

Vision and Goals

Vision and Goals

Located in the scenic North Georgia mountains, Dawson County is a vibrant center for retail, recreation, professional services, and light industrial development.

Dawson County prioritizes the well-being of its citizens, businesses, and visitors who contribute to the resiliency of the local economy.

Dawson County's unique natural setting, amenities, talent, and networks support development all while maintaining the charm and accessibility of a small community.

Build a Resilient Community

Focus Development Efforts

Generate Opportunity for Business

Support Community Residents

Protect and Conserve Natural and Cultural Resources



Build a Resilient Community

- ✓ Diversify Economy
 - Broaden Industrial Base
 - Adapt Business Retention & Expansion Efforts
 - Provide Supportive Resources
 - Keep a Pulse on Community for Disrupters
- ✓ Support People
 - Develop Flexible Workforce
 - Ensure Affordable, High Quality of Life
- ✓ Prioritize Infrastructure Investments
 - Maintain Adequate and Redundant Infrastructure
- ✓ Respect the Environment
 - Conserve and Preserve Natural Resources

Community resilience is the sustained ability of **communities** to withstand, adapt to, and recover from adversity.



Focus Development Efforts

√ Identify Priority Development Areas

- ✓ Concentrate development in PDAs to reduce development pressures on rest of County, preserving natural vistas and amenities.
- ✓ Invest in infrastructure to support PDAs
- ✓ Update ordinances to encourage desired development in PDAs
- ✓ Encourage development through increased incentives
- ✓ Market PDAs to state and prospects



Generate Opportunity for Business

- ✓ Create a business-friendly environment.
- ✓ Prioritize business retention and expansion.
- ✓ Focus attraction efforts on businesses that "fit" the County.
- ✓ Encourage entrepreneurship.
- ✓ Open global and regional markets.
- ✓ Market Dawson County.
- ✓ Tailor site or business specific incentives.



Support Community Residents

- ✓ Encourage housing that is accessible and affordable to workforce, family, and senior populations.
- ✓ Create workforce training and cross training opportunities for residents and invest in K-12 education.
- ✓ Recruit and support businesses whose jobs meet the skill set of the residents, pay high wages, offer career mobility, and good benefits.
- ✓ Facilitate developments and amenities that contribute to and excellent quality of life standard.
- ✓ Foster community pride though unique sense of place.



Protect and Conserve Natural and Cultural Resources

- ✓ Forge a strong, unique identity.
- ✓ Promote stewardship of resources.
- ✓ Protect human and environmental health.
- ✓ Encourage nature and cultural tourism.
- ✓ Develop greenspaces and greenways.



Focus Development Efforts

Focus Development Efforts



Priority Development Areas

GA 400 South

- A SR 53 Mixed Use
- **B** Retail Expansion
- C Destination Dawson County
- D Existing Industrial Expansion Area

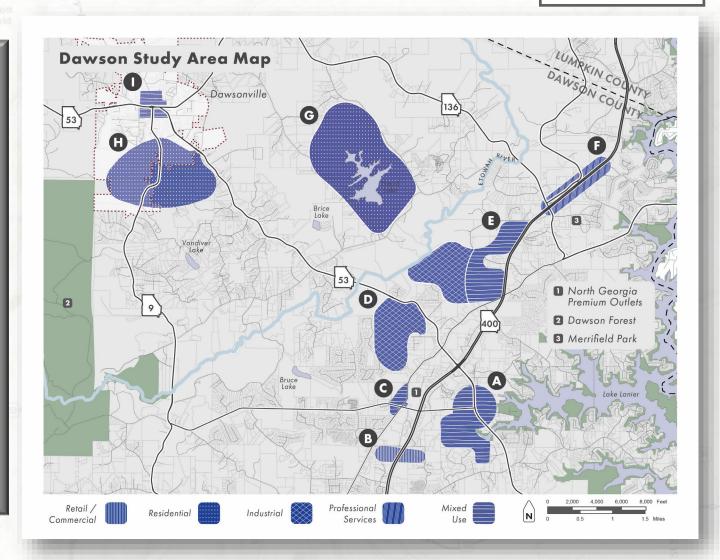
GA 400 North

- E GA 400 North Mixed Use
- F Professional Services Corridor

Russell Creek Reservoir

G Russell Creek Reservoir

- H Dawsonville Residential
- I Downtown Dawsonville Infill



Priority Development Area SR 53 Mixed Use



Priority Development Areas

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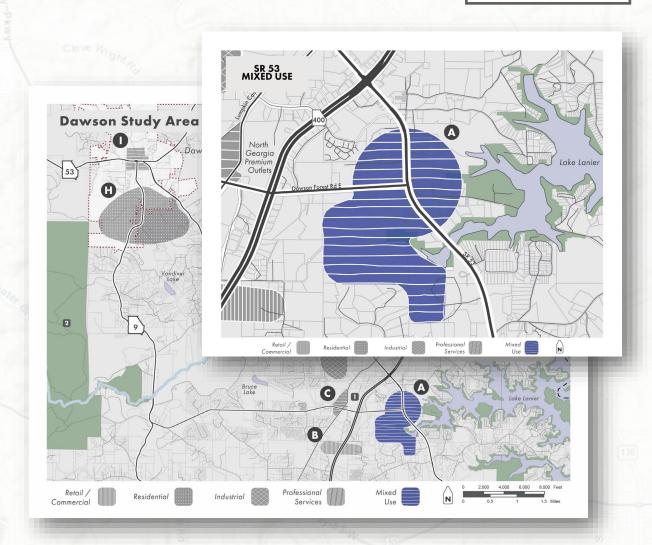
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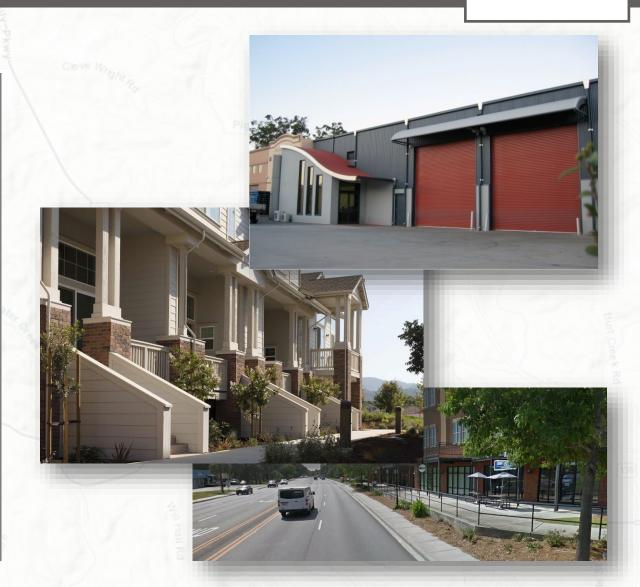


