



Economic Development Financing Packet

**Georgia Department of Community Affairs
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**SB – Indicates a program of potential interest to Small Business*

INTRODUCTION AND ACKNOWLEDGEMENTS

Thank you for contacting the Georgia Department of Community Affairs (DCA), Office of Economic Development (OED) for your copy of the Economic Development Finance Packet (EDFP). The EDFP is a comprehensive listing of state, federal, and local programs that are designed to promote economic development and business enhancement in Georgia. The Department is appreciative of the many agencies that have willingly provided information on their programs. The information in this packet was summarized from each agency's material.

While this packet is thorough, it does not include every applicable program that could benefit businesses. Programs that are of interest to you, your business, or your organization should be contacted directly. All possible contact information has been provided where feasible; however, please be aware that each program may have periodic updates that may not be included in this version of the EDFP. The OED strongly recommends that you contact the organization of interest directly for the most current information and procedures.

For individuals who are seeking to start their own business or want to expand an existing business, the Small Business Administration (SBA) section of the EDFP should be reviewed in its entirety. To be eligible for assistance from the SBA, a business must meet certain SBA criteria. By definition, a very small business is defined as a business with no more than 15 employees and less than \$1 million in annual receipts. The SBA further defines small businesses by number of employees, annual average sales receipts, and by industry. Contact the SBA directly for more detailed information. The SBA, through its Small Business Development Center (SBDC) network, offers business owners and prospective business owners instruction in the fundamentals of business operations, including the cornerstone of any business -- the business plan. SBDCs also provide up-to-date training, counseling, and other forms of technical assistance. There are 17 SBDCs located strategically throughout Georgia.

In addition to the SBA section, an assortment of programs are specifically tailored to smaller businesses. These programs will have an SB designation next to their listings in the table of contents. One question the OED fields on a frequent basis is, "Can an individual obtain a grant to start a business?" The straightforward answer to this question is "No!" Additionally, the OED is not aware of any grant programs that offer no-cost financial assistance to individuals who want to start a for-profit business. While there are grant programs available, (some are listed in this packet) grants are generally made to units of local government and non-profit organizations to carry out a specific mission. Examples in the economic development arena include, but are not limited to, job creation and retention, downtown redevelopment, and other community redevelopment efforts that result in public benefit. Only businesses and organizations that work closely with the appropriate local government entity, and make firm job creation and private investment commitments, will be considered for these programs.

It is the Department's pleasure to provide you with this updated version of the EDFP. We again want to thank the many organizations listed in the EDFP that have made a mission of fostering business growth in Georgia. We hope that the information contained in the EDFP results in continued business expansions and start-ups in the great State of Georgia!

Please contact the Department for further information.

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HOW TO OPERATE A BUSINESS LEGALLY IN GEORGIA

Every new business owner should be aware that a business license is necessary to operate legally in Georgia. The location for obtaining a business license will depend upon where the business is located. If the physical address of the business is within the corporate limits of a city, then the license can be obtained from the city; if the business is located outside the corporate limits of a city, then the license should be obtained from the county. However, license acquisition is just the starting point. Business owners should be aware of multiple state and federal requirements that are necessary to operate a business. These can include withholding tax, workers compensation, sales and use tax, labor law compliance, and occupancy permits to name a few.

Finding out this information can be difficult since there are agencies at the federal, state, and local levels that may need to be consulted. The information in this packet is not all-inclusive and should not be considered a substitute for legal assistance from a qualified attorney. Also, since these requirements are subject to change, business owners should contact individual departments for the most current information.

To this end, the Secretary of State's office offers the First Stop Business Information Center to assist business owners. The center is designed to offer one-stop shopping on the licensing and permitting of businesses in Georgia. Their contact information can be found on page 6 of this packet.

Businesses that want to provide childcare services need to contact the Department of Human Resources (DHR). Organizations caring for fewer than six children need to register with DHR. If providing care for six and more children, the organization must be licensed. **For more information, contact:**

Bright from the Start - Georgia Department of Early Learning
Two Martin Luther King Jr. Drive, S.E.
East Tower, Suite 754
Atlanta, Georgia 30334
(404) 656-5957
(888) 442-7735
<http://dec.al.ga.gov>

Businesses involved in food processing or grocery sales need a food-sales-establishment license from the Georgia Department of Agriculture before starting. An inspection is also required and may be requested by phone. An application for a business will be accepted if the inspection shows that the establishment meets the department's requirements. Help can be obtained from the Department of Agriculture in preparing for the inspection. It is advised that business owners contact the department before investing in any renovation, equipment or plans. **For information, contact:**

Georgia Department of Agriculture
Food Safety Division
19 Martin Luther King Drive, S.W.
Agriculture Building, Room 306
Atlanta, Georgia 30334
(404) 656-3627
<http://agr.georgia.gov>

Firms engaged in cooking or food preparation, including restaurants, hotels and nursing homes, are licensed by the county environmental health departments.

Categories of business that concern the public interest are subject to special permits, licensing and inspection. This includes, but is not limited to, schools, nurseries, motor transport, public entertainment, employment agencies, securities dealers and financial institutions. **For more information on these types of businesses, contact:**

State of Georgia Information Line
(404) 656-2000
www.georgia.gov

Businesses which sell alcoholic beverages must have a state alcoholic beverage license and a local license which is obtained from either the city or county in which the business is located. The application forms for the licenses must be completed before the business is opened. Local authorities and the Department of Revenue can be of assistance in preparing the application. **For information and application forms from the state contact:**

Department of Revenue
Alcohol & Tobacco Unit
1800 Century Blvd., N.E., Suite 4235
Atlanta, Georgia 30345-3205
(404) 417-4900
www.etax.dor.ga.gov

Taxes cannot be ignored, of course. Business owners are required by law to withhold the following from the wages paid to employees: federal income taxes, state income taxes and FICA (Social Security) Insurance.

Proper tax documentation is a critical part of operating a business. Income taxes will also be levied by the federal and state governments on earnings of any business. Therefore, each business must file an income tax return with both federal and state revenue agencies. Businesses may be required to file estimated tax returns and pay estimated taxes on a quarterly basis.

For federal tax information, contact:

U.S. Internal Revenue Service
401 W. Peachtree St., N.W.
Atlanta, Georgia 30308
(404) 998-7962
(800) 829-1040
www.irs.gov

State tax information can be obtained from:

Georgia Department of Revenue
Taxpayer Services Division
1800 Century Blvd., N.E.
Atlanta, Georgia 30345-3205
(404) 417-2400
www.etax.dor.ga.gov

The IRS has a number of publications that are available upon request to small businesses. One of the most helpful is "Your Business Tax Kit," which includes data and forms for Federal Employer Identification Number and a tax guide for small businesses that can be ordered by calling Forms and Publications at 1-800-829-3676 or through a visit to the IRS office.

In Georgia there is a 4-percent sales and use tax which applies to the retail purchase, retail sale, rental, storage, use or consumption of tangible personal property and certain services. In other words, sales tax must be collected on just about every tangible personal property and certain services. Sales tax must also be collected on just about every tangible item sold, except for the exempt categories of prescription drugs, eyeglasses and contact lenses.

A sales tax number is required for each business before opening. **The number plus instructions for collection, reporting and remitting the money to the state on a monthly basis can be obtained from:**

Georgia Department of Revenue
Sales and Use Tax Division
1800 Century Blvd., N.E., Suite 8214
Atlanta, Georgia 30345
(404) 417-6601
1-877-423-6711
www.etax.dor.ga.gov

In addition, some counties have exercised local option issues to increase their sales and use tax to pay for certain projects.

Businesses are required by the state to pay unemployment insurance tax if the company has one or more employees for 20 weeks in a calendar year or it has paid gross wages of \$1,500 or more in a calendar quarter. The taxes are payable at a rate of 2.7 percent on the first \$8,500 in annual wages of an employee. Unemployment insurance must be reported and returns made to the state. **For information contact:**

Georgia Department of Labor
Adjudication Section, Sussex Place
148 International Blvd., N.E., Suite 850
Atlanta, Georgia 30303-1751
(404) 232-3301
www.dol.state.ga.us

If a business employs three or more, workers' compensation insurance must be carried to provide protection to those injured in on-the-job accidents. The State Board of Workers' Compensation aids people who need claim assistance. **For information contact:**

State Board of Workers' Compensation
270 Peachtree St., N.W.
Atlanta, Georgia 30303-1299
(404) 656-3818
<http://sbwc.georgia.gov>

Virtually all business entities are subject to the federal minimum wage, overtime and child labor laws. **Information on these laws and other federal laws pertaining to labor may be obtained from:**

U.S. Department of Labor
Wage and Hour Division
Atlanta Federal Center
Room 7m10
61 Forsyth St., S.W.
Atlanta, Georgia 30303
(404) 893-4525
www.dol.gov

Incorporating a business allows a firm to take advantage of the limited liability of a corporation. A corporation is usually a taxpayer separate from its owners, unless the company decides it wants to be an "S" corporation for special tax consideration. Contact an attorney or accountant for information on just what each designation can mean to the firm.

Legal assistance will be needed to incorporate. Incorporation involves checking with the Secretary of State to see if the name chosen for the business is available. Typed Articles of Incorporation must then be submitted, along with a fee. Additionally, a notice of incorporation must be published in the official legal newspaper for the county in which the business will be located. There is also a fee for this printing. Each business must submit a consent

from a person who will act as registered agent for service of process on the corporation. This consent must be filed along with the Articles of Incorporation. The articles must name at least three directors, unless the corporation will have two or fewer shareholders. **For more information, contact:**

Secretary of State, Corporations Division
315 West Tower, Floyd Building
Two Martin Luther King Jr. Drive, S.E.
Atlanta, Georgia 30334
(404) 656-2817
<http://sos.georgia.gov/corporations/>

Trademarks and service marks may be registered under federal laws or state laws. In Georgia, an application form should be filed, along with a \$15 fee and copies of the trademark or service mark. Registration is then good for 10 years. **For further information contact the Office of the Secretary of State at:**

Trademarks Section, Secretary of State
Corporations Division
306 West Tower, Floyd Building
Two Martin Luther King Jr. Drive, S.E.
Atlanta, Georgia 30334
(404) 656-2861
<http://sos.georgia.gov/corporations/trademarks.htm>

For federal information contact:

General Information Services Division
U.S. Patent and Trademark Office
Crystal Palace 3, Room 2C02
Washington, DC 20231
(800) 786-9199
www.uspto.gov

Secretary of State First Stop Business Information Center

The First Stop Business Information Center provides the small-business owner and the prospective entrepreneur with a central point of information and contacts for state regulatory requirements for operating a small business.

Businesses that use any name other than the owner's must register this name with the county as required by the Trade Name Registration Act. This registration requirement does not apply to corporations doing business under their corporate names or to those practicing any profession under a partnership name. For information contact the Clerk of the Superior Court for the county in which the business is located.

Last but not least, if an established business is to be bought, the purchaser must comply with the Bulk Sales Law. This law requires that at least five days before the actual purchase; each creditor must be personally notified of the proposed sale. In counties of more than 200,000 population, this intent must be published at least one time in the county legal newspaper not less than seven days prior to completion of the purchase. An attorney should be consulted about this procedure.

For further information contact the Office of the Secretary of State at:

315 West Tower, Floyd Building
2 Martin Luther King Jr. Drive, S.E.
Atlanta, Georgia 30334
(800) 656-4558
(404) 656-2817
Fax (404) 657-0513
www.sos.georgia.gov/firststop

GEORGIA DEPARTMENT OF COMMUNITY AFFAIRS (DCA)

www.dca.ga.gov

COMMUNITY DEVELOPMENT BLOCK GRANT (CDBG) PROGRAM

The primary objective of the economic development (ED) component of the CDBG program is the expansion of economic opportunities in cities and counties, principally for persons of low-and-moderate income. This is accomplished by funding viable projects which cannot take place without CDBG assistance. Applicants should note that any project must create or retain jobs for low- and moderate-income persons.

Eligible Applicants

Units of general-purpose local government (cities or counties) that do not participate in HUD's CDBG Entitlement or Urban County program.

Ineligible Program Applicants

The cities of Acworth, Albany, Alpharetta, Atlanta, Auburn, Austell, Ball Ground, Berkeley Lake, Brunswick, Buford, Canton, Chamblee, Chattahoochee Hills, Clarkston, College Park, Dacula, Dalton, Decatur, Doraville, Duluth, East Point, Fairburn, Forest Park, Gainesville, Grayson, Hapeville, Hinesville, Holly Springs, Johns Creek, Jonesboro, Kennesaw, Lake City, Lake Park, Lawrenceville, Lilburn, Lithonia, Loganville, Lovejoy, Marietta, Milton, Mountain Park, Norcross, Palmetto, Pine Lake, Powder Springs, Rest Haven, Riverdale, Rome, Roswell, Sandy Springs, Savannah, Smyrna, Snellville, Stone Mountain, Sugar Hill, Suwanee, Union City, Valdosta, Waleska, Warner Robins, Woodstock. The consolidated governments of Athens/Clarke County Consolidated Government, Augusta/Richmond County, Columbus Consolidated Government, Cherokee County, Clayton County, Cobb County, DeKalb County, Fulton County, Gwinnett County and Macon-Bibb County, plus any incorporated city within a HUD Entitlement Urban County that has chosen to participate with the Urban County through a Cooperating Agreement.

Eligible Projects

CDBG annual competition grants may be loaned to businesses or used to build public infrastructure that make business projects possible and create employment for low- and moderate-income persons. Generally eligible are:

1. Projects carried out by public or private nonprofit entities including:
 - (a) Acquisition of real property;
 - (b) Acquisition, construction or rehabilitation of public facilities, site improvements and utilities.
2. Loans to private businesses for fixed asset financing when assistance is necessary and appropriate to carry out an economic development project.

Grant and Loan Conditions

Loans are usually made at below-market rates with favorable terms (but no more favorable than the minimum necessary to make the project feasible). Payback is not required where CDBG funds are used for public infrastructure projects, but the applicant community must present evidence that it cannot finance the project without assistance. Private businesses which are the primary beneficiary under a public facility project are required to warrant their commitments to invest and create jobs with an irrevocable letter of credit.

Maximum Funds Available

The amount available for the Annual Competition depends on the funding the State receives annually from the Department of Housing and Urban Development (HUD). For Fiscal Year 2014, the total State CDBG funding level is approximately \$40 million with approximately \$30 million available for the annual competition. The amount used for economic development projects will depend upon the number and quality of the applications received and upon the demand for funds in the areas of housing and public facilities. The maximum CDBG annual competition amount that may be applied for is \$500,000.

Deadline

Applications for the CDBG annual competition program usually must be submitted during the second quarter of each calendar year. The final deadline is announced each year by DCA, and only one competition is held each year. Awards are generally announced 90 days after the receipt of applications.

Program Requirements

Funding is very competitive; typically one in two applicants is successful.

- To be competitive as an ED project, CDBG dollars must be leveraged at a minimum of one private dollar to every CDBG dollar; leverage ratios of 2 to 1 are not uncommon.
- Job creation is a major competitive factor.
- Awards are contingent upon firm commitments by other financial participants.
- Personal guarantees and adequate collateral are required.

For further information contact:

Brock Smith
Manager, Office of Economic Development
Community Development and Finance Division
Georgia Department of Community Affairs
60 Executive Park South, N. E.
Atlanta, GA 30329-2231
(404) 679-1744
Brock.smith@dca.ga.gov
www.dca.ga.gov

EMPLOYMENT INCENTIVE PROGRAM (EIP)

General Description

The Employment Incentive Program (EIP) is a financing program capitalized with State CDBG funds that may be used by private businesses along with conventional private financing to carry out economic-development projects which will result in employment of low- and moderate-income persons. Projects that create opportunities for low- and moderate-income persons to advance themselves by obtaining employment, greater job security, better working conditions, job training, enhancement of workplace skills and advancement opportunities receive the greatest consideration.

Eligibility Requirements

Eligible EIP activities encompass three broad areas:

1. Grants to local governments for the installation of public infrastructure which will support an eligible economic development project. Eligible projects include public water and sewer systems, distribution and/or collection lines, wastewater treatment projects, rail spurs, and various other types of public facilities;
2. Grants to local governments who then loan the EIP proceeds to a sub-recipient business to finance various fixed assets which will be used in an eligible economic development project. Eligible uses for EIP loan funds include financing for a variety of fixed assets: land, new facilities, rehabilitation of existing facilities, machinery and equipment, and some types of privately owned infrastructure; and
3. Grants to local governments for assistance to local development entities and other local non-profit corporations to fund facilities which assist low- and moderate-income persons to acquire employment, the employment skills and/or basic educational training to become more effective participants in the local economy. Eligibility for such activities will be limited to "new" activities which have not previously been undertaken by the unit of local government or local development entity. EIP projects must always create or retain employment principally for low- and moderate-income persons.

Eligible Applicants

Eligible applicants for funding under Georgia's EIP program are units of general-purpose local government. Excluded are metropolitan cities, urban counties and other units of government eligible to participate in HUD's urban counties, or metropolitan cities program. Currently, ineligible applicants under Georgia's program are Acworth, Albany, Alpharetta, Athens-Clarke County Unified Government, Atlanta, Auburn, Augusta-Richmond County, Austell, Ball Ground, Berkeley Lake, Brunswick, Buford, Canton, Chamblee, Chattahoochee Hills, Cherokee County, Clarkston, Clayton County, Cobb County, College Park, Columbus Consolidated Government, Dacula, Dalton, Decatur, DeKalb County, Doraville, Duluth, East Point, Fairburn, Forest Park, Fulton County, Gainesville, Grayson, Gwinnett County, Hapeville, Hinesville, Holly Springs, Johns Creek, Jonesboro, Kennesaw, Lake City, Lake Park, Lawrenceville, Lilburn, Lithonia, Lovejoy, Macon- Bibb County, Marietta, Milton, Mountain Park, Norcross, Palmetto, Pine Lake, Powder Springs, Rest Haven, Riverdale, Rome, Roswell, Sandy Springs, Savannah, Smyrna, Sugar Hill, Suwanee, Union City, Valdosta, Waleska, Warner Robins and Woodstock; as well as any incorporated city within a HUD Entitlement Urban County that has chosen to participate through a Cooperating Agreement with the Urban County in the HUD Entitlement Program or any other community designated by HUD as an entitlement community.

