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CEO,  
Select Fulton



# DISCUSSION TOPICS

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 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



### Fulton County Workers

1/3 JOBS



ATL MSA

1/2 WAGES 4



Select Fulton Update



# FY 2016 HIGHLIGHTS



## ► Project Spotlights



**Honeywell**



**Sysco**

South  
Fulton

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

Atlanta

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

Atlanta

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

Atlanta

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

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



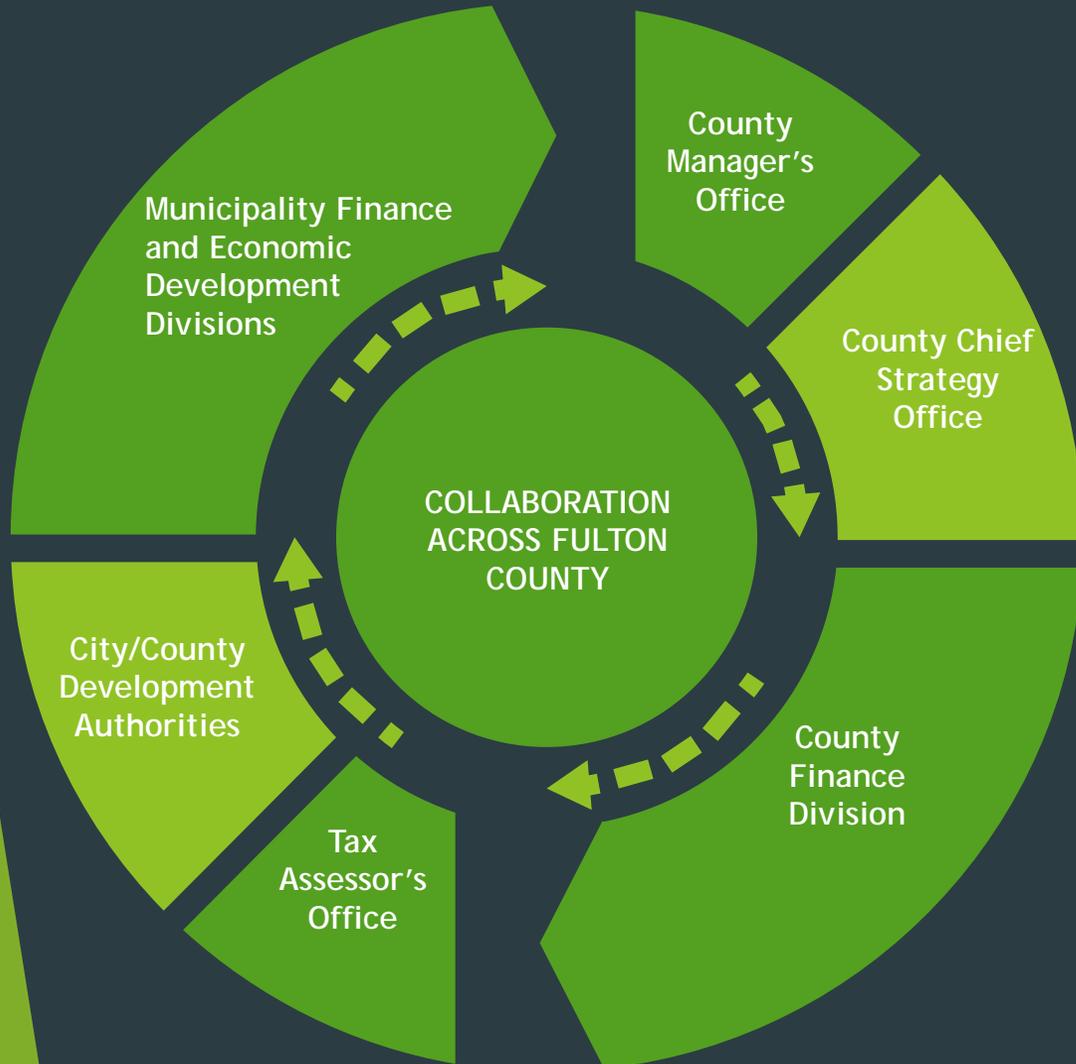
- ▶ The Governmental Accounting Standards Board (GASB) issued Statement 77, which requires disclosures about a government’s tax abatement agreements
- ▶ What is a “Tax Abatement”?

