



ALVIN "AL" P. NASH

CEO,
Select Fulton



DISCUSSION TOPICS



Select Fulton Update



GASB 77 Overview

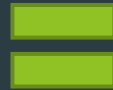


Economic Impact Highlights



Future State of Select Fulton

WE ARE SELECT FULTON



Priority Strategic Objectives

- The number and size of businesses in the county is growing
- The perception of the business climate is improving
- Most people are working, and they are earning more
- The workforce skills of residents are increasing

FY 2017 Outlook

Steps to achieve priority objectives include:

- Attracting a diversity of jobs
- Capitalizing on strategic alliances
- Focusing on workforce development



FULTON LEADS TOP COUNTIES (2016)



FULTON COUNTY IS HOME TO THE LARGEST CONCENTRATION OF OFFICE, INDUSTRIAL AND RETAIL REAL ESTATE IN GEORGIA

Business

9 HQ's

3rd Largest
Concentration
in U.S. by County

FORTUNE
500
2016

OFFICE



151M
Sq Ft

INDUSTRIAL



145M
Sq Ft

RETAIL



72M
Sq Ft

Community

2016 PROPERTY VALUES

\$50B

1. Fulton County

\$27B

2. Gwinnett County

\$27B

3. Cobb County

Fulton County Workers

1/3

JOBS



ATL
MSA

1/2

WAGES

4



Select Fulton Update

FY 2016 HIGHLIGHTS



► Project Spotlights



South
Fulton

- Investment:
\$20M
- Jobs created:
500

Honeywell

Atlanta

- Investment:
\$19M
- Jobs created:
800



Atlanta

- Investment:
\$400M
- Jobs created:
1,250



Atlanta

- Investment:
\$214M
- Jobs created:
100

Sysco™

South
Fulton

- Investment:
\$56M
- Jobs created:
100

► Strategic Partnerships

- Engagement with EY
- Workforce Development

► New Programs

- E-commerce Freeport
Tax Exemption

5



Select Fulton Update



EXECUTIVE SUMMARY



In April 2015, the Governmental Accounting Standards Board issued Statement 77, which requires all governments to disclose the tax revenue forgone associated with tax abatement agreements

In June 2016, DAFC engaged EY to assist with GASB 77 compliance and economic impact of DAFC projects

DAFC & EY worked in collaboration with the County Manager's office, Chief Strategist Office, Finance Department, Assessor's Office, and other impacted stakeholders

DAFC led a significant coordination effort with municipalities and CIDs to ensure streamlined and uniform reporting across the County



EXECUTIVE SUMMARY



Results For 56 Active DAFC Projects Show Overall Growth In The Tax Base For Fiscal Year 2016

30,165 jobs

- New And Retained Jobs Committed

\$5.1 billion

- Planned Capital Investment (Last 10 Years)

\$11.2M

- In New Property Tax Revenues After All Abatements

\$2.7M

- Net Public Sector Benefit



GASB 77 — TAX ABATEMENT DISCLOSURES



- ▶ The Governmental Accounting Standards Board (GASB) issued Statement 77, which requires disclosures about a government's tax abatement agreements
- ▶ What is a "Tax Abatement"?

