

County Administrator Economic Development and Housing Incentives Policy

Section 100 – Incentives Policy Vision and Authorization

Gwinnett County aims to foster a robust, diverse, and sustainable economy by attracting new investment, promoting economic opportunities, and enhancing quality of life for all residents. This Gwinnett County Administrator Economic Development and Housing Incentives Policy (this “Incentives Policy”), authorized by the Gwinnett County Economic Development and Housing Incentives Ordinance (the “Incentives Ordinance”), establishes strategic priorities and incentive programs that align with Gwinnett County’s goals of job creation, higher wages, community revitalization, affordable housing, and balanced growth. The definitions included in the Incentives Ordinance carry the same meaning for terms used in this Incentives Policy.

Section 200 – Definitions

As used in this Incentives Policy, the following terms shall be defined as follows:

“Area Median Income” means the midpoint of the Atlanta Metropolitan Statistical Area’s income distribution, as set by the U.S. Department of Housing and Urban Development annually.

“Authority” means the Development Authority of Gwinnett County or the Housing Authority of Gwinnett County, as applicable.

“Expedited development review and permitting processes” refers to an expedited development review process within the allowance of the Unified Development Ordinance, including building and development plan review and inspections and review of rezoning requests, special use permits, variance requests, and requests for changes in zoning conditions.

“Special Impact Project” means a project designated by the Gwinnett County Administrator to be eligible for incentives due to its presenting a unique or enhanced beneficial impact to the County.

“Reduction of fees and charges” refers to reduction of construction and development-related fees including, but not limited to, fees for building permits, development permits, application fees for rezoning requests, special use permits, variance requests, requests for changes in zoning conditions, business occupation taxes, and water and sewer charges, including reduction of system development charges for water and sewer services.

“Targeted Industry” means a preferred business, project, or industry type, as established in this Incentives Policy, or a special impact project.

“Targeted Redevelopment Area” means any area within the boundaries of Gwinnett County that has been designated as ready for redevelopment through inclusion in a Tax Allocation District (TAD), State or Federal Opportunity Zone, or less developed census tract or through designation in the Unified Plan or other plan adopted by Gwinnett County.

Section 300 – Targeted Industries

For the purpose of this Incentives Policy, Targeted Industries include the following:

1. **Advanced Manufacturing:** Expansion of high-tech manufacturing and production facilities.
2. **Information Technology and Digital Services:** Businesses in software development and cybersecurity.
3. **Healthcare and Life Sciences:** Healthcare facilities, biomedical research, and pharmaceutical development.
4. **Sustainable and Clean Energy:** Investments in renewable energy, energy efficiency technologies, and environmental services.
5. **Corporate and Professional Services:** Corporate headquarters as well as legal, financial, marketing, and consulting services.
6. **Logistics and Supply Chain Management:** Warehousing, distribution centers, and logistics technology.
7. **Vertically Integrated Mixed-Use Development:** Vertically integrated mixed-used developments with at least 10% commercial square footage and structured parking
8. **Affordable Housing:** A residential or mixed-use development that includes housing units that are dedicated as affordable to residents for a period of not less than 20 years.

Section 400 – Incentives for Mixed-Use Development, Affordable Housing, and Business Retention, Expansion, and Attraction

Gwinnett County's incentives are organized into a five-tier system based on the scale of each project's investment, job creation, and community impact. Each tier offers progressively enhanced benefits to support businesses in alignment with Gwinnett County's strategic goals.

The Gwinnett County Administrator will coordinate with the Development Authority of Gwinnett County with respect to any ad valorem tax incentive transactions offered by the Development Authority of Gwinnett County to a private party pursuant to the provisions of the Incentives Ordinance and this Incentives Policy. Any real and/or personal property ad valorem tax incentives contemplated in this Incentives Policy will be offered through a negotiated leasehold structure consistent with the Tax Assessor's Policy Statement Regarding Lease Structure and Valuation of Leasehold Interest on Development Authority Transactions, as such policy statement may be amended from time to time.

Section 400.1 – Tier 1 Incentive: Entry-Level Growth Support

Eligibility Criteria:

1. Must operate within a Targeted Industry.
2. Investment of at least \$10 million in real and/or personal property.
3. Creation of at least 50 new or retained full-time or full-time equivalent jobs.
4. Payment of wages at 1.10 times the Gwinnett County average for the industry.

For Projects in Targeted Development or Redevelopment Areas:

1. Investment of at least \$5 million in real and/or personal property.
2. Creation of at least 25 new or retained full-time jobs.
3. Payment of Gwinnett County average wage for the industry.

