checked="" type="checkbox"/> Relocation from Out-of-State |
| <input checked="" type="checkbox"/> Purchase Machinery & Equipment | <input type="checkbox"/> Relocation within Nevada |

INDUSTRY CLUSTER

If applicable, identify the industry cluster within which this project falls.

- | | | |
|--|--|--|
| <input type="checkbox"/> Aerospace and Defense | <input type="checkbox"/> Health & Medical Services | <input type="checkbox"/> Mining & Materials |
| <input type="checkbox"/> Agriculture | <input type="checkbox"/> Logistics & Operations | <input type="checkbox"/> Renewable Energy |
| <input checked="" type="checkbox"/> Business IT Ecosystems | <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Tourism, Gaming & Entertainment |
| <input type="checkbox"/> Other | | |

A statement of project relevance to supply chains, sectors and clusters targeted by the State Plan for Economic Development -

Figure Technologies, Inc. has identified significant opportunity to invest deeply into the academic and start up communities in Reno. The company intends to create a partnership with UNR, providing mentorship, internship and career programs, particularly encouraging young female engineers to enter the finance and technology fields.

GRANT/LOAN SUMMARY

Amount requested: \$600,000.00

AWARD PER PERIOD:

Period 1 - \$4,000 per Incremental Primary Job x 50 jobs paying over \$25.00 per hour

Period 2 - \$4,000 per Incremental Primary Job x 50 jobs paying over \$25.00 per hour

Period 3 - \$4,000 per Incremental Primary Job x 50 jobs paying over \$25.00 per hour

DISBURSEMENT TERMS:

Period 1 – For new primary jobs which pay over \$25.00 per hour:

No payment if less than 25 primary jobs are created

\$4,000 per job created up to 50 primary jobs

Period 2 – For new primary jobs which pay over \$25 per hour:

No payment if less than 25 primary jobs are created

\$4,000 per job created up to 50 primary jobs

Period 3 – For new primary jobs which pay over \$25 per hour:

No payment if less than 25 primary jobs are created

\$4,000 per job created up to 50 primary jobs

Maximum Payment agreement: \$600,000

Catalyst Fund Application from Governmental Entity**NEW TAX REVENUE ESTIMATES (10-Year Cumulative)****Local Taxes**

Property	\$288,142	\$10,596,323	\$10,884,465
Sales	\$10,181	\$5,627,769	\$5,637,950
Lodging	\$0	\$209,415	\$209,415

State Taxes

Property	\$14,036	\$637,820	\$651,856
Sales	\$8,542	\$2,220,060	\$2,228,602
Modified Business	\$1,876,176	\$2,716,639	\$4,592,815
Lodging	\$0	\$69,805	\$69,805
Total	\$2,197,077	\$22,077,831	\$24,274,908

** Does not include impacts related to the Catalyst Fund grant.

The proposed plans, projects, or programs to which the grant or loan will apply: -

For this proposed project, Figure Technologies, Inc. plans to expand from its current headquarters in San Francisco to Reno. The expansion involves the hiring and training of new customer service, loan servicing, financial advisory and engineering teams. In order to staff and operate its operations, the company will begin by hiring a total of 65 employees.

The expected benefits of the grant or loan expressed as Jobs, Investments and wage levels: -

In order to staff its operations, the company will begin by hiring a total of 65 employees. It is anticipated this could swiftly grow to over 120 employees. The average hourly rate of the employees is projected to be \$30.00 to start, ramping to over \$40.00.

In addition to full time employees, the project will also create roles for general contractors, AV/electricians, carpeting/flooring, and painting professionals.

A statement on the significance of this grant or loan to the company's described plans: -

The abatement program is a critical component of Figure Technologies, Inc. final site selection. The company is planning on heavily investing in a site that values community, education, and growth, and is eager to provide long-term career opportunities in the finance and technology sectors. The abatement and incentives shows the company's dedication to the location is matched by a community that values honest, transparent, and exciting companies for a continued relationship as Figure grows its operations. Source: Figure Technologies, Inc.

A statement of the estimated return-on-investment to the State in job creation, wage levels and capital investment for the term of the proposed grant/loan

Figure Technologies, Inc. anticipates filling the new jobs from local labor pools. The project will result in the creation of direct and indirect jobs, and will also serve as a boost to the local economy for the foreseeable future.

Catalyst Fund Application from Governmental Entity

A statement of the fiscal character of the company –

Figure Technologies, Inc. project more than 50% contribution margins on the equity release products, and blockchain economics will come in the form of the token native to the protocol; total cash burn is forecast to be less than \$20MM to profitability, with \$240MM plus in Earnings before interest, taxes, depreciation, and amortization (EBITDA) in 2020

Proposed Catalyst Fund grant (Exhibit "A").

Local government support letter (Exhibit "B").

Local government application from the business (Exhibit "C"). To be provided

Figure Technologies, Inc.