Assistance Amounts

The maximum EIP grant or loan amount is \$500,000. Each dollar in EIP funds must leverage a minimum of one dollar in private investment.

Financing Terms

Each business receiving EIP assistance must enter into a legally binding agreement with the local government detailing performance criteria for job creation and private investment. Agreements based on EIP grants for infrastructure are backed by irrevocable stand-by letters of credit the business must supply. Projects involving direct loans are underwritten and collateralized using standard commercial lending practices and documents. Performance criteria for job-creation and investment are included in the EIP loan agreement. Equity contributions and loan-to-value ratios are set case-by-case. Loans must be fully collateralized. The interest rate and term of an EIP loan are determined on a case-by-case basis. The average rate is currently 3% and terms of EIP loans range between 4 and 15 years depending on the assets to be financed.

Deadlines

Local governments may submit an EIP application at any time. The Department strongly recommends applicants submit an initial project assessment (IPA) for any potential project. This allows applicants and the Department to assess the potential competitiveness of a proposed project prior to the submission of an application. An acceptable, complete EIP application may then be submitted. The application review usually takes approximately 45 days after receipt of a complete application.

For information on EIP Public Infrastructure contact:

Gabriel Morris
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Community Development and Finance Division
Georgia Department of Community Affairs
60 Executive Park South, N. E.
Atlanta, GA 30329-2231
(404) 679-3174
gabriel.morris@dca.ga.gov

For information on EIP Loans-to-business projects contact:

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Economic Development Program Manager
Community Development and Finance Division
Georgia Department of Community Affairs
60 Executive Park South, N. E.
Atlanta, GA 30329-2231
(404) 679-0668
staci.tillman@dca.ga.gov

REGIONAL ECONOMIC BUSINESS ASSISTANCE (REBA) PROGRAM

General Description

The Regional Economic Business Assistance (REBA) program is a specialized economic development tool that may be used to enhance Georgia's competitiveness in attracting significant economic development projects and as a vehicle for significant local, regional or statewide initiatives that will have either short- or long-term economic development benefits. REBA should not be used when other state or federal programs could be used or when local funds are sufficient to accomplish economic development goals.

Eligibility Requirements

Generally, REBA funds are targeted for projects in non-rural counties, but may be located anywhere in the state. All applications must include a recommendation from a state agency whose statutory powers include community and economic development (e.g., the Georgia Department of Economic Development). REBA projects should retain or create jobs in Georgia and result in new private investment in Georgia.

Eligible Applicants

Eligible applicants for REBA funding are general-purpose local governments, local-government authorities, regional development centers, state agencies and state authorities.

Eligible Activities

Eligible activities include, but are not limited to: (1) public land acquisition and site development, (2) public infrastructure improvements, (3) publicly owned machinery and equipment, and (4) publicly owned/private leased fixed assets and machinery and equipment.

Assistance Amounts

The maximum amount available for economic development projects varies based upon the recommendation made by the Georgia Department of Economic Development.

Deadlines

Eligible applicants may submit an application at any time.

For information regarding a recommendation for REBA funding contact:

The GDEcD regional representative whose service area includes the potential business location.

www.georgia.org

DCA Contact:

Inna Horuzhik

Incentives Program Manager

Community Finance Division

Georgia Department of Community Affairs

60 Executive Park South, NE

Atlanta, GA 30329-2231

(404) 679-0593

inna.horuzhik@dca.ga.gov

DOWNTOWN DEVELOPMENT REVOLVING LOAN FUND (DDRLF)

General Description

The purpose of the Downtown Development Revolving Loan Fund (DDRLF) is to assist cities, counties and development authorities in their efforts to revitalize and enhance downtown areas by providing below-market-rate financing to fund capital projects in core historic downtown areas and adjacent historic neighborhoods where DDRLF will spur commercial redevelopment.

Eligible Applicants

- Eligible applicants under this program are municipalities with a population of 100,000 or less, counties with a population of 100,000 or less proposing projects in a core historic commercial area, and development authorities proposing projects in a core historic commercial area in municipalities or counties with a population of 100,000 or less. The ultimate user of funds may be a private business or a public entity such as a city or development authority.
- If the applicant is not the municipality in which the proposed activities will take place, then the application must include a resolution of support and commitment of cooperation from the applicable local government.
- Eligible applicants must have an existing downtown commercial area that meets two or more of the following characteristics:
 - (a) A significant number of commercial structures fifty (50) years old or older;
 - (b) Empty storefronts or documentation of an immediate threat to a downtown's commercial viability;
 - (c) A feasibility/market analysis identifying the businesses/activities which can be supported in the downtown area and a plan for attracting or retaining such businesses/activities;
 - (d) A downtown master plan and/or strategic plan designed to guide public or private investment;
 - (e) Commitment(s) for private/public funding to support downtown development activities (from banks, downtown development authorities, local businesses, other government agencies, etc.) enhancing, directly or indirectly the activity (ies) to be financed with the Department's loan.

Eligible Activities

Applicants must demonstrate that they have a viable downtown development project and clearly identify the proposed uses of the loan proceeds. Once approved, funds may be used for such activities as: real estate acquisition, development, redevelopment, and new construction; rehabilitation of public and private infrastructure and facilities; purchase of equipment and other assets (on a limited basis).

Assistance Amounts

The maximum loan is \$250,000 per project. At its discretion, the Department may decide to loan an amount less than the amount requested in an application.

Loan Terms

Interest rates are below-market with Main Street cities currently receiving a 2% rate and all other cities receiving a 3% rate. Repayment period is typically ten years with a fifteen-year amortization. Security is usually project collateral and personal guarantee.

Application Deadlines

Applications are accepted throughout the year. To download a copy of the Initial Project Assessment form, please visit www.dca.ga.gov.

For further information contact:

Georgia Department of Community Affairs
60 Executive Park South, N.E.
Atlanta, GA 30329-2231
www.dca.ga.gov

Kim Carter, EFDP
OneGeorgia Program Manager
Community Development and Finance Division
(404) 327-0604
kim.carter@dca.ga.gov

Note: The Department works closely with the Georgia Municipal Association (GMA) through its Georgia Cities Foundation Program (GCF) to assist Georgia's downtown communities with revitalization. For more information on the GCF, visit the GCF website at www.georgiacitiesfoundation.org or contact Perry Hiott at (678) 686-6207 or by email at phiott@gmanet.com

REDEVELOPMENT FUND

General Description

The Redevelopment Fund, a set-aside of the State's non-entitlement CDBG program, provides flexible financial assistance including grants and loans to local governments to assist in implementing challenging economic and community development projects that cannot be undertaken with existing public sector grant and loan programs. The Redevelopment Fund will reward locally initiated public/private partnerships by providing financing to leverage private sector investments in commercial, downtown, and industrial redevelopment and revitalization projects that need Redevelopment Fund investment to proceed. While all CDBG-funded projects that create jobs must meet applicable low and moderate-income criteria, the Redevelopment Fund will allow projects to be approved using an "eliminating slum and blight" national objective. The Redevelopment Fund may support and extend DCA's existing CDBG programs in order to allow redevelopment projects with "challenging economics" to be made competitive for DCA, private, and other public funding investments.

Eligible Applicants

Eligible applicants for funding under Georgia's RDF program are units of general-purpose local government. Excluded are metropolitan cities, urban counties and other units of government eligible to participate in HUD's urban counties, or metropolitan cities program. Currently, ineligible applicants under Georgia's program are Acworth, Albany, Alpharetta, Athens-Clarke County Unified Government, Atlanta, Auburn, Augusta-Richmond County, Austell, Ball Ground, Berkeley Lake, Brunswick, Buford, Canton, Chamblee, Chattahoochee Hills, Cherokee County, Clarkston, Clayton County, Cobb County, College Park, Columbus Consolidated Government, Dacula, Dalton, Decatur, DeKalb County, Doraville, Duluth, East Point, Fairburn, Forest Park, Fulton County, Gainesville, Grayson, Gwinnett County, Hapeville, Hinesville, Holly Springs, Johns Creek, Jonesboro, Kennesaw, Lake City, Lake Park, Lawrenceville, Lilburn, Lithonia, Lovejoy, Macon- Bibb County, Marietta, Milton, Mountain Park, Norcross, Palmetto, Pine Lake, Powder Springs, Rest Haven, Riverdale, Rome, Roswell, Sandy Springs, Savannah, Smyrna, Sugar Hill, Suwanee, Union City, Valdosta, Waleska, Warner Robins and Woodstock; as well as any incorporated city within a HUD Entitlement Urban County that has chosen to participate through a Cooperating Agreement with the Urban County in the HUD Entitlement Program or any other community designated by HUD as an entitlement community.

Available Financing

The maximum amount of assistance is \$500,000. Projects involving direct loans are underwritten and collateralized using standard commercial lending procedures and documents. Performance criteria for job-creation and investment are included in the RDF loan agreement. Equity contributions and loan-to-value ratios are set case-by-case. Loans must be fully collateralized. The interest rate and term of an RDF loan are determined on a case-by-case basis. The average rate is currently 3% and terms of RDF loans ranged between 4 and 15 years depending on the assets to be financed.

For further information contact:

Staci Tillman
Economic Development Program Manager
Community Development and Finance Division
Georgia Department of Community Affairs
60 Executive Park South, NE
Atlanta, Georgia 30329-2231
(404) 679-0668
staci.tillman@dca.ga.gov
www.dca.ga.gov

LOCAL REVOLVING LOAN FUNDS (RLF)

Local Revolving Loan Funds (RLF) are potential sources of funding for new or expanding businesses in select areas throughout Georgia. The goal of each RLF is the creation of job opportunities, primarily for low- and moderate-income persons.

Funding

Funds for each RLF are capitalized with a Community Development Block Grant (CDBG) Employment Incentive Program (EIP) grant that is loaned to a private business or a Redevelopment Fund (RDF) loan(s). As loan repayments are made, the RLF is capitalized by the local government that was the recipient of the initial CDBG EIP or RDF award. RLF loan applications are received and reviewed by the local RLF committee and government that operate the RLF.

Eligible borrowers

- For-profit businesses
- Local development authorities

Ineligible borrowers

- Lending and investment institutions
- Unregulated media (newspapers and magazines)
- Speculative ventures
- Charitable organizations
- Passive-income companies

Program Requirements

Loan applications are reviewed by the local RLF committee in accordance with locally adopted policies and procedures. The local RLF committee determines loan amounts, rates and terms. Competitive applications include:

- A commitment to create jobs
- Firm commitments by other financial participants (leverage of \$1:\$1)
- Ability to service debt
- Personal guarantees
- Adequate collateral

How to apply

Call DCA for the RLFs in your area; DCA will give you the contact person for the RLF.

For further information contact:

Michael Casper
Compliance Manager
Community Development and Finance Division
Georgia Department of Community Affairs
60 Executive Park South, N. E.
Atlanta, GA 30329-2231
(404) 679-0594
michael.casper@dca.ga.gov
www.dca.ga.gov

Cities & Counties with Revolving Loan Funds

Adel	Crisp County	Liberty County	Rebecca
Alapaha	Decatur County	Macon County	Rome
Alma	Dodge County	Manchester	Seminole County
Americus	Early County	McDuffie County	Sylvester
Appling County	Eatonton	McIntosh County	Thomson
Athens-Clarke County	Elbert County	Mitchell County	Tift County
Atkinson County	Emanuel County	Montezuma	Toombs County
Barrow County	Fitzgerald	Monticello	Vidalia
Ben Hill County	Glynn County	Moultrie	Wadley
Berrien County	Haralson County	Ocilla	Warren County
Blackshear	Harlem	Oglethorpe	Waycross
Bowman	Hart County	Pearson	West Point
Cairo	Hazlehurst	Pelham	Willacoochee
Calhoun	Heard County	Pierce County	Worth County
Clinch County	Homerville	Plains	Zebulon
Commerce	Jeff Davis County	Preston-Webster	
Cordele	Lanier County	County	
Crawford County	Lavonia	Quitman	

Note: Fund size and availability vary by location.

OFFICE OF FIELD SERVICES

The Department of Community Affairs' Office of Field Services (OFS) in the Community Development and Finance Division provides expert technical assistance and on-site services to assist local governments with the development and implementation of projects to achieve community- and economic-development goals.

Technical Assistance

- Office of Field Services representatives provide expert assistance to local governments, authorities, and other community groups with:
 - Project development. OFS Staff provides on-site assistance that tailors available programs and services specifically to individual project needs.
 - Best practices. OFS Staff provides input and insight into the most effective delivery methodologies to ensure project success.
 - Financing strategies. OFS Staff can help develop the best strategy for deal structuring and various financing arrangements most suited for a specific project.
 - Project implementation. OFS Staff is assigned to each individual project that receives funding from one of the programs of the Community Development and Finance Division to assist with a project from start to finish.
- Provides ongoing support to assist local governments overcome problems that may be encountered during a project to ensure successful completion of projects.

Compliance Monitoring

- Office of Field Services representatives monitor for compliance with State and Federal regulations for recipients of DCA financing in the following areas:
 - Property acquisition
 - Financial records
 - Labor standards
 - Citizen participation
 - Environmental review
 - Procurement

Contact Information. See next two pages for regional maps.

COMMUNITY DEVELOPMENT

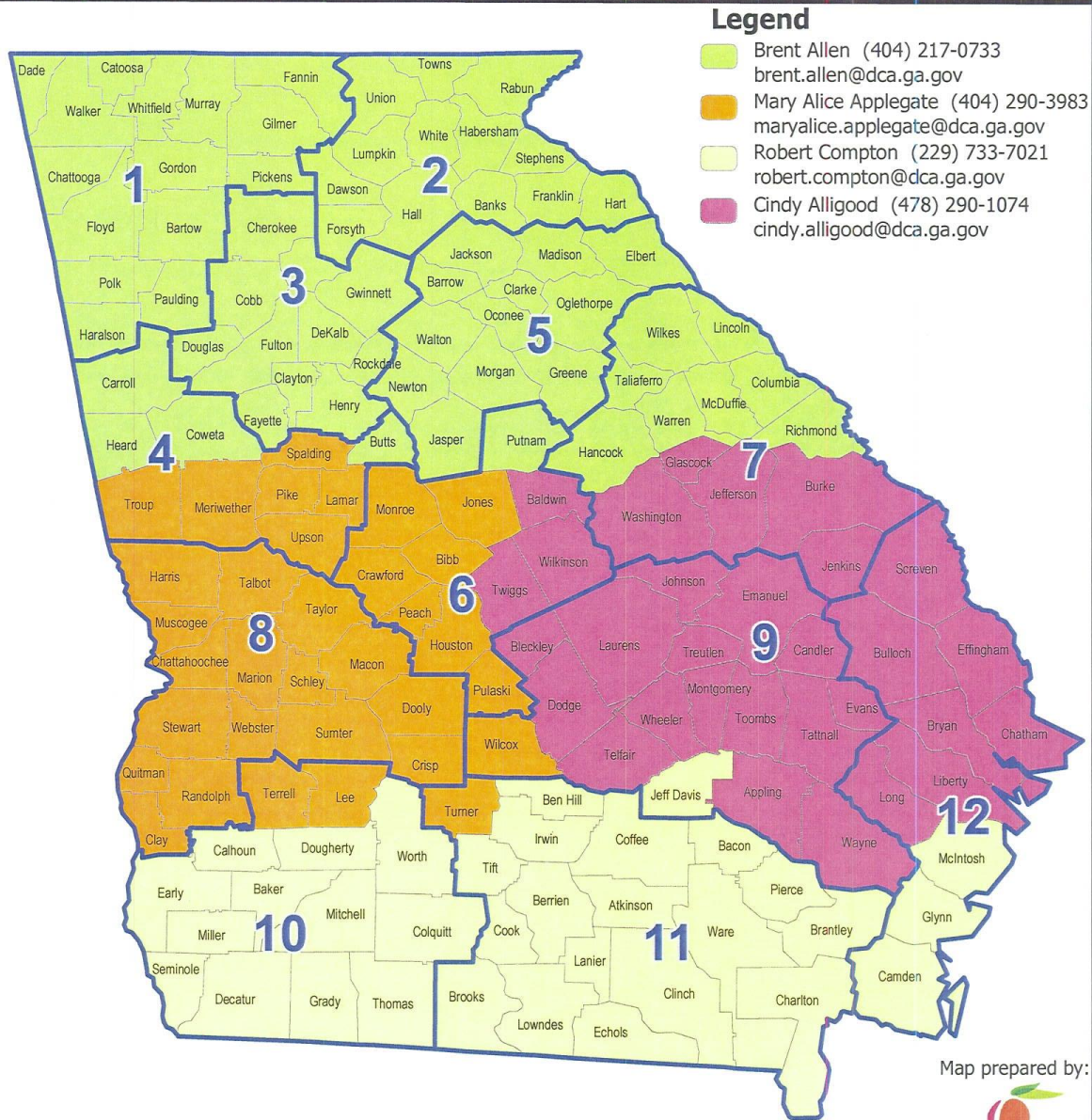
NORTH	MID-EAST	MID-WEST	SOUTHWEST	SOUTHEAST
Brent Allen	Cindy Alligood	Mary Alice Applegate	Robert Compton	Robert Compton
(404) 217-0733	(478) 290-1074	(404) 290-3983	(229) 733-7021	(229) 733-7021
brent.allen@dca.ga.gov	cindy.alligood@dca.ga.gov	maryalice.applegate@dca.ga.gov	robert.compton@dca.ga.gov	robert.compton@dca.ga.gov

ECONOMIC DEVELOPMENT

NORTHWEST	NORTHEAST	SOUTHWEST	SOUTH	SOUTHEAST
Patrick Vickers	John VanBrunt	Tonya Mole	Kelly Lane	Jennifer Fordham
(404) 679-3151	(706) 825-1356	(404) 852-6876	(404) 227-3619	(912) 531-1746
patrick.vickers@dca.ga.gov	john.vanbrunt@dca.ga.gov	tonya.mole@dca.ga.gov	kelly.lane@dca.ga.gov	jennifer.fordham@dca.ga.gov