Priority Development Area SR 53 Mixed Use



GA 400 South
A- SR 53 Mixed Use
+/- 320 Acre Planning Area

- 60 gross / 45 net acres of commercial/mixed use mostly office with some highway-oriented retail
 - Uses will likely be horizontally mixed with commercial along the roadways and second tier residential
- 200 gross / **150 net acres** of industrial use. Uses will likely be horizontally mixed with commercial along the roadways and second tier residential
- 60 gross / **45 net acres** of residential use
 - Multifamily and townhomes that are closely located to the existing and planned job growth in the area.
- Include interconnectivity of adjacent developments as great as practically feasible
 - ***Including industrial to residential***



Priority Development Area Retail Expansion



Priority Development Areas

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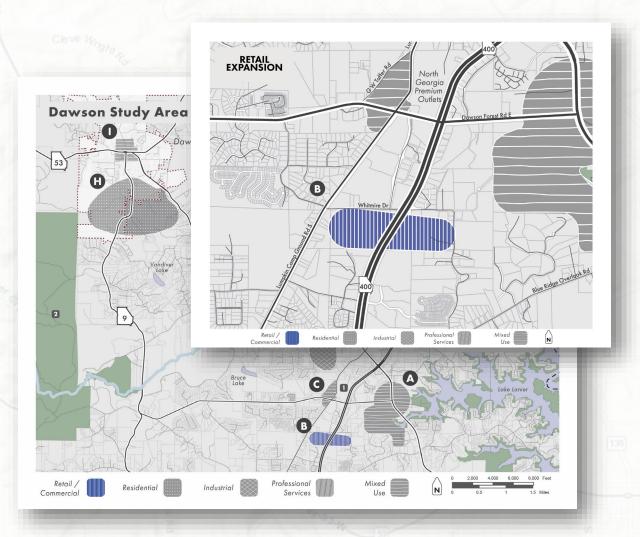
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Retail Expansion

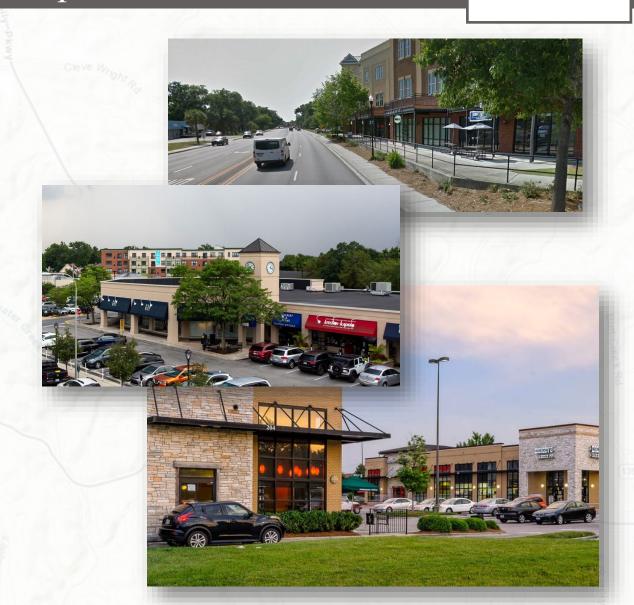


GA 400 South

B - Retail Expansion

+/- 90 Acre Planning Area

- 90 gross / **75 net acres** highway-oriented retail
 - Continuation of the development patterns along GA 400
 - Larger retailers that require high vehicular traffic volumes
 - Implement community appearance guidelines and enforce them through approvals and ongoing perpetual compliance requirements
 - Construct trail system along GA 400 and require pedestrian connection during development or redevelopment



Destination Dawson County



Priority Development Areas

GA 400 South

- A SR 53 Mixed Use
- B Retail Expansion
- C Destination Dawson County
- D Existing Industrial Expansion Area

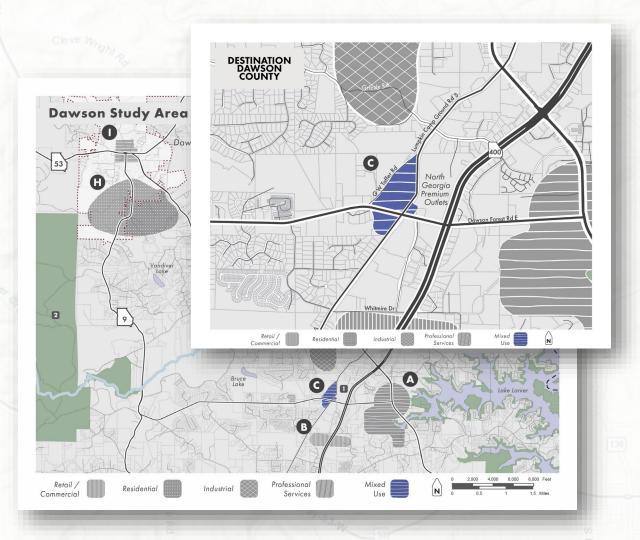
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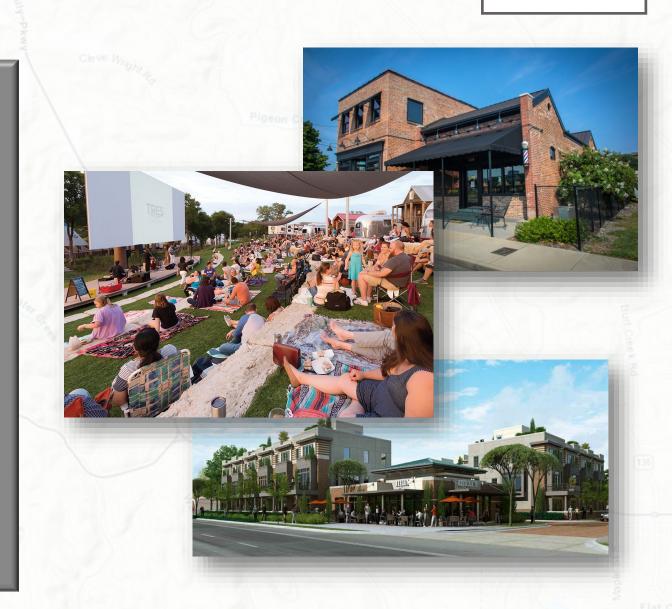


Destination Dawson County



GA 400 South

- C Destination Dawson County
- +/- 50 Acre Planning Area
- Encourage village style development which is walkable, clustered smaller shops and restaurants dense residential development oriented around central greenspace element(s).
- Allow vertical mixture of uses including live work units
- Existing North Georgia Premium Outlet center creates current and future opportunities.
- Rethink Lumpkin Campground Road to become a great pedestrian experience and to encourage development to front the road with parking to rear and side.
- Incorporate open space and planned use greenspace areas.
- Potentially a small amphitheater and area could act as a trailhead for the greenway and trail connection to Dawson Forest.



