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## The Development Authority of Fulton County Newsletter

Fall 2018

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### DAFC's e-Newsletter

Welcome to the Development Authority of Fulton County's (DAFC) e-newsletter. Each quarter, we will bring to you the latest economic development news in Fulton County.

We welcome the opportunity to explore taxable and tax-exempt revenue bond financing options and can assist in identifying all existing resources and incentives available to your organization. We invite you to contact us directly at 404-612-8078 or search our website at [www.developfultoncounty.com](http://www.developfultoncounty.com) for additional information.

### Economic Drivers Today - What questions are businesses asking about growth locations

*By Robert J. Shaw, Chairman  
Development Authority of Fulton County*



Historically, when businesses decided to relocate or expand, issues like land costs, access to markets, tax structure and similar criteria were at the forefront of decision-making. While these factors remain significant, a major shift in priorities have occurred in recent years. Today, business growth decisions are more focused on what traditionally were considered "soft" factors, including:

#### Workforce

- Can they recruit individuals from the local market with the basic skills who can be quickly trained for needed tasks and who can pass a drug test?

**Talent** - A related, but somewhat different concern is the quality of talent. Is there a pool of highly educated people to fill important management and technical roles?

**Quality of Life** - whether they are transferring or recruiting, where will employees live and play? How good are local schools and are there enough entertainment/recreation opportunities to attract good people. What are employee commuter experiences like? Are area housing costs affordable to those individuals who

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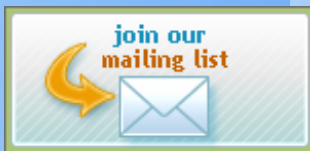
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will work at the location?

**Business Philosophy** - How business friendly are the local and state governments? Do they see businesses mostly as a source of tax revenue or as partners in creating a healthier economic environment by keeping tax rates reasonable? If they are partners, are these governments willing to lower tax burdens, particularly in the early years when expansion or relocation costs are highest?

Fortunately, Georgia and Fulton County can give positive answers to almost all these questions. At the Development Authority of Fulton County, we bring both information and services to the table that ensure we can check all the boxes when businesses are looking for a partner to invest in their futures.

### PSREG Fountains at North Point Owner, LLC:

USE	Area	Parking	Parking
	(Sq. Feet)	Spots	Required
RETAIL	18000 SF	43	81.00
RESTAURANT	2000 SF	45	27.00
RESTAURANT	2000 SF	10	48.00
RESTAURANT	1000 SF	10	48.00
OFFICE	2000 SF	5	18.00
Ground Total	18116 SF	113	242.00

PROPERTY GROUP	Area	Use	Ground Total
RETAIL	18000 SF	RETAIL	18000 SF
OFFICE	2000 SF	OFFICE	2000 SF
RESTAURANT	4000 SF	RESTAURANT	4000 SF



Hwy9 & Sun Valley  
MASTERPLANNING

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The DAFC recently closed a \$65 million taxable bond transaction to develop a mixed-use facility located at 11070 Alpharetta Highway in the City of Roswell. The development will transform an approximately 150,000 square foot, largely vacant shopping center into approximately 300 multifamily units and 70,000 square feet of commercial space, including retail, restaurant, and entertainment components. The project will consist of the reorientation of Sun Valley Road to create a Main Street effect in the center and redirect traffic by connecting Houze Road and Highway 9, which will significantly help with traffic congestion. Overall, the project will create 200 full time jobs and 400 construction jobs.

### SCP Harris Road Owner, LLC:

The DAFC recently closed a \$38,650,000 taxable bond deal to build a multifamily apartment community on an approximately 13-acre site on Harris Road in the City of Fairburn. The project will consist of approximately 276 units, including one-bedroom, two-bedroom, and three-bedroom options. The development is the second multifamily development to be built south of I-285 in almost 15 years and since the area is largely underdeveloped, the project will promote greater investment in the area. Overall, the project will create 8 full time jobs and 250 construction jobs.