CDBG Program Field Services Representatives

Georgia Department of Community Affairs

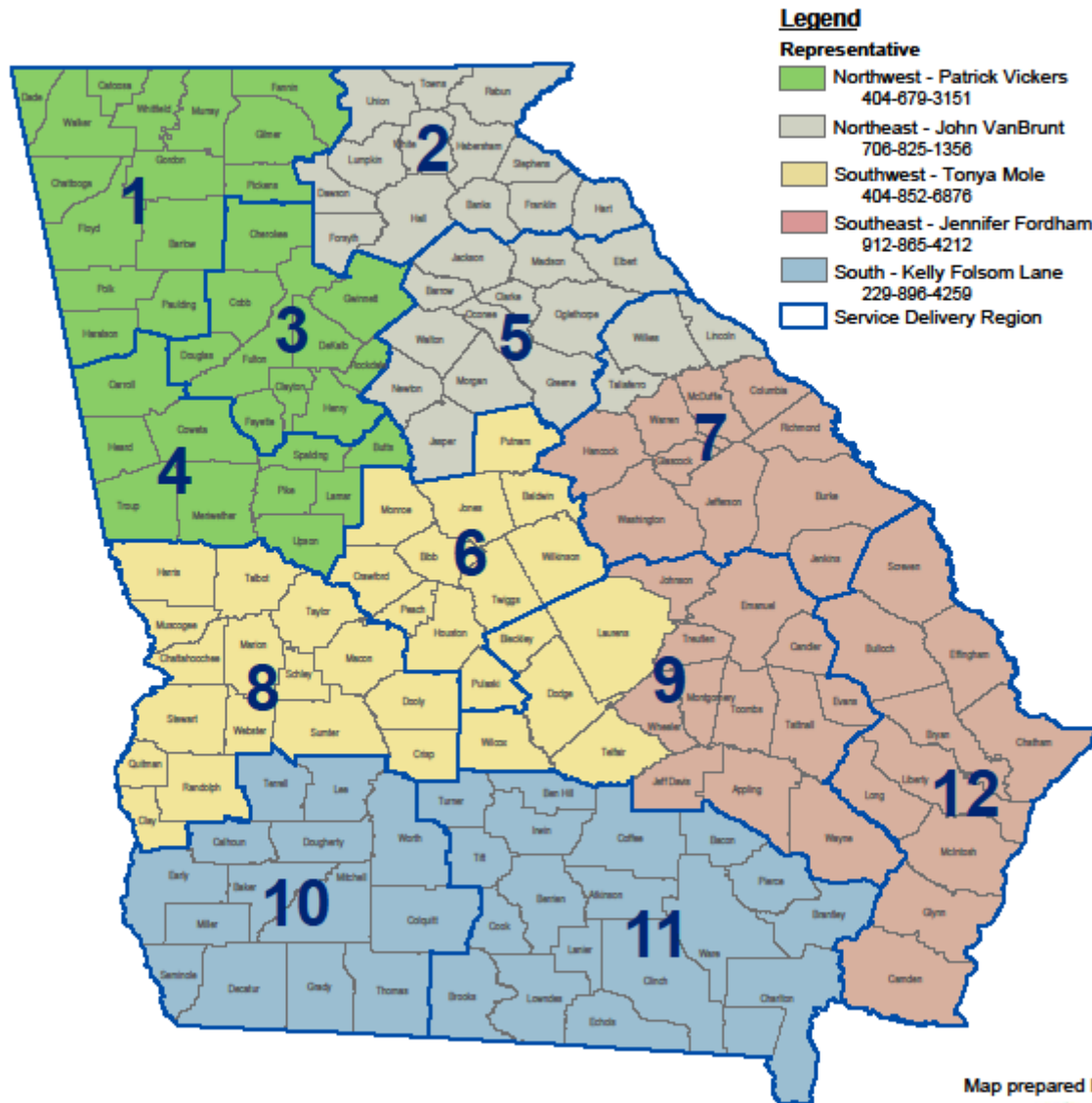


For additional information regarding DCA's Community Development programs please see:
<http://www.dca.ga.gov/communities/CDBG/programs/CDBGregular.asp>

Map prepared by:



Georgia Department of Community Affairs Economic Development Field Service Areas



For additional information regarding DCA's Economic Development programs and additional State and Federal resources please see:
<http://www.dca.ga.gov/economic/Financing/index.asp>

Map prepared by:



APPALACHIAN REGIONAL COMMISSION AREA DEVELOPMENT FUNDS

The Appalachian Regional Commission (ARC) provides federally funded infrastructure improvement and operational grants to north Georgia cities and counties to assist in the creation of permanent jobs. Local governments must compete annually for available funds. Project grants are usually \$300,000 or less. Eligible counties include Banks, Barrow, Bartow, Carroll, Catoosa, Chattooga, Dade, Douglas, Fannin, Floyd, Franklin, Gilmer, Gordon, Habersham, Hall, Hart, Haralson, Heard, Jackson, Lumpkin, Madison, Murray, Paulding, Pickens, Polk, Rabun, Stephens, Towns, Union, Walker, White, and Whitfield counties.

Program Objectives

The program purpose is to assist economic development of Appalachian Region counties in Georgia by:

1. Requiring significant near-term job creation as a result of each project's specific performance;
2. Requiring that limited ARC dollars be used with projects that are most likely to be completed quickly, giving priority to projects that include substantial private investments;
3. Giving priority to projects consistent with documented local plans and strategies that support the four ARC goals:
 1. Increase job opportunities and per capita income in Appalachia to reach parity with the nation,
 2. Strengthen the capacity of the people of Appalachia to compete in the global economy,
 3. Develop and improve Appalachia's infrastructure to make the Region economically competitive,
 4. Build the Appalachian Development Highway System to reduce the Region's isolation and consistency with the state's strategy statement.

Grant Amounts Available/Match Requirements

Generally, Georgia will receive approximately \$3.5 million per year for the program. Because of limited funds, grant amounts are available up to \$300,000 for individual infrastructure projects. (The amount for operational grants is usually less than \$100,000.) Competition for the projects is keen and ARC normally funds up to 50% of project costs. Counties designated as At Risk of becoming economically distressed are eligible for up to 70% of project costs; these include Chattooga, Elbert and Hart Counties. In a number of Georgia's ARC counties, economic activity is so strong that the Commission restricts funding to 30% and in some counties may limit funding to certain types of projects; these include Dawson, Paulding and Pickens Counties. Cherokee, Forsyth, and Gwinnett Counties are designated as economic attainment and funding is not available in these areas.

Eligible Activities

Most activities providing water and sewer services are eligible as long as program objectives are met by the proposed project. Projects related to the supply, storage, treatment, and transmission of water are eligible, and projects related to the collection, storage, and treatment of sewer are eligible. Education activities are presently limited to adult literacy and school drop-out prevention. Projects related to health, workforce development, technology and entrepreneurship may also be eligible.

Ineligible Activities

Ineligible activities include the construction of public buildings, which includes libraries, cultural centers, hospitals, schools, and general government office buildings.

Program Administration

The program is administered by the Georgia Department of Community Affairs (DCA) in cooperation with the ARC. Pre-applications for the program are prepared by applicants with assistance from Regional Commissions (RCs), if needed, in August of each year. DCA then works with RCs and local governments to prepare a complete application for consideration by the Governor and ARC. Final approval for projects generally occurs in the summer of the following year after pre-application submission.

For further information contact:

Saralyn Stafford
Director, External Affairs and Rural Policy
(404) 679-3166
saralyn.stafford@dca.ga.gov

GEORGIA MAIN STREET PROGRAM

I. Georgia Main Street Program

Established 1980

One of the signature initiatives of the Georgia Department of Community Affairs is our Classic Main Streets Program, an approach that has been used to improve communities in our state since 1980. The Main Street Program uses preservation- based economic development as a way to help grow historic business districts across Georgia. A successful central business district creates fertile ground for small business development, develops and sustains a sense of place for the local citizens, preserves historic resources, and is an amenity that the city can promote to attract visitors and new business development. The Office of Downtown Development serves as the state's coordinating program for the National Main Street Center, a subsidiary of the National Trust for Historic Preservation.

II. Levels of Service

1. OUR Town – this level of service is designed for communities who are looking to establish a downtown development program locally. Communities wishing to participate are eligible to apply during an annual enrollment period. Qualified communities will have limited or no existing structure currently in place for downtown development, but have an expressed desire to move forward with the creation of one.
2. Start-up Main Street Community – this level is designed for communities or organizations that already have in place an economic/downtown development entity that embodies the 4 point approach™ in their work plans, goals and programs. The goal of the Office of Downtown Development is to work with these communities to elevate them to the Classic Main Street Program level in a period of two years or less.
3. Classic Main Street Community – currently 96 communities are nationally certified as Georgia Main Street Cities. These communities have a Main Street Program in place and strive to embody the 4 point approach™. They are responsible for providing statistics and economic impact numbers to the Office of Downtown Development monthly and must be reaccredited on an annual basis. Our 96 certified programs have had over a three billion dollar impact in the past 30 years and have created over 58,000 net new jobs in Georgia's downtowns.
4. Georgia's Experienced Main Streets G.E.M.S. – this designation is only awarded to a select few of Georgia's Main Street Communities. The G.E.M.S. program is designed to provide individualized training and technical services to communities that have demonstrated exemplary working knowledge and execution of the Main Street 4- point approach™.

III. Design Services

Professionals in the field of design can provide your community with ready access to concept drawings, sketches and renderings to build a more appealing downtown. Our programs receive a special rate tier for services that include façade renderings and concepts, in-fill development concepts, site plans, trail and corridor development plans, sign designs, and much more.

For Further Information please contact:

Billy Peppers

Director, Office of Downtown Development

(404) 679-3101

billy.peppers@dca.ga.gov

For further information on Design Services please contact:

Carmine Fischetti

Manager, Downtown Design Studio

(706) 425-3079

carmine.fischetti@dca.ga.gov

CDBG LOAN GUARANTEE PROGRAM

The CDBG Loan Guarantee Program (also known as Section 108) is a flexible economic and community development financing tool that can be used for certain large-scale economic development projects that cannot proceed without loan guarantee assistance. Funds for this program are raised through the sale of notes through federal underwriters following DCA's guarantee of the financing to the U.S. Department of Housing and Urban Development (HUD).

Eligible Borrowers:

General purpose, "non-entitlement" local governments. Local governments may (for DCA- approved projects) re-loan the proceeds to for-profit businesses and local development authorities that may serve as eligible sub-recipient borrowers.

Eligible Activities:

- Acquisition of real property
- Clearance and removal of slums and blight
- Rehabilitation of real property owned by a public entity
- Site preparation, including construction, reconstruction, or installation of public utilities or facilities related to the redevelopment or reuse of the real property
- Other economic development activities eligible under the CDBG and EIP program

Loan Amount:

Maximum loan amount is \$5,000,000

Terms and Conditions:

Financing options will vary, but generally loan terms that are less than 10 years are most competitive. Local governments with sound finances that provide certain "credit enhancements" may be able to arrange loan terms up to 20 years. In order to be approved by DCA, all projects will be subject to rigorous underwriting that documents a project's economic viability. Local governments will generally be required to obligate themselves and document to DCA's satisfaction that all debt will be repaid.

Rate:

Interest rates are determined by the public market for government debt. Following DCA's (and ultimately HUD's) guarantee of the local debt, the note is "pooled" with other similar notes and sold to private investors by federal underwriters chosen by HUD. Because the notes are ultimately backed by the full faith and credit of the United States, the permanent interest rate on 108 loans will only be a few basis points higher than Treasury bond rates for similar terms. Interim rates will be a few basis points higher than the LIBOR rate.

Repayment:

Repayment is made by the participating local government. Local governments may generate revenue from leases or loans to sub-recipient entities to assist them in repaying loans.

Underwriting Process:

The Department will only guarantee financing for projects and local governments that it determines can generate sufficient revenue to service all debt obligations.

Job Creation:

Each funded activity must generally meet a minimum low-and moderate-income benefit threshold of 70%.

For further information contact:

Brian Williamson
Deputy Commissioner, Community Development and Finance Division
(404) 679-1587
brian.williamson@dca.ga.gov

OR

Joanie Perry
Division Director, Community Finance Division
(404) 679-3173
joanie.perry@dca.ga.gov

Georgia Department of Community Affairs
60 Executive Park South, N.E.
Atlanta, Georgia 30329-2231
www.dca.ga.gov

REGIONAL ECONOMIC ASSISTANCE PROJECTS (REAP)

The purpose of Regional Economic Assistance Projects (REAP) is to provide a mechanism for local and state governments and the private sector to cooperate on large-scale tourism-related projects with multiple uses that will create jobs and enhance the local tax base. REAP will assist projects that produce growth and development, particularly in rural areas, resulting in additional local tax revenue and providing high-caliber employment opportunities in the tourism and hospitality industries. Additional benefits include sound project development, consistent governmental review and approval, responsible project implementation, and project monitoring and reporting. Upon meeting the requirements of the statute and the REAP rules, including local government endorsement and certification by the Georgia Department of Community Affairs (DCA), a developer of a certified REAP project may apply to the Georgia Department of Revenue for a state license for the sale of malt beverages, wine, or distilled spirits by the drink for consumption on the premises only.

Eligibility Requirements

In order to receive REAP certification, a project, in combination with any adjacent facility included by a reciprocal use agreement, must (a) be not less than 250 acres in size or located on or adjacent to a lake of not less than 2,500 acres in size, (b) where required, have zoning which is appropriate to the planned uses and plans which are consistent with other land use regulations, and (c) provide for at least three of the following criteria (a project that does not include an adjacent facility subject to a reciprocal-use agreement need only meet two of the criteria): (i) one or more regulation 18-hole golf courses, with a clubhouse providing food service, (ii) a commercial boat marina with at least 300 boat slips and a facility providing food service, (iii) a full-service restaurant with minimum seating for 75 or more persons, (iv) at least 100 residential units, (v) at least 200 rooms for overnight stays, (vi) conference facilities with capacity for 150 participants, or (vii) be located in a county in which a state-operated facility or authority provides services or products, or both, to the general public. The facilities of a REAP that meet the above criteria, excluding residential units, must have public access.

Eligible Applicants

Developers of projects that meet the REAP criteria are eligible to apply. Developer means an individual or organization that manages the development or maintenance of a project and is duly authorized to act as a representative of the project in a capacity such as a general partner, owner, or officer.

Application Requirements

In addition to the application requirements detailed in the REAP application package, an applicant for REAP certification must also provide (1) a resolution from the appropriate local government indicating that the project appears to meet the criteria set out in the Statute (specifically, O.C.G.A. § 50-8-191(c)) and approving the project and submission of the application to DCA for review and possible certification; and (2) a nonrefundable application and processing fee of \$5,000.

Assistance Amounts

There is no financial assistance available under REAP.

Deadlines

Developers may submit a REAP application at any time. It is strongly recommended that potential applicants contact DCA prior to submitting an application. To meet reporting requirements pursuant to the REAP Rules, developers are required to submit annual progress reports in the form prescribed by DCA.

For information on REAP contact:

Inna Horuzhik
Incentives Program Manager
Community Development and Finance Division
Georgia Department of Community Affairs
(404) 679-0593
inna.horuzhik@dca.ga.gov

OPPORTUNITY ZONES

Opportunity Zones are a combination of three programs already in use: State Enterprise Zones, Urban Redevelopment Areas/Plans, and Job Tax Credits. Alone, each of these programs provides strong incentives for local economic development. Together, the blend is a powerful draw for local economic development that is good for business and good for the neighborhood.

Local governments that undertake redevelopment and revitalization efforts in certain older commercial and industrial areas can now qualify those areas for the State's maximum job tax credit of \$3,500 per job if the area has received an Opportunity Zone (OZ) designation from DCA. The incentive is available for any lawful new or existing business that creates two or more jobs; the tax credits can be taken against the business's income tax liability and state payroll withholding.

DCA will consider designations for areas that are within or adjacent to a census block group with 15% or greater poverty and in which there also exists an Enterprise Zone or Urban Redevelopment Plan that has been adopted according to the relevant Georgia statutes--O.C.G.A. § 36-88-1 et seq. for the Georgia Enterprise Zone Employment Act and O.C.G.A. § 36-61-1 et seq. for the Urban Redevelopment Law. The designation criteria are met by the targeting of poverty areas that are in decline, suffering from disinvestment and are in need of redevelopment and revitalization.

Upon designation as an OZ, businesses that expand or locate within the OZ may take advantage of the state job tax credit. The credit may be claimed at \$3,500 per eligible new job, with the credit being first applied against 100 percent of the business's Georgia income tax liability and any excess credit available to claim against withholding taxes as long as the proper steps are taken with the Department of Revenue.

For further information contact:

Brian Williamson
Deputy Commissioner, Community Development and Finance Division
(404) 679-1587
brian.williamson@dca.ga.gov

OR

Joanie Perry
Division Director, Community Finance Division
(404) 679-3173
joanie.perry@dca.ga.gov

For assistance in making an application for an Opportunity Zone, contact:

Cherie Bennett
Opportunity Zone Program Manager
Community Development and Finance Division
(404) 831-2058
cherie.bennett@dca.ga.gov

For technical assistance in claiming Opportunity Zone job tax credits, contact:

Dawn Sturbaum
Senior Incentives Program Manager
Community Development and Finance Division
(404) 679-1585
dawn.sturbaum@dca.ga.gov

Georgia Department of Community Affairs
60 Executive Park South, N.E.
Atlanta, Georgia 30329-2231
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GEORGIA BUSINESS EXPANSION AND SUPPORT ACT

EXECUTIVE SUMMARY

INCOME TAX CREDITS

Job Tax Credit

Provides for a statewide job tax credit for any business or headquarters of any such business engaged in manufacturing, warehousing and distribution, processing, telecommunications, broadcasting, tourism, or research and development industries, but does not include retail businesses. If the following two requirements are met, job tax credits are available to businesses of any nature, including retail businesses: (1) in counties recognized and designated as the 40 least developed counties; and (2) in designated census areas located near a military base (MZ) or in an Opportunity Zone (OZ) which suffer from pervasive poverty.