Priority Development Area Industrial



Priority Development Areas

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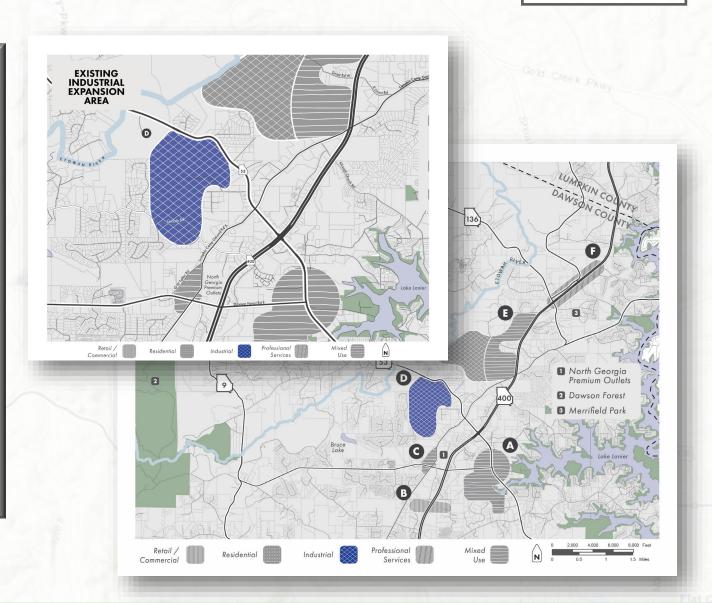
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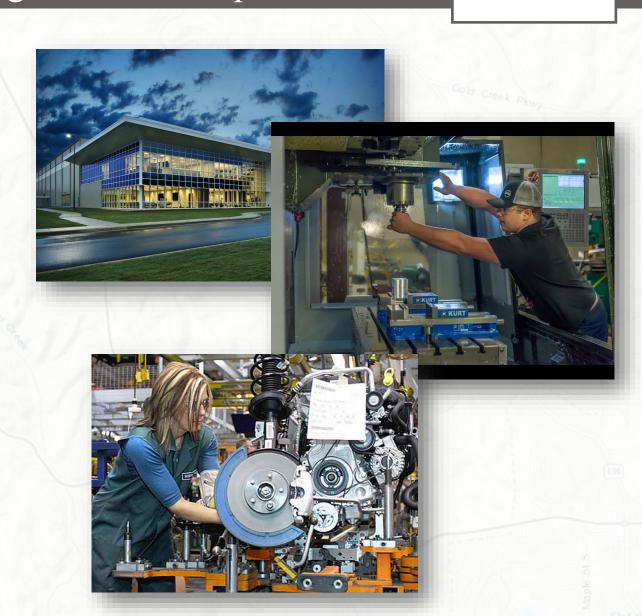


Existing Industrial Expansion



GA 400 South

- D- Existing Industrial Expansion Area
- +/- 150 Acre Planning Area
- 150 gross / **120 net acres** of Industrial
 - All types including advanced manufacturing, likely focused on expansion of existing industries in the area or similar type uses



Priority Development Area GA 400 North Mixed Use



Priority Development Areas

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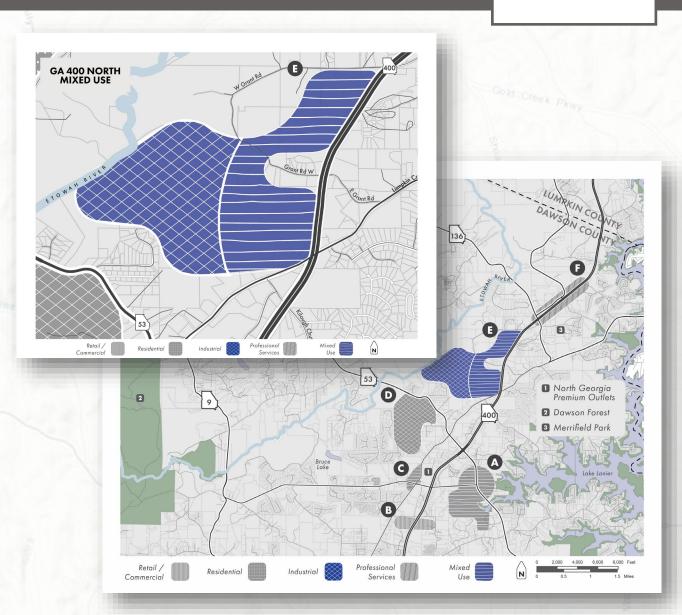
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Priority Development Area GA 400 North Mixed Use

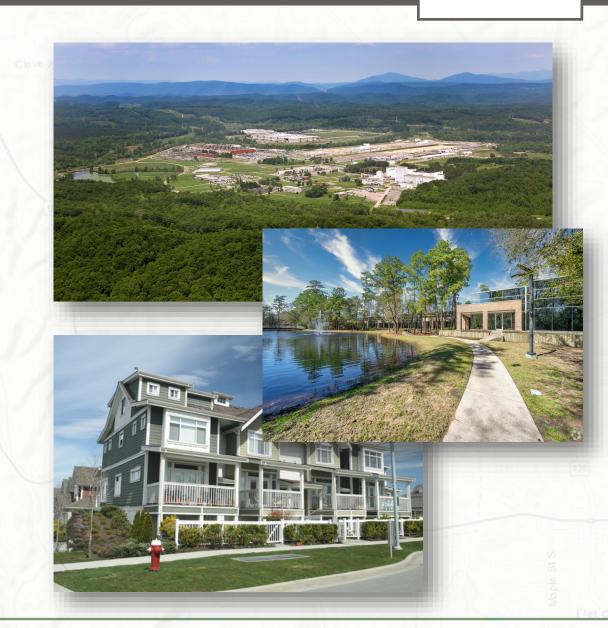


GA 400 North

D - GA 400 North Mixed Use

+/- 425 Acre Planning Area

- 85 gross / 60 net acres of commercial/mixed use
 - Mostly office with some highway-oriented retail
- 115 gross / 80 net acres of Office/Technology Park use
- 225 gross / 150 net acres of industrial use
- Opportunity to create a focus on technology related industries due to broadband availability
- Incorporate opportunities for workforce housing units associated with job creation of closely located commercial and industrial
- Include greenspace and trails throughout the development area that will benefit employees and residents and protect the Etowah River corridor