Programs Impacted In Fulton County			
Taxable Bond Deals	Enterprise Zones	Rehabilitated Historic Properties	Tax Allocation Districts (in limited instances)

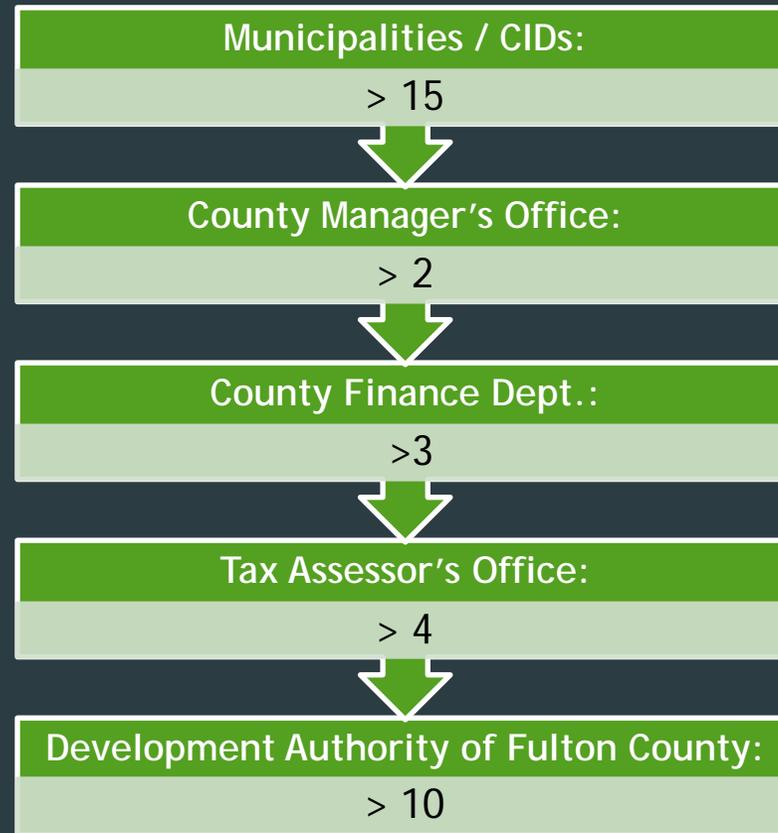
- ▶ Why do we do Tax Abatements?



