PANEL DISCUSSION: INCENTIVES

** The Growing Trend- International Projects*
** Why Georgia (and some other states) Use "Bonds for Title"*
** Your Competition- What Other States Are Doing*

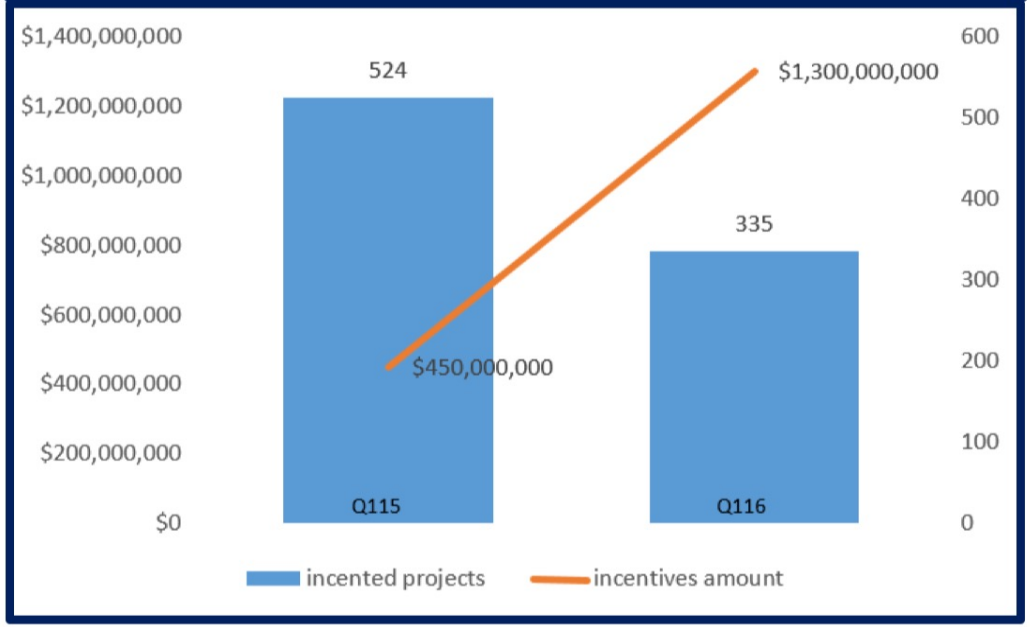
Carol Henderson, Director, Cushman & Wakefield

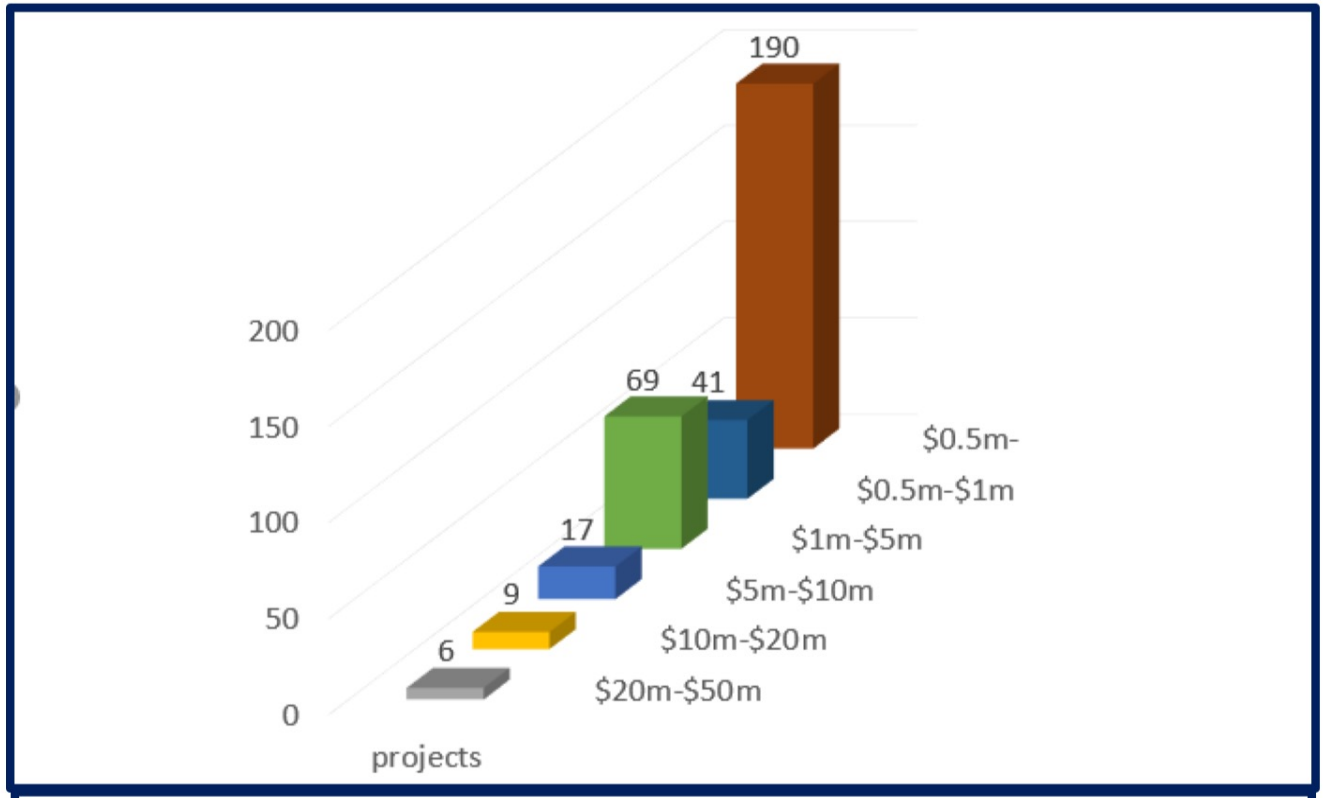
Scott McMurray, Division Director, GDEcD

