



2017 Activity Report of the
Development Authority
of Fulton County

Reaching New Heights

Connecting opportunities and
expanding communities





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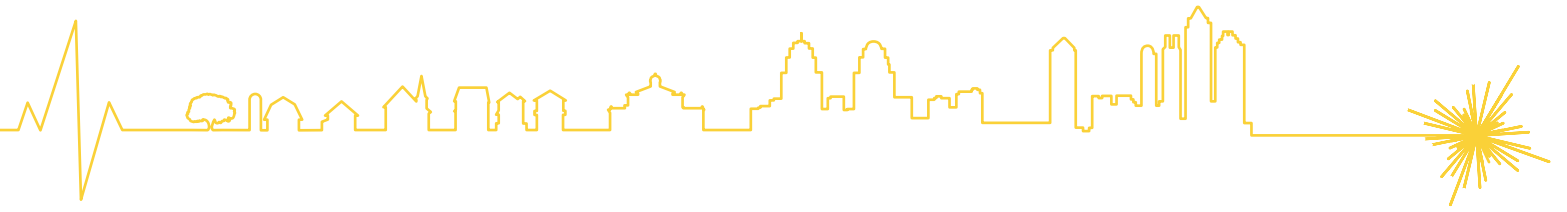


Our mission

To stimulate quality economic development in Fulton County using comprehensive marketing programs designed to expand and diversify the tax base, provide quality jobs, retain existing businesses and sustain quality of life for residents throughout Fulton County.



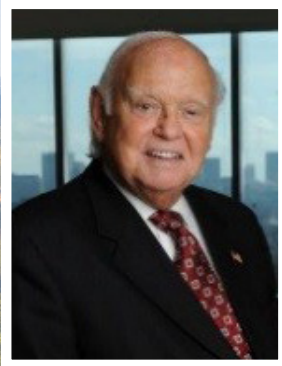
Board of Directors



Robert J. Shaw, Chairman
Penn Hodge, Vice Chairman
Dr. Samuel D. Jolley, Jr., Secretary
Walter Metze, Treasurer
Sam Bacote
Dr. Michael Bell
Steve W. Broadbent
Sarah Cash
Michel Turpeau



Chairman's view



Since its inception, the Development Authority of Fulton County (DAFC) has tirelessly pursued its mission to stimulate and retain economic development in Fulton County. 2017 was no exception, as the county realized continued economic expansion and infrastructure development across a multitude of industries vital to the community.

The DAFC is enabled to encourage growth and provide a better quality of life for the citizens of Fulton County primarily through its taxable bond program. This program allows Fulton County to have a seat at the table when businesses consider new build, relocation, and expansion projects, that bring with them capital investment and jobs to the county. This year the DAFC focused its efforts on growth in the manufacturing, corporate headquarters, bioscience, and technology sectors, leveraging relationships established within the business community and collaborating with government stakeholders to achieve collective business and community goals. We exceeded our growth goals with the commitment of more than 20,000 jobs and over \$1.76b in bond deals closed in 2017.

This success is due to the relentless work done by our team, including our Chief Executive Officer Al Nash, the DAFC staff, the DAFC Board of Directors, and also due to the support and collaboration fostered among the 15 cities and municipalities, the Fulton County Board of Commissioners, and Fulton County government agencies, including, but not limited to, the County Manager's Office and the Finance Division. We offer up a heartfelt thanks to all the stakeholders that partnered with us throughout this year. Your efforts have been instrumental to our accomplishments in 2017 and will allow the DAFC to serve this community in years to come.

Sincerely,

A handwritten signature in black ink that reads "Robert J. Shaw". The signature is written in a cursive, flowing style.

Robert J. Shaw

Chairman



Bond deals closed

Investment **\$1.76b**

Jobs **20,967**



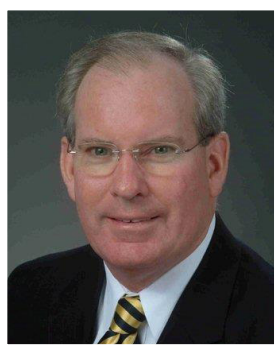
Bond inducements

Investment **\$2.3b**

Jobs **20,937**



Message from the CEO



As the Chief Executive Officer of the DAFC, I am humbled and honored as I reflect on the successful year we had in 2017 for the DAFC and Fulton County. Your investment in the Development Authority helped sustain the agency's reputation as a driver of economic growth not only in Fulton County, but also the metropolitan region. We are excited to continue this trend into the present day.