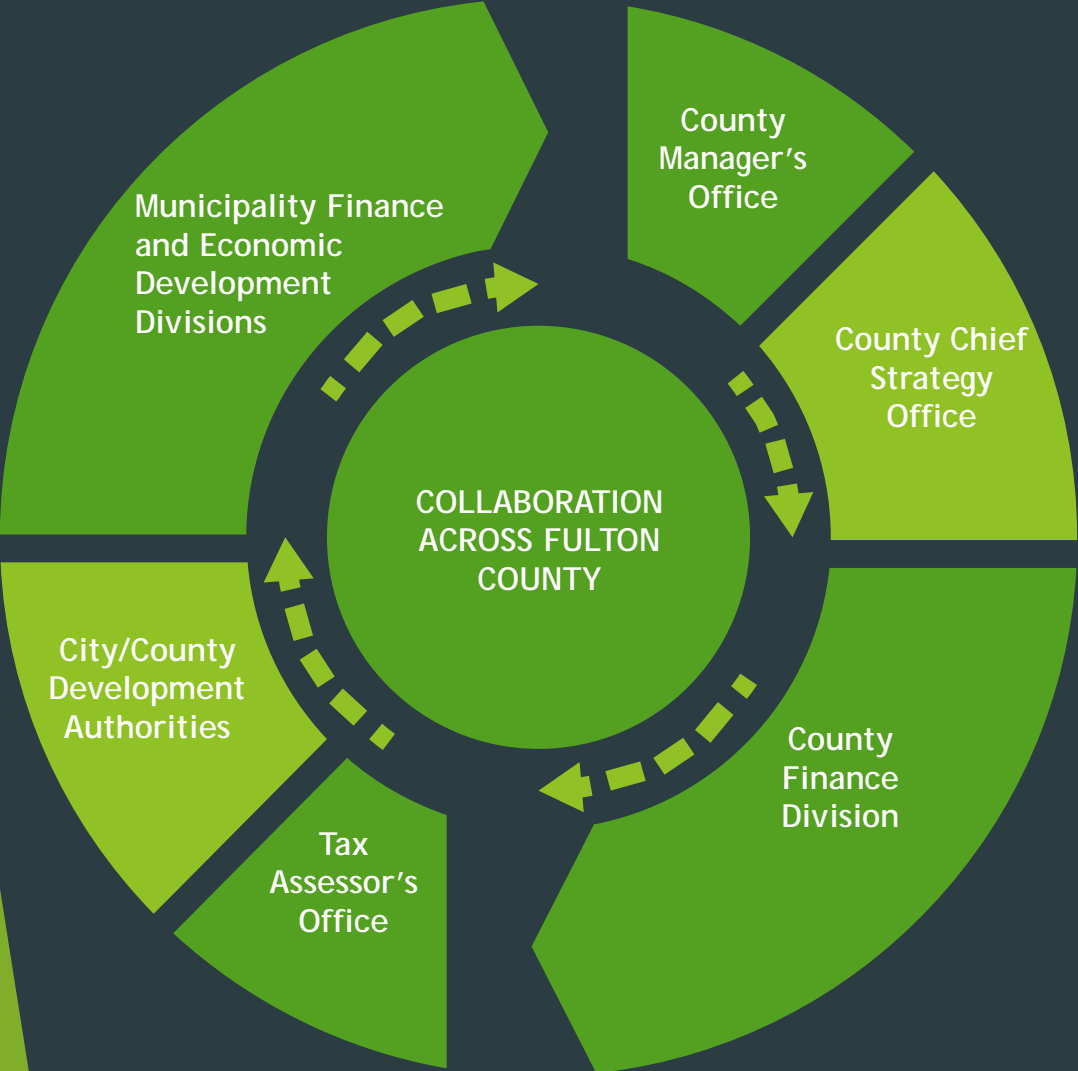
Programs Impacted In Fulton County

Taxable Bond Deals	Enterprise Zones	Rehabilitated Historic Properties	Tax Allocation Districts (in limited instances)
--------------------	------------------	-----------------------------------	---

- ▶ Why do we do Tax Abatements?