Counties and certain census tracts in the state are ranked and placed in economic tiers using the following factors:

- 1 Highest unemployment rate;
- 2 Lowest per capita income; and
- 3 Highest percentage of residents whose incomes are below the poverty level.

Tier	County Rankings	Minimum New Jobs Creation	Credit Amount per Eligible New Job
1	1 through 71	2	\$3,500
2	72 through 106	10	\$2,500
3	107 through 141	15	\$1,250
4	142 through 159	25	\$750
MZ/OZ	N/A	2	\$3,500
LDCT	N/A	5	\$3,500

The credit amounts listed above are applicable to new jobs created on or after January 1, 2001. Jobs created prior to January 1, 2001 are calculated at the credit amount in place at the time the job was created.

Credits similar to the credits available in Tier 1 counties are potentially available to companies in certain "less-developed" census tracts (LDCT) throughout the state.

Note that average wage for the new jobs must be above the average wage of the county that has the lowest average wage of any county in the state. Also note that employers must make health insurance available to employees filling the new full-time jobs. Employers are not, however, required to pay all or part of the cost of such insurance unless this benefit is provided to existing employees.

For businesses creating the initial job threshold in a tax year beginning on or after January 1, 2009, credits are allowed for new full-time jobs for five years in years one through five. In Tier 1 and Tier 2 counties and in qualifying census areas, the total credit amount may offset up to 100 percent of a taxpayer's state income tax liability for a taxable year. In Tier 3 and Tier 4 counties, the total credit amount may offset up to 50 percent of a taxpayer's state income tax liability for a taxable year. In Tier 1 counties and qualifying census areas only, credits may also be taken against a company's income tax withholding. (The maximum use of the tax credit against withholding is \$3,500 per job regardless of any additional credit claimed for either the joint development authority or the port authority.) A credit claimed but not used in any taxable year may be carried forward for 10 years from the close of the taxable year in which the qualified jobs were established. The measurement of new full-time jobs and maintained jobs is based on average monthly employment. Georgia counties are re-ranked annually based on updated statistics. See the Job Tax Credit law and regulations for further information. (See "Opportunity Zone" for information on new census block group targeting opportunities.)

Job Tax Credit for Joint Development Authorities

Provides for an additional \$500 job tax credit per job, when claiming the credit under the county tier ranking (O.C.G.A. § 48-7-40), for a business enterprise locating within the jurisdiction of a joint authority established by two or more contiguous counties. The joint development authority bonus may not exceed \$500, even if the county is a member of multiple joint authorities

Investment Tax Credit

The Investment Tax Credit (ITC) is based upon the same tiers as the Job Tax Credit program. The ITC allows a taxpayer that has operated an existing manufacturing or telecommunications facility, or a manufacturing or telecommunications support facility, in the state for the previous three years (36 months) to obtain a credit against income tax liability. The credit is available in reference to expenses directly related to manufacturing or providing telecommunications services.

- Companies expanding in Tier 1 counties must invest \$50,000 to receive a 5 percent credit. That credit increases to 8 percent for recycling, pollution control, and defense conversion activities.
- Companies expanding in Tier 2 counties must invest \$50,000 to receive a 3 percent tax credit. That credit increases to 5 percent for recycling, pollution control, and defense conversion activities.
- Companies expanding in Tier 3 or Tier 4 counties must invest \$50,000 to receive a 1 percent credit. That credit increases to 3 percent for recycling, pollution control, and defense conversion activities

Generally, a taxpayer may not take both the job tax credit and the investment tax credit for the same project.

Optional Investment Tax Credit

Taxpayers qualifying for the investment tax credit may choose an optional investment tax credit with the following threshold criteria:

<u>Designated Area</u>	<u>Minimum Investment</u>	<u>%Tax Credit</u>
Tier 1	\$5 Million	10 percent
Tier 2	\$10 Million	8 percent
Tier 3 or Tier 4	\$20 Million	6 percent

The credit may be claimed for 10 years, provided the qualifying property remains in service throughout that period. A taxpayer must choose either the regular or optional investment tax credit. Once this election is made, it is irrevocable.

The optional investment tax credit is calculated based upon a three-year tax liability average. The annual credits are then determined using this base year average. The credit available to the taxpayer in any given year is the lesser of the following amounts:

1. 90% of the increase in tax liability in the current taxable year over that in the base year, or
2. The excess of the aggregate amount of the credit allowed over the sum of the amounts of credit already used in the years following the base year.

Generally, a taxpayer may not take both the job tax credit and the optional investment tax credit for the same project.

Retraining Tax Credit

The retraining tax credit allows some employers to claim certain costs of retraining employees to use new equipment, new technology, or new operating systems. The credit can be worth 50 percent of the direct costs of retraining full-time employees up to \$1,250 per employee for all approved retraining per year (new in 2009). The credit cannot be more than 50 percent of the taxpayer's total state income tax liability for a tax year. Credits claimed but not used may be carried forward for 10 years. The training must:

1. Enhance the skills of the employees otherwise unable to function effectively on new equipment;
2. Be approved by the Technical College System of Georgia; and
3. Be provided at no cost to the employee.

Child Care Credits

Employers who provide or sponsor child care for employees are eligible for a tax credit of up to 75 percent of the direct cost of the operation to the employer. The credit cannot exceed more than 50 percent of the taxpayer's total state income tax liability for that taxable year. Businesses that construct on-site childcare facilities for the children of their employees are allowed a 100 percent write-off of the construction over a ten year period.

Research & Development Tax Credit

A tax credit is allowed for research expenses for research conducted within Georgia for any business or headquarters of any such business engaged in manufacturing, warehousing and distribution, processing, telecommunications, broadcasting, tourism, or research and development industries. Taxpayer must qualify for a research credit under Section 41 of the Internal Revenue Code of 1986, as amended, to be eligible for the Georgia credit. The credit shall be 10 percent of the of the additional research expense over the “base amount.” The tax credit may be carried forward 10 years but may not exceed 50 percent of the business’ net tax liability in any one year. Credit in excess of 50 percent of the business enterprise’s remaining Georgia income tax liability may be taken as a credit against such taxpayer’s payroll withholding taxes.

Quality Jobs Tax Credit

In order to qualify for any level of the Quality Jobs Tax Credit, a company must create at least 50 eligible new full-time jobs in a 12-month period and ALL JOBS must meet the 110 percent minimum wage requirement.

<u>Qualifying Level</u>	<u>Credit earned</u>
110 percent of county average wages	\$2,500 per person tax credit
120 percent of county average wages	\$3,000 per person tax credit
150 percent of county average wages	\$4,000 per person tax credit
175 percent of county average wages	\$4,500 per person tax credit
200 percent of county average wages	\$5,000 per person tax credit

Once all earned credit has been applied against 100 percent of a company’s Georgia corporate income tax liability, any excess credit may be claimed against employee withholding taxes. This credit is administered by the Department of Revenue.

Mega Project Tax Credit

Companies that meet the job creation requirement by employing at least 1,800 net new employees, and meet either the \$450 million qualified investment property requirement OR the minimum \$150 million payroll requirement (in total annual Georgia W-2 reported payroll within the six-year period) may claim a \$5,250 per job per year tax credit for the first five years for each net new job position. Credits are first applied to state corporate income tax with excess credits eligible for use against payroll withholding. Credits may be carried forward for 10 years. This credit is administered by the Department of Revenue.

Sales and Use Tax Exemptions

Georgia provides several exemptions for its sales and use tax on corporations, including:

- Purchases intended for resale.
- Machinery used directly in the manufacturing or production process (such machinery purchase must be made by a Georgia company, after filing a sales tax exemption application; the machinery maker does not need to be a Georgia company).
- Manufacturing machinery replacement parts, costing up to \$150,000 per part.
- Primary material handling equipment is exempted from sales tax if a company invests \$5 million or more in a new or expanded facility; equipment covered is:
 1. The principal machinery and equipment used to lift or move tangible personal property in a warehouse or distribution facility located in this State.
 2. The computer software and hardware whose purpose is to lift or move tangible personal property qualifies for the exemption.
 3. A racking system defined as any system of machinery equipment, fixtures or portable devices whose function is to store, organize, or move tangible personal property within a warehouse or distribution facility, including, but not limited to, converting systems, chutes, shelves, racks, bins, drawers, pallets, and other containers and storage devices which form a necessary part of the facility’s storage system.
- Sale of fuel and supplies for use or consumption on board ships plying the high seas in foreign or interstate commerce.
- Property manufactured for export when delivery is taken outside of Georgia.
- Transportation equipment manufactured for exclusive use outside the state.
- Items used in packaging.
- Air/water pollution machinery and equipment.

For further information on job tax credits contact:

Dawn Sturbaum
Senior Incentives Program Manager
(404) 679-1585
dawn.sturbaum@dca.ga.gov

OR

Brock Smith
Manager, Office of Economic Development
(404) 679-1744
brock.smith@dca.ga.gov

Georgia Department of Community Affairs
60 Executive Park South, N. E.
Atlanta, GA 30329-2231
Also see: <http://www.dca.ga.gov/economic/TaxCredits/programs/taxcredit.asp>

For further information on retraining tax credits contact:

Pam Griffin
Director
(404) 253-2871
pgriffin@georgiaquickstart.org
Technical College System of Georgia
75 Fifth Street, N.W.
Suite 400
Atlanta, GA 30308
Also see: <http://www.georgiaquickstart.org/econdev/documents/retrainingtaxcreditguide.doc>

For further information on income tax credits contact:

Pam Goshay
Staff Attorney
(404) 417-2441
pam.goshay@dor.ga.gov
Georgia Department of Revenue
1800 Century Boulevard, NE
Room 15311
Atlanta, Georgia 30345-3205
Also see: <https://etax.dor.ga.gov/inctax/taxcredits.aspx>

For further information on sales and use tax exemptions contact:

Andrea Shepard
Tax Policy Analyst
(404) 417-6656
andrea.shepard@dor.ga.gov
Georgia Department of Revenue
1800 Century Boulevard, NE
Room 15311
Atlanta, Georgia 30345-3205
Also see: https://etax.dor.ga.gov/BusTax_SalesTax.aspx

TAX-EXEMPT INDUSTRIAL DEVELOPMENT BOND FINANCING (PRIVATE ACTIVITY BONDS - ECONOMIC DEVELOPMENT SHARE)

For businesses seeking long-term, low-interest-rate financing for the construction or improvements of manufacturing facilities, Industrial Development Bond (IDB) financing is available both at the state and local levels. IDB financing is typically structured as public sales in the nation's bond markets or sold as private placements with interested investors. In the case of publicly sold IDBs, credit enhancements in the form of letters of credit are often provided by local banks, insuring that a favorable interest rate to the borrower will result from the sale of bonds. Interest rate may be fixed or variable.

Advantages

- Tax-exempt bond rates are lower than conventional financing and taxable bond financing.
- Long-term, low-payment financing, with term matched to the useful life of the assets financed.
- Comprehensive use of funds for manufacturing-related improvements, including purchase of land, construction or purchase and renovation of buildings, and purchase of new equipment.
- Up to \$10 million available for each eligible project.

Disadvantages

- State and federal limitations placed on IDB-financed projects remain in effect until the bonds are retired.
- Issuance costs may limit the attractiveness of IDB financing for amounts below \$3 million.

How It Works

- The borrower applies to a local development authority (LDA) for an inducement of the project.
- The LDA holds a public hearing in the jurisdiction where the project will be built.
- The borrower's creditworthiness is analyzed and appropriate credit enhancement is arranged.
- Bonds are issued and sold, proceeds of the sale are disbursed to the borrower as a loan, and issuance fees are paid. (Up to 2% of issuance costs may be financed through an IDB sale.)
- Credit standards for IDB borrowers vary according to issuing authority and type of issuance.
- Public placement through local issuer.
- Borrower must meet minimum debt standards for the bonds.

For further information contact:

John Turner
Division Director, Community Development Division
(404) 327-6846
john.turner@dca.ga.gov

OR

Dee LeClair
Building Codes Consultant
(404) 327-7909
dee.leclair@dca.ga.gov

<http://www.dca.ga.gov/economic/financing/programs/bondAllocation.asp>

Georgia Department of Community Affairs
60 Executive Park South, N. E.
Atlanta, GA 30329-2231
www.dca.ga.gov

OFFICE OF REGIONAL SERVICES

The Department of Community Affairs Office of Regional Services provides direct technical assistance to communities; fosters and facilitates collaborative partnerships; builds lasting relationships with public and private sector organizations, agencies or groups; and, delivers problem-solving, innovative solutions to DCA's customers. The office provides a broad spectrum of technical expertise in a wide variety of program areas that allow service for a wide range of customer needs in a holistic fashion. Specific program areas include:

Downtown Development: Serve as the primary point of contact for Main Street and Better Hometown cities; coordinate assistance; facilitate annual work planning and Town Hall meetings.

Economic Development: Market the State's economic development programs with communities interested in grants and loans, providing any needed project information to federal and state specialists.

Housing/Georgia Initiative for Community Housing (GICH): Market the GICH program to communities, provide facilitation at retreats, and assist developers with Qualified Allocation Plan. Solicit participation locally in GeorgiaHousingSearch.org, and market the housing search website; market the HomeSafe Georgia program and the Georgia Dream home loan program, identify potential partnerships with local construction lenders and developers; attend Housing Task Force meetings.

Leadership Development: Monitor and assist with Local Adult and/or Youth Leadership Programs, and coordinate the regional four-day Georgia Academy for Economic Development program, providing recruitment, meeting logistics and meeting support/facilitation; manage the regional budget; secure guest speakers as appropriate; work with Georgia Power and Georgia EMC facilitators and the Academy Director on planning and implementation; maintain alumni listing and periodic contact with graduates.

Planning and Quality Growth: Serve as the DCA representative to the local steering committee for any comprehensive plans underway, track the planning process and report issues or needs for special attention; and provide follow-up with local governments as needed.

Regional Commission (RC) Liaison: Serve as the DCA representative to the regional steering committee as Regional Plans are developed; Review and comment on implementation of the RC's quarterly progress reports for the RC work plan; act as Department liaison to RC.

Other Community Assistance: Provide facilitation for local Chambers of Commerce, Development Authorities, and Downtown Development Authorities in developing annual programs of work or strategic plans; market and staff/facilitate annual Town Hall Meetings and/or Listening Sessions for the Department, assist with event coordination; provide technical assistance with grants and loans; and other duties that further the Department's program of work and improve partnerships with local communities.

<http://www.dca.ga.gov/main/TeamGa/DCARegionalContacts.pdf>

Georgia Department of Community Affairs
60 Executive Park South, N. E.
Atlanta, GA 30329-2231
<http://www.dca.ga.gov/>

EQUITY FUND (ONEGEORGIA)

Grants and Loans

The Equity Fund provides financial assistance to eligible rural communities to help build capacity and the necessary infrastructure for economic development. This “one-size-doesn’t-fit-all” fund is OneGeorgia’s most flexible financing tool. Equity is a community and economic development tool providing financial assistance including grants and loans that promote the health, welfare, safety and economic security of the citizens of the state through the development and retention of employment opportunities and the enhancement of various infrastructures that accomplish that goal.

Eligibility

Eligible recipients of grant and loan funds include general-purpose local governments (municipalities and counties), local government authorities and joint or multi-county development authorities in rural counties suffering from high poverty rates. Sub-recipients may be a for-profit or non-profit entity. Financial underwriting of a sub-recipient company is required.

Available Financing

Grants/Loans may be made up to \$500,000 per project: (a) the award amount is dependent on regional impact; and (b) support from neighboring counties; and (c) local investment and commitment. Up to \$1,000,000 per project: (a) evidences ownership by a multi-county development authority with at least one directly eligible county; and (b) a revenue/cost sharing agreement between two or more counties is executed; and (c) where the project will result in substantial multi-county impact.

Grant funds for public activities require local investment and must demonstrate potential return on investment impact.

Loan funds for business growth are made at 3% interest at 5-7 years for machinery and equipment and 20 years for real estate. Loan funds for speculative buildings are made at zero percent interest with a five-year deferment; however, a marketing plan and local investment are required.

For information on OneGeorgia programs contact:

OneGeorgia Authority
C/o Georgia Department of Community Affairs
60 Executive Park South, NE
Atlanta, GA 30329

Kimberly N. Carter, EDFP
OneGeorgia Program Manager
(404) 679-0604
kim.carter@dca.ga.gov

ECONOMIC DEVELOPMENT, GROWTH & ENTERPRISE

EDGE PROGRAM (ONEGEORGIA)

Purpose

The EDGE Fund is a specialized economic development tool that may be used to enhance Georgia's competitiveness in attracting significant economic development projects. It is a threshold-based program providing "deal-closer" funds when one rural Georgia community competes for a business location and/or expansion with another state or country. EDGE funds should not be used when other state or federal programs could be used or when local funds are sufficient to accomplish economic development goals. Due to the specialized nature of the program and the limited resources available, potential applicants are encouraged to contact the OneGeorgia Authority if interested in funding.

Eligibility

Generally, EDGE funds are targeted for competitive projects in rural counties suffering from high poverty. "Competitive project" generally describes a situation in which a business is considering no less than two communities as a site for relocation or expansion where at least one community is outside Georgia and at least one, but not more than one, is in Georgia.

Eligible applicants for EDGE funding are general-purpose local governments, local-government authorities, joint or multi-county development authorities, state authorities or any combination of the above.

All applications must include a recommendation from a state agency whose statutory powers include community and economic development (e.g., the Georgia Department of Economic Development (GDEcD). EDGE projects should retain or create jobs in Georgia and result in new private investment in Georgia.

Eligible activities include, but are not limited to: (1) public land acquisition and site development, (2) public infrastructure improvements, (3) publicly owned machinery and equipment and (4) publicly owned/private leased fixed assets and machinery and equipment.

Available Financing

Funds are not limited in amount. Grant and loan amounts must be recommended by Georgia Department of Economic Development based on economic impact and demonstrated need. The company must make certain commitments including job creation/retention and private investment amounts.