Professional Services Corridor



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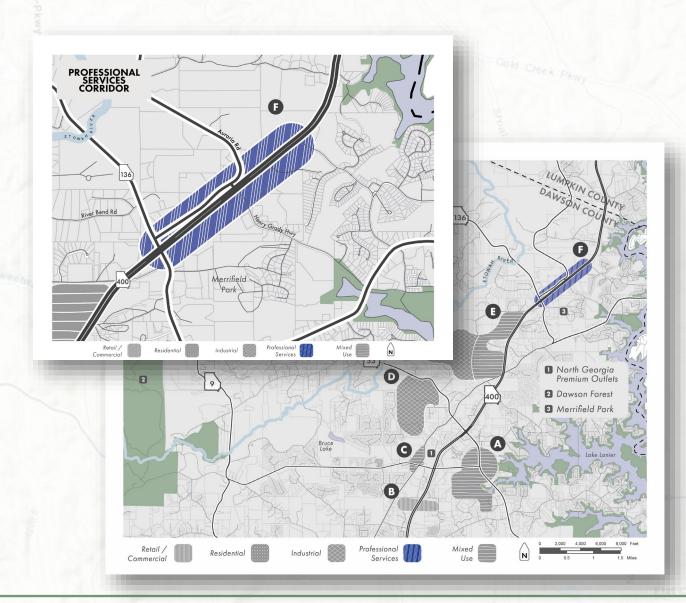
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Professional Services Corridor



GA 400 North

- C Professional Services Corridor
- +/- 100 Acre Planning Area
- 100 gross / **70 net acres** Professional services
 - With location centrally between
 Northeast Georgia Medical Center to the north and Northside Hospital to the south, a demand for medical office, suppliers and other health care related businesses is likely







Priority Development Area Russell Creek Reservoir



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Priority Development Area Russell Creek Reservoir



Russell Creek Reservoir

- G- Russell Creek Reservoir
- +/- 1,100 Acre Planning Area
- Centered on the approximately 135-acre new reservoir being developed by ETWSA
- Majority residential development with potential for small recreation oriented commercial
 - Require trail and greenway accommodations with development
 - Encourage Conservation / Cluster Developments and other "Outside the Box" housing options
- Outdoor recreation
 - Public
 - Trails, trailhead, fishing, canoeing, kayaking
 - Private
 - RVing/Camping, touring, guiding, etc.



Dawsonville Residential



Priority Development Areas

GA 400 South

A SR 53 Mixed Use

B Retail Expansion

C Destination Dawson County

D Existing Industrial Expansion Area

GA 400 North

E GA 400 North Mixed Use

F Professional Services Corridor

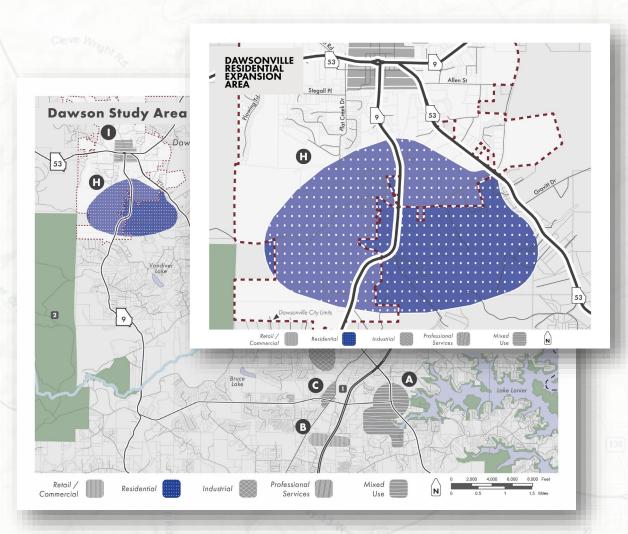
Russell Creek Reservoir

G Russell Creek Reservoir

Dawsonville

H Dawsonville Residential

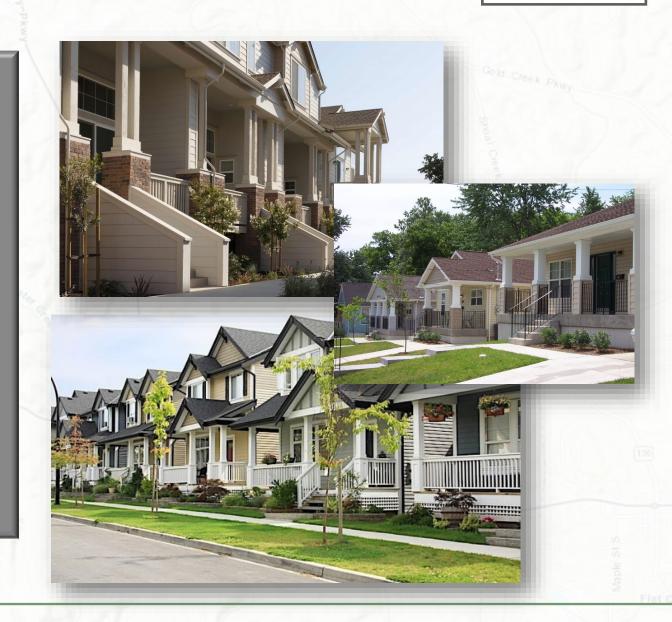
I Downtown Dawsonville Infill



Dawsonville Residential



- H- Dawsonville Residential
- +/- 250 Acre Planning Area
- Expand upon the existing great "bones" of Dawsonville
- Additional rooftops adjacent to Downtown
 Dawsonville will generate more opportunity for commercial growth
- Allow for a variety of housing types
 - Multifamily, townhomes and single family residential should all be considered



Downtown Dawsonville Infill



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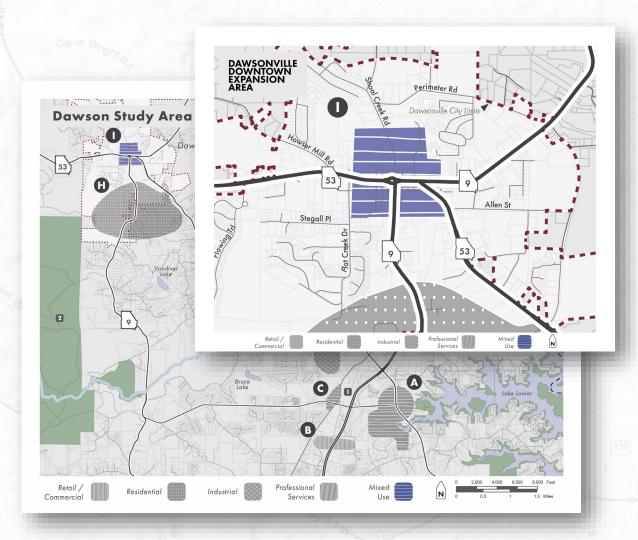
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Community Destinations