To our dedicated staff, thank you for going above and beyond in helping to make our county the thriving business community it is today. Through strategic alliances and partnerships, we were able to offer new and existing business members and community organizations unified support with the focus on sustainability and improving the quality of life for the citizens of Fulton County.

We also delivered on our commitment to grow the local tax base through the creation and retention of jobs and investment from our existing industries and corporate relocations. The DAFC helped to bring in several new projects that will generate property tax revenues for the county and region. We will continue to promote economic growth in this fluid and dynamic environment, influenced by e-commerce, global events, resource constraints, tax reform, and other new policy directives. But we cannot rest on our laurels. Even with the success of 2017, we want to see even more robust economic development in 2018. We are excited by this challenge and will strive to maintain our competitive edge as a leader in economic development.

We cannot thank enough the Fulton County Board of Commissioners and County staff, whose support was indispensable. Thank you to all who played a vital role in helping this Development Authority meet its mission to spur job growth and improve the quality of life for the citizens of Fulton County.

Al Nash

A handwritten signature in black ink that reads "Alvin P. Nash". The signature is written in a cursive, flowing style.

Chief Executive Officer

2017 year in review

2017 brought significant market expansion across a multitude of industries as the area's economy continued to thrive. The deals closed in 2017 resulted in the creation or retention of over 20,000 jobs, and the investment of more than \$1.76 billion in Fulton County. In addition, catalytic projects from recent years have continued to drive economic development, creating a "halo effect" of sequential business activity in 2017.

The capital investments in these DAFC financed projects fully support the DAFC's mission to promote economic development in Fulton County. Successful project announcements, including the new Sonoco packaging and display facility in the City of Fairburn, Sysco food operations expansion in Atlanta, and new logistics park in the City of Palmetto, are anticipated to bring a steady flow of jobs and revenue to the community, as well as revitalize older and/or unused assets into exciting new opportunities. Through these successful projects and collaboration with our partners, DAFC has helped make Fulton County the thriving business community it is today. With continued focus, commitment, and partnership, we are confident the success of our work will beget future investment to the county.

Community organizations to whom we owe many thanks for their collaboration and support include the Joint Development Authority of Metropolitan Atlanta; Georgia Chamber of Commerce; the Metro Atlanta Chamber; and the International Economic Development Council, which certifies economic development professionals worldwide. The Development Authority works closely with the Georgia Economic Developers Association and the Georgia Department of Economic Development to prosper our community by bringing new businesses and industries to Fulton County.





Bond inducements

The Development Authority in 2017, approved 29 bond inducement resolutions, representing more than \$2.3 billion in potential capital improvement projects in Fulton County and accounting for the creation or retention of a projected 20,937 jobs.

By comparison, the Development Authority's 44 inducement resolutions of 2016 totaled more than \$3.8 billion in potential capital investment, creating or retaining a projected 32,210 jobs. The 34 inducement resolutions in 2015 reflected over \$2.6 billion in potential projects, accounting for the creation or retention of a projected 19,821 jobs.