For information contact:

OneGeorgia Authority
C/o Georgia Department of Community Affairs
60 Executive Park South, NE
Atlanta, GA 30329

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For information regarding a recommendation for EDGE funding contact the Georgia Dept. of Economic Development regional representative whose service area include the potential business location. See map on Page 38 or visit www.georgia.org

ENTREPRENEUR AND SMALL BUSINESS LOAN GUARANTEE FUND (ESB)

The ESB Loan Guarantee Program provides loan guarantees to accredited Georgia financial lenders in order to encourage the provision of gap financing to spur small business growth and development in economically stressed counties of the State. Loan guarantees are available to assist small businesses that would be unable to obtain suitable or adequate financing on their own.

Eligibility

Any organization meeting the below-referenced “lender” definition is eligible to participate in the ESB Loan Guarantee Program. “Lender” means a state or federally chartered bank or lending institution in good standing with the Federal Deposit Insurance Corporation, the National Credit Union Share Insurance Fund as well as the Georgia Department of Banking and Finance. The lender must have an established and demonstrated successful lending track record as documented by financial records and/or statements. The lending institution must have a physical location in Georgia. The business must be a for-profit enterprise properly organized in Georgia and located in an eligible rural county or a conditionally eligible county as defined by the OneGeorgia Authority. The business owner or majority principal must reside in an eligible rural county.

An eligible rural county shall be defined using the most recent data and estimates from the U.S. Bureau of the Census to mean a county with a population of less than 50,000 where 10 percent or more of the population lives in poverty. For the ESB Loan Guarantee Fund only, a conditionally eligible rural county has a population of less than 150,000, shares a border with an eligible rural county and has attained Entrepreneur Friendly designation.

Available Funding

OneGeorgia Authority will guarantee up to 50% of private bank loans from \$35,000 up to \$250,000. The ESB loan fund guarantee also requires a 10% equity injection by the borrower. The sub-recipient company must meet certain underwriting requirements and make commitments including job creation/retention.

For information contact:

Georgia Department of Community Affairs
OneGeorgia Authority – Community Finance Division
60 Executive Park South, N.E.
Atlanta, Georgia 30329-2231
<http://www.onegeorgia.org/programs>

Coleen Gelot
Economic Development Consultant
(404) 679-3110
coleen.gelot@dca.ga.gov

STATE SMALL BUSINESS CREDIT INITIATIVE (SSBCI)

The Small Business Jobs Act of 2010 (Act), designed to help increase credit availability for small businesses, created the State Small Business Credit Initiative (SSBCI) and appropriated \$1.5 billion to be used by the United States Department of Treasury to provide direct support for states for use in assisting private lenders to increase access to credit for small businesses. Pursuant to the Act, Treasury allocated \$47,808,507 to the State of Georgia for the initiative. The Georgia Department of Community Affairs through the Georgia Housing and Finance Authority's Economic Development Financing, Inc. (GHFA EDFI) utilizes its \$47,808,507 in SSBCI funds in four state-administered SSBCI programs approved by the U.S. Treasury: the *Georgia Loan Participation Program (GA LPP)*, to which \$8 million is directed; the *Georgia Small Business Credit Guarantee Program (SBCG)*, to which \$17,808,507 is directed; the *Georgia Funding for the Community Development Financial Institutions (GA Funding for CDFIs)*, to which \$20 million is directed; and the *Georgia Capital Access Program (GCAP)*, to which \$2 million is directed. The allocation amounts to the four programs may be adjusted depending on usage and approval by Treasury.

Eligible Participating Lenders

Eligible participating lenders in this program include banks, credit unions, CDFIs and qualified private lenders (as defined by the U.S. Treasury SSBCI Guidelines) that have each entered into a Program Participation Agreement (PPA) with the State, implemented by DCA through GHFA EDFI.

Program Objectives

Each SSBCI program is designed to be a delegated lending model for the participating lenders to provide access to capital to small businesses, provide access to capital to small businesses in underserved markets (including low-moderate income, minority and other underserved communities, including women- and minority-owned small businesses), and generate a private leverage ratio of at least 10:1 by December 31, 2016.

Program Descriptions

Georgia Loan Participation Program – (GA LPP) – is a loan participation program where the State utilizes SSBCI funds to purchase participations in loans that are sourced and underwritten by participating lenders to small businesses. GA LPP will purchase up to 25% of eligible loans, generally ranging from \$100,000 to \$5 million. The current amount of GA SSBCI funds designated is \$8 million.

Georgia Small Business Credit Guarantee Program – (SBCG) – is a 50% loan guarantee with a conversion option into a 10% risk reserve pool offering up to 80% reimbursement for loan losses. SBCG will generally guarantee loans up to \$500,000 with exceptions for amounts greater than \$500,000. The current amount of GA SSBCI funds designated is \$17,808,507.

Georgia Funding for CDFIs – is a program whereby approved CDFIs utilize SSBCI funds to partner with banks in providing credit to underserved small businesses for eligible projects. This program will generally participate in amounts up to \$250,000 with exceptions on loans greater than \$250,000. The current amount of GA SSBCI funds designated is \$20 million.

Georgia Capital Access Program – (GCAP) – is a risk reserve pool funded with borrower/lender fees matched with SSBCI funds. GCAP loans will generally not exceed \$500,000 with exceptions on loans greater than \$500,000. The current amount of GA SSBCI funds designated is \$2 million.

Eligible Borrowers and Business Purpose

The borrower may be a corporation, partnership, limited liability company, limited liability partnership, joint venture, sole proprietorship, cooperative, non-profit or other entity, which is authorized to conduct business in the State, and the proceeds of the loan will be used for an eligible business purpose. An eligible business purpose includes, but is not limited to, start-up costs, working capital, business procurement, franchise fees, equipment, inventory, lines of credit, buildings or other real estate

improvements for an industrial, commercial or other business enterprise that is not for passive real estate ownership, or any combination thereof, generally within the State of Georgia.

Ineligible Borrowers

Ineligible borrowers are an executive officer, director, or principal shareholder of the financial institution lender; or a member of the immediate family of an executive officer, director, or principal shareholder of the financial institution lender; or a related interest of such an executive officer, director, principal shareholder, or member of the immediate family. The borrower *may not be* any business engaged in speculative activities, a business that earns more than half of its annual net revenue from lending activities, a business engaged in pyramid sales, a business engaged in activities that are prohibited by federal or state law or applicable law in the jurisdiction where the business is located or conducted, and a business engaged in gambling enterprises unless the business earns less than 33% of its annual net revenue from state lottery sales.

For further information, contact:

Holly Hunt
Program Manager
Community Development and Finance Division
Georgia Department of Community Affairs
60 Executive Park South, N.E.
Atlanta, GA 30329-2231
(404) 679-3144
holly.hunt@dca.ga.gov

Tourism Development Act

General Description

The Georgia Tourism Development Act created the Georgia Tourism Development Act (GTDA) program, which provides a state sales and use tax incentive for tourism projects. The purpose of the program is to induce the creation or expansion of tourism projects to relieve unemployment in the State by preserving and creating jobs that would not exist if not for the sales and use tax refund offered. The project must be approved by the Commissioner of Community Affairs, the Commissioner of Economic Development, and the local government.

The incentive for developers of approved new or expanding tourism projects over \$1 million in costs is the ability to recover, over a ten-year period, the lesser of the increased sales and use taxes over previous uses or up to 2.5% of the project's development costs. For new or expanding tourism attractions, eligible project activities include, but are not limited to, real estate acquisition, the construction and equipping of the tourism attraction and the installation of various facilities and infrastructure to support the attraction. Renovation costs for existing attractions are ineligible.

Eligible Applicants

Under O.C.G.A. § 48-8-270 et. seq., approved companies and development authorities may apply for the GTDA sales and use tax refund for projects that meeting the following criteria:

1. Construction of a new tourism attraction, or expansion to an existing tourism attraction, that involves a minimum investment of over \$1 million;
2. Contribution of a significant and positive impact to the state, considering, among other factors, the extent to which the tourism attraction project will compete directly with tourism attractions in this state;
3. The ability to produce sufficient revenues and demand to be open and operating to the public for at least 100 days per year;
4. No adverse impact on existing employment in this state;
5. The ability to attract at least 25% of more of its visitors from out-of-state after the third year of operation.

Eligible Attractions

The Act defines tourism attractions as: a) cultural or historical sites; b) recreation or entertainment facilities; c) a convention hotel and conference center; d) an automobile race track with other tourism amenities; e) a golf course facility with other tourism amenities; f) marinas and water parks with lodging and restaurant facilities; or g) a Georgia crafts and products center.

Projects that do not qualify are facilities devoted primarily to retail businesses, restaurants, movie theatres and recreational facilities that are used primarily by local residents and are not a likely destination for out-of-state travelers.

Application Deadlines

Applications are accepted throughout the year. To download a copy of the Pre-Application, please visit <http://www.dca.state.ga.us/economic/TaxCredits/program/tourismDevAct.asp>. If a pre-applicant is determined eligible, they may be invited to submit a Formal Application. The Formal Application must be accompanied by an application fee equivalent to the lesser of one half of one percent of the anticipated sales and use tax refund over the ten-year period, or \$10,000. The Formal Application also will require an Independent Consultant Report, the cost of which must be paid by the applicant.

For further information, contact:

Sally Mrus
Support Services, Community Development Finance Division
(404) 679- 1589
Sally.mrus@dca.ga.gov

Georgia Department of Community Affairs
60 Executive Park South, N.E.
Atlanta, GA 30329-2231
www.dca.ga.gov

Georgia Downtown Renaissance Fund

The purpose of the Georgia Downtown Renaissance Fund (GDRF) is to assist “local governments, downtown development authorities, urban redevelopment authorities, special districts, and nonprofit organizations with financing and technical assistance to encourage economic and small business development, historic preservation, private investment, public improvements, leadership development, training, design assistance, and financing in the effort of improving downtown districts”.

Authority O.C.G.A. Sec. 50-8-260 & 50-8-261

Once finalized and funded, the Georgia Downtown Renaissance Fund will partner with the Downtown Development Revolving Loan Fund within the Georgia Department of Community Affairs to revitalize downtowns through planning, technical assistance, and low interest loans. The Downtown Renaissance Fund program was approved during the 2013- 2014 Legislative Session and is published in O.C.G.A. Sec. 50-8-260 and 50-8-261.

Check the DCA website at www.dca.ga.gov for the latest new on the emerging Renaissance Fund.

For more information about the Downtown Renaissance Fund program, contact:

Joanie Perry
Division Director, Community Finance Division
(404) 679-3173
Joanie.perry@dca.ga.gov

Brian Williamson
Deputy Commissioner
(404) 679- 1587
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Georgia Department of Community Affairs
60 Executive Park South, N.E.
Atlanta, GA 30329
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GEORGIA DEPARTMENT OF ECONOMIC DEVELOPMENT (GDECD)

www.georgia.org

ENTREPRENEUR & SMALL BUSINESS SUPPORT

SUPPORTING GEORGIA'S BUSINESSES

Georgia's small businesses (fewer than 500 employees) currently comprise 99.8% of the state's companies with 97.7% employing fewer than 100. The state supports entrepreneurs and the growth of small businesses with assistance from many agencies and through the Georgia Department of Economic Development (GDEcD), these efforts integrate every aspect of economic development such as technology, manufacturing, services, tourism, entertainment and local community support.

Direct Services to Small Companies:

- Tax credits for jobs, investment, research and development and tax exemptions.
- One-on-one interaction for resources, connections, incentives and regional expertise. See regional map on following page for contact information.
- Connecting technology-oriented businesses and start-ups with direct access to university and technical college applied research, commercialization, resources, incubation, technology connections, matching grant funds and potential investor networks www.georgiainnovation.org.
- Export assistance provides knowledge and connections to get Georgia products to the world. See following pages for more information or <http://georgia.org/business-resources/international-business-to-business/Pages/default.aspx>.
- Web-based small business resource directory provides a comprehensive list of helpful resources and tools for starting, growing and enhancing business operations. www.georgia.org/smallbusiness.

Business-to-Business Opportunities:

- Pairing Georgia suppliers with other Georgia companies. <http://georgiafacts.org/manufacturers>.
- A high-level mentorship program that matches small, emerging Georgia companies with some of Georgia's largest businesses and world's leading corporations. <http://www.georgiamentorprotegeconnection.org/> OR <http://www.georgiampc.org/>
- Maintenance of a thorough directory of all businesses in Georgia's entertainment industry for filmmakers and production companies. www.georgia.org/film.

Local Community Support

- Equipping all of Georgia's communities with resources and tools that help to foster business growth at the local level and help sustain an entrepreneurial and business-enabling environment.
- Sharing best practices to support growing businesses and encourage entrepreneurial efforts.
- Providing professional development and community strategic planning. www.georgia.org/BusinessInGeorgia/SmallBusiness/EntrepreneurialCommunities.

Business and Community Association Connections

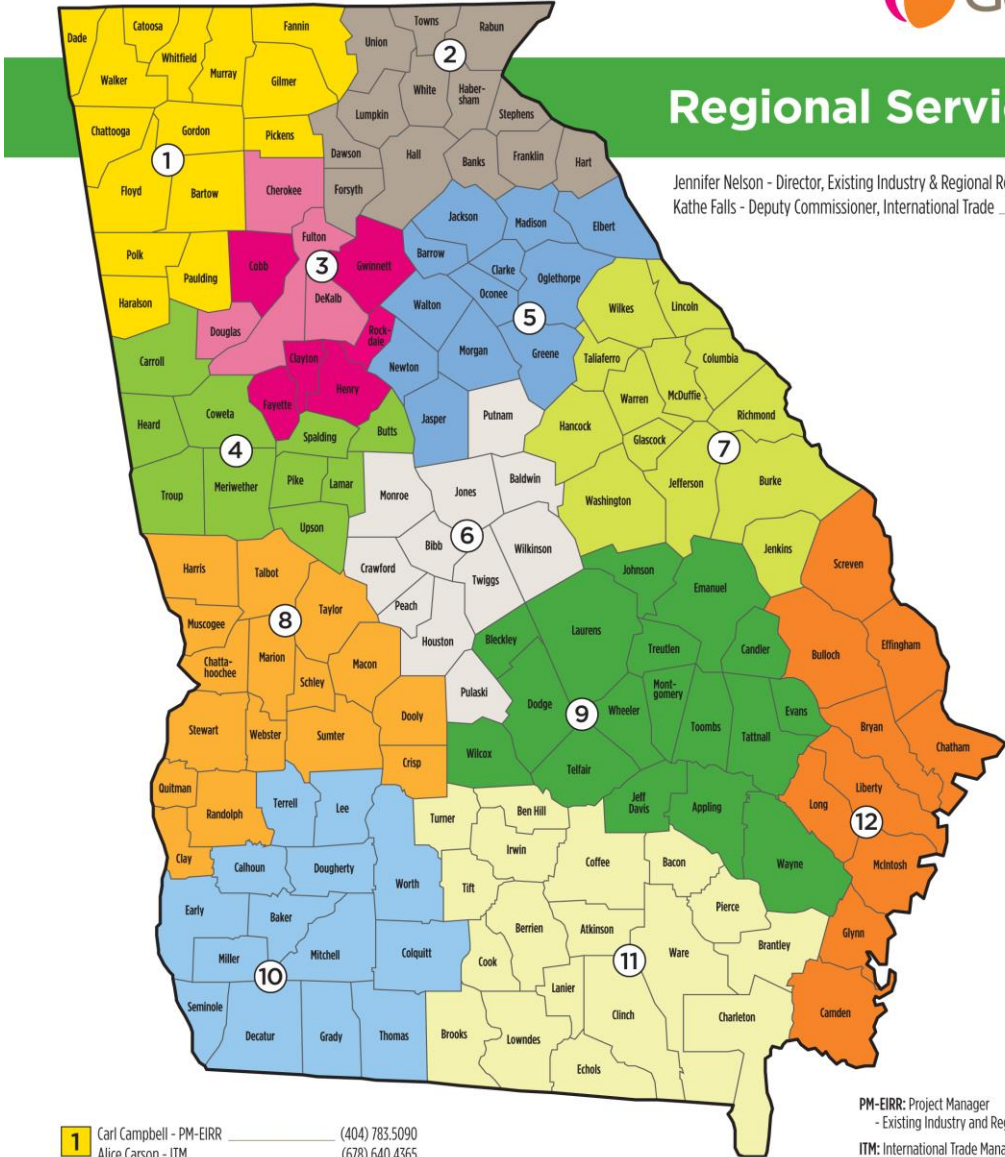
- Through broader outreach to businesses and leadership, builds relationships and partnerships by leveraging resources and opportunities to increase jobs and investment.

Contact:

Mary Ellen McClanahan
Director, Community & External Alliances
Georgia Department of Economic Development
75 Fifth St., N.W.
Suite 1200
Atlanta, GA 30308
(404) 962-4820
memclanahan@georgia.org
www.georgia.org/smallbusiness

Regional Services Map

Jennifer Nelson - Director, Existing Industry & Regional Recruitment (678) 640.4348
 Kathe Falls - Deputy Commissioner, International Trade (404) 962.4120



1 Carl Campbell - PM-EIRR (404) 783.5090
 Alice Carson - ITM (678) 640.4365

2 Tammy Caudell - PM-EIRR (404) 710.3581
 Alice Carson - ITM (678) 640.4365

3 Lindsay Martin - PM-EIRR (404) 831.0944
 Taube Ponce - ITM (404) 962.4118

3 Mary Ellen McClanahan - PM-EIRR/Director ESB (404) 962.4820
 Taube Ponce - ITM (404) 962.4118

4 E. Jane Caraway - PM-EIRR (404) 309.5904
 Dawn Townsend - ITM (404) 962.4059

5 Susie Haggard - PM-EIRR (706) 552.4455
 Holly Skorich - ITM (404) 962.4841

6 Jennifer Nelson - Director, PM-EIRR (678) 640.4348
 Nikki Yu - ITM (404) 962.4046

7 Adela Kelley - PM-EIRR (706) 792.7294
 Kathy Oxford - ITM (678) 640.4351

8 Candice Scott - PM-EIRR (404) 217.6695
 Dawn Townsend - ITM (404) 962.4059

PM-EIRR: Project Manager
 - Existing Industry and Regional Recruitment
ITM: International Trade Manager

9 Ryan Waldrep - PM-EIRR (229) 868.3428
 Holly Skorich - ITM (404) 962.4841

10 Rhonda Geiger - PM-EIRR (229) 896.5701
 Shehzin Jafar - ITM (404) 962.4036

11 Michelle Shaw - PM-EIRR (229) 386.3095
 Shehzin Jafar - ITM (404) 962.4036

12 Alyce Thornhill - PM-EIRR (404) 416.8094
 Kathy Oxford - ITM (678) 640.4351

INTERNATIONAL TRADE SERVICES

The Georgia Department of Economic Development's International Trade Team provides Georgia companies with know-how, key in-country contacts, and international opportunities. They leverage the state's 11 international representatives located in Brazil, Canada, Chile, China, Colombia, Germany (EU), Israel, Japan, Korea, Mexico and the U.K. & Ireland, to provide export promotion through various services including:

Global Insight

These services are designed to provide knowledge to companies including the "how-to's" of exporting and industry-specific and country specific data. Programs include research, education, consultations, in-country market assessment and partner resources.

