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@washoe County.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 ___________________________ Date 7/1/18
(Local Government Representative)

Signature ___________________________ Date 6/26/18
(RDA Representative)

PROJECT CHARACTERISTICS (check all that apply)
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
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.
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 ___________________________ Date August 9, 2018

(Company Representative)
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
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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)

☐ Construct New Facility
☒ Expand/Renovate Existing Facility
☒ Purchase Machinery & Equipment

☐ New Business / Start-up
☒ Relocation from Out-of-State
☐ Relocation within Nevada

INDUSTRY CLUSTER

☐ Aerospace and Defense
☐ Agriculture
☒ Business IT Ecosystems
☐ Other

☐ Health & Medical Services
☐ Logistics & Operations
☐ Manufacturing

☐ Mining & Materials
☐ Renewable Energy
☐ Tourism, Gaming & Entertainment

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
Governor’s Office of Economic Development
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.

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