Induced project list

1110 Midtown, LLC.
Amount: \$50m
Jobs: 420

Advance Education, Inc.
Amount: \$9m
Jobs: 30

Aerotropolis West Logistics Park, LLC
Amount: \$48m
Jobs: 540

Alcon Laboratories, Inc.
Amount: \$67m
Jobs: 100

BR Vickers Roswell, LLC
Amount: \$32m
Jobs: 165

Campanile Property LLC
Amount: \$88.65m
Jobs: 1665

CPI-Phipps Limited Liability Company
Amount: \$200m
Jobs: 2,150

Fuqua Acquisitions II, LLC
Amount: \$96.5m
Jobs: 840

Fuqua Development, LP
Amount: \$87m
Jobs: 600

Georgia Tech Foundation, Inc.
Amount: \$95m
Jobs: 27

Georgia Tech Foundation, Inc.
Amount: \$35m
Jobs: 30

HP Atlanta Centennial Park JV LLC
Amount: \$48m
Jobs: 435

IPT Southmeadow DC LLC
Amount: \$23.2m
Jobs: 50

Legacy Ventures
Amount: \$35m
Jobs: 550

Majestic Realty Co.
Amount: \$251.2m
Jobs: 400

Northside Hospital, Inc.
Amount: \$48m
Jobs: 420

NP 15th Street, LLC
Amount: \$51.5m
Jobs: 375

Palmetto ROPLR LLC
Amount: \$115m
Jobs: 2,250

Parkside Partners and Greenstone Properties
Amount: \$32.5m
Jobs: 700

Piedmont Hotel Owner, LLC
Amount: \$43m
Jobs: 385

PME Oakmont Airport Logistics LLC
Amount: \$8.9m
Jobs: 60

Red Rock Developments
Amount: \$126.5m
Jobs: 1800

Royal South Parkway Investors, LLC
Amount: \$17.2m
Jobs: 275

Small Business Credit Cooperative, Inc. (Grow America NOW)
Amount: \$100m
Jobs: 64

Sonoco D&P, LLC
Amount: \$20m
Jobs: 527

Sysco Atlanta, LLC
Amount: \$56m
Jobs: 910

T3 AS Investors, LLC
Amount: \$84m
Jobs: 1,500

Toll Brothers, Inc.
Amount: \$80m
Jobs: 558

WellStar Health System, Inc.
Amount: \$335m
Jobs: 3,111

Jobs summary



5,315 TEMPORARY JOBS



11,124 NEW JOBS



4,498 RETAINED JOBS

Total Bonds Issued

\$2.3b

Total Jobs Projected

20,937

A young woman with long brown hair, wearing a light-colored blazer over a dark top, is smiling warmly. She is shaking hands with a man whose face is partially visible on the right side of the frame. The man is wearing a dark suit jacket and a light-colored shirt. The background is a blurred office setting with computer monitors. The image has a green geometric overlay in the top right and bottom right corners.

Bond issues closed

Project financing obtained through bonds issued in 2017 by the Development Authority totaled \$1.76 billion, creating or retaining a projected 20,967 temporary or permanent jobs within Fulton County. By comparison, bonds issued by the Development Authority in 2016 totaled \$2.0 billion, accounting for approximately 14,041 temporary or permanent jobs within Fulton County. For 2015, the Development Authority issued bonds valued at \$2.6 billion, and created or retained a projected 13,633 jobs.

Closed project list

14th Peachtree Phase II Holdings, LLC

Date Closed: 4/17
Amount: **\$35m**
Jobs: **340**

Aerotropolis West Logistics Park, LLC (Series A, B & C)

Date Closed: 12/17
Amount: **\$48m**
Jobs: **850**

BR Vickers Roswell, LLC

Date Closed: 6/17
Amount: **\$32m**
Jobs: **165**

Buckhead/Park Avenue Holdings, LLC

Date Closed: 5/17
Amount: **\$120m**
Jobs: **330**

Campanile Property, LLC

Date Closed: 12/17
Amount: **\$124.7m**
Jobs: **1,665**

Children's Healthcare of Atlanta, Inc.

Date Closed: 4/17
Amount: **\$57m**
Jobs: **4,537**

Equifax, Inc.

Date Closed: 8/17
Amount: **\$6m**
Jobs: **2,120**

Fuqua Acquisitions II, LLC (Madison Yards)

Date Closed: 10/17
Amount: **\$96.5m**
Jobs: **840**

Georgia Tech Foundation, Inc.

