

# ECONOMIC DEVELOPMENT UPDATE

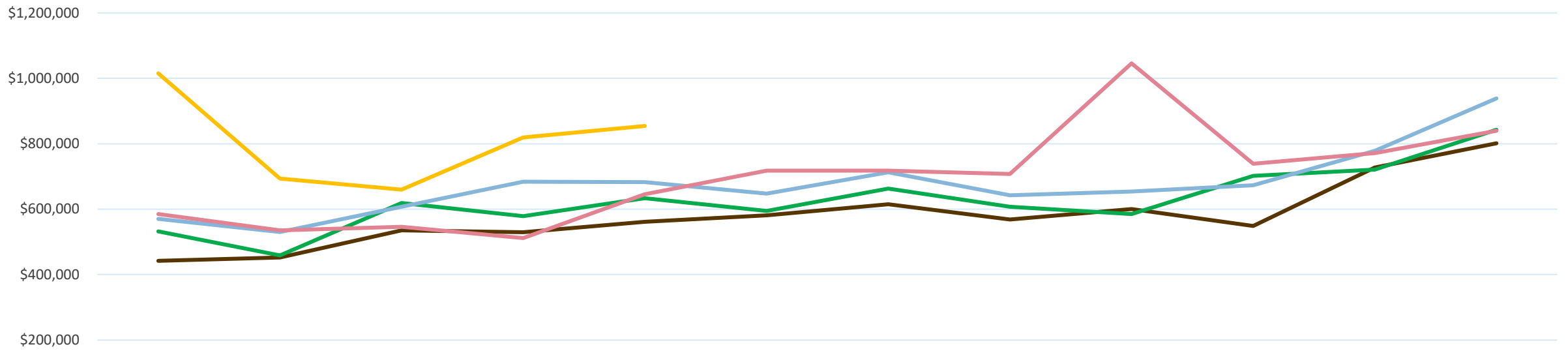


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DEVELOPMENT AUTHORITY  
OF DAWSON COUNTY

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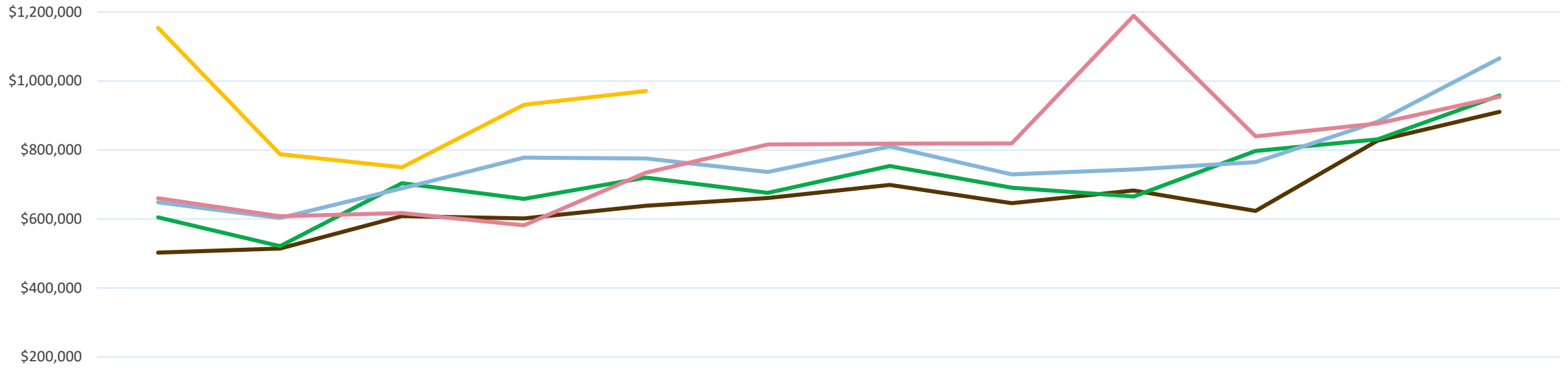
June 22, 2021