**Catalyst Fund
Application
to
Washoe County**



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Las Vegas 702-486-2700

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Toll Free 800-336-1600

Applicant Information

BUSINESS SUBMITTING: **Figure Technologies, Inc.** _____

Authorized Representative

Name: Alana Ackerson Title: Chief People Officer

Organization: Figure Technologies, Inc.

Street Address: 650 California Street, Suite 2700, San Francisco, CA 94108

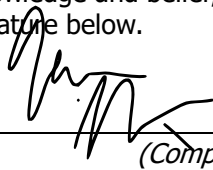
Mailing Address: 650 California Street, Suite 2700, San Francisco, CA 94108

Phone Number: 628 236 5820

Email Address: aackerson@figure.com

To the best of my knowledge and belief, the information contained in this Catalyst Fund Application is true and correct, as evidenced by my signature below.

Signature



(Company Representative)

Date August 9, 2018

BUSINESS SUMMARY

Figure Technologies, Inc. is a financial technology company with the mission of leveraging blockchain, AI, and advanced analytics to unlock new access points for consumer credit products that can transform the financial lives of its customers. The company provides home equity release solutions, including home equity lines of credit, home improvement loans and home buy-lease back offerings for retirement. Concurrently, Figure Technologies, Inc. is building a blockchain protocol for the origination, custody, trading and securitization of whole loans and other assets.

For this proposed project, Figure Technologies, Inc. plans to expand from its current headquarters in San Francisco to Reno. The expansion involves the hiring and training of new customer service, loan servicing, financial advisory and engineering teams. In order to staff and operate its operations, the company will begin by hiring a total of 65 employees. It is anticipated this could swiftly grow to over 120 employees. The average hourly rate of the employees is projected to be \$30.00 to start, ramping to over \$40.00.

The company's new project will result in the creation of direct and indirect jobs. There will also be a significant impact with the construction related activities. In addition to full time employees, the project will also create roles for general contractors, AV/electricians, carpeting/flooring, and painting professionals.

Attach a copy of a company presentation

Is this request for a Grant or a Loan - Grant

Amount requested - \$600,000.00

Total real property investment – TBD

Total personal property investment – \$264,615

Projected start date – TBD

Completion date – TBD

Attach a schedule of jobs created with skills identified

Number of primary jobs that will be new to Nevada - 65 Average wage of new jobs - \$30.01

Cost of employee healthcare benefits (annual premiums paid by employer) - \$6,000 Per Employee

Percentage paid by employer – 100%

Healthcare Summary (check all that apply):

Medical Dental Vision Disability Life Insurance Dependent Coverage

Governor's Office of Economic Development
Catalyst Fund Application from Business Applicant

Attach a schedule of employee benefits used in recruiting

Other Employee Benefits – See Attached

PROJECT CHARACTERISTICS (Check all that apply)

- | | |
|---|--|
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INDUSTRY CLUSTER

- | | | |
|--|--|--|
| <input type="checkbox"/> Aerospace and Defense | <input type="checkbox"/> Health & Medical Services | <input type="checkbox"/> Mining & Materials |
| <input type="checkbox"/> Agriculture | <input type="checkbox"/> Logistics & Operations | <input type="checkbox"/> Renewable Energy |
| <input checked="" type="checkbox"/> Business IT Ecosystems | <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Tourism, Gaming & Entertainment |
| <input type="checkbox"/> Other | | |

BUSINESS CHARACTERISTICS

Please describe all the incentives that the business or project has applied for such as abatements, deferrals, training etc. including dollar amounts –

Figure Technologies, Inc. has applied for the following State Tax Abatements:

Sales and Use Tax Abatement: \$16,578
Personal Property Tax Abatement: \$4,346

Please list all other sources of funding received or applied for by the business or project including local, state and federal loans, grants and matching programs – N/A

Please describe the long-term potential sustainability and viability of your business -

Figure Technologies, Inc. is harnessing new technologies and to create leading products. The company is building a world-class customer acquisition and onboarding engine, driven by innovative tech and AI and has significantly derisked capital for equity release takeout, with participation from multiple leading buy and sell side firms who will transact using the blockchain. Figure Technologies, Inc. project more than 50% contribution margins on the equity release products, and blockchain economics will come in the form of the token native to the protocol; total cash burn is forecast to be less than \$20MM to profitability, with \$240MM plus in Earnings before interest, taxes, depreciation, and amortization (EBITDA) in 2020.

Please describe any significant negative environmental impacts of your business – N/A

Catalyst Fund Application from Business Applicant

- Schedule of jobs to be created during Catalyst Fund grant period (Exhibit "A")**
- Schedule of proposed employee health insurance benefits (Exhibit "B")**
- 3-year financial statements for the business, audited preferred (Exhibit "C")**

FIGURE TECHNOLOGIES INC.

Business Entity Information			
Status:	Active	File Date:	05/18/2018
Type:	Foreign Corporation	Entity Number:	E0243472018-2
Qualifying State:	DE	List of Officers Due:	05/31/2019
Managed By:		Expiration Date:	
Foreign Name:		On Admin Hold:	No
NV Business ID:	NV20181359548	Business License Exp:	05/31/2019