



May 18, 2015

Mark Rothert, Peoria County
Eric Setter, City of Peoria

**CPO Services – CPO Group Holdings
Expansion & Hiring Projections
2015 – 2019**

Peoria is the US Headquarters for CPO Services, Inc. and CPO Group Holdings, LLC. Today, 25 full time employees work in our Peoria HQ at 741 W. Main Street in Peoria. The breakdown of those Employees is:

<u>Current Staffing in Peoria</u>	
Clinical	6
Operations	4
Administration	15
Total	25

We have just completed a 5 year strategic plan. Revenues are expected to grow in Peoria and Company-wide per the following table:

(millions)	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>CAGR</u>
Peoria	\$ 2.790	\$ 2.847	\$ 2.904	\$ 2.962	\$ 3.022	\$ 3.083	
Company	\$ 9.272	\$ 24.803	\$ 56.276	\$ 60.469	\$ 64.609	\$ 68.813	39.7%

Hiring in Peoria will occur according to two tracks – first, as our Peoria office revenues grow, and second as our company revenues grow. Our hiring is expected to grow per the following table:

<u>Cumulative Hiring in Peoria</u>		<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
Practitioners		2	3	4	5	6
Operations		3	4	7	11	16
Administration		6	8	12	16	23
Total		11	16	23	32	45



This will result in the following Total Staffing in Peoria:

Total Staffing in Peoria

	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>CAGR</u>
Practitioners	6	8	9	10	11	12	
Operations	4	7	8	11	15	20	
Administration	15	21	23	27	31	38	
Total	25	36	41	48	57	70	18.8%

Administration includes, executives, finance & accounting, and administrative support for our clinics. This type of growth will require upgrades and expansion of our facilities. We also expect that this growth will drive some home relocations into Peoria.

We would like the continued use of the County and City funds by way of a loan extension. In addition, we would like to discuss any grants available for capital improvements to facilitate the space requirements needed for this hiring plan.

Please let me know if there are any questions. I look forward to speaking with you about our loan extensions and possible expansion grants.

Sincerely,

Robert J. Attanasio
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