|      | January     | February  | March     | April     | May       | June      | July      | August    | September   | October   | November  | December  |
|------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|-----------|-----------|-----------|
| 2017 | \$441,890   | \$452,433 | \$535,291 | \$529,434 | \$561,288 | \$581,229 | \$614,883 | \$568,284 | \$600,343   | \$548,487 | \$727,630 | \$801,406 |
| 2018 | \$532,171   | \$458,582 | \$619,067 | \$578,836 | \$633,527 | \$594,658 | \$662,763 | \$607,367 | \$585,335   | \$701,570 | \$721,059 | \$843,040 |
| 2019 | \$570,415   | \$530,367 | \$607,250 | \$684,280 | \$682,561 | \$647,688 | \$712,698 | \$642,212 | \$653,714   | \$673,253 | \$778,488 | \$938,398 |
| 2020 | \$585,076   | \$535,152 | \$546,172 | \$511,547 | \$645,955 | \$717,680 | \$717,619 | \$707,901 | \$1,046,183 | \$739,021 | \$771,452 | \$839,832 |
| 2021 | \$1,015,493 | \$693,527 | \$659,451 | \$819,160 | \$854,327 |           |           |           |             |           |           |           |

2017 2018 2019 2020 2021

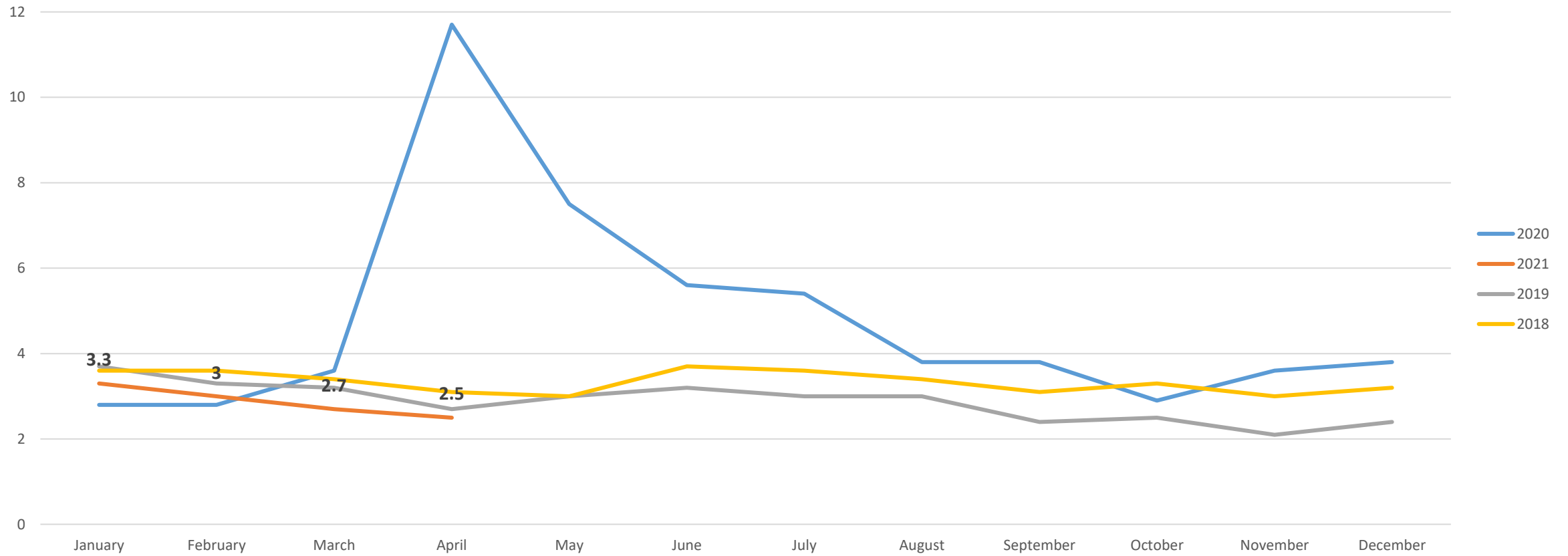
# DAWSON COUNTY LOST COLLECTIONS



| \$0  | January     | February  | March     | April     | May       | June      | July      | August    | September   | October   | November  | December    |
|------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|-----------|-----------|-------------|
| 2017 | \$502,157   | \$514,143 | \$608,288 | \$601,645 | \$637,838 | \$660,473 | \$698,736 | \$645,796 | \$682,219   | \$623,291 | \$826,862 | \$910,697   |
| 2018 | \$604,751   | \$521,238 | \$703,497 | \$657,805 | \$719,926 | \$675,757 | \$753,150 | \$690,198 | \$665,171   | \$797,261 | \$830,759 | \$958,016   |
| 2019 | \$648,202   | \$602,699 | \$688,532 | \$777,630 | \$775,252 | \$735,862 | \$809,891 | \$728,964 | \$743,147   | \$764,907 | \$882,055 | \$1,065,726 |
| 2020 | \$659,726   | \$607,910 | \$616,984 | \$581,347 | \$733,999 | \$815,415 | \$818,054 | \$819,086 | \$1,188,750 | \$839,517 | \$876,561 | \$954,260   |
| 2021 | \$1,153,910 | \$787,979 | \$749,380 | \$930,667 | \$970,671 |           |           |           |             |           |           |             |