COLLABORATION ACROSS FULTON COUNTY



Touchpoints / Work Sessions

Municipalities / CIDs:
> 15
↓
County Manager's Office:
> 2
↓
County Finance Dept.:
> 3
↓
Tax Assessor's Office:
> 4
↓
Development Authority of Fulton County:
> 10



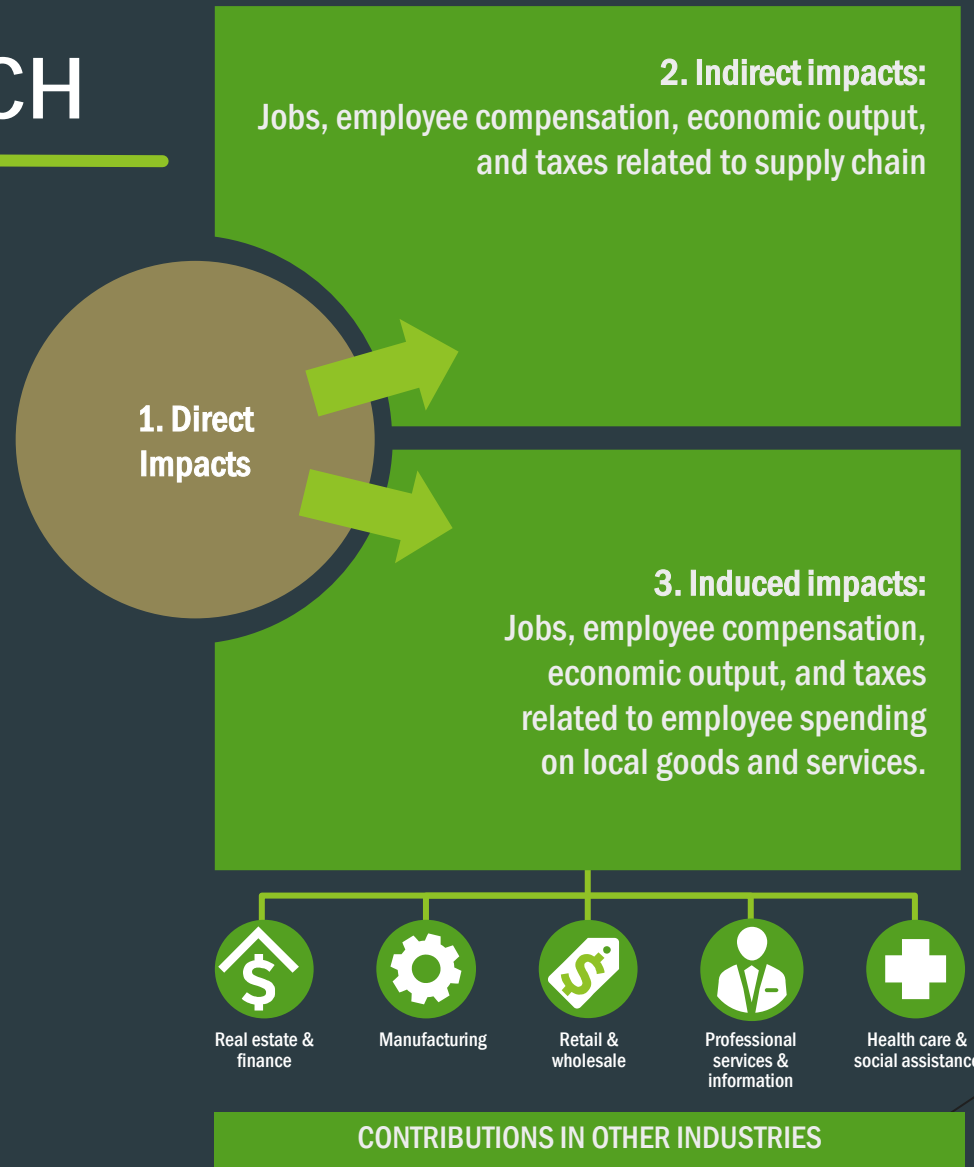
ECONOMIC APPROACH

Results are for projects *actively* receiving a property tax abatement in 2016

These projects invested in Fulton County within the past 10 years

Total contributions consist of:

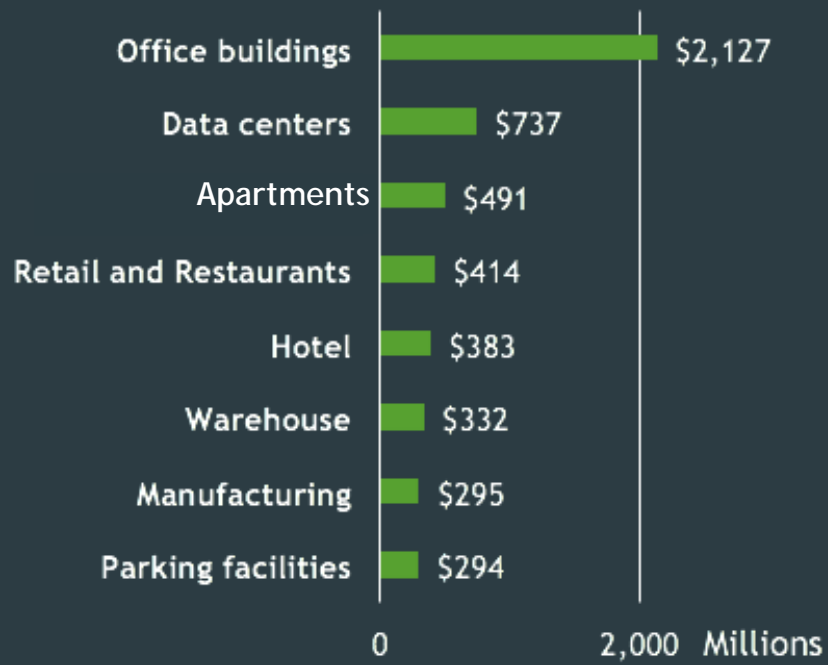
- Direct impacts - stem from projects
- Indirect impacts - suppliers
- Induced impacts - consumption related



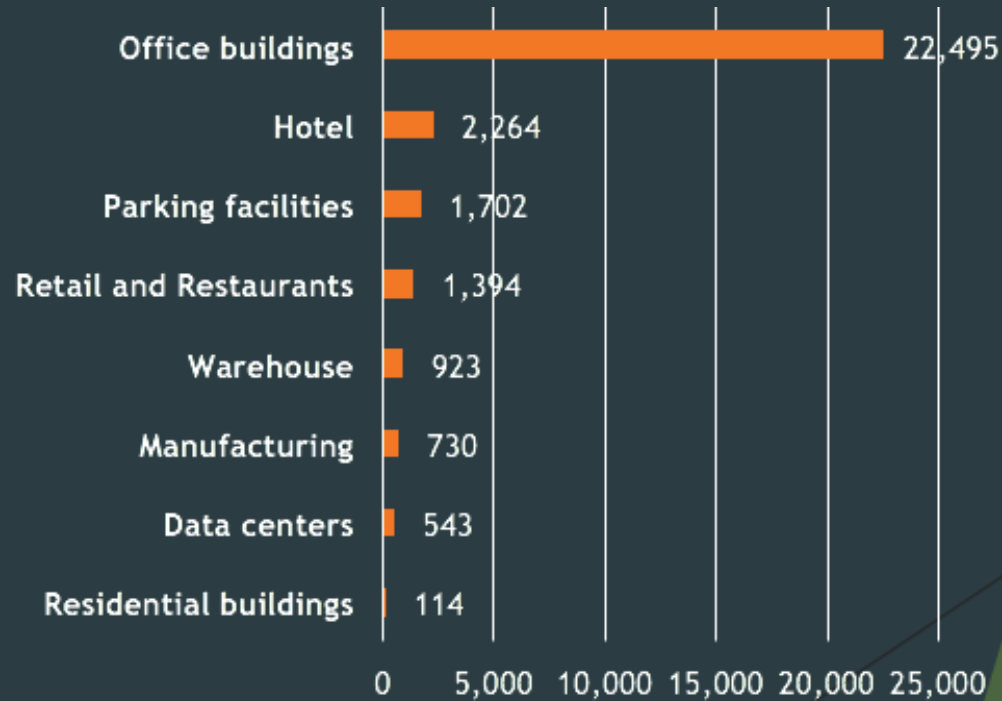
DIRECT CAPITAL INVESTMENT AND JOB COMMITMENTS - 56 Active Projects