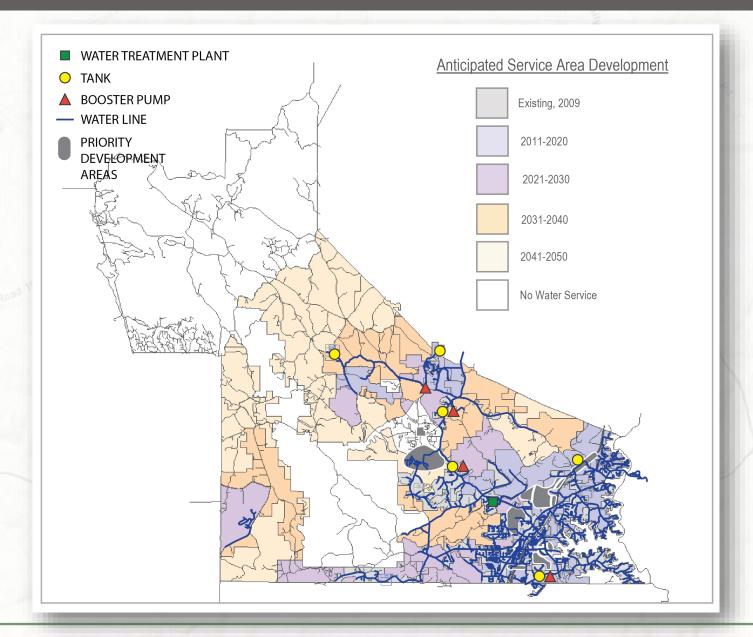


- I- Downtown Dawsonville Infill
- +/- 25 Acre Planning Area
- 5 to 10 acres of potential infill / redevelopment "Downtown" commercial
 - Great opportunity for small/local business
- Streetscape and open spaces are critical to successful revitalization
- Revitalize streetscape to encourage redevelopment and structure rehab along Highway 53.
- Future residential infill (Vertically mixed use)
- Commercial and a community destination development infill that would create a pedestrian oriented walkable experience
- 10 to 15 acres of potential infill/redevelopment mid density residential



Water Infrastructure





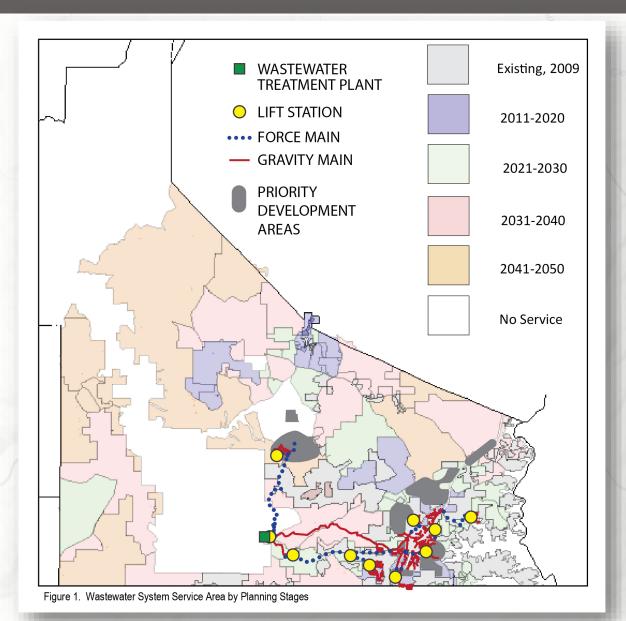
Priority Development	Anticipated Service Levels		
Area	Needed		
Dawsonville PDA*	0.18 MGD		
GA 400 North PDA	0.29 MGD		
GA 400 South PDA	0.45 MGD		
Russell Creek Reservoir PDA	0.29 MGD		

^{*}City of Dawsonville service

Source: Etowah Water and Sewer Authority

Sewer Infrastructure



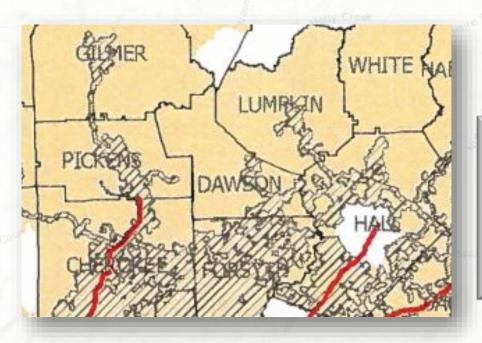


	Priority Development Area	Anticipated Service Levels Needed		
	Dawsonville PDA*	0.12 MGD		
	GA 400 North PDA	0.17 MGD		
	GA 400 South PDA	0.29 MGD		
1	Russell Creek Reservoir PDA	0.20 MGD		

^{*}City of Dawsonville service

Source: Etowah Water and Sewer Authority

Infrastructure – Gas, Electric & Broadband

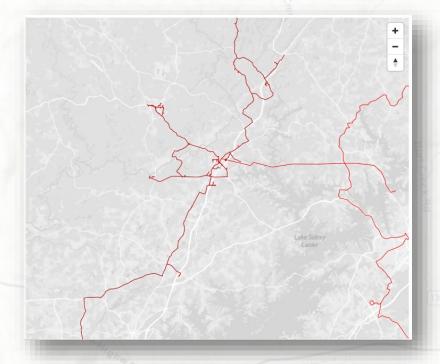


Large Electric (> 900 kilowatts) users are allowed to choose their electric supplier.

- Amicalola EMC
- Sawnee EMC
- Georgia Power

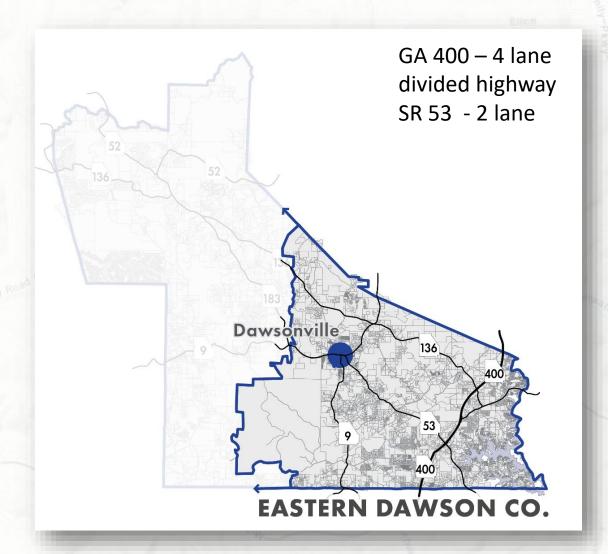
AGL is the sole provider of natural gas for Dawson County, existing facilities are limited to southeast Dawson County along the SR53 and GA 400 Corridor

Broadband service is available along the major commercial corridors





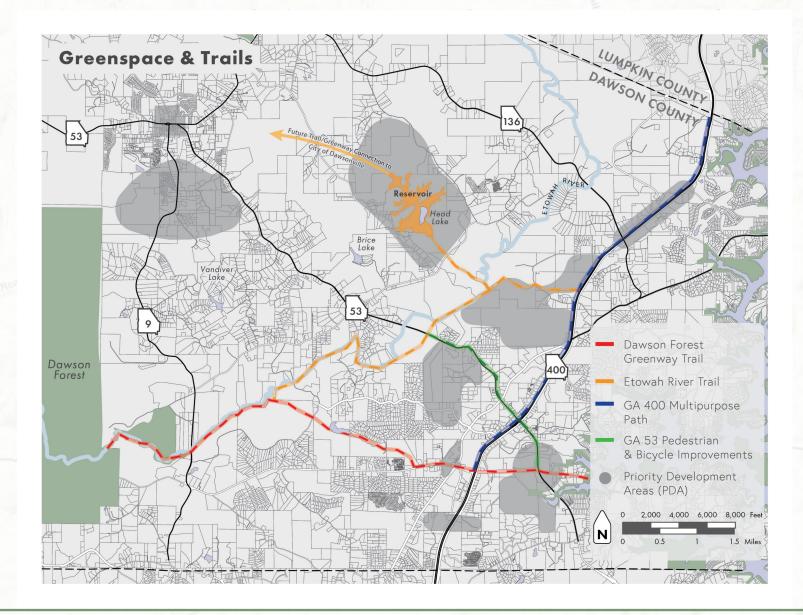
Infrastructure - Transportation







Infrastructure – Greenspace & Trails



Plan for and implement a network of of-road trails and greenways.