Date Closed: 2/17
Amount: **\$33.5m**
Jobs: **30**

Georgia Tech Foundation, Inc. (2017 Refunding)

Date Closed: 12/17
Amount: **\$74.9m**
Jobs: **27**

Glencastle Atlanta Apartments, LLC

Date Closed: 11/17
Amount: **\$45m**
Jobs: **155**

Grow America NOW

Date Closed: 10/17
Amount: **\$15m**
Jobs: **64**

IPT Southmeadow DC LLC

Date Closed: 12/17
Amount: **\$23.2m**
Jobs: **50**

LMV Thirteenth Piedmont Holdings, LP

Date Closed: 3/17
Amount: **\$105m**
Jobs: **414**

Northside Hospital, Inc. and 1110 Midtown, LLC

Date Closed: 12/17
Amount: **\$98m**
Jobs: **420**

NP 15th Street, LLC

Date Closed: 12/17
Amount: **\$51.5m**
Jobs: **375**

Palmetto ROPLR LLC

Date Closed: 12/17
Amount: **\$115m**
Jobs: **2,250**

Piedmont Hotel Owner, LLC

Date Closed: 12/17
Amount: **\$43m**
Jobs: **385**

PME Oakmont Airport Logistics, LLC

Date Closed: 12/17
Amount: **\$8.9m**
Jobs: **60**

PPF Industrial Buffington Road Development LLC

Date Closed: 12/17
Amount: **\$7.9m**
Jobs: **170**

PPF Industrial Flat Shoals, LLC

Date Closed: 12/17
Amount: **\$19.3m**
Jobs: **185**

Royal South Parkway Investors, LLC

Date Closed: 12/17
Amount: **\$17.2m**
Jobs: **275**

Sonoco D&P, LLC

Date Closed: 3/17
Amount: **\$24m**
Jobs: **527**

Sysco Atlanta, LLC

Date Closed: 3/17
Amount: **\$56m**
Jobs: **910**

The Kroger Co. Northside

Date Closed: 8/17
Amount: **\$34m**
Jobs: **150**

The Standard at Atlanta, LLC

Date Closed: 3/17
Amount: **\$120m**
Jobs: **462**

Warehouse Properties, L.P.

Date Closed: 9/17
Amount: **\$17.5m**
Jobs: **100**

WellStar Health System, Inc.

Date Closed: 8/17
Amount: **\$328.9m**
Jobs: **3,111**

Jobs summary



3,960 TEMPORARY JOBS



6,613 NEW JOBS



10,394 RETAINED JOBS

Total bonds issued

\$1.76b

Total jobs projected

20,967

Economic impact results for 2017

Property tax incentives were provided by the DAFC with the requirement that new economic activity result from the incentive.

In 2017, there were 62 projects actively receiving a property tax incentive. At the time these projects received approval for their property tax incentives, they planned to make capital investments of \$5.3 billion and create or retain 29,380 jobs in Fulton County.