2017 2018 2019 2020 2021

# DAWSON COUNTY SPLOST COLLECTIONS



# DAWSON COUNTY UNEMPLOYMENT TRACKING

# STRATEGIC PLAN IMPLEMENTATION

## Workforce Development

- Graduate Pathways for Success
  - 2 day mini program held in June
- StartUP Appalachia (Entrepreneurship Partnership with UNG)
  - Business Pitch Program with DCHS Fall 2021
  - Entrepreneurship programming embedded into CTAE classes
  - Student industry relationship building based on YouScience data
- Collaborating to align DCMS/DCJHS pathway and career development programming with College & Career Academy
- Develop a scorecard to evaluate & track existing programming.

## Create A Business-friendly Environment

- Incentives Policy Development in final stages with BoC
- Take credit for what we are already doing
- Position as an Internal Business Advocate
  - Survey Developers for Issues
  - Build relationships with private consultants to provide custom solutions
  - Proactively educate developers on new 400 overlay guidelines

# STRATEGIC PLAN IMPLEMENTATION

## Retain & Expand Existing Businesses

- Flex Office Space (30% office, 70% whse) is a need.
- Utility partnerships to incentivize expansion
- Build relationships with existing business supply chain.

## New Business Attraction

- Strategy to leverage regional (Hall/Forsyth) economy. Build partnership (Target Q1 2022) to grow supply chain for existing firms.
- Establish Veteran Friendly Community Designation
  - Good Source of mid-level managers
  - Leverage existing GDOL workforce tax credit for veterans
- Establish Development Roundtables
  - Medical Office Developers
  - Flex Office Developers
  - Obtain options on desirable properties

# STRATEGIC PLAN IMPLEMENTATION

## Market the Community

- Establish HQ Outreach Program
- Host State Site Selectors Event (Target Q3 2021)
- Promote existing site selection webtool
- Develop an “Open for Business” Campaign for site selectors & commercial developers/brokers

## Enhance Quality of Life

- Comprehensive Trail Plan - Completed
- Work with developers to fund greenspace and infrastructure with an eye to interparcel connectivity and pedestrian access – addressed in incentives program

# BUSINESS DEVELOPMENT

## EXISTING BUSINESS EXPANSION

### Fort Dearborn Warehousing & Line Expansion

- 50,000 sq ft
- 25 net new jobs
- \$8M investment

### BTD Expansion

- 200,000 sq ft
- TBD net new jobs
- TBD investment

### 3<sup>rd</sup> Party Logistics Provider – Increased Project Size

- 100,000 sq ft
- 20 net new jobs
- TBD investment

## NEW BUSINESS PROSPECTS/LOCATIONS

### Casework Manufacturer

- 60,000 sq ft
- 15 net new jobs
- \$5-\$6M investment

### Light Fighter – On Hold

- 20,000 sq ft
- 20 net new jobs
- \$8M investment

### Multiple Warehousing Inquiries



## ETOWAH BLUFFS MIXED USE

Reviewing conceptual site design

Parcel re-zoning request (delayed due to residential moratorium)

Gathering development cost information

Working with developers to determine potential prospect/tenant mix

Mixed use economic impact study with Georgia Tech – awaiting proposal

## WEST HIGHTOWER RESURFACING

- Still awaiting adoption of a Municipal Services Ordinance by Dawson County. No firm timeline for adoption available as ordinance is still under legal review.





## PEAKS OF DAWSON PROJECT UPDATE

- HUD disbursement documentation circulated June 2021

# BUSINESS & INNOVATION HUB FEASIBILITY STUDY



USDA  
RURAL BUSINESS DEVELOPMENT  
GRANT SUBMITTED BY GMRC ON  
MARCH 31<sup>ST</sup>



GRANT AWARDED, RFP TO BE  
ISSUED AS SOON AS FORMAL  
GUIDANCE ISSUED BY USDA