Capital investment
by active abatement projects
Total: \$5.1 billion



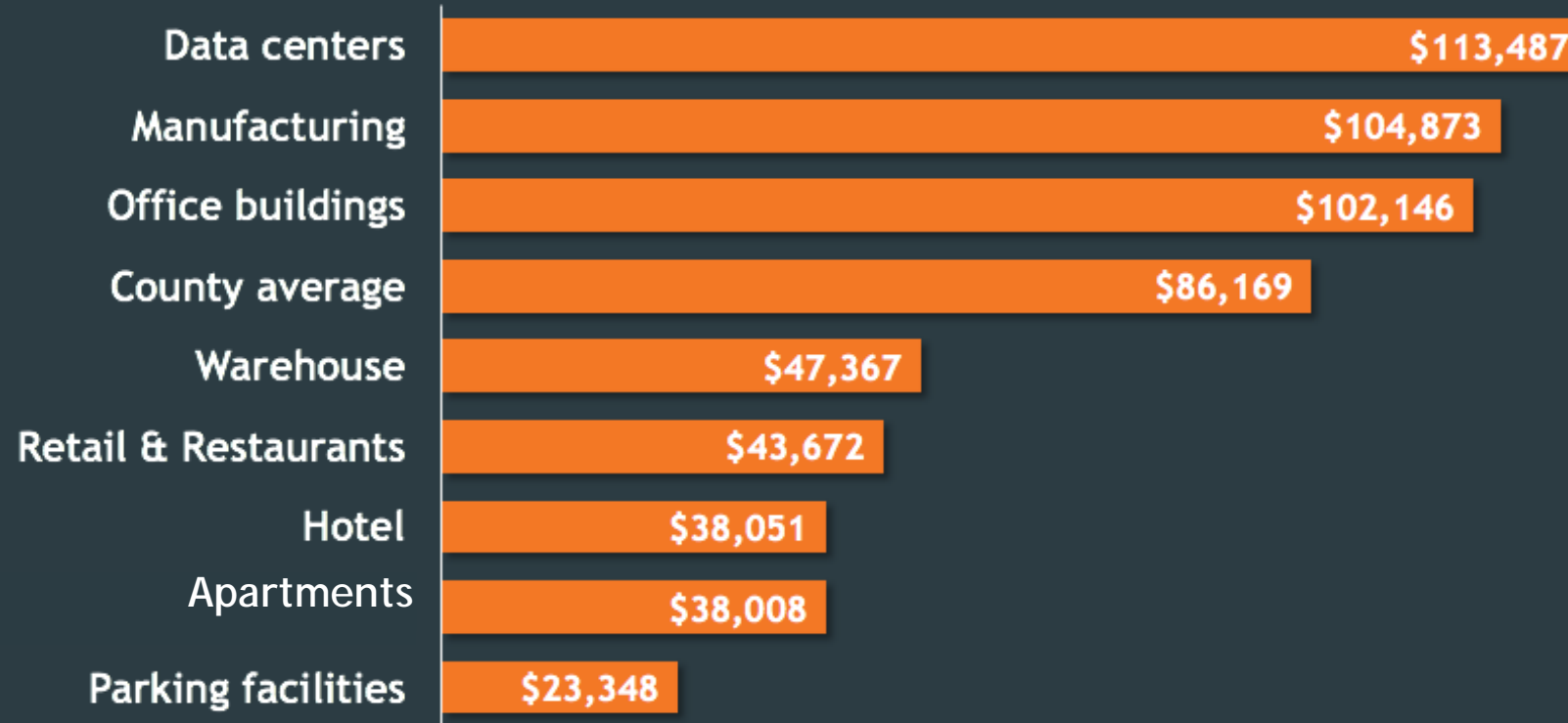
Job commitments
by active abatement projects
Total: 30,165



11



AVERAGE COMPENSATION BY TYPE OF PROJECT RECEIVING AN ABATEMENT IN 2016



Source: Average compensation by project type is from the 2015 IMPLAN model of Fulton County. County average compensation is from BLS QCEW wages plus 20% for benefits.