Dan McRae, Seyfarth Shaw

INCENTIVES- HOW MUCH IS ENOUGH?

AT THE SAME TIME THAT THE NUMBER OF INCENTIVIZED PROJECTS IS DECLINING, THE TOTAL AMOUNT OF INCENTIVES IS INCREASING.





BUT MOST PROJECTS RECEIVED LESS THAN $500,000 IN INCENTIVES.

Data Source: Site Selection Group

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HOW DO YOUR COMMUNITY'S INCENTIVES COMPARE TO ROME, GEORGIA?

Tax Savings
- Retained by Company

Payments In Lieu Of Taxes
- Paid to Development Authority

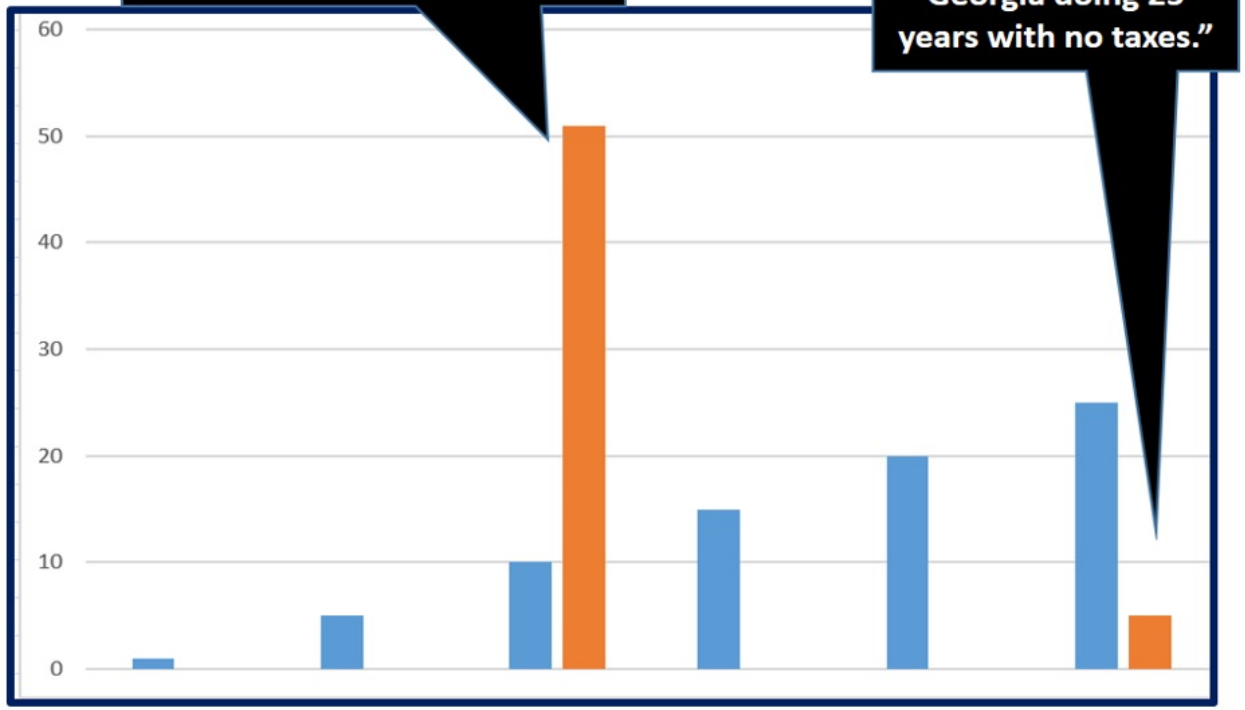
"PILOT fees are paid to the Rome-Floyd County Development Authority. The Authority uses the money to fund environmental studies at potential industrial sites and extend infrastructure — water, sewer, gas lines, access roads — to sites."