# COLLABORATION ACROSS FULTON COUNTY



## # Touchpoints / Work Sessions



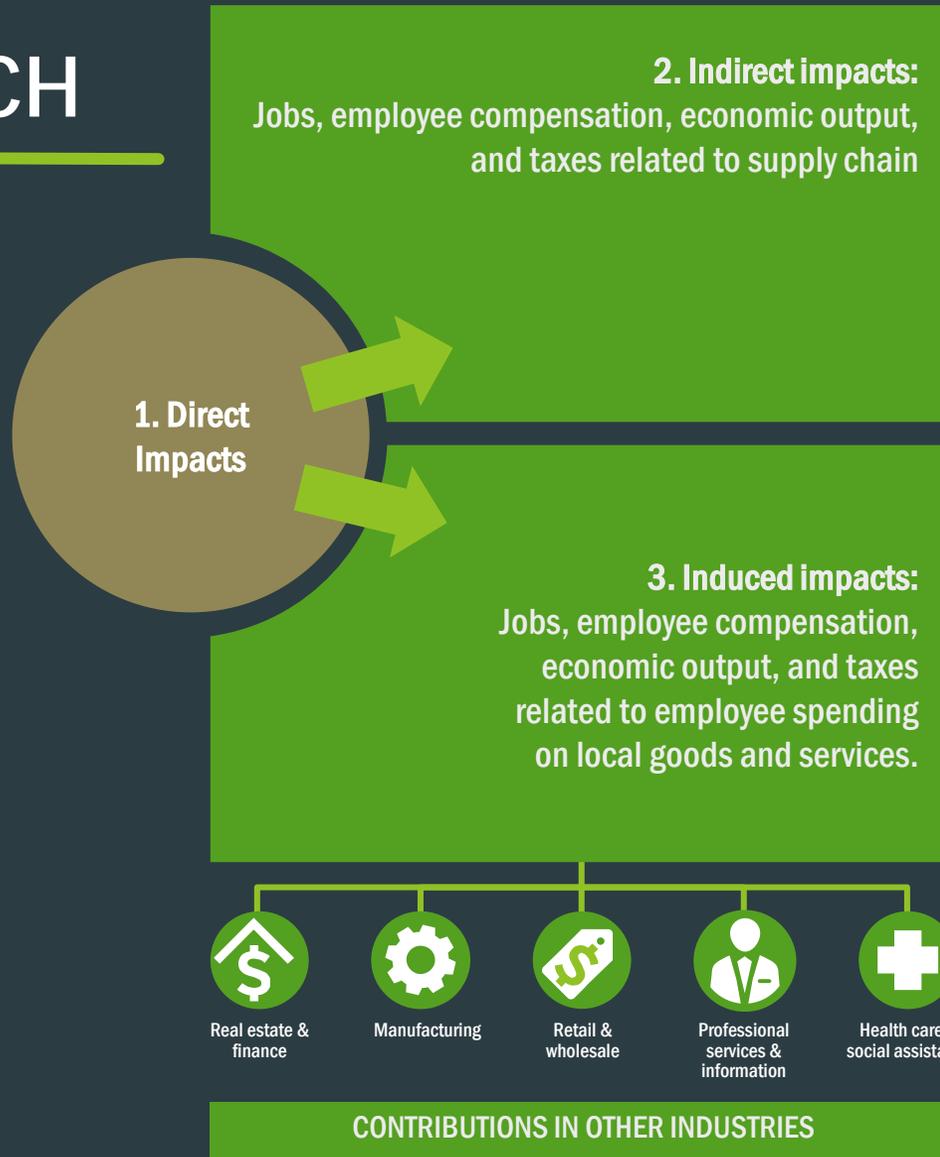
# ECONOMIC APPROACH

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:

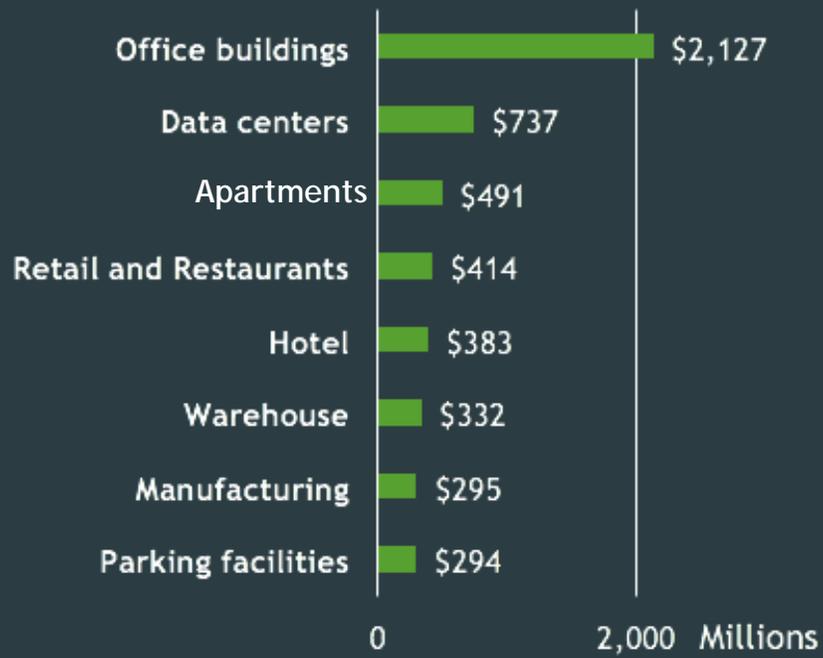
- Direct impacts - stem from projects
- Indirect impacts - suppliers
- Induced impacts - consumption related



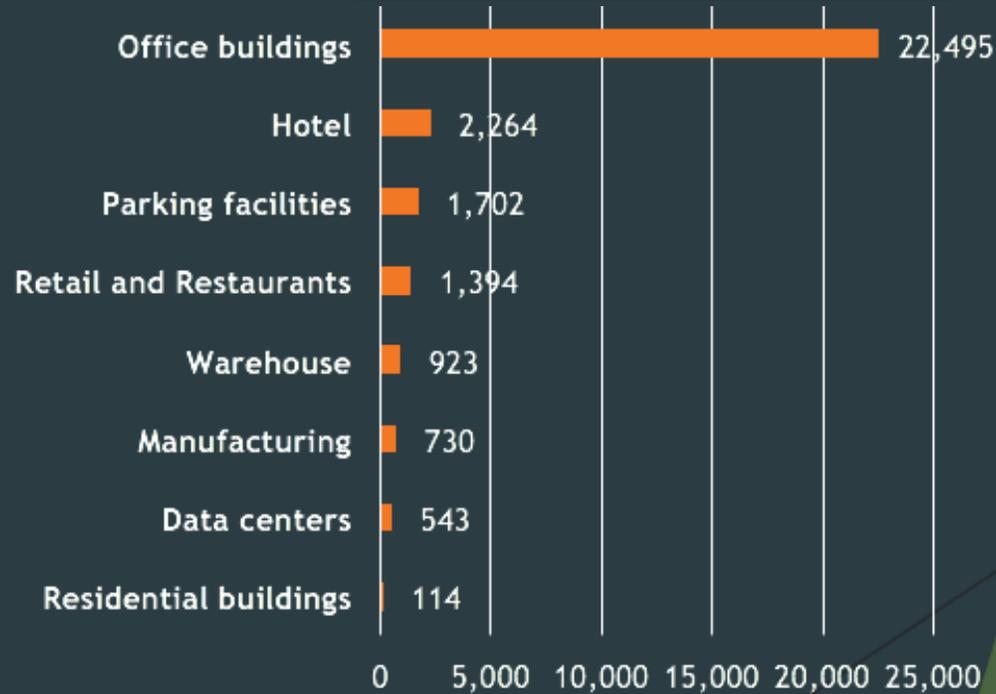
# DIRECT CAPITAL INVESTMENT AND JOB COMMITMENTS - 56 Active Projects