SUMMARY OF TOTAL ECONOMIC CONTRIBUTIONS IN 2016 ACTIVE ABATEMENT PROJECTS



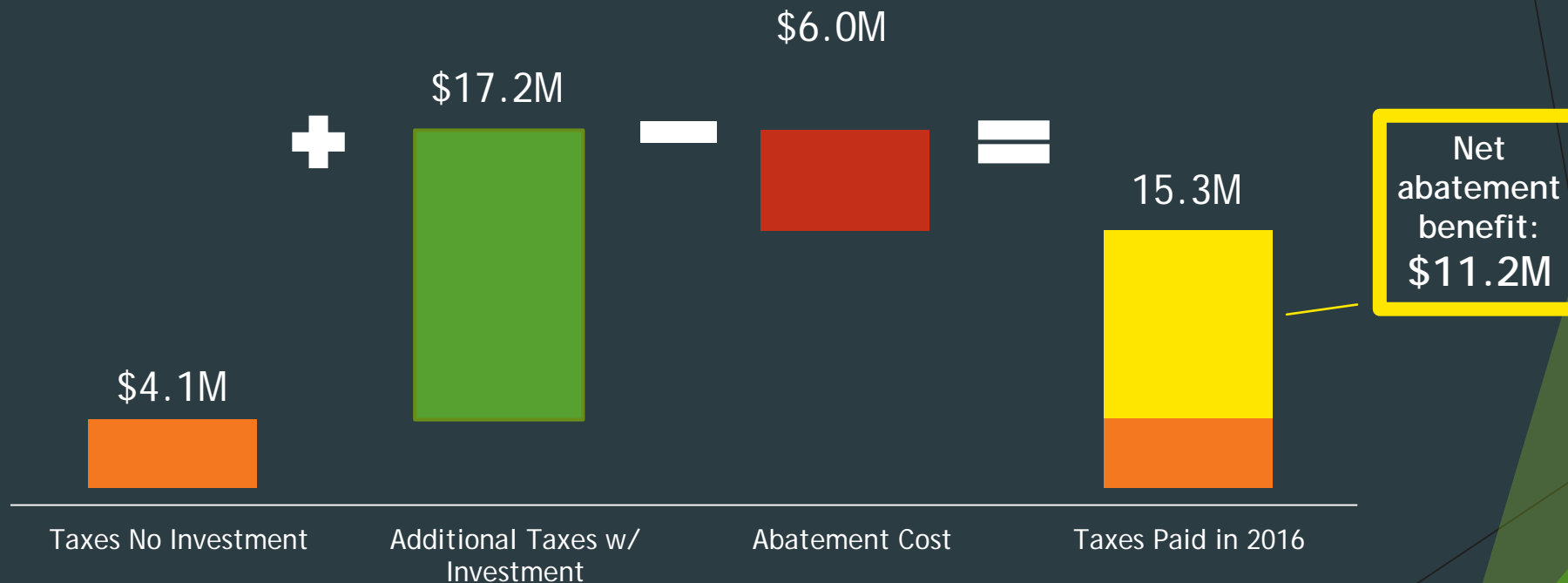
Type of property	Total employment	Total labor income (\$M)	Total economic output (\$M)
Office buildings	35,963	\$3,259	\$5,945
Retail and Restaurants	1,651	\$77	\$92
Manufacturing	4,360	\$426	\$1,845
Apartments	170	\$8	\$46
Data centers	1,383	\$120	\$320
Parking facilities	2,017	\$60	\$97
Hotel	3,082	\$142	\$396
Warehouse	1,314	\$68	\$164
Total all projects	49,940	\$4,160	\$8,905