- Utilize existing and future utility easements
- Identify key parcels and work with those landowners for public and private opportunities
- Include connectivity of open space when considering development and land use decisions
- Build trails/paths, not just sidewalks.
 - Bikeable is critical.
- Create a "Blueway" on the Etowah River.



Generate Opportunity for Business

Economy

	1	-		
NAICS code	Dawson County	Forsyth County	Hall County	Lumpkin County
Total for all sectors	100%	100%	100%	100%
Agriculture, forestry, fishing and hunting	0%	0%	0%	0%
Utilities	0%	0%	0%	1%
Construction	4%	11%	4%	7%
Manufacturing	16%	11%	27%	12%
Wholesale trade	2%	9%	5%	5%
Retail trade	42%	14%	11%	17%
Transportation and warehousing	0%	1%	4%	2%
Information	1%	2%	1%	0%
Finance and insurance	2%	2%	3%	2%
Real estate and rental and leasing	1%	1%	1%	2%
Professional, scientific, and technical services	2%	8%	2%	4%
Management of companies and enterprises	0%	2%	2%	0%
Administrative and support and waste management and remediation services	2%	9%	6%	1%
Educational services	0%	2%	2%	
Health care and social assistance	6%	12%	18%	15%
Arts, entertainment, and recreation	3%	2%	1%	1%
Accommodation and food services	16%	9%	8%	25%
Other services (except public administration)	4%	5%	4%	4%
Industries not classified	0%	0%	0%	0%

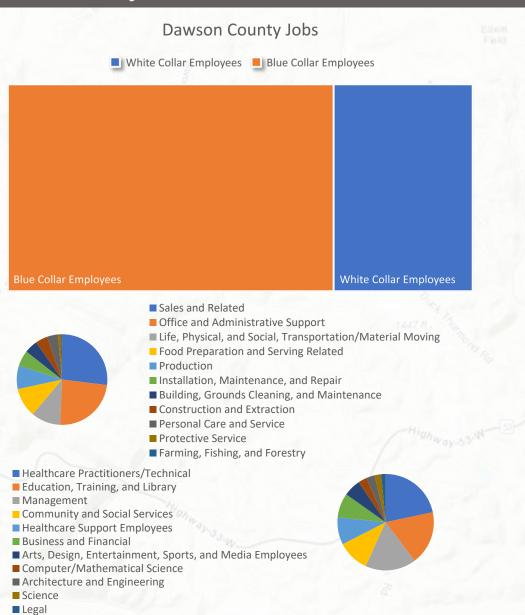
Dawson County has a significantly higher rate of retail jobs and accommodation and food services as a percentage of its total employment.

Dawson County is comparable with manufacturing, with the exception of Hall County.

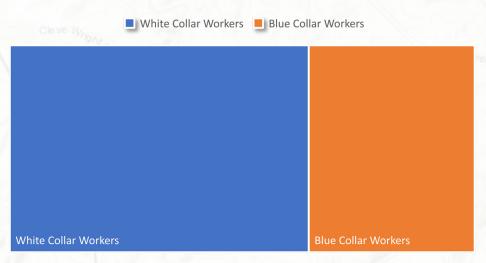
Dawson County lags with regard to health care and social assistance jobs.



Economy



Dawson County Resident Labor Force







Economy

Number of establishments	Number of Employees	Annual payroll (\$1,000)	Average wage
673	7,881	201,800	\$25,606
6	20	522	\$26,100
71	307	13,229	\$43,091
25	1,244	40,366	\$32,449
18	152	5,557	\$36,559
201	3,284	66,197	\$20,157
12	30	1,523	\$50,767
12	56	1,709	\$30,518
30	166	8,799	\$53,006
25	55	2,047	\$37,218
57	157	7,897	\$50,299
35	136	4,947	\$36,375
5	24	520	\$21,667
48	448	17,663	\$39,426
14	214	4,381	\$20,472
58	1,235	18,379	\$14,882
55	351	7,827	\$22,299
	establishments 673 6 71 25 18 201 12 12 30 25 57 35 5 48 14 58	establishments Employees 673 7,881 6 20 71 307 25 1,244 18 152 201 3,284 12 30 12 56 30 166 25 55 57 157 35 136 5 24 48 448 14 214 58 1,235	establishments Employees (\$1,000) 673 7,881 201,800 6 20 522 71 307 13,229 25 1,244 40,366 18 152 5,557 201 3,284 66,197 12 30 1,523 12 56 1,709 30 166 8,799 25 55 2,047 57 157 7,897 35 136 4,947 5 24 520 48 448 17,663 14 214 4,381 58 1,235 18,379

Dawson County Average Wage \$654/weekly or \$34,008/annually

- Finance and insurance
- Transportation and warehousing
- Professional, scientific, and technical services
- Construction
- Healthcare and social assistance

All exceed County average wage for all industries by approximately 20%.

Wages for information sector are significantly lower than average at the state level.

Source: American Community Survey 5 Year Estimates, 2018



Economy - Retail



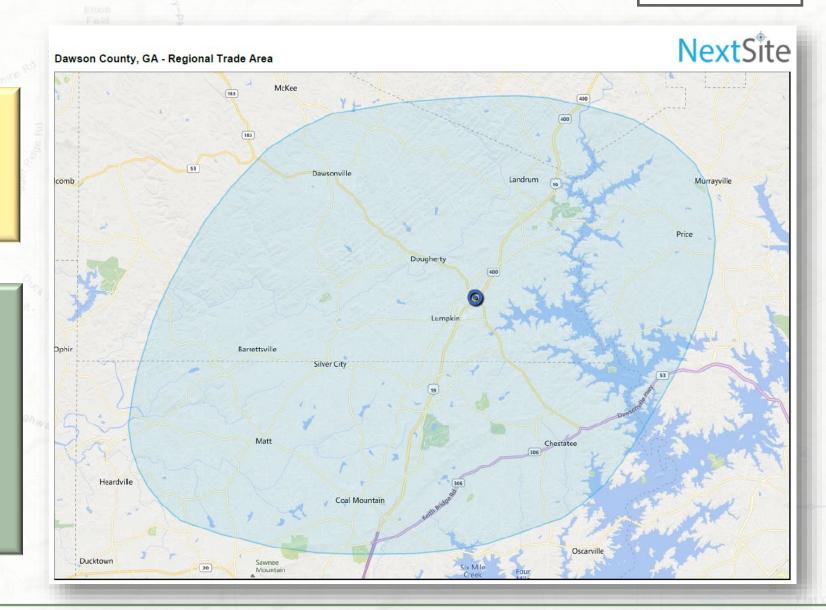
Benefit of Retail

- Attracts outside \$
- Reduced leakage
- Creates diverse revenue opportunities

Dawson County Regional Trade Area Annual Demand is \$1.5B

Retail Trade plus Accommodations and Food Service account for approx. 4,800 jobs in Dawson County.