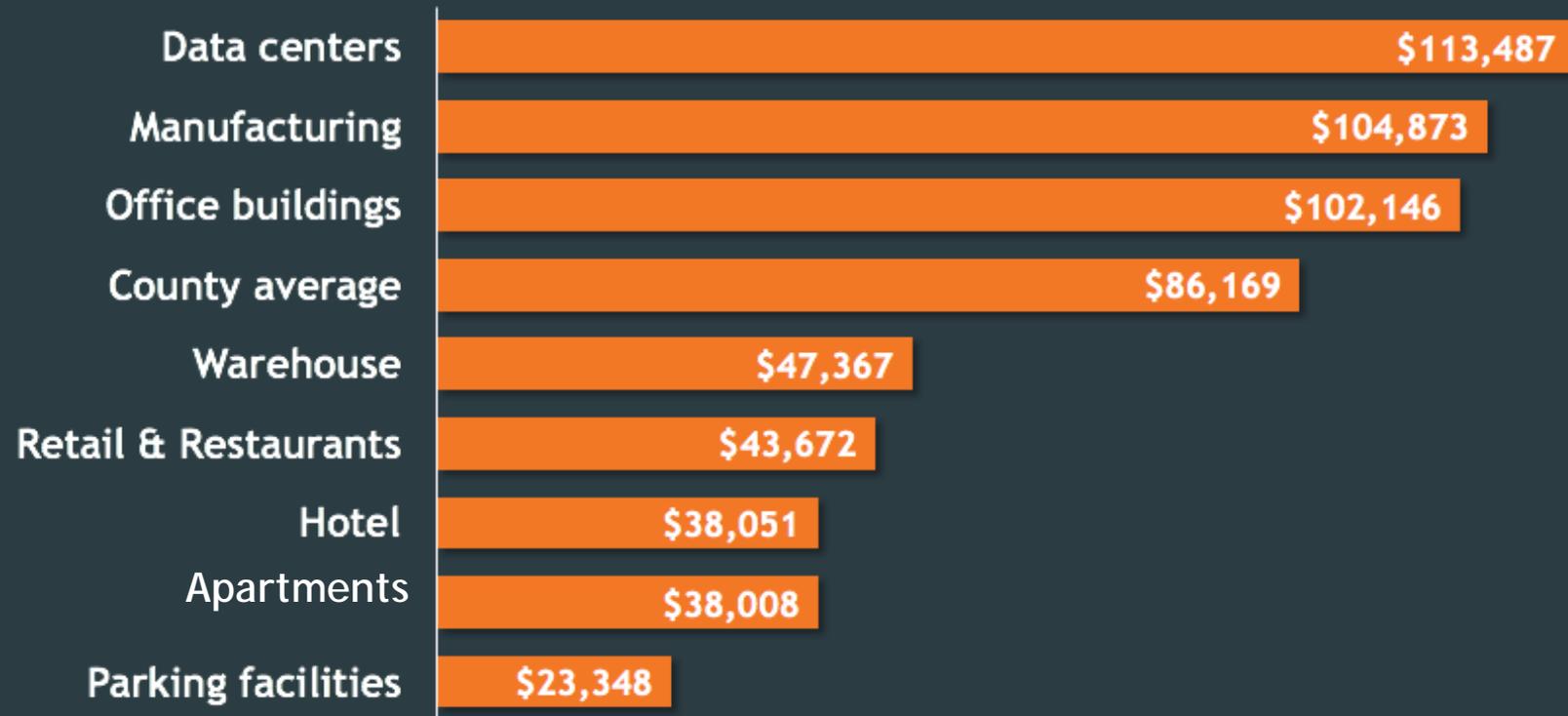
Capital investment by active abatement projects  
Total: \$5.1 billion



