

Employees Overview	
Sales Representatives, Services, All Other	25
Customer Service Representatives	15
Administrative Services Managers	5
Business and Financial Operations Occupations	10
Office and Administrative Support Occupations	10
Sales Managers	5
Total Employees	70
Building Overview	
Office space	12,500 sq. ft.

Cost Comparison Summary

	Boise, ID	Seattle, WA	Las Vegas, NV	Phoenix, AZ	Salt Lake City, UT
Labor Costs					
Average Annual Salary	\$ 47,756	\$ 64,749	\$ 50,784	\$ 54,304	\$ 54,639
Total Annual Payroll	\$ 3,342,950	\$ 4,532,400	\$ 3,554,900	\$ 3,801,300	\$ 3,824,750
Boise Savings	\$ 1,189,450 36%	\$ 211,950 6%	\$ 458,350 14%	\$ 481,800 14%	
Employee Benefits					
Health Insurance	\$ 453,670.00	\$ 607,670.00	\$ 574,280.00	\$ 553,840.00	\$ 573,790.00
Life Insurance	\$ 10,028.85	\$ 13,597.20	\$ 10,664.70	\$ 11,403.90	\$ 11,474.25
Disability Insurance	\$ 6,685.90	\$ 9,064.80	\$ 7,109.80	\$ 7,602.60	\$ 7,649.50
Retirement	\$ 113,660.30	\$ 203,958.00	\$ 120,866.60	\$ 129,244.20	\$ 130,041.50
Total Benefits:	\$ 584,045.05	\$ 834,290.00	\$ 712,921.10	\$ 702,090.70	\$ 722,955.25
Boise Savings	\$ 250,245 43%	\$ 128,876 22%	\$ 118,046 20%	\$ 138,910 24%	
Federal Employment Taxes					
Social Security	\$ 207,263	\$ 275,159	\$ 220,404	\$ 235,681	\$ 231,145
Medicare	\$ 48,473	\$ 65,720	\$ 51,546	\$ 55,119	\$ 55,459
Federal Unemployment	\$ 207,263	\$ 281,009	\$ 220,404	\$ 235,681	\$ 237,135
Total Federal Taxes:	\$ 462,999	\$ 621,888	\$ 492,354	\$ 526,480	\$ 523,739
Boise Savings	\$ 158,889 34%	\$ 29,355 6%	\$ 63,481 14%	\$ 60,740 13%	
State Employment Taxes					
State Unemployment	\$ 64,063	\$ 112,125	\$ 54,929	\$ 9,800	\$ 64,680
Workers Compensation	\$ 67,193	\$ 90,648	\$ 44,792	\$ 60,821	\$ 50,104
Total State Taxes:	\$ 131,256	\$ 202,773	\$ 99,721	\$ 70,621	\$ 114,784
Boise Savings	\$ 71,517 54%	\$ (31,535) -24%	\$ (60,635) -46%	\$ (16,472) -13%	
Space Rental					
Lease rate per sq. ft.	\$ 19.57	\$ 34.39	\$ 31.56	\$ 23.13	\$ 22.22
Total Space	\$ 244,625	\$ 429,875	\$ 394,500	\$ 289,125	\$ 277,750
Boise Savings	\$ 185,250 76%	\$ 149,875 61%	\$ 44,500 18%	\$ 33,125 14%	
Total Estimated Operating Costs					
Total :	\$ 4,765,875	\$ 6,621,225	\$ 5,254,395	\$ 5,389,617	\$ 5,463,978
Total Boise Savings	\$ 1,855,351 39%	\$ 488,521 10%	\$ 623,742 13%	\$ 698,104 15%	