Global Connections

These services are designed to match Georgia suppliers with international buyers/representatives. Programs include trade shows/missions/incoming buying delegations, in-country matching, and a "Trade Opportunities Alert" notification.

GEORGIA'S G.R.O.W. PROGRAM

The Georgia Reaching Out Worldwide (G.R.O.W.) program is funded in part through a grant from the U.S. Small Business Administration's State Trade and Export Promotion (STEP) Grant Program. G.R.O.W. provides appointments for incoming buyer/representative delegations with Georgia suppliers.

Online Georgia Export Directory

Georgia exporters and export service providers can register to be listed in the online Georgia Export Directory – www.georgiaexpordirectory.com. Company listings will feature contact and product information, free of charge. For a fee, companies may upgrade to a more in-depth listing. Open to all exporters and export service providers in Georgia.

LINK

Applications are now being accepted from experienced Georgia-based Export Trading (ETC) and Export Management (EMC) companies for LINK, a new initiative for small businesses wishing to engage in exporting. Information from companies experienced in providing ETC/EMC services is compiled into an electronic directory called LINK which links small companies with experienced companies that can handle export sales on their behalf. Small businesses are encouraged to contact the ETCs and EMCs directly to determine mutually beneficial business opportunities.

Trade Opportunities Alert

GDECD distributes a bi-monthly email publication listing specific opportunities to sell products/services in key markets abroad. These leads are developed by GDECD and/or GDECD's International Representatives. The Trade Opportunities Alert includes specific information on international companies seeking to purchase, distribute or represent Georgia companies and products. These leads are generated specifically for Georgia businesses and all responding inquires will be screened accordingly.

Country Connections

Country Connections documents highlight Georgia's unique relationships with select countries around the world through government and commerce, trade, capital investment, and transportation. Country Connections are updated on an annual basis.

Customized Export Assistance

Georgia's International Representatives located in Brazil, Canada, Chile, China, Germany (representing the EU), Israel, Mexico, and the U.K. provide export assistance to qualified Georgia firms. The state's foreign direct investment offices in Korea and Japan can provide a limited amount of export assistance as well.

China Export Initiative: Georgia Products Display

To help Georgia companies gain exposure in China, the Georgia Department of Economic Development (GDEcD) is organizing displays of products representing the diversity of Georgia. The displays will be housed in the State of Georgia offices in Qingdao and Shanghai, China. On occasion these displays will also be temporarily exhibited at various trade promotion events in China.

INTERNATIONAL TRADE DIVISION

Kathe Falls

Deputy Commissioner, International Trade

kfalls@georgia.org

(404) 962-4120

Alice Carson

Senior International Trade Manager

Industry sectors: Building, Construction &
Mining

Regions 1 and 2

acarson@georgia.org

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Taube Ponce

Senior International Trade Manager

Industry sectors: Aerospace, Security &
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Region 3

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Dawn Townsend

Senior International Trade Manager

Industry sector: Environmental

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International Trade Manager

Industry sectors: Agribusiness Equipment &
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Regions 5 and 9

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Nikki Yu

International Trade Manager

Industry sectors: Information, Communication &
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Region 6

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Kathy Oxford

Senior International Trade Manager

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International Trade Manager

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Jonathan Lupo

Trade Policy Coordinator and Special Projects

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International Trade Promotions Manager

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Priya Verma

International Trade Coordinator

pverma@georgia.org

(404) 962-4124

UNITED STATES EXPORT ASSISTANCE CENTER (USEAC)

U.S. Export Assistance Center (USEAC) is a multi-agency office providing export assistance. Partners in the Atlanta USEAC Office include U.S. Department of Commerce, Georgia Department of Economic Development, University of Georgia Business Outreach Services, and the Small Business Administration. The center, located in downtown Atlanta, has been open since 1995 and provides a variety of export assistance programs.

The mission of the USEAC is to:

- Increase the number of successful U.S. exporters and their expansion into existing and new markets.
- Create new jobs in Georgia through exports.
- Increase the international competitiveness of U.S. industry by providing a single point of contact for the export assistance programs.

The Atlanta USEAC Office provides export assistance programs in the areas of market research, marketing, and export financing. Research resources include a resource center with both printed and electronic materials; personnel are available to give a brief tour and orient the visitor to the center's materials. Marketing programs vary from trade missions led by state program managers to catalogue shows where state employees represent your company's sales materials to foreign buyers. The USEAC staff also assists companies with the export finance programs of the Export-Import Bank of the U.S. (Ex-Im Bank) and the Small Business Administration.

For more information contact:

Sandro Murtas
Regional Manager, Export Solutions Group
Office of International Trade
U.S. Small Business Administration
U.S. Export Assistance Center
75 5th Street, NW, Suite 1060
Atlanta, GA 30308
Phone: (404) 815-1496
Fax: (202) 481-2966
sandro.murtas@sba.gov

TOURISM PROJECT MANAGERS

Randi Miles – Atlanta Metro

75 Fifth Street, NW
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Gwinnett, Henry

Cheryl Hargrove – The Georgia Coast

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Effingham, Glynn, Liberty, McIntosh, Pierce, Ware

Rebekah Snider – Historic Heartland

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Cell: (404) 548-2083
rsnider@georgia.org
Baldwin, Bibb, Butts, Clarke, Crawford, Houston, Jasper,
Jones, Lamar, Monroe, Morgan, Newton, Oconee, Peach,
Putnam, Rockdale, Twiggs, Walton, Wilkinson

Mandy Barnhart – Classic South

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mmcullough@georgia.org
Burke, Columbia, Emanuel, Glascock, Greene, Hancock,
Jefferson, Jenkins, Johnson, Lincoln, McDuffie, Oglethorpe,
Richmond, Taliaferro, Warren, Washington, Wilkes

Lori Hennesy– Magnolia Midlands

902 Center Court
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lhennesy@georgia.org
Appling, Atkinson, Bacon, Bleckley, Bulloch, Candler,
Coffee, Dodge, Evans, Irwin, Jeff Davis, Laurens, Long,
Montgomery, Pulaski, Screven, Tattnall, Telfair, Toombs,
Treutlen, Wayne, Wheeler, Wilcox

Janet Cochran – Historic High Country

145 Shadow Rock Drive
Tunnel Hill, GA 30755
P: (706) 516-0287 F: (706) 516-0291
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jcochran@georgia.org
Bartow, Carroll, Catoosa, Chattooga, Cherokee, Dade,
Fannin, Floyd, Gilmer, Gordon, Haralson, Murray, Paulding,
Pickens, Polk, Walker, Whitfield

Cheryl Smith – Northeast Georgia Mountains

PO Box 3116, Gainesville, GA 30503
Lanier Technical College
2990 Landrum Education Drive, Bldg. 500
Oakwood, GA 30566-3405
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C: (678) 640-4355
csmith@georgia.org
Banks, Barrow, Dawson, Elbert, Forsyth, Franklin,
Habersham, Hall, Hart, Jackson, Lumpkin, Madison, Rabun,
Stephens, Towns, Union, White

Chris Cannon – Presidential Pathways

1409 Springer Street
Columbus, GA 31901
C: (404) 693-0757
ccannon@georgia.org
Chattahoochee, Crisp, Dooly, Harris, Heard, Macon,
Marion, Meriwether, Muscogee, Pike, Schley, Spalding,
Stewart, Sumter, Talbot, Taylor, Troup, Upson, Webster

Amanda Peacock – Plantation Trace

417 Central Place
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apeacock@georgia.org
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Cook, Decatur, Dougherty, Early, Echols, Grady, Lanier,
Lee, Lowndes, Miller, Mitchell, Quitman, Randolph,
Seminole, Terrell, Thomas, Tift, Turner, Worth

Beda Johnson – Division Director

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bjohnson@georgia.org

Atlanta support staff
75 Fifth Street, N.W., Suite 1200 - Atlanta, Georgia 30308
Mail: P. O. Box 1776 - Atlanta, Georgia 30301-17

GEORGIA ENVIRONMENTAL FINANCE AUTHORITY (GEFA)

www.gefa.org

GEORGIA FUND PROGRAM

The Georgia Environmental Finance Authority (GEFA), created by the Georgia General Assembly, assists local governments in constructing and rehabilitating water, sewer and solid-waste facilities necessary for public purposes and for commercial, residential, and industrial development. GEFA also finances the acquisition of lands (by conservation easement or fee simple purchase) for putting significant land into a permanent conservation status.

Of these programs, the Georgia Fund Program is the most suited for economic development projects because of its flexibility and quick turnaround time. It can be used for water and sanitary- sewer construction. The Clean Water State Revolving Fund (SRF) is available for sanitary sewer and storm-water management projects at a more favorable interest rate but with a longer application review period.

GEORGIA FUND PROGRAM

Eligible Applicants

Cities, counties, and water and sewer authorities

Eligible Projects/Program Requirements

Any water or sewer capital improvements projects, with the exception of storm water work.

Loan Conditions

The interest rates for this program fluctuate from time to time, so the GEFA website should be visited for up-to-date rate information. There is a one-time 1% closing fee charged on all loans. The maximum loan term is 20 years. These are simple interest loans with no prepayment penalties.

Maximum Funds Available

The amount of loans committed varies each year, but averages \$50 million per year.

On average \$20 million is appropriated to the program from the General Assembly and additional funds are provided from the repayment of outstanding loans. Multiple projects may be submitted and funded.

Deadline

Applications may be submitted at any time. Availability is on a first-come, first-served basis.

Maximum loan amount available in each calendar year from the Georgia Fund is \$3 million.

For further information contact:

Arlene Durrah

Georgia Fund Program Manager

(404) 584-1023

arlene@gefa.ga.gov

Georgia Environmental Finance Authority

233 Peachtree Street, N.E.

Harris Tower, Suite 900

Atlanta, Georgia 30303

<http://www.gefa.org/Index.aspx?page=78>

CLEAN WATER STATE REVOLVING LOAN FUND

Eligible Applicants

Cities, counties, and water and sewer authorities

Eligible Projects/Program Requirements

Virtually all types of wastewater treatment and sewer collection capital improvements are eligible, including new treatment plants or treatment plant expansions, combined sewer overflow corrections, sewer lines and sewer rehabilitation projects and projects to correct infiltration/inflow problems. Eligible non-point source projects include the construction and rehabilitation of municipal storm sewer systems, purchase of street and storm sewer cleaning equipment, acquisition of buffer zones and wetlands, construction of storm water control structures such as detention and retention ponds (particularly on a regional basis) and restoration of stream banks. Also eligible are land conservation projects resulting in a water quality benefit such as protecting the water quality of rivers, streams and lakes, flood protection, wetland protection, reduction of erosion through protection of steep slopes, erodible soils and protection of riparian buffers or other natural habitats for native plants and animal species. A variety of green infrastructure, water conservation, energy conservation projects at the wastewater treatment facility and environmentally innovation projects are also eligible.

Loan Conditions

The interest rates for this program fluctuate from time to time, so the GEFA website should be visited for up-to-date rate information. There is a one-time 1% closing fee charged on all loans. The maximum loan term is 20 years. These are simple interest loans with no prepayment penalties. Because the source of funds is federal, the projects must include facility planning, environmental review, public participation, project inspection, and minority/women's business participation.

Maximum Funds Available

Multiple projects may be submitted and funded.

Maximum loan amount available in each calendar year from this program is \$25 million and the maximum loan term is 20 years.

Deadline

Applications may be submitted at any time. Applicants must send a short written request to be placed on a list of potential loan recipients. This request must contain the name of the community, a short description of the project and the project value. No project can be funded if it is not listed on the List of Potential Loan Recipients.

For further information contact:

Jason Bodwell
Senior Program Manager
(404) 584-1129
jason@gefa.ga.gov

Georgia Environmental Finance Authority
233 Peachtree Street, NE
Harris Tower, Suite 900
Atlanta, Georgia 30303
www.gefa.org
<http://www.gefa.org/Index.aspx?page=8>

DRINKING WATER STATE REVOLVING LOAN FUND

Eligible Applicants

Cities, counties, and water and sewer authorities

Eligible Projects/Program Requirements

The primary purpose of the DWSRF program is to maintain public health and compliance. Applicants that are out of compliance may use funds from the DWSRF program to return to compliance or to maintain compliance. Allowable activities include public water system improvements which:

1. Maintain compliance with existing or proposed standards and regulations;
2. Rehabilitate or replace aging infrastructure;
3. Rehabilitate or develop sources to replace contaminated sources of drinking water, including replacing contaminated private wells with public water supply;
4. Install or upgrade treatment facilities to improve drinking water quality;
5. Install or upgrade storage facilities to prevent microbiological contamination;
6. Install or replace transmission and distribution pipes to prevent contamination;
7. Consolidate under-performing systems;
8. Install or upgrade storage facilities to prevent microbiological contaminants from entering system; and,
9. Implement security measures such as fencing, surveillance equipment, backflow prevention devices, and enhanced filtration/disinfection treatment.
10. Water conservation projects that replace leaking water lines and replace old and inaccurate water meters.

Loan Conditions

The interest rates for this program fluctuate from time to time, so the GEFA website should be visited for up-to-date rate information. There is a one-time 1% closing fee charged on all loans. The maximum loan term is 20 years. These are simple interest loans with no prepayment penalties. Because the source of funds is federal, the projects must include facility planning, environmental review, public participation, project inspection, and minority/women's business participation.

Maximum Funds Available

Multiple projects may be submitted and funded.

Maximum loan amount available in each calendar year from this program is \$25 million and the maximum term is 20 years.

Maximum loan term for all borrowed amounts is 20 years.

Deadline

Applications may be submitted at any time. Applicants must complete a pre-application in order to be placed on the list for funding. The pre-application acceptance period is typically November 1 – December 31 of each year. No project can be funded if it is not listed on the List of Potential Loan Recipients.

For further information contact:

Jason Bodwell
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(404) 584-1129
jason@gefa.ga.gov

Georgia Environmental Finance Authority
233 Peachtree Street, NE
Harris Tower, Suite 900
Atlanta, Georgia 30303
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<http://www.gefa.org/Index.aspx?page=81>

SOLID WASTE FACILITIES LOAN PROGRAM

Eligible Applicants

Georgia local governments that own and operate recycling and solid-waste management facilities.

Eligible Projects

For the purposes of collecting, treating, recycling, composting, or disposing of solid waste, including, but not limited to, trucks, dumpsters, intermediate reception stations or facilities, transfer stations, incinerators, shredders, treatment plants, landfills, landfill equipment, barrels, binders, barges, alternative technologies and other plant structures, equipment conveyances, improvements, real or personal property or rights therein, and appurtenances, furnishings, accessories, and the devices thereto necessary or useful and convenient for the collection, treatment, or disposal of solid waste.

Composting and/or recycling proposals as well as methane gas collection systems will receive higher priority for these loans.

Loan Conditions

The interest rate is based on the rate of the most recent general obligation bond sale. The maximum loan term is 20 years. A closing fee of 1% of the loan amount is charged.

Maximum Funds Available

This loan program has a maximum of \$3 million per loan for recycling and solid waste management needs.

For further information contact:

Arlene Durrah
Georgia Fund Program Manager
(404) 584-1023
arlene@gefa.ga.gov

Georgia Environmental Finance Authority
233 Peachtree Street, NE
Harris Tower, Suite 900
Atlanta, Georgia 30303
www.gefa.org

ENVIRONMENTAL EMERGENCY LOAN PROGRAM

Eligible Applicants

Cities, counties, and water and sewer authorities

Eligible Projects/Program Requirements

Water or sewer capital improvement projects that are needed to address emergency situations that have occurred within the last eighteen months and that could threaten the community's health or safety. A water supply or sewer project may be designated as an emergency if existing facilities fail or are destroyed by a natural disaster or accident, and lack of such facilities contributes to actual or potential public health hazards or violations of environmental regulations.

Loan Conditions

The interest rate is 2.0%. The maximum loan term is 10 years and there is a closing fee of 1%. These are simple interest loans with no prepayment penalties.

Maximum Funds Available

Funding comes from the same source as the Georgia Fund. This loan program has a maximum of \$300,000 per year per community.

Deadline

Applications may be submitted at any time. Availability is on a first-come, first-served basis.

For further information contact:

Arlene Durrah
Georgia Fund Program Manager
(404) 584-1023
arlene@gefa.ga.gov

Georgia Environmental Finance Authority
233 Peachtree Street, NE
Harris Tower, Suite 900
Atlanta, Georgia 30303
www.gefa.org

U.S. SMALL BUSINESS ADMINISTRATION (SBA)

www.sba.gov/ga

U. S. SMALL BUSINESS ADMINISTRATION (SBA)

Your Business and the SBA

The U.S. Small Business Administration is a small, independent federal agency created by Congress in 1953 to assist, counsel and champion the millions of American small businesses. The mission of SBA is to help people get into business and stay in business. To do this, SBA acts as an advocate for small business. At the direction of Congress, the Agency promotes the cause of small business, explains small businesses role and contributions to our society and economy and advocates policies that help small business. The agency also provides new and established small business owners with financial assistance, management counseling and training. SBA helps small firms get a fair share of government contracts and assists in the bonding process.

Website: www.sba.gov

Advocacy:

Congress specified these basic statutory duties for SBA's Office of Advocacy: Serve as a focal point for feedback concerning the policies and activities of any part of the executive branch of the federal government which affects small business.