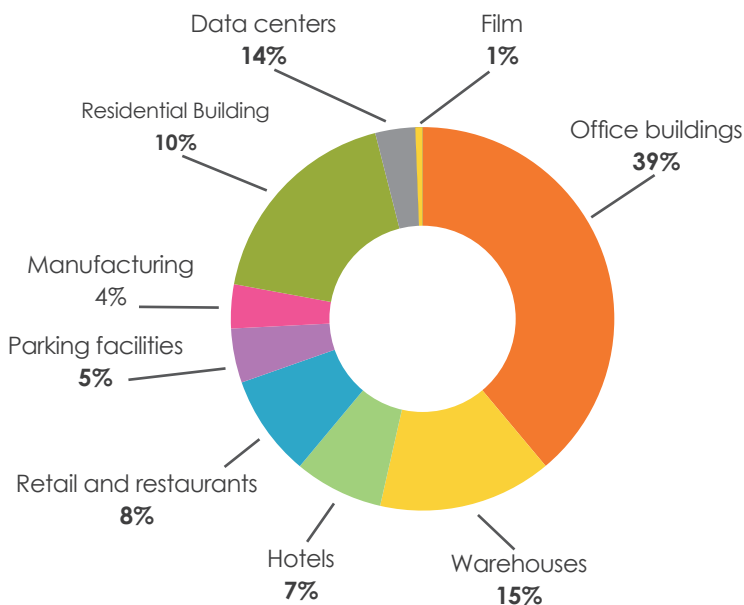
Active projects

62

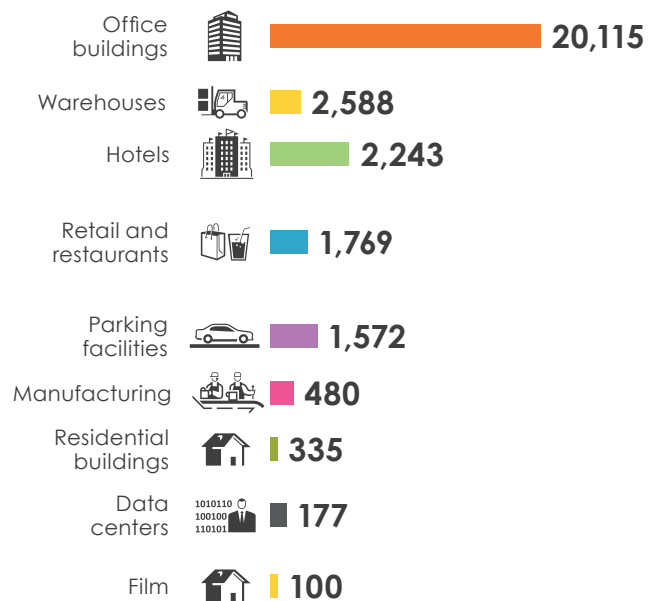
Planned capital investments

\$5.3b

Planned capital investment by type of project
Total \$5.3b



Total new and retained jobs by active incentive projects in 2017



Types of economic benefits



+



+



=



Direct economic benefit for businesses receiving the tax incentive

Indirect economic benefit resulting from purchases from local suppliers by projects receiving incentive

Induced economic benefit resulting from local spending by employees at the companies receiving tax incentives and their suppliers

Total economic benefit

Total economic benefits

Construction-related benefits

Projects receiving a property tax incentive in 2017 planned to spend \$5.3 billion in new buildings, renovations of existing buildings, and new equipment and machinery. Jobs were created when the company made the investment, which could have been at any point in the past 10 years. The average annual employment impact due to construction activity is estimated to be 4,599 jobs. Workers in construction and other industries that benefited from the capital investments received \$3.3 billion in labor income over the past 10 years for an average compensation of \$71,366 per worker.

Annual jobs supported

4,599

Average annual compensation

\$71,366

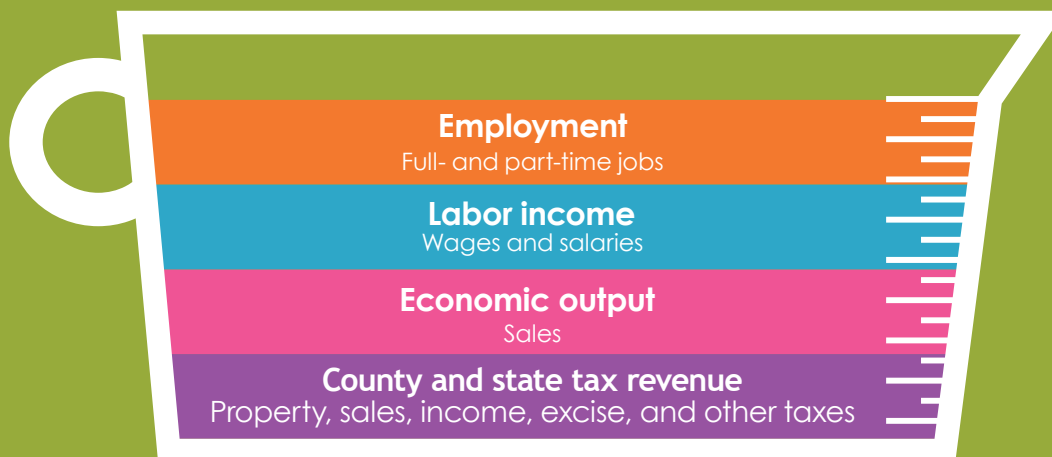
Operational benefits in 2017

Active incentive projects in 2017 contributed more than 47,500 jobs, nearly \$3.9 billion of labor income, and economic output of more than \$8.2 billion in Fulton County.