"Rome and Floyd County have so far not been willing to give away land."

Data source: http://www.northwestgeorgianews.com/rome/business/competition-is-intense-to-attract-new-jobs-big-industries-to/article_11afc054-1960-11e6-b4d0-1f07ce6120cb.html?mode=jqm

"Ten years with no taxes is almost the norm in this current frenzy."

"There are communities in Georgia doing 25 years with no taxes."



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THE "6 PILLARS OF WISDOM" FOR COMMUNITY ECONOMIC DEVELOPMENT

existing industries

entrepreneurs

recruitment

education/workforce

transportation/infrastructure

Incentive packages

Data source:
http://www.northwestgeorgianews.com/rome/business/competition-is-intense-to-attract-new-jobs-big-industries-to/article_11afc054-1960-11e6-b4d0-1f07ce6120cb.html?mode=jqm

Data Visualization: Dan McRae

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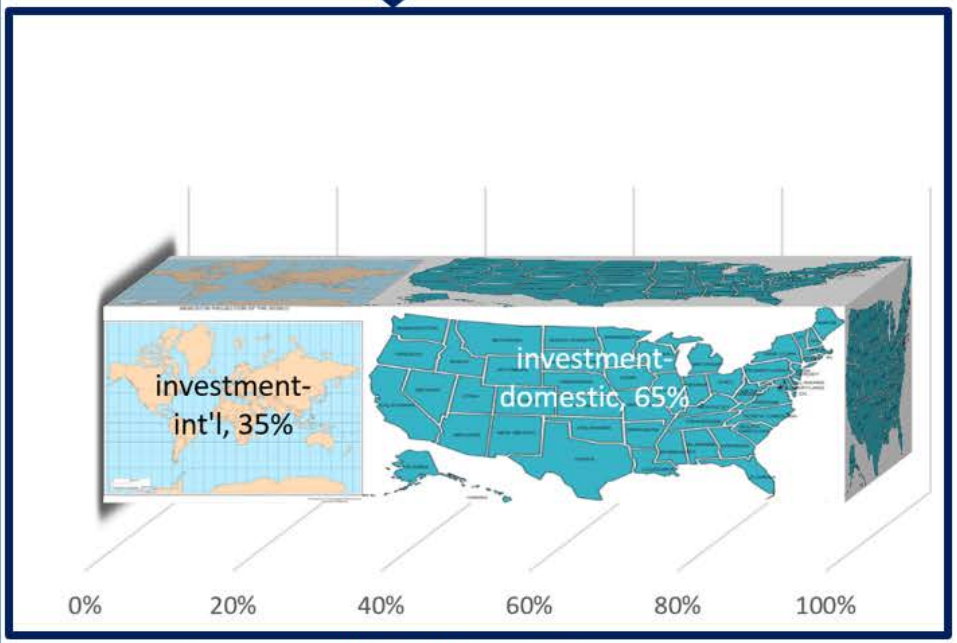
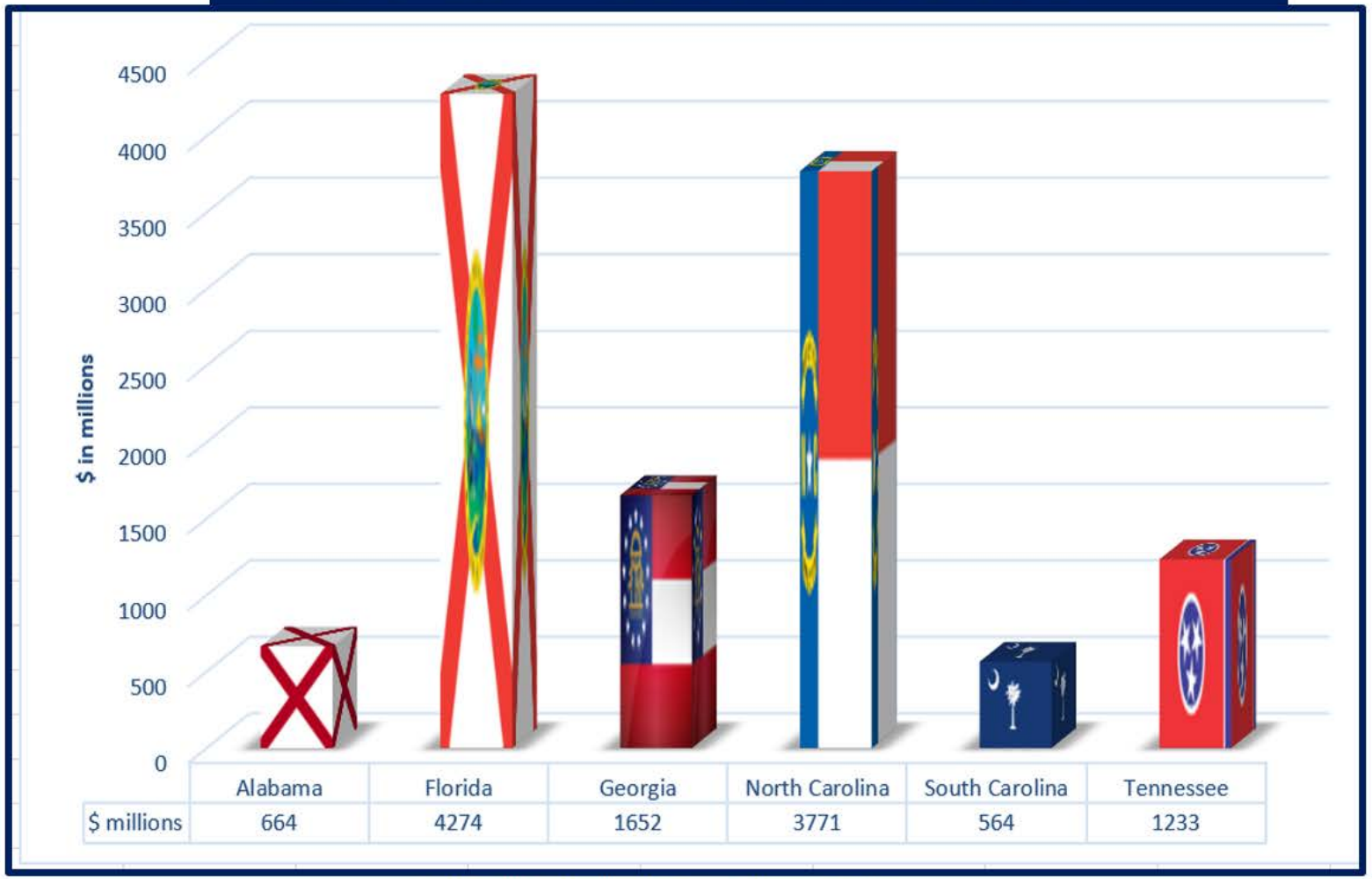
GEORGIA TRAILED FLORIDA AND NORTH CAROLINA

BUT STILL GAINED 1/3 OF ALL INVESTMENT FROM INTERNATIONAL PROJECTS



Data source: GDEcD 2015 Year in Review

FOREIGN DIRECT INVESTMENT IN THE SOUTHEAST



	Alabama	Florida	Georgia	North Carolina	South Carolina	Tennessee
$ millions	664	4274	1652	3771	564	1233

Data for 2014. Data source: U.S. Bureau of Economic Analysis

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