For Affordable Housing Projects:

1. Investment of at least \$10 million in real property.
2. Minimum of 50 units
3. A minimum of 20% of units must be set aside as affordable units for households earning up to 60% of Area Median Income.

Incentives Offered:

1. Reduction of Gwinnett County fees and charges.
2. Expedited development review and permitting processes.
3. Up to a two-year real and/or personal property ad valorem tax incentive with a straight-line increase in the taxable value of the leasehold interest.

Leasehold Value Schedule Example:

Year	Leasehold Value %
Year 1	0%
Year 2	50%
Year 3	100%

Section 400.2 – Tier 2 Incentive: Mid-Scale Development Support

Eligibility Criteria:

1. Must operate within a Targeted Industry.
2. Investment of at least \$30 million in real and/or personal property.
3. Creation of at least 80 new or retained full-time or full-time equivalent jobs.
4. Payment of wages at 1.10 times the Gwinnett County average for the industry.

For Projects in Targeted Development or Redevelopment Areas:

1. Investment of at least \$15 million in real and/or personal property.
2. Creation of at least 40 new or retained full-time or full-time equivalent jobs.
3. Payment of Gwinnett County average wage for the industry.

For Affordable Housing Projects:

1. Investment of at least \$30 million in real property.
2. Minimum of 50 units.
3. A minimum of 30% of units must be set aside as affordable units for households earning up to 60% of Area Median Income.

Incentives Offered:

1. Reduction of Gwinnett County fees and charges.
2. Expedited development review and permitting processes.
3. Up to an eight-year real and/or personal property ad valorem tax incentive with a straight-line increase in leasehold interest.

Leasehold Value Schedule Example:

Year	Leasehold Value %
Year 1	0%
Year 2	14%
Year 3	26%
Year 4	39%
Year 5	51%
Year 6	64%
Year 7	76%
Year 8	89%
Year 9	100%

Section 400.3 – Tier 3 Incentive: Large-Scale Development Support

Eligibility Criteria:

1. Must operate within a Targeted Industry.
2. Investment of at least \$50 million in real and/or personal property.
3. Creation of at least 150 new or retained full-time or full-time equivalent jobs.
4. Payment of wages at 1.10 times the Gwinnett County average for the industry.

For Projects in Targeted Development or Redevelopment Areas:

1. Investment of at least \$25 million in real and/or personal property.
2. Creation of at least 75 new or retained full-time or full-time equivalent jobs.
3. Payment of Gwinnett County average wage for the industry.

For Affordable Housing Projects:

1. Investment of at least \$50 million in real property.
2. Minimum of 50 units.
3. A minimum of 40% of units must be set aside as affordable units for households earning up to 60% of Area Median Income.

Incentives Offered:

1. Reduction of Gwinnett County fees and charges.
2. Expedited development review and permitting processes.
3. Up to a twelve-year real and/or personal property ad valorem tax incentive with a straight-line increase in leasehold interest.

Leasehold Value Schedule Example:

Year	Leasehold Value %	Year	Leasehold Value %
Year 1	0%	Year 11	83%
Year 2	9%	Year 12	92%
Year 3	17%	Year 13	100%
Year 4	25%		
Year 5	34%		
Year 6	42%		
Year 7	50%		
Year 8	59%		
Year 9	67%		
Year 10	75%		

Section 400.4 – Tier 4 Incentive: Major Development Support

Eligibility Criteria:

1. Must operate within a Targeted Industry.
2. Investment of at least \$70 million in real and/or personal property.
3. Creation of at least 200 new or retained full-time or full-time equivalent jobs.
4. Payment of wages at 1.10 times the Gwinnett County average for the industry.

For Projects in Targeted Development or Redevelopment Areas:

1. Investment of at least \$35 million in real and/or personal property.
2. Creation of at least 100 new or retained full-time or full-time equivalent jobs.
3. Payment of Gwinnett County average wage for the industry.

For Affordable Housing Projects:

1. Investment of at least \$70 million in real property.
2. Minimum of 100 units.
3. A minimum of 50% of units must be set aside as affordable units for households earning up to 60% of Area Median Income.

Incentives Offered:

1. Reduction of Gwinnett County fees and charges.
2. Expedited development review and permitting processes.
3. Up to a fifteen-year property tax incentive with a straight-line increase in leasehold interest.

Leasehold Value Schedule Example:

Year	Leasehold Value %	Year	Leasehold Value %
Year 1	0%	Year 9	53%
Year 2	7%	Year 10	60%
Year 3	13%	Year 11	67%
Year 4	20%	Year 12	73%
Year 5	27%	Year 13	80%
Year 6	33%	Year 14	87%
Year 7	40%	Year 15	93%
Year 8	47%	Year 16	100%

Section 400.5 – Tier 5 Transformative Project Incentive

Eligibility Criteria:

1. Must operate within a Targeted Industry.
2. Investment of at least \$100 million in real and/or personal property.
3. Creation of at least 500 new or retained full-time or full-time equivalent jobs.
4. Payment of wages at 1.10 times the Gwinnett County average for the industry.

