

Dalton-Whitfield
Joint Development Authority

G R E A T E R

Dalton 

G E O R G I A

Where Inspiration Lives.

LOCAL
INCENTIVE POLICY

Effective January 1, 2007

INTRODUCTION

The Dalton-Whitfield Joint Development Authority is the primary contact point for assisting and attracting new investment from business and industry to the community

After considerable research, review and discussion, the Board of the Development Authority adopted a policy in September of 2006, for recommendation to local government. This policy has been adopted by the City and the County and is effective as of January 1, 2007.

The following mechanism for weighing key impacts of a new business on the community, and for matching the highest positive impact with the highest possible rewards or incentives, is the foundation of the Dalton-Whitfield Local Incentive Policy.

Under the policy, a new or expanding company is asked a series of important questions that are used to measure the impact, both positive and negative, on the community. Each of those questions is awarded a weight, and the combined point system is then used to determine eligibility for incentives.

KEY ASSUMPTIONS TO KEEP IN MIND

To ensure fair and equitable programs for all businesses, local incentives offered cannot negatively affect the existing tax digest. In addition, the Development Authority cannot offer cash or free land to the company or offer incentives that would negatively affect future school taxes. This policy allows the Development Authority to automatically offer unambiguous incentives to all companies meeting specific, outlined criteria.

We do realize there are special circumstances. However, any additional negotiations will require discussion and approval from City and/or County Governments, on a case by case basis. Detailed reporting requirement will be outlined in agreements with any company that receives incentives. Please note that incentives are offered with "clawback" clauses, which allow the Development Authority to rescind incentives if the company ceases to meet required criteria. Incentives will only apply to the first 25 acres of any development or building site. To be eligible targeted new/expanding businesses should:

- Help increase the average wage
- Help add white collar or high-end service type jobs and employ college graduates
- Utilize the region's strong technological infrastructure and/or add minimal strain to other existing infrastructure

Incentives: WORK SHEET

Local incentives are designed specifically to help attract business and investment to the community that meets the unique needs of Dalton and targeted areas of Whitfield County.

Companies can use the following matrix to determine the level of incentive available to them when moving to or expanding in Dalton and Whitfield County.

1. Number of jobs:	Points	x	Weight (10)
A 1-50	3		
B 51-150 jobs	2		
C 151+ jobs	1		
2. Diversification:	Points	x	Weight (30)
A Technology	3		
B Service	2		
C Retail	1		
D Distribution	1		
E Manufacturing	1		
3. Wages (average hourly pay w/in industry segment):	Points	x	Weight (30)
A 20% above the average wage level	3		
B 10% above the average wage level	2		
C 5% above the average wage level	1		
4. Capital investment by the company:	Points	x	Weight (20)
A \$10,000,000 plus	3		
B \$5,000,000 to \$9,999,999	2		
C Minimum \$2,500,000	1		
5. Impact on utilities (water users):	Points	x	Weight (10)
A 1 to 9,999 gpd	3		
B 10,000 to 24,999	2		
C 25,000 and up	1		

TOTAL = _____

Please forward this sheet to Local Incentives:

via fax: 706-226-8739

by mail to:

Dalton Whitfield Joint Development Authority,
890 College Drive,
Dalton, GA 30720,
attn: Incentives,

or by email to: incentives@daltongrows.biz.

ADDING IT UP

Grading System:

- A - 300 points
- B - 200 points
- C - 100 points

Tax Deferment

It is anticipated that a company will need a minimum of 151 plus points to qualify, however, the model is only a guideline and a recommendation for tax deferment is at the sole discretion of the Development Authority.

Add up points from the previous page Is the expansion/relocation an “A”, “B” or “C” project based on total points awarded? Incentives will then fall into category A, B or C, below:

Tax Deferment			
Year one:	100%	100%	100%
Year two:	100%	75%	50%
Year three:	100%	50%	25%
Year four:	100%	50%	25%
Year five:	0%	0%	0%

We’re Here to Help

Companies wishing to determine next steps in applying for tax incentives, or those seeking additional details on any aspect of a move or expansion, may contact the Dalton-Whitfield Economic Development Authority at 706-278-7373, x.114.