Total economic impacts			
Property type	Jobs	Labor income (\$millions)	Economic output (\$millions)
Office buildings	32,811	\$3,049	\$5,659
Retail and restaurants	2,085	\$96	\$111
Manufacturing	2,888	\$284	\$1,239
Residential buildings	501	\$23	\$136
Data centers	454	\$40	\$106
Parking facilities	1,866	\$57	\$91
Hotel	3,066	\$143	\$401
Film	177	\$13	\$45
Warehouse	3,697	\$194	\$465
Total all projects	47,544	\$3,898	\$8,253

Total benefits include direct, indirect, and induced.

Types of economic measures



GASB 77 results

GASB 77 overview

In April 2015, the Governmental Accounting Standards Board (GASB) issued Statement No. 77, which requires all state and local governments to disclose tax revenue foregone associated with a government's tax incentive agreements for each annual reporting period. The DAFC has been a leader in complying with this new requirement, collaborating with the Fulton County's Tax Assessor's Office and Finance Division, school districts, and local municipalities in the county.

County property tax impact

The 62 projects that received a property tax incentive from Fulton County would have only paid \$4.0 million in property taxes in 2017 had they not made new investments. After making new investments, these projects contributed \$18 million in real and personal property taxes for the Fulton County government. Fulton County then provided an incentive of \$6.6 million resulting in \$15.5 million in total real and personal property taxes in 2017 and a total net benefit of \$11.5 million.

\$4.0 million

Taxes no incentive



\$18 million

Additional taxes with investment



\$6.6 million

Incentive



\$15.5m*
in 2017

Real and personal property taxes for **62** projects

*Numbers may not sum due to rounding.



New state and county taxes

Fulton County tax benefits in 2017

Economic activity associated with active incentive projects supports tax revenue for Fulton County. The total county tax benefit due to active incentive projects is estimated to have been \$31.5 million in 2017, with projects contributing \$30.2 million in property and sales taxes.

Incentive projects



Indirect and induced activity

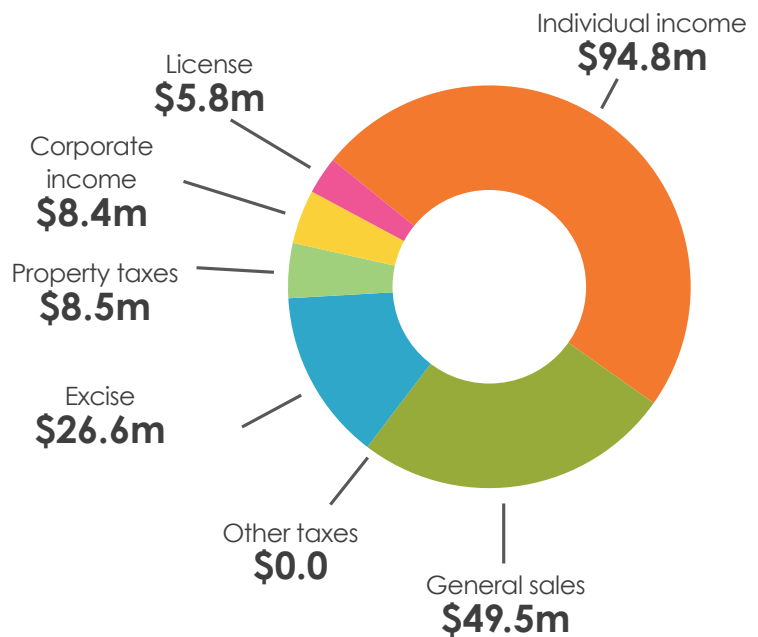


State tax benefit in 2017 due to active incentive projects

Incentive projects contributed an estimated \$193 million in new state taxes in 2017.