For Projects in Targeted Development or Redevelopment Areas:

1. Investment of at least \$50 million in real and/or personal property.
2. Creation of at least 250 new or retained full-time or full-time equivalent jobs.
3. Payment of Gwinnett County average wage for the industry.

For Affordable Housing Projects:

1. Investment of at least \$100 million in real property.
2. Minimum of 125 units.

3. A minimum of 60% of units must be set aside as affordable units for households earning up to 60% of Area Median Income.

Incentives Offered:

1. Reduction of Gwinnett County fees and charges.
2. Expedited development review and permitting processes.
3. Up to a twenty-year property tax incentive with a straight-line increase in leasehold interest.

Leasehold Value Schedule Example:

Year	Leasehold Value %	Year	Leasehold Value %
Year 1	0%	Year 11	50%
Year 2	5%	Year 12	55%
Year 3	10%	Year 13	60%
Year 4	15%	Year 14	65%
Year 5	20%	Year 15	70%
Year 6	25%	Year 16	75%
Year 7	30%	Year 17	80%
Year 8	35%	Year 18	85%
Year 9	40%	Year 19	90%
Year 10	45%	Year 20	95%
		Year 21	100%

Section 400.6 – Vertically Integrated Mixed-Use Development Eligibility Criteria

Vertically integrated mixed-use developments with at least 10% commercial square footage and structured parking are exempt from the job creation and wage requirements of each tier.

Section 400.7 –Affordable Housing and Eligibility Criteria

In addition to the eligibility criteria listed under each tier of Section 400 of this Incentives Policy, any affordable housing project receiving an incentive under this Incentives Policy must meet the following:

1. Any real property that is a part of the project will be subject to a land use restriction agreement (each, a “LURA”) recorded in the real property records of Gwinnett County that will require the set aside and the affordability requirements to be maintained for not less than 20 years.
2. Each LURA shall provide that every unit designated as an affordable unit within the project shall be limited to monthly rent of no more than 30% of the household’s monthly gross income at the maximum percentage of household Area Median Income as determined annually by the U.S. Department of Housing and Urban Development.

Section 500 – Additional Considerations Related to Incentive Offerings and Performance Contract Requirement

The incentive tiers and eligibility criteria provide a flexible framework that allows Gwinnett County to tailor incentives based on additional considerations, including but not limited to:

1. **Fiscal Impact on Gwinnett County Revenue and Services:** Impact on infrastructure, utilities, and overall Gwinnett County budget.
2. **Community Impact:** Effect on community vitality, including job accessibility, workforce training, and alignment with Gwinnett County's Unified Plan.
3. **Alignment with State and Federal Funding Commitments:** Projects receiving funding commitments from the State of Georgia may be given additional consideration if they align with Gwinnett County strategic objectives.
4. **Other Gwinnett County Incentives or Financial Assistance:** Projects that have received support from Tax Allocation District funding or other public financing/support may be ineligible for additional ad valorem tax incentive transactions.

Section 500.2 – Project Discretion and Final Approval

The Gwinnett County Administrator is authorized to modify or waive eligibility criteria or incentive offerings based on specific project needs, with a final assessment based on whether the incentives offered serve Gwinnett County’s long-term economic interests.

Property tax incentives are subject to final approval by the applicable Authority.

Section 600 – Application Process

Section 600.1 – Application Submission

All projects requesting incentives must complete a Fiscal Impact Form or provide documentation of project’s intended capital investment, job creation, and average wages and submit it to Gwinnett County.

Section 600.2 – Review and Approval Process

1. Upon review and acceptance of the Application, the applicant will be provided with an Incentive Offer Letter if any incentives are offered.
2. The applicant must indicate approval of the incentives being offered by signed acknowledgement and acceptance of the Incentive Offer Letter.
3. For property tax incentives, documentation approving such incentives will be prepared by issuer’s counsel and presented for consideration at a subsequent meeting of the Board of Directors of the appropriate Authority. Documentation may include, but is not limited to, the following: (a) a lease agreement; (b) a bond resolution; (c) a trust indenture; (d) a security agreement; (e) a bond purchase agreement; (f) a guaranty agreement; (g) a payment in lieu of taxes agreement; and/or (h) a LURA.
4. Following any approval of the necessary documentation for property tax incentives by the applicable Authority, validation proceedings will be filed and commenced in accordance with State law.