- Counsel small businesses in dealing with the federal government.
- Represent small businesses before other federal agencies.
- Enlist the help of government and private groups to disseminate information about the federal government.

Contact the SBA Southeast Regional Advocate at (404) 331-4999. Website: www.sba.gov/ADVO

Financial Assistance:

SBA offers a variety of loan programs to eligible small business concerns which cannot borrow on reasonable terms from conventional lenders without government help. There are two types of regular business loans:

- The 7(a) Guaranty Loan Program on loans up to \$2 million. Under this program, the SBA guarantees up to 85% of the loan to the bank or other private lender to encourage them to finance start-up businesses.
- The 504 Loan Program provides long-term, fix-rate financing for growing businesses for major fixed assets such as land and buildings. The maximum loan under this program can go to \$2 million under certain criteria with a maximum of \$4 million for "small manufacturers." These loans cannot be used for working capital.

Regular 7(a) business loans may be used for:

- Building construction, expansion, or conversion
- Purchase of machinery and equipment, furnishings, and fixtures
- Inventory
- Working Capital

Surety Bonding:

The SBA can guarantee bonds for contracts up to \$2 million covering bid, performance and payment bonds for small and emerging contractors who cannot obtain surety bonds through regular commercial channels. SBA's guarantee gives bonding companies an incentive to provide bonding for eligible contractors. For further information go to the following website: www.sba.gov/osg/

Small Business Investment Companies (SBIC):

SBA licenses, regulates and provides financial assistance to privately owned and operated small business investment companies. Their major function is to make "venture" or "risk" investments by supplying equity capital and by extending unsecured loans and loans not fully collateralized to small business enterprises. SBIC's are privately capitalized and obtain financial leverage from SBA. They are intended to be profit-making corporations. Website: www.sba.gov/INV/

Business Development:

Statistics show that most small business failures are due to lack of good management. For this reason, SBA places special emphasis on improving the management ability of small business owners and managers. The Agency's Business Development program includes free individual counseling, courses, conferences, workshops, problem clinics and a wide range of publications.

SCORE:

SCORE (Service Corps of Retired Executives) volunteers help current and prospective small business owners solve their business problems and make long range plans by providing free counseling and conducting low cost workshops and seminars. To reach SCORE in Atlanta call (404) 331-0121, ext. 805 Website: www.SCOREAtlanta.org

Small Business Development Center (SBDC):

SBDC, headquartered at the University of Georgia in Athens, provides free managerial and technical counseling, management training programs, research studies and other types of specialized assistance to small businesses. There are 19 centers located throughout Georgia to provide these services. Website: www.sbdc.uga.edu

Contracting Assistance:

Each year the federal government contracts to purchase billions of dollars worth of goods and services from private companies. SBA helps businesses obtain a fair share of this governmental business, as required by law. Contracting specialists in the Atlanta Area III Office counsel small businesses on how to prepare bids and obtain prime contracts and subcontracts, direct them to government agencies that buy the products or services small firms supply, help get their names on bidders lists and assist in obtaining specifications for proposed purchases. For more information call the Area Office of Government Contracting at (404) 331-7587, ext. 202. Website: www.sba.gov/gcbd

SBA's SUB-Net:

Prime contractors use SUB-Net, an internet-based system, to post subcontracting opportunities. These may or may not be reserved for small business, and may include notices of sources sought for teaming partners and subcontractors on future contracts. The web site may also be used by Federal agencies, state and local governments for the same purpose. For more information on SUB-Net, call the SBA's contracting office at (404) 331-7587. Website: www.sba.gov/subnet/

Small Business Innovation Research (SBIR):

Under the SBIR Program, small businesses propose innovative ideas in competition for Phase I and Phase II awards representing specific R & D needs of the participating 15 federal agencies. Research that goes through the first two phases can result in commercialization of the effort at the Phase III level. The participating agencies, each with \$100 million in extramural R & D budgets, make up the program which resulted in more than 4,000 SBIR awards during FY 1994 for a total of nearly \$700 million in research funding. For more information call (404) 331-7587. Web site: www.sba.gov/sbir/

Special Emphasis Areas:

SBA makes special efforts to help Veterans, Women and Minorities to get into business and become successful business owners and managers. The SBA Georgia Office has managers who cover these specific areas of small business:

Veterans	call (404) 331-0100, ext. 609
Minorities	call (404) 331-0100, ext. 504
Women	call (404) 331-0100, ext. 405

For further information contact:

The Small Business Administration Georgia District Office
233 Peachtree Street, Harris Tower, Suite 1900
Atlanta, Georgia 30303
(404) 331-0100, ext. 215
(800) 733-2894
<http://www.sba.gov/ga>

SMALL BUSINESS DEVELOPMENT CENTERS

The SBA and/or its resource partners can provide additional information on preparing a business plan including a number of web sites that offer this data. Several sites offer programs for calculating start-up costs and cash-flow.

Headquarters: University of Georgia at Athens

Small Business Development Centers (SBDCs) are one of the ways that Georgia attempts to meet the needs of small business owners and prospective business owners when they have questions about the fundamentals of business operations. Examples of the kind of assistance provided include: business plan development, market research, record keeping and accounting, cash flow analysis, financing alternatives and international trade. The University of Georgia System also provides specialized information and assistance to businesses on topics ranging from agriculture to industrial engineering. The SBDC's are referral sources for this specialized assistance. Listed below is the contact information for the SBDC's in Georgia. They are funded by both the University System and the U.S. Small Business Administration.

State Director's Office

Allan Adams
Director
(706) 542-2762
Fax: (706) 542-6776
aadams@georgiasbdc.org

Small Business Development Center

Beth Melnik
Assistant Director
(706) 542-2762
bmelnik@georgiasbdc.org

1180 East Broad Street
Chicopee Complex
Athens, Georgia 30602
www.georgiasbdc.org

SBDC REGIONAL OFFICES

Albany

The University of Georgia SBDC
(229) 420-1144
Fax: (229) 430-3933
Debra Finney – Regional/Area Director

Athens

The University of Georgia SBDC
(706) 542-7436
Fax: (706) 542-6803
Carol McDonell – Area Director

Atlanta

Georgia State University SBDC
(404) 413-7830
Fax: (404) 651-1035
Jeff Patterson – Regional/Area Director

Augusta

The University of Georgia SBDC
(706) 721-4545
Fax: (706) 721-4554
Susan Caldwell – Area Director

Brunswick

The University of Georgia SBDC
(912) 264-7343
Fax: (912) 262-3095
David Lewis – Regional/Area Director

Carrollton

University of West Georgia SBDC
(678) 839-5082
Fax: (678) 839-5083
Todd Anduze – Area Director

Columbus

The University of Georgia SBDC
(706) 569-2651
Fax: (706) 569-2657
Mark Lupo – Regional/Area Director

DeKalb

The University of Georgia SBDC
(770) 414-3110
Fax: (770) 414-3109
Sharon Macaluso – Area Director

Gainesville

The University of Georgia SBDC
(770) 531-5681
Fax: (770) 531-5684
Ron Simmons – Regional/Area Director

Gwinnett

The University of Georgia SBDC
(678) 985-6820
Fax: (678) 985-6819
Mark Butler – Regional/Area Director

Kennesaw

Kennesaw State University SBDC
(770) 423-6450
Fax: (770) 423-6564
Drew Tonsmeire – Area Director

Macon

The University of Georgia SBDC
(478) 757-3609
Fax: (478) 471-0637
Josh Walton – Area Director

Morrow

Clayton College University SBDC
(678) 466-5100
Fax: (678) 466-5109
Alisa Kirk – Area Director

Rome/Dalton

(706) 622-2006
Fax: (706) 622-2783
Richard Montanaro – Area Director

Savannah

The University of Georgia SBDC
(912) 651-3200
Fax: (912) 651-3209
Kyle Hensel – Area Director

Statesboro

Georgia Southern University SBDC
(912) 478-7232
Fax: (912) 478-0648
Jason Anderson – Area Director

Valdosta

Valdosta State University SBDC
(229) 245-3738
Fax: (229) 245-3741
TBD – Area Director

SCORE

Service Corps of Retired Executives (SCORE) Sponsored by U.S. Small Business Administration

SCORE is

- Free counseling for small businesses
- A non-profit association of retired executives with years of counseling experience along with other skills and ideas.
- Volunteers ready to share their skills, insight and knowledge of resource availability
- Low cost workshops

For information contact:

Atlanta Area
Dr. Robert Yancy
Chairman
233 Peachtree Street, N.E.
Suite 1900, Harris Tower
Atlanta, Georgia 30303
(404) 331-0121
Fax (404) 331-0138
www.atlanta.score.org

Experienced counselors are available 24 hours a day, through SCORE's free "eCounseling" service. From the SCORE website, click on the link for free "eCounseling" by email.

Other Georgia SCORE Chapters

Augusta SCORE
3140 Augusta Tech Drive
Augusta, GA 30906
(706) 793-9998

Savannah SCORE
111 E. Liberty Street Suite 103
Savannah, GA 31401
(912) 652-4335

SCORE Columbus
101 13th Street
Wells Fargo Bank Building
Columbus, GA 31901
(706) 596-8331

SBA 7(a) GUARANTEE LOAN PROGRAM

Small Business Administration (SBA) loans and loan guarantees are available to businesses which cannot borrow on reasonable terms from conventional lenders. Two major programs exist: the 7(a) or regular loan guarantee program and the 504 or Certified Development Company program. Currently, the limit of SBA assistance (maximum guaranty) to any one borrower participating in the 7(a) program is \$1.5 million. The loan limit on the 504 program can go up to \$2 million if it meets a public policy goal and up to \$4 million for "Small Manufacturers." Total project costs can be much higher with private and other public sources providing additional financing.

Business Eligibility

- Eligible businesses include for-profit businesses only.
- Ineligible businesses include: Non-profit organizations, Passive-income and real-estate companies, Developer/landlord deals, financial institutions, Religious institutions

Business Size Standards

- Manufacturing businesses cannot employ more than 500 people, unless otherwise specified in the North American Industrial Classification Standards (NAICS) code.
- Retail and service businesses cannot have more than \$5 million in sales, unless otherwise specified in the NAICS code.
- Wholesale business cannot employ more than 100 people unless otherwise specified in the NAICS code.

Type of Financing

- Borrower must be the user of the loan proceeds.

Loan Amount - 7(a)

- Up to \$1.5 million total SBA exposure per small business concern. SBA can guarantee up to 85% of loans for \$150,000 or less and up to 75% of loans for more than \$150,000, up to a maximum of \$1.5 million. The percentage SBA guarantees depends on the project.

Use of Loan Proceeds

- Land and Building Acquisition
- Inventory
- Machinery and Equipment
- Working Capital
- Renovation of Building
- Accounts Receivable
- Leasehold Improvement
- Refinancing of Current and Secured Debt

Repayment Term

- The bank sets the loan term from 1 to 25 years depending on the purpose, use of proceeds, ability to repay, and the useful life of the assets being purchased.

Participants in the U.S. Small Business Administration's Preferred Lender Program (PLP)

All banks are eligible to participate in SBA's Guaranteed Loan Programs. Preferred lenders have the ability to originate, process and service loans backed by SBA guarantees. **Contact SBA** at www.sba.gov for a complete list of participants.

For further information contact:

The Small Business Administration Georgia District Office
233 Peachtree Street, Harris Tower, Suite 1900
Atlanta, Georgia 30303
(404) 331-0100, ext. 215
(800) 733-2894
<http://www.sba.gov/ga>

SECTION 504 PROGRAM

The Certified Development Company (504) loan program provides long-term, fixed-rate financing for healthy and expanding small businesses as well as start-ups. Debentures guaranteed by SBA are pooled and sold in the private market in order to fund loan proceeds. Typically a 504 project will include 50 percent of the funds from a private-sector bank or other lender, 40 percent of the loan provided by a Certified Development Company (backed by a 100 percent SBA guaranteed debenture) and at least 10 percent equity from the small business borrower.

The maximum SBA debenture is \$1.5 million when meeting the job creation criteria of the 504 Program. The maximum SBA debenture can be \$2 million if the project meets certain public policy goals such as rural development or a project in a business district revitalization.

The 504 loan program was recently changed to provide a maximum \$4 million SBA debenture to "Small Manufacturers." These firms carry a primary business classification in sector 31, 32 or 33 of the North American Industrial Classification System (NAICS) and all of their production facilities are located in the United States.

Eligible Businesses

- Must be a for-profit corporation, partnership, or proprietorship;
- Net worth must not exceed \$7 million;
- The small business applicant must be the user of the fixed assets financed;
- The project financed should stimulate economic development and create one job per \$50,000 of the SBA debenture amount;
- Meet industry-specific definitions of a small business as determined by SBA.

Eligible Use of Proceeds

Proceeds from 504 loans must be used for fixed asset projects such as: purchasing land and improvements, including buildings, grading, street improvements, and landscaping; construction of new facilities or modernizing, renovating or converting existing facilities; and purchasing long-term machinery and equipment. The 504 program cannot be used for working capital or inventory, consolidating or repaying debt, or refinancing.

Rate of Interest

Fixed, below commercial. Determined on date of debenture sale. Tied to U.S. Treasury Bonds of 5- and 10-year terms.

Private Sector Lender Portion/Maximum Loan Amount

No maximum-bank share must be at least equal to or greater than the SBA portion.

Incentives to the Small Business Concern

- Long Term (10 or 20 years)
- Low down payment (10-15%) on fixed asset purchase
- Reasonable and fixed rate
- Loan can be prepaid with no penalty after half the term

Advantages to Financial Institutions

- Private sector lenders make their own credit decisions
- Improves their loan quality by providing 50% of the loan amount and receiving 100% first collateral mortgage position
- Set their own rates and fees

For more information contact:

Your local Certified Development Company on the following page.

GEORGIA CERTIFIED DEVELOPMENT COMPANIES

Capital Partners Certified Development Company
6445 Powers Ferry Road, Suite 210
Atlanta, Georgia 30339
(404) 475-6019
Barbara Benson

Coastal Area District Development Authority
501 Gloucester Street, Suite 201
Brunswick, Georgia 31520
(912) 261-2500
Andrew Standard

CSRA Local Development Corporation
3023 Riverwatch Parkway, Suite A
Augusta, Georgia 30907
(706) 210-2010
Randy Griffin

Economic Development Corporation of Fulton County
5534 Old National Highway, Building H-Suite 300
College Park, Georgia 30349
(404) 836-7731
Gene Merriday

Georgia Certified Development Corporation
3405 Piedmont Road, N.E., Suite 500
Atlanta, Georgia 30305
(404) 442-2480
Tony Christopher

Georgia Mountains Regional Economic Development
Corporation
460 S. Enota Drive
Gainesville, Georgia 30503
(770) 536-7839
Lorra Lee

Georgia Resource Capital Inc.
5400 Laurel Springs Parkway, Suite 802
Suwanee, Georgia 30024
(770) 205-9800
Tim Souther

Georgia Small Business Capital
4500 Hugh Howell Road, Suite 640
Tucker, Georgia 30084
(404) 373-8601
Deborah Possick Herron

Georgia Small Business Lender Inc.
175-C Emery Highway
Macon, Georgia 31217
(478) 751-6160
Clayton Black

North Georgia Certified Development Corporation
503 West Waugh Street
Dalton, Georgia 30720
(706) 272-2300
Jennifer Whorton

Small Business Assistance Corporation
111 E. Liberty Street, Suite 100
Savannah, Georgia 31401
(912) 232-4700
Tony O'Reilly

South Georgia Area Development Corporation
327 West Savannah Avenue
Valdosta, Georgia 31601
(229) 333-5277
Michelle Frey

SBA EXPRESS LOAN PROGRAM

The SBA Express

- Makes it easier and faster for selected Preferred Lender Program and non-Preferred Lender Program lenders to provide small business loans of \$350,000 or less.
- Allows lenders to use their own forms and procedures to approve service and liquidate loans of up to \$150,000.
- The SBA guarantees up to 50 percent of each loan to the bank, therefore encouraging lenders to make small business loans.
- SBA Express lenders can also offer revolving lines of credit to borrowers.

Who's Eligible

- Entrepreneurs starting, growing or building a business.
- Businesses whose average annual sales for the preceding twelve months do not exceed SBA's size standards for specific industrial classifications.

Interest Rates

- Applicants negotiate terms with the lender.
- Interest rates are tied to the Prime rate and may be fixed or variable.

Maturity

- May not exceed 25 years for fixed assets or generally 5 to 10 years for all other uses.

Collateral

- All loans are to be adequately secured.
- Normally business assets are pledged and occasionally personal assets.
- SBA Express lenders may approve unsecured lines of credit up to \$25,000.

Details on the Initiative can be found at:

<http://www.sba.gov/content/sba-express>

For further information contact:

The Small Business Administration Georgia District Office
233 Peachtree Street, Harris Tower, Suite 1900
Atlanta, Georgia 30303
(404) 331-0100, extension 215
(800) 733-2894

<http://www.sba.gov/content/sba-express>

SBA PATRIOT EXPRESS LOAN PROGRAM

The U.S. Small Business Administration (SBA) began accepting applications in June of 2007 from lenders on behalf of borrowers in its new Patriot Express Pilot Loan Initiative for military community entrepreneurs. Patriot Express is a streamlined loan product based on the agency's highly successful SBA Express Program, but with enhanced guaranty and interest rate characteristics.

Patriot Express is available to military community members including veterans, service-disabled veterans, service members leaving active duty, Reservists and National Guard members. In addition, current spouses of any of the above, and the widowed spouse of a service member or veteran who died during service, or of a service-connected disability, are eligible.

Under the program, loans are available up to \$500,000 and qualify for SBA's maximum guaranty of up to 85 percent for loans of \$150,000 or less and up to 75 percent for loans over \$150,000 up to \$500,000. For loans above \$350,000, lenders are required to take all available collateral to secure the loan and may obtain collateral for smaller loans depending upon individual bank requirements.

Interest rate maximums for Patriot Express loans are the same as those for regular 7(a) loans: a maximum of prime + 2.25 percent for maturities under 7 years; prime + 2.75 percent for 7 years or more. Interest rates can be higher by 2 percent for loans of \$25,000 or less; and 1 percent for loans between \$25,000 and \$50,000.