Total state taxes
\$193m

Estimated 2017 state tax contributions due to active incentive projects in 2017



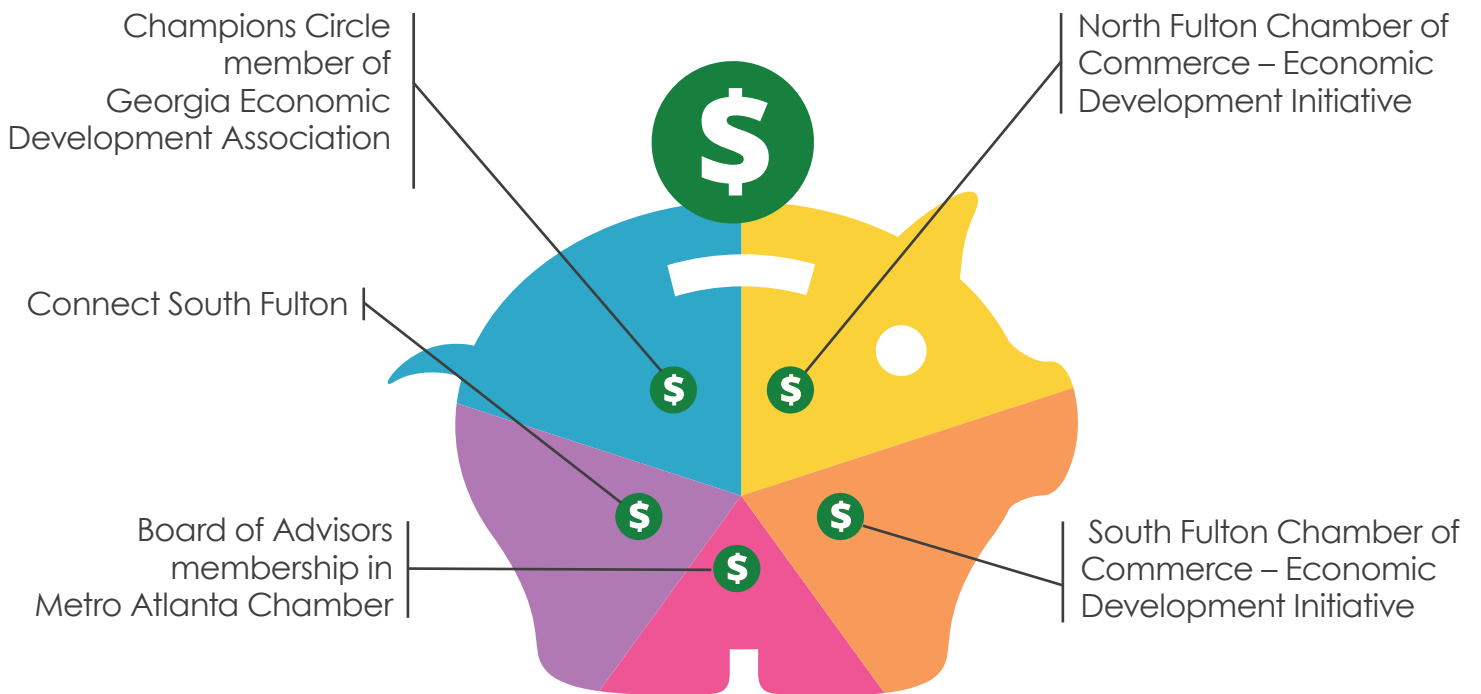
Strategic alliances

Understanding that sustainable economic development is a product of strategic alliances, the Development Authority of Fulton County was involved in a variety of associations and initiatives that supported economic development and strengthened partnerships across the region.

In 2017, the Development Authority served on the Board of Advisors for the Metro Atlanta Chamber and sponsored several events throughout the metro Atlanta area for the purpose of engaging the community and developing the growth of the region.