Provides \$6.8 million in property tax revenue



Retail Characteristics

- Most retail activity occurs around North Georgia Premium Outlets and GA 400 Corridor
- North Georgia Premium Outlets has an estimated 3.2 million annual visits, most coming from less than 50 miles.
- Primary daily visits typically to large box retailers (Walmart, Kroger and Publix), restaurants, and gas stations, have a much smaller trade area of ~10 miles.
- Unique shopping opportunities (e.g., Outside World Outfitters, downtown Dawsonville).
- The Dawson County Regional Trade Area has total 2020 estimated retail sales supply of \$1,083,194,322 with opportunities to grow in grocery, restaurant, pharmacy, convenience, sporting goods and home goods.



Major Retail Aerial – GA 400



Retail Opportunities

Dawson County Regional Trade Area Top Retail Trade GAPS (excluding auto sales and electronics)

Category	Opportunity in \$\$
Grocery stores (NAICS 4451)	\$66,988,090
Pharmacies and drug stores (NAICS 44611)	\$57,003,709
Full-service restaurants (NAICS 722511)	\$48,655,491
Gasoline stations (NAICS 447)	\$47,384,656
Limited-service restaurants (NAICS 722513)	\$15,288,159
Home furnishings stores (NAICS 4422)	\$12,943,623
Home centers (NAICS 44411)	\$12,019,200
Motorcycle, ATV, and all other motor vehicle dealers (NAICS 441228)	\$7,919,865
Sporting goods stores (NAICS 45111)	\$ 6,205,483
Coffee shops (NAICS 7225155)	\$4,363,398



Desired Retail



Desired Categories



Desired Brands

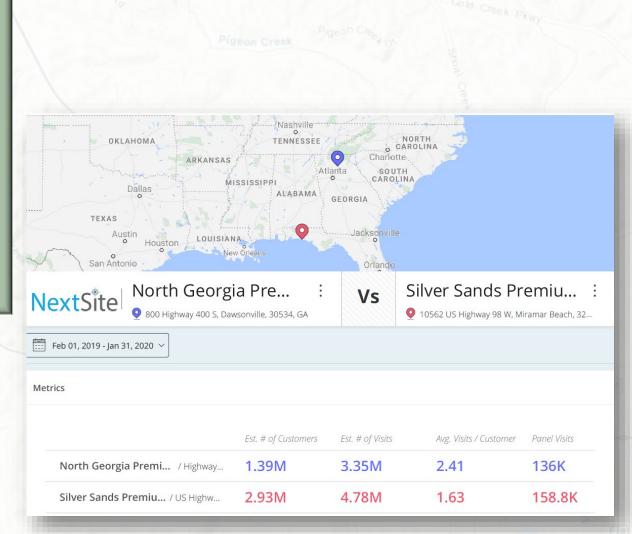


Peer Comparison



North Georgia Premium Outlet v Silver Sands Premium Outlet

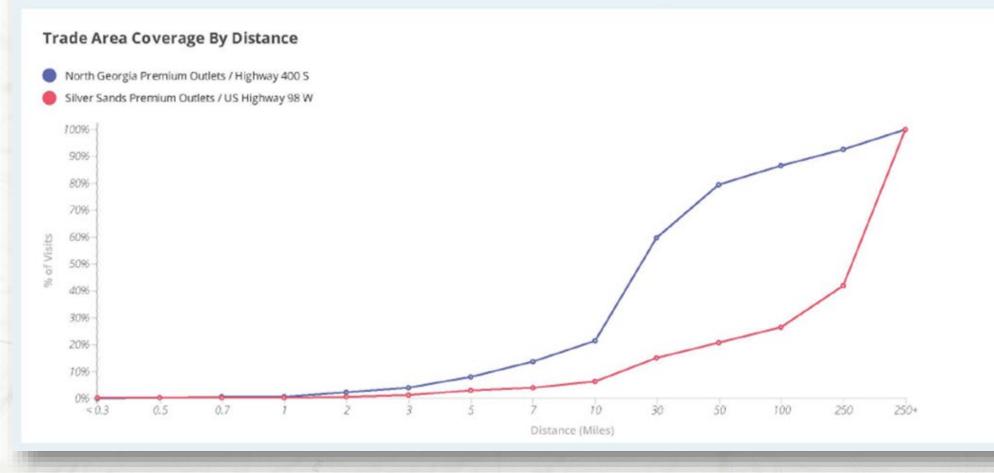
- While SSPO has more annual visits (+40%), proximity of the visitor to NGPO a major strength.
- 79% of NGPO visits come from visitors that live 50 miles or less from the outlet center versus 22% of SSPO.
- The NGPO customer visits more frequently (2.41) compared to SSPO (1.63).
- The NGPO customer has about a 15% higher income compared to the SSPO customer.
- The NGPO has stronger, as a percentage, weekend foot traffic.
- The NGPO are positioned ahead of further growth in north Atlanta metro area suburbs with high incomes.



