

Corporate Accountability for Tax Expenditures Act 93-552

Annual Project Progress Reports for 2020

Focal Point, LLC

Chicago

I. Development Assistance Agreements Awarded in 2015

	Assistance Amount	Agreement Number
EDGE Tax Credit	869,751.00	15 ZCA973

II. Organization/Project Site Information

Chief Officer or authorized designee	Loic Roux
Title	Senior Director of Finance
Address	4141 South Pulaski Road
	Chicago, IL 60632-3414
	United States
Phone	7735739818
E-mail	loic.roux@focalpointlights.com
Standard Industrial Classification Number (SIC#)	3646
North American Industry Classification System (NAICS)	335122

III. Did the recipient's use of the State Funding reduce employment at any other site in Illinois?

No

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IV. Job Creation and Retention Data

Program Type EDGE Tax Credit

Agreement Number 15 ZCA973

Assistance Amount 869,751.00

Report Header Definitions	
Wages	Average Annual Salary by Classifications
Full-Time	Permanent Full-Time
+/-	Gain or (Loss)

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Number of Employees At the Time of Application

Job Classification	Avg Annual Salary	Positions	Full-Time	Part-Time	Temporary
Accounting	60500.00	11	11	0	0
Human Resources	59000.00	5	5	0	0
Information Technology	66700.00	8	8	0	0
Engineering	58000.00	48	48	0	0
Marketing	60600.00	5	5	0	0
Sales	86000.00	7	7	0	0
Quoters	74000.00	3	3	0	0
Production Workers	25750.00	219	219	0	0
OH	49800.00	3	3	0	0
Shipping	30500.00	10	10	0	0
Quality Control	44000.00	4	4	0	0
Maintenance	36400.00	15	15	0	0
Schedulers	33242.00	8	8	0	0
Inventory specialists	35750.00	13	13	0	0
Purchasers	74000.00	4	4	0	0
Supervisors	64000.00	8	8	0	0
Management	192687.00	8	8	0	0
Customer Service/Financial Service	49200.00	15	15	0	0
Totals:		394	394	0	0

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Number of Employees As of the Date of the Report (12/31/2020)

Job Classification	Avg Annual Salary	Positions	Full-Time	+/-	Part-Time	+/-	Temporary	+/-
Accounting	3644440.00	13	13	2	0	0	0	0
Human Resources	1158736.00	6	6	1	0	0	0	0
Information Technology	1816882.00	11	11	3	0	0	0	0
Engineering	7434579.00	77	77	29	0	0	0	0
Marketing	1479804.00	9	9	4	0	0	0	0
Sales	2370382.00	3	3	-4	0	0	0	0
Quoters	469148.00	3	3	0	0	0	0	0
Production Workers	11274050.00	267	267	48	0	0	0	0
OH	926256.00	4	4	1	0	0	0	0
Shipping	809477.00	15	15	5	0	0	0	0
Quality Control	428799.00	5	5	1	0	0	0	0
Maintenance	958312.00	15	15	0	0	0	0	0
Schedulers	375052.00	5	5	-3	0	0	0	0
Inventory specialists	449246.00	10	10	-3	0	0	0	0
Purchasers	915619.00	9	9	5	0	0	0	0
Supervisors	0.00	0	0	-8	0	0	0	0
Management	1208498.00	1	1	-7	0	0	0	0
Customer Service/Financial Service	1718921.00	22	22	7	0	0	0	0
Totals:		475	475	81	0	0	0	0

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Number of Jobs Stated in the Agreement that would be Created at the Site as a Result of Assistance

Job Classification	Avg Annual Salary	Positions	Full-Time	Part-Time	Temporary
FP&A(Fabrication, Paint, & Assembly)	26000.00	30	30	0	0
Design Team (Engineers & IT)	64000.00	7	7	0	0
Customer Service	51000.00	4	4	0	0
Marketing	62500.00	3	3	0	0
Shipping	31500.00	2	2	0	0
Managers	48000.00	4	4	0	0
Totals:		50	50	0	0

Number of Jobs Stated in the Agreement that would be Retained at the Site as a Result of Assistance

Job Classification	Avg Annual Salary	Positions	Full-Time	Part-Time	Temporary
Accounting	60500.00	11	11	0	0
Human Resources	59000.00	5	5	0	0
Information Technology	66700.00	8	8	0	0
Engineering	58000.00	48	48	0	0
Marketing	60600.00	5	5	0	0
Customer Service/Financial Service	49200.00	15	15	0	0
Sales	86000.00	7	7	0	0
Quoters	74000.00	3	3	0	0
Production Workers	25750.00	219	219	0	0
OH	49800.00	3	3	0	0
Shipping	30500.00	10	10	0	0
Quality Control	44000.00	4	4	0	0
Maintenance	36400.00	15	15	0	0
Schedulers	33242.00	8	8	0	0
Inventory Specialists	25750.00	13	13	0	0
Purchasers	74000.00	4	4	0	0
Supervisors	64000.00	8	8	0	0
Management	192687.00	8	8	0	0
Totals:		394	394	0	0

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Number of Full-Time Permanent Employees Anticipated To Be Hired at this Site on 12/31/2020

Job Classification	Anticipated Starting Dates	Number of Positions to be Hired in this Category	Average Annual Wage per New Employee	Total New Payroll to be Created
NONE		0	\$0.00	\$0.00
Totals:		0		\$0.00

Job Creation Data Explanatory Notes

If the change (gain/loss) in the number of full-time permanent employees as of the date of the report plus the number of full-time permanent employees anticipated to be hired after date of the report does not equal the number of full-time permanent employees stated in the Agreement that would be created at the site as a result of the assistance, then please explain why not:

More employees were hired than required by the agreement. There was a reduction in force and attrition during 2020. Nevertheless, at December 31, 2020 FP still exceeded its new job requirement.

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I, LOIC ROUX, as the chief officer or authorized designee of the recipient, verify that the information in the progress report contains no knowing misrepresentation of material facts upon which eligibility for development assistance is based. I further certify that, to the best of my knowledge, the recipient is in compliance with the development assistance agreement(s) between, or on behalf of, the recipient and the Illinois Department of Commerce and Economic Opportunity and/or the Illinois Department of Transportation and/or the office of the Illinois State Treasurer

Signature on File

Signature

9/21/2021

Date

SENIOR DIRECTOR OF FINANCE

Title