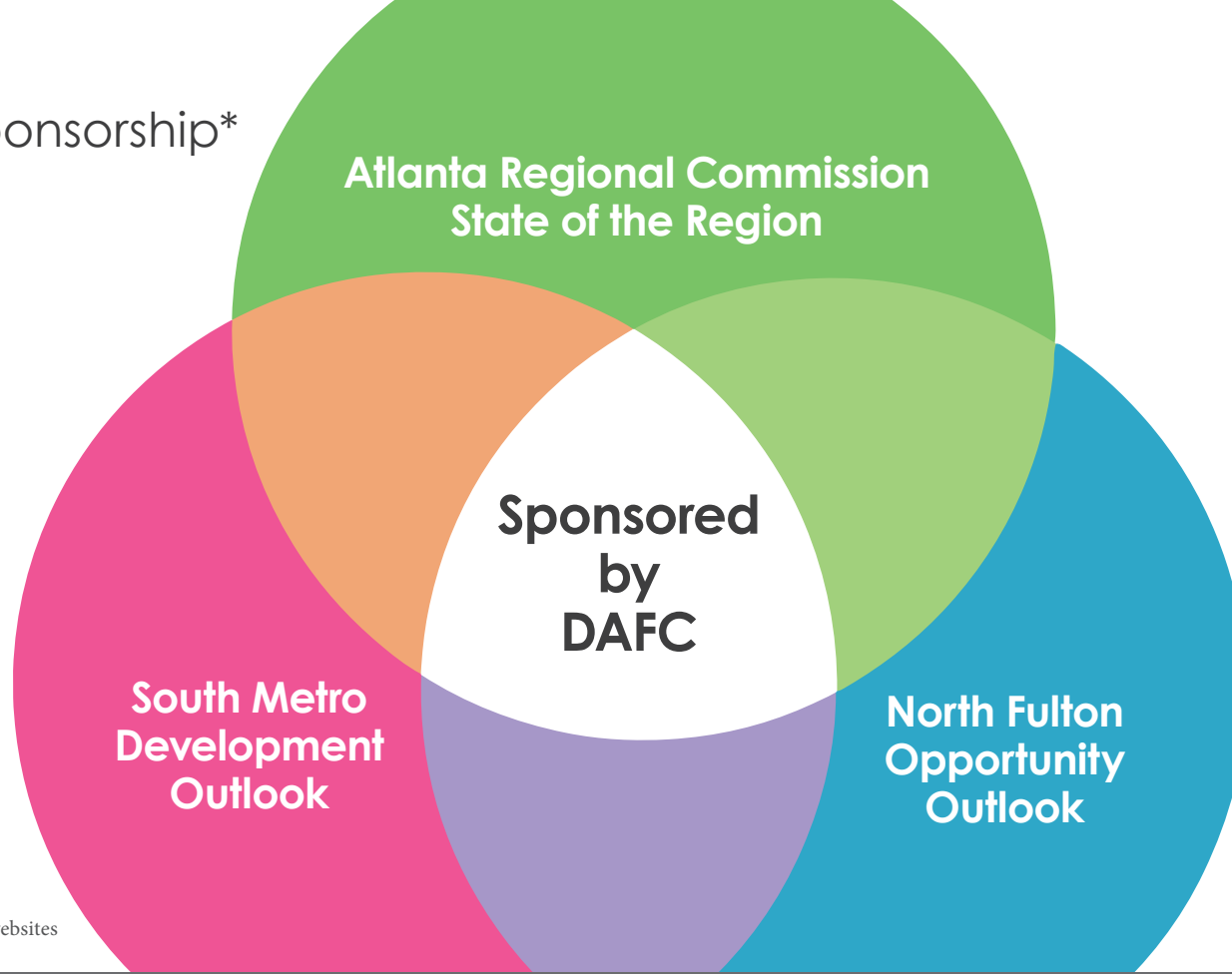
Over the past few years the Development Authority has successfully leveraged the networking opportunities that arise from local, regional and international events such as conferences and trade shows. In 2017, the DAFC's involvement in these events as a sponsor, partner and/or active participant has assisted in growing the DAFC's brand recognition and has supported the Development Authority's mission through increased opportunities for business investments within Fulton County.

2017 Investments*



*sourced from individual associations' websites

2017 Event sponsorship*



*sourced from individual events' websites

2017 Trade shows/conferences

**Georgia Economic
Developers Association
Spring Conference**

**Georgia Economic
Developers Association
Annual Conference**



A nighttime photograph of a city skyline with several illuminated skyscrapers. The lights from the buildings are reflected in a body of water in the foreground. The sky is a deep blue with some light clouds. A white, semi-transparent geometric shape is overlaid on the left side of the image, containing the text.

2017 Development Authority staff

Al Nash
CEO

Doris Metcalfe Coleman
Administrative Officer/Compliance Manager

Marva Bryan
Accounting Manager/Tax Incentive Analyst

Sabrina Kirkland
Executive Assistant/Technology Associate

Sandra Z. Zayac
Authority Counsel

Shelby Uribe
Authority Counsel



Contact us

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