Peer Comparison

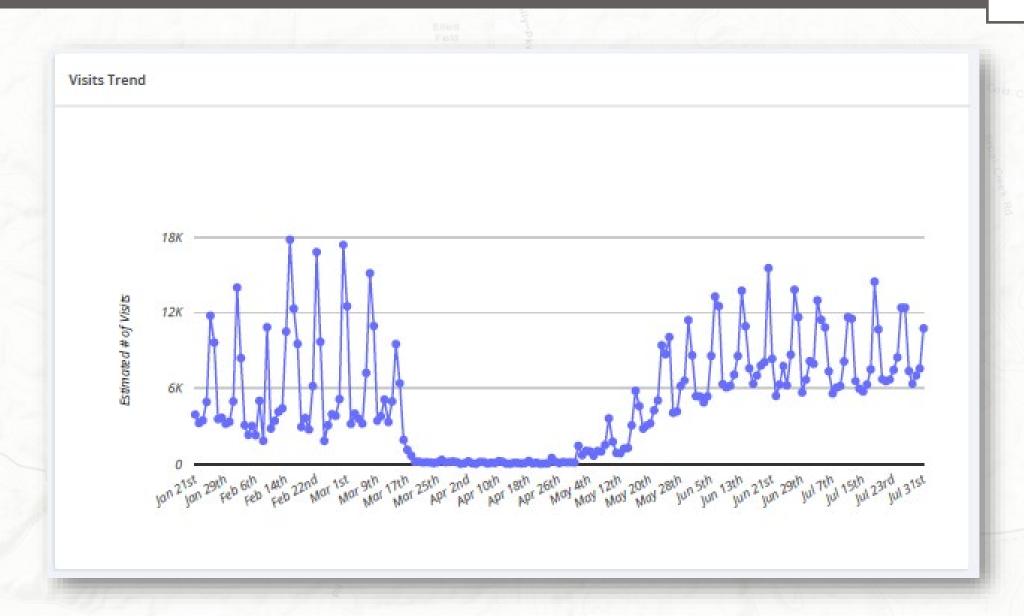


Trade Area Coverage



COVID-19 Rebound at NGPO





Resilient Retail – Adaptive Reuse

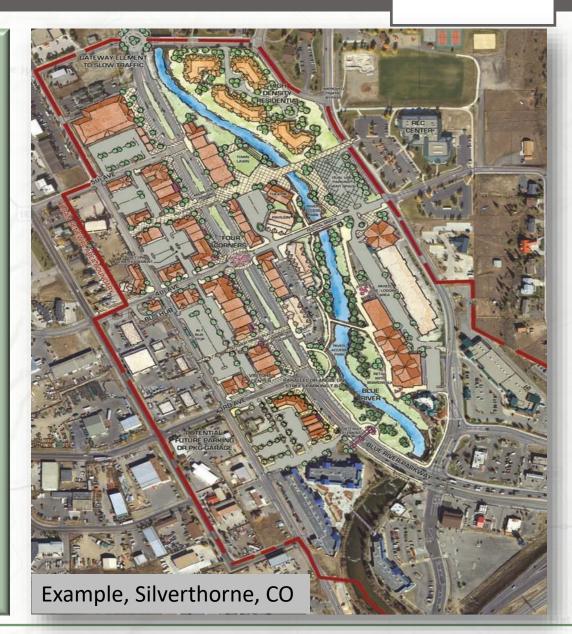


Potential long-term opportunities for North Georgia Premium Outlets

- ✓ Establish and maintain strong relationship with Simon Property.
- ✓ NGPO may someday face the challenge of repurposing portions
 of the property to meet market demands.
- ✓ Discuss downstream redevelopment opportunities with the landlord.
- ✓ Potential for partnership with the community

Some potential long-term redevelopment opportunities include:

- Hotels
- Restaurants
- Healthcare and Medical Services
- Entertainment venues and spaces, geared toward young families
- Public spaces that bring additional trips to the center, such as trailheads and passive entertainment venues
- Conference Center
- Office space



Targeted Industry

Targeted Industries

Analyze Assets & Liabilities

- Existing Industry
- Existing Labor Force & Labor Force Pipeline
- Infrastructure
- Regional Strengths

Advanced/Light Manufacturing

Professional,
Business and
Technology Services

Healthcare Services & Support

Tourism / Experiential Retail



Advanced/ Light Manufacturing

Advanced manufacturing uses innovative technology and processes that depend on information, automation, computation, software, sensing, and networking.

- ✓ Market to outdoor equipment, medical device, food processing, and technology manufacturers
- ✓ Target supply chain manufacturers to new large employers in the region
- ✓ Engage GDEcD to recruit advanced manufacturers and supply chain and to include Dawson County in the regional site visits
- ✓ Create partnerships with UNG and Lanier Tech

Assets

- University of North Georgia
 - Mike Cottrell College of Business Commercialization and Manufacturing and Logistics Assistance
- Lanier Technical College
 - Advanced Manufacturing Technology Center
- Weekly Wages \$969 (\$1119)
- 10% of current employment (9%)
- Georgia Mountains WorkSource
- GA 400
- Telecommunications Infrastructure
- Regional Large Employers



Professional, Business & Technology Services

Legal, information technology, financial services, insurance, technical, management, scientific, and consulting services.

- ✓ Market high tech corridor
- ✓ Support commercial office space development for professional services
- ✓ Partner with UNG & Dawson County College & Career Academy

Assets

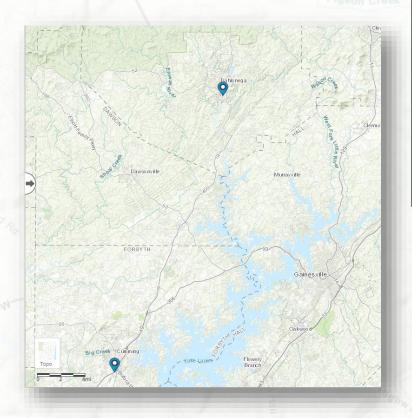
- University of North Georgia
 - Cottrell COB
 - Centers for
 Entrepreneurship and
 Innovation, Cyber
 Operations
- Weekly Wages \$1000 (\$1900)
- 5% of current employment (12%)
- Well educated population currently commuting out of the County
- Dawson County College & Career Academy



Healthcare Services / Support

Medical offices, biomedical, life sciences, biotechnology, electronic health records, medical billing, medical devices and equipment, medical simulation and training, pharmaceuticals.

- ✓ Market citing optimal location with two Medical Centers located 25 miles apart along GA 400
- ✓ Support development of medical office complexes
- ✓ Create partnerships with Lanier Tech and College & Career Academy



Assets

- Northeast Georgia Medical Center Lumpkin
- Northside Hospital Forsyth
- GA 400
- Telecommunications
- Weekly Wages \$888 v \$1030
- Lanier Technical College
 - Healthcare & Nursing
 - Medical Assisting
- Dawson County College & Career Academy



Nature Tourism / Cultural Tourism / Retailtainment

Create opportunities for coordination and collaboration between the tourism and retail sectors providing unique experiences.

- ✓ Focus on Outdoor Experiences partnering with retailers similar to LL Bean Outdoor Discovery Programs and REI Coop
 - Kayak and bicycle rental
 - Hiking
 - Fishing
 - Camping/RV
 - Outdoor classes and group activities
- ✓ Recruit outdoor retailers and manufacturers
- ✓ Create opportunities for entrepreneurship
- ✓ Consider infrastructure investment and public/private partnerships

Assets

Natural

- Appalachian Trail
- Dawson Forest WMA
- Etowah River
- Lake Lanier

Cultural

- Georgia Racing Hall of Fame
- Moonshine Festival

Existing Outdoor Retailers

- Outside World Outfitters
- Northstar Bicycle
- North Face
- Eddie Bauer
- Columbia
- Timberland
- Merrell

Workforce Training

 Dawson County College & Career Academy