Job commitments by active abatement projects  
Total: 30,165



# 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 OCEW 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
<b>Total all projects</b>	<b>49,940</b>	<b>\$4,160</b>	<b>\$8,905</b>

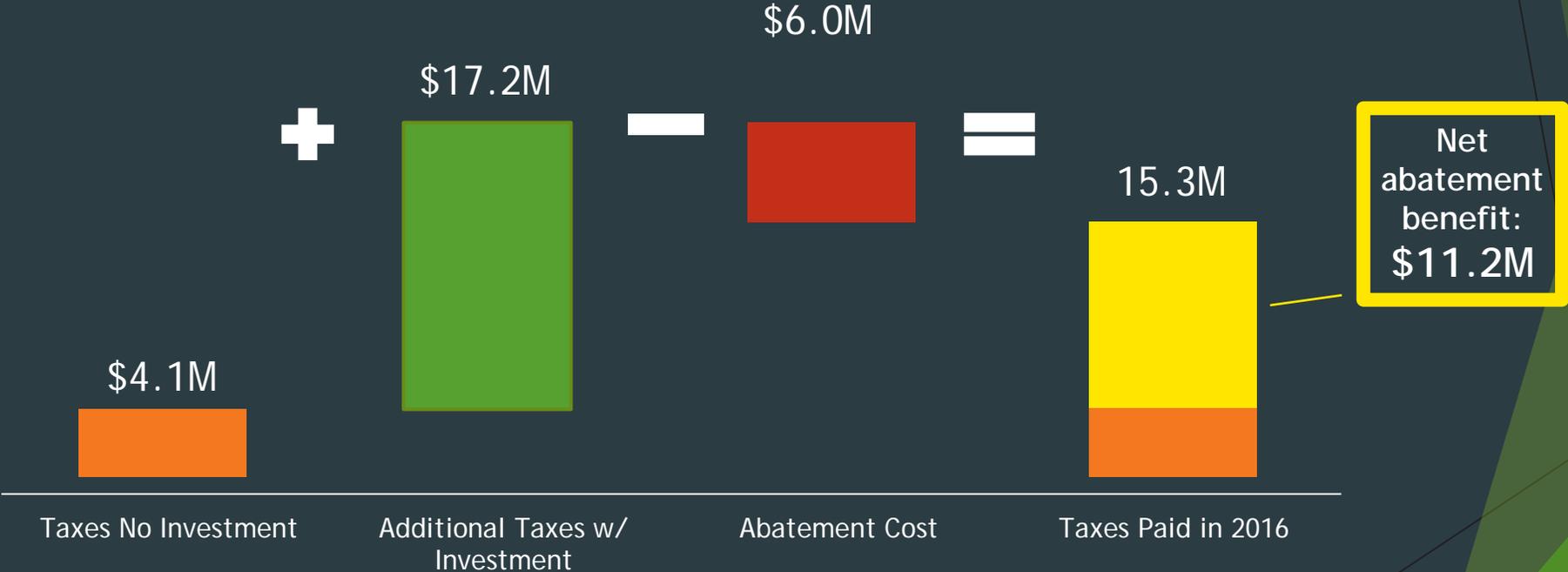
- ▶ Total employment: Full- and part-time jobs, which includes the 30,165 direct jobs.
- ▶ Total labor income: Wage and benefits paid to employees
- ▶ Total economic output: Typically measured as the sales of a company



# 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



# 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

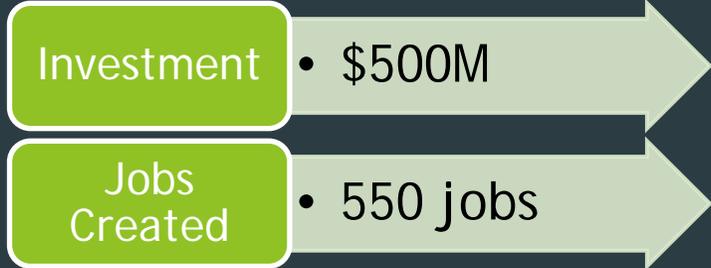
Sales: \$0.7M



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



# PROJECT SAMPLES



# FUTURE STATE OF SELECT FULTON: SEIZING THE OPPORTUNITIES



# FUTURE GROWTH



## Challenges

## Opportunities



Workforce  
Development



Select Fulton - Office of Workforce  
Development Partnership

Connect Fulton Business to  
Fulton Educators



Redevelopment  
/  
Under-  
development



6 Strategic Corridors Identified

Support/Promote Area for  
Growth



Infrastructure



TSPLOST

Expand Fiber Connectivity