- ▶ Total employment: Full- and part-time jobs, which includes the 30,165 direct jobs.
- ▶ Total labor income: Wage and benefits paid to employees
- ▶ Total economic output: Typically measured as the sales of a company



NET NEW PROPERTY TAXES FOR FULTON COUNTY IN 2016

Net new property taxes due to active abatements in 2016: \$11.2M



Source: EY analysis using Fulton County Assessor data on property parcels receiving an abatement in 2016



14



Economic Impact Highlights

OTHER FULTON COUNTY TAX IMPACTS - ALL ACTIVITY (DIRECT, INDIRECT, INDUCED)



Taxable bond projects (direct):

Project property taxes due to additional investment: \$11.2M

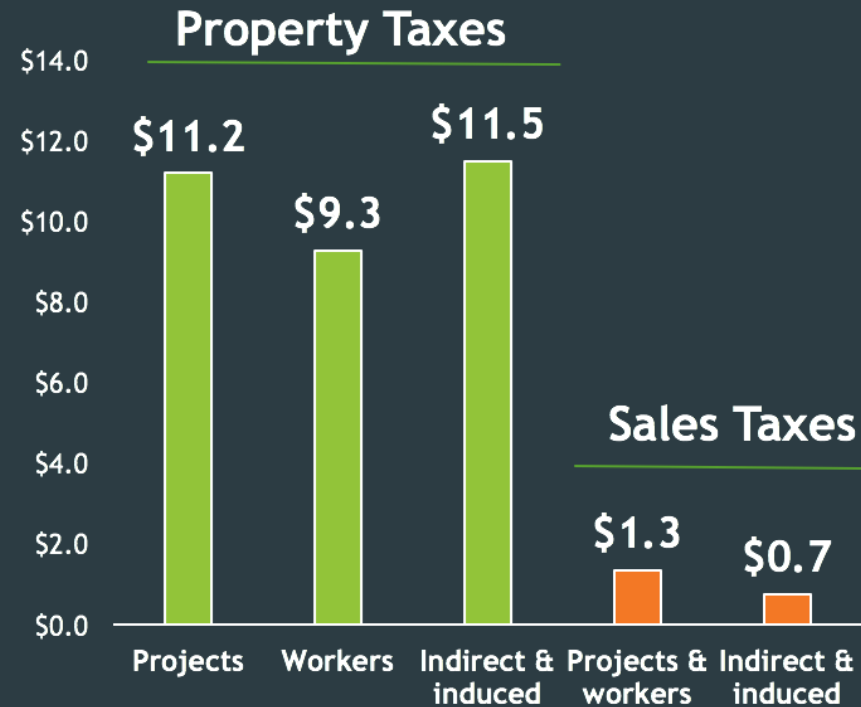
Worker property taxes: \$9.3M

Sales taxes: \$1.3M

Indirect and induced activity:

Property: \$11.5M

Sales: \$0.7M



Note: \$1.1 million in estimated other taxes are not shown



PROJECT SAMPLES



Investment

• \$500M

Jobs Created

• 550 jobs



Investment

• \$16M

Jobs Created

• 40 jobs



FUTURE STATE OF SELECT FULTON: SEIZING THE OPPORTUNITIES



FUTURE GROWTH

Challenges



Workforce
Development



Redevelopment
/
Under-
development



Infrastructure



Opportunities

Select Fulton - Office of Workforce
Development Partnership

Connect Fulton Business to
Fulton Educators

6 Strategic Corridors Identified

Support/Promote Area for
Growth

TSPLOST

Expand Fiber Connectivity