The Patriot Express Pilot Loan Initiative can be used for most business purposes.

Details on the initiative can be found at:

www.sba.gov/patriotexpress

For further information contact:

The Small Business Administration Georgia District Office
233 Peachtree Street, Harris Tower, Suite 1900
Atlanta, Georgia 30303
(404) 331-0100, extension 215
(800) 733-2894

ATLANTA WOMEN'S BUSINESS CENTER

The Atlanta Women's Business Center is a major new resource for women who want to start a business or for those who already operate a business. The center offers assistance with various aspects of business operations including cash flow and profit-margin projections. The center has a well-organized information section stocked with computers, manuals, books and audio and video tapes on various business topics.

Counselors from the SBA's Atlanta SCORE Chapter offer one-on-one counseling to women entrepreneurs.

Workshops and seminars are offered throughout the year and cover such topics as the basics of starting a business, developing a business plan, marketing, sources of business capital, and technology as a business tool.

For further information please contact:

Georgia Women's Business Centers:

Rachel Davis

Director

The Edge Connection Women's Business Center

3333 Busbee Drive, Suite 415

Kennesaw, GA 30144

(770) 499-3228

Rachel_davis@kennesaw.edu

www.theedgeconnection.com

Women's Economic Development Agency

Carolina Ramon

WBC Manager

Metropolitan Lofts

675 Metropolitan Parkway S.W., Suite 2026

(678) 904-2201

www.weda-atlanta.org

SBA 8(a) BUSINESS DEVELOPMENT PROGRAM

The 8(a) program promotes equal access for certified companies, owned by socially and economically disadvantaged individuals, to participate in the business sector of the nation's economy. These individuals may include Black Americans, Hispanic Americans, Native Americans, Asian Pacific Americans and subcontinent Asian Americans. Individuals not members of these minority groups, who can demonstrate they are socially and economically disadvantaged, may also be eligible for the program.

SBA may provide 8(a) firms with contracting, marketing, financial, management or other technical assistance. Resources available include counseling, SBA financial assistance through agency guaranteed loans, management training, and surety bond guarantees.

The SBA, as part of the program, may enter into prime contracts with other federal agencies and departments to provide goods and services, and subcontract the actual performance on the contracts to approved 8(a) firms. The agency will also offer marketing tools to 8(a) firms to help them successfully compete in the private-sector market. The SBA assigns a Business Opportunity Specialist (BOS) to each certified firm in the program to help it fulfill its business goals.

SBA cannot guarantee any specific amount of government business for each 8(a) firm. However, SBA officials do maintain data on government requirement trends to anticipate the nature and volume of business opportunities.

The 8(a) program conducts monthly workshops for prospective participants. A company, once approved, can be an 8(a) program participant for nine years.

You can download and fill out the application for 8(a) and SDB certification on the SBA website. GO TO: www.sba.gov. Under "Resources" on the left side of the page, select "8(a) SDB Applications."

(REQUIRED FORMS)

SBA Form 1010 – 8(a) Application

SBA Form 355 – Application for small business size determination.

(SDB APPLICATION ONLY)

SBA Form 912 – Statement of Personal History (2) copies

SBA Form 413 – Personal Financial Statement (2) copies

SBA Form 1623 – Certification Regarding Debarment (1) copy

FORM 4506T – Request for Copy or Transcript of Tax Form

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You can submit the 8(a) application and forms electronically

GO TO: www.sba.gov/8abd

SBA Electronic application hotline number

(415) 744-6784

For additional General 8 (A) information

GO TO: www.sba.gov/ga/8ainformation.html

Contact the 8(a) GA District Office At:

(404) 331-0100, ext. 504

SMALL DISADVANTAGED BUSINESS (SDB) CERTIFICATION

This certification program will categorize a firm as a small disadvantaged business (SDB) only if a SBA review finds it is owned and controlled by someone who is socially and economically disadvantaged. Companies participating in the SBA 8(a) program are already considered SDB's and do not undergo a second review.

Once a firm is certified SDB, it will be eligible for preference under new federal procurement regulations. The main preference is a price evaluation adjustment of up to 10 percent for SDB's bidding as prime contractors. The preference applies only to those industries where disadvantaged companies are underutilized.

The SBA's Office of Small Disadvantaged Business Certification will certify the ownership and control of all small companies that apply, and decide protests and appeals. Revised federal rules make it easier for business owners who are not members of minority groups to become SDB's by demonstrating their disadvantage. Applications for SDB status are available online at www.sba.gov. Details on applying online are listed in the 8(a) Business Development section.

For additional information contact the SBA at:

The Small Business Administration Georgia District Office
233 Peachtree Street, Harris Tower, Suite 1900
Atlanta, Georgia 30303
(404) 331-0100, extension 504
(800) 733-2894

SBA GOVERNMENT CONTRACTING - AREA III

The federal government is the largest buyer in the world and small businesses are often at a disadvantage when trying to win federal contracts, but the SBA can help overcome the barriers. Working closely with federal agencies and the nation's leading contractors, the SBA works to ensure that small businesses obtain a fair share of government contracts and subcontracts. The SBA has a number of programs to help small firms do business with the federal government.

The Area III Government Contracting Office in Atlanta provides procurement assistance to small businesses principally through the following SBA programs:

- Prime Contracts Assistance
- Subcontracting assistance
- Certificates of Competency (COC)
- PRO-NET
- Size Determinations

For further information contact the SBA at:

(404) 331-7587, ext. 202 or 203

www.sba.gov/gc

SBA MICROLOAN PROGRAMS IN GEORGIA

Microloan Programs in Georgia

The Microloan Program was developed to increase the availability of very small loans to prospective small business borrowers. Under this program, the SBA makes funds available to non-profit intermediaries, who in turn make loans to eligible borrowers in amounts that range from under \$500 up to \$35,000. For further information, contact one of the following Microloan Programs:

Albany Community Together Inc. (ACT)

230 S. Jackson Street, Suite 154

Albany, GA 31701

(229) 420-4600

Fax: (229) 420-8311

www.albanycommunitytogetherinc.com

Appalachian Community Enterprises

3173 Highway 129 North

Cleveland, GA 30528

(706) 348-6609

www.ace loans.org

DeKalb Enterprise Business Corporation (DEBCO)

100 Crescent Center Parkway

Tucker, GA 30084

(404) 378-1899

www.debco.org

Small Business Assistance Corporation

111 E. Liberty Street

Suite 100

Savannah, GA 31401

(912) 232-4700

Fax: (912) 232-0385

www.sbacsav.com

Atlanta Micro Fund

100 Flat Shoals Avenue S.E.

Lang Carson Community Center

Atlanta, GA 30316

(678) 539-6900

www.atlantamicrofund.com

SMALL BUSINESS INVESTMENT COMPANY (SBIC) PROGRAM

The Small Business Investment Company (SBIC) Program fills the gap between the availability of venture capital and the needs of small businesses that are either starting or growing. Licensed and regulated by the SBA, the privately owned and operated SBICs use their own capital and funds, borrowed from the SBA, to finance small businesses in the form of equity securities and long-term loans. SBICs are for-profit and select small businesses to be financed within the regulations set by SBA.

SBICs invest in a broad range of industries. Some SBICs seek out small businesses with known products or services because of the strong growth potential of such firms. Some SBICs specialize in the field in which their management has special competency.

Only firms defined by the SBA as “small” are eligible for SBIC financing. The SBA defines a company as small when its net worth is \$18 million or less, and its average net (after tax) income for the preceding two years does not exceed \$6 million. In determining whether a business qualifies, all of the business’ subsidiaries and affiliates are considered.

Listed below are active SBICs in Georgia. Other SBICs located in other states might be able to serve the needs of small businesses in Georgia.

Chatham SBIC Fund IV

400 Galleria Parkway, Suite 1950
Atlanta, Georgia 30339
(770) 618-2100
Brian Reynolds
br@chathamcapital.com

EGL/Nat West Equity Partners USA

3495 Piedmont Road
Building 11, Suite 412
Atlanta, Georgia 30305
(404) 949-8303
Salvatore Massaro
samassaro@egholdings.com

Noro-Moseley Partners

4200 Northside Parkway, Building 9
Atlanta, GA 30321
William Hudson
whudson@noromoseley.com

Peachtree II

1230 Peachtree Street NE
Suite 1900
Atlanta, GA 30309
(404) 870-8900
David Christopher
david@peachtreeequity.com

Salem Halifax Capital Partners

2849 Paces Ferry Rd
Overlook 1, Suite 660
Atlanta, Georgia 30339
(770) 790-5034
Spalding White
swhite@salemcapital.com

White Oak SBIC Fund

600 Galleria Parkway, Suite 1400
Atlanta, GA 30339
(404) 875-9994
Christopher Melton
sba@thewhiteoakgroup.com

For additional information contact:

SBIC Operations
409 Third Street, S.W.
Washington, D.C. 20416
(202) 205-6510
www.sba.gov/inv/

HUBZONE CONTRACTING PROGRAM

The HUBZone Empowerment Contracting Program is designed to promote business and job opportunity in economically-distressed urban and rural areas by increasing federal contracting activity in those areas. Eligible small businesses are to be located in HUBZones (Historically Underutilized Business zones), which are areas of generally low income and high unemployment.

HUBZones are located in more than 7,000 urban census tracts, in 900 rural counties, and on every federally-recognized Native American reservation. Census tracts are areas that range in population from 2,000 to 8,000 persons.

To qualify, a small business' principal office must be in a HUBZone and at least 35 percent of its employees must reside in a HUBZone, although it can be a different HUBZone. The firm must also be completely owned and controlled by U.S. citizens. Contracts reserved for HUBZone firms can be awarded through competition limited to qualified HUBZone firms or on a sole-source basis. Another option allows contracting officers to give HUBZone firms a price preference in bidding open to non-HUBZone firms. The pool of available contracts is projected to grow to around \$6 billion annually by 2003.

Confirm your location in a HUBZone:

Use the SBA interactive internet website at www.sba.gov/hubzone

- Click "Applying for the HUBZone Certification"
- Click "HUBZone Maps" and go to item 3

Local HUBZone contact:

Brian Murden
Business Opportunity Specialist
233 Peachtree Street, Harris Tower, Suite 1900
Atlanta, Georgia 30303
(404) 331-0100, ext. 509
Brian.murden@sba.ga.gov

SURETY BOND GUARANTEE PROGRAM

What is a Surety Bond?

A SBA surety bond guarantees bid, performance and payment bonds for contracts up to \$2 million for eligible small businesses that cannot obtain surety bonds through regular commercial channels. By law, prime contractors to the federal government must post surety bonds on federal construction projects valued at \$100,000 or more. In addition, many state and local government projects and subcontracts require surety bonds. Contractors must apply through a surety bonding agent, since the SBA's guaranty goes to the surety company.

Who is eligible to apply for a Surety Guarantee?

Any contractor meeting SBA's size standard requirement can apply for an SBA surety guarantee. In general, a firm is classified as "small" if the company's average annual receipts over the last three fiscal years do not exceed \$6 million.

You need to consider the following before applying:

- The face value of a SBA Guarantee contract cannot exceed the sum of \$2 million.
- SBA will guarantee a surety 70-90 % of the face value of a contract depending on the program and the social/disadvantaged status of the applicant.

What costs are involved?

- The premium charged by the surety.
- A SBA charge of \$6.00 per every \$1,000 of the contract amount (final bonds only).

For further information contact:

SBA Surety Bond Division
233 Peachtree Street, Harris Tower, Suite 1900
Atlanta, Georgia 30303
(404) 331-0100, ext. 702 or 703

For Surety Bond information on the SBA website, go to: www.sba.gov/osg

UNITED STATES DEPARTMENT
OF AGRICULTURE (USDA)
Rural Development (RD)

www.usda.gov

INTERMEDIARY RE-LENDING PROGRAM (IRP)

The purpose of the IRP is to finance business facilities and community development projects in rural areas. This is achieved through loans made by USDA Rural Development (RD) to intermediaries. The intermediaries relend the funds to ultimate recipients for business facilities or community development. Intermediaries establish revolving loan funds, so that collections from loans made to ultimate recipients, in excess of necessary operating expenses and debt payments, will be used for more loans to ultimate recipients.

Who may borrow?

Intermediaries may be cooperatives, private nonprofit corporations, public bodies, and Indian tribes. Intermediaries must:

- Be bonded.
- Have legal authority to carry out the proposed loan purposes and to incur and repay the debt.
- Have a record of successfully assisting rural business and industry, normally including experience in making and servicing commercial loans.
- Provide adequate assurance of repayment.

An ultimate recipient may be any type of legal entity, including individuals and public and private organizations.

At least 51 percent of the owners or members of both intermediaries and ultimate recipients must be United States citizens or admitted for permanent residence. Both intermediaries and ultimate recipients must be unable to obtain the proposed loan elsewhere at reasonable rates and terms.

How may funds be used?

All of the IRP loan funds received by an intermediary must be re-loaned to ultimate recipients. Interest income and fees may be used for administrative costs, technical assistance to borrowers, or debt retirement. All collections from the operation of the IRP revolving loan fund that are not used for the above authorized expenses, must be made available for relending to eligible ultimate recipients for the establishment of new businesses, the expansion of existing businesses, creation of employment opportunities, saving existing jobs, or community development projects.

What are the loan terms?

Loans to intermediaries are scheduled for repayment over a period of up to 30 years. The term of loans from intermediaries to ultimate recipients is set by the intermediary.

What is the interest rate?

The interest rate on loans to intermediaries is one percent per annum. The interest rate charged to ultimate recipients is set by the intermediary.

Is collateral required?

Yes, all loans to intermediaries must be adequately secured. Intermediaries are asked to provide a proposal for securing the loan, for RD's consideration, in addition to the application. Intermediaries are also required to provide written policies for loans to ultimate recipients.

If the ultimate recipients fail to repay the loans from the intermediary, what happens to the intermediary's loan from RD? When the intermediary accepts the IRP loan, it is incurring a debt, just as if it obtained a loan from a bank. It is hoped and expected that the collections from the loans to ultimate recipients will be sufficient to repay the RD loan on schedule. However, even if the collections from ultimate recipients are not sufficient, the intermediary is fully responsible for repaying RD.

Applications should be filed with the Georgia State Office at the following address:

USDA, Rural Development, 355 E. Hancock Avenue, Stop 305, Athens, Georgia 30601

For further information, please contact the Georgia State Office at (706) 546-2154 or visit our website:

www.rurdev.usda.gov/ga/rbs.htm

RURAL BUSINESS ENTERPRISE GRANT (RBEG)

The RBEG program is a grant program used to support development of small emerging private business enterprises in rural areas. Rural areas include all territory of the state not within the outer boundary of any city having a population of 50,000 or more and its immediately adjacent urbanized and urbanizing areas with a population density of more than one hundred persons per square mile. Small and emerging private businesses are those that employ 50 or fewer new employees and have projected gross revenues of less than \$1,000,000.

These grants can be made to public bodies and private nonprofit corporations that serve rural areas. Funds are limited, applications will be scored and ranked for competition based on RD established priorities related to population, economic conditions, experience, commitment of business or industry to the proposal, substantial commitment of non-federal funds to the project, and existence of stress factors which would be mitigated if the project were funded.

These grant funds may be used to finance and develop small and emerging private business enterprises in rural areas, including but not limited to the following:

1. Acquisition and development of land, easements, and rights-of-way.
2. Construction, conversion, enlargement, repairs or modernization of buildings, plants, machinery, equipment, access streets and roads, parking areas, utilities, and pollution control and abatement facilities.
3. Loans for start-up operating cost and working capital.
4. Technical assistance for existing businesses.
5. Reasonable fees and charges for professional services necessary for the planning and development of the project including packaging. These services must be provided by individuals licensed through an appropriate state accreditation association.
6. Refinancing of debts exclusive of interest incurred by or on behalf of an association before an application for a grant when all of the following exist:
 - A. The debts were incurred for the facility or part thereof or service to be installed or improved with the grant.
 - B. Arrangements cannot be made with the creditors to extend or modify the terms of the existing debt.
7. Providing financial assistance to third parties through a loan.
8. Training, when necessary, in connection with technical assistance.
9. Creation, expansion, and operation of rural learning programs that provide educational or job training instruction related to potential employment or job advancement for adult students.

These grant funds cannot be used:

1. To produce agriculture products through growing, cultivation, and harvesting either directly or through horizontally integrated livestock operations except for commercial nurseries, timber operations, or limited agricultural production related to technical assistance projects.
2. To finance comprehensive area-wide planning. This does not preclude using grant funds to plan a given project.
3. For loans by grantees when the rates, terms and charges for these loans are not reasonable or would be for purposes not eligible as described above.
4. For programs operated by cable television systems.
5. To fund a part of a project that is dependent on other funding unless there is a firm commitment of other funding to ensure project completion.

If the grant funds are to be used to provide financial assistance to third parties either through revolving loans or lease of facilities by grantee, at least 51 percent of the outstanding interest in the entity must have membership or be owned by those who are either citizens of the United States or reside in the United States after having been legally admitted for permanent residence.

Grants will only be made when there is a reasonable assurance that the project will result in job creation. Application should be made at the RD Office. Staff will be glad to discuss services available from the RD and explain how to prepare a written application.

For further information, please contact one of our Area Offices or visit our website:

Cartersville	(770) 386-3393
Monroe	(770) 267-1413 x 4
Ft. Valley	(478) 827-0016 x 4
Sandersville	(478) 552-6073 x 4
Tifton	(229) 382-0273
Douglas	(912) 384-4811

www.rurdev.usda.gov/ga/rbs.htm

RURAL BUSINESS OPPORTUNITY GRANT (RBOG)

The RBOG program promotes sustainable economic development in rural communities with exceptional needs through provision of training and technical assistance for business development, entrepreneurs, and economic development officials and to assist with economic development planning.

How much are the grants?

The maximum grant for a project serving a single state is \$50,000. The maximum grant for a project serving two or more states is \$150,000.

Who is eligible?

Rural public bodies, rural nonprofit corporations, rural Indian tribes, and cooperatives with primarily rural members that conduct activities for the mutual benefit of the membership are eligible provided they have sufficient financial strength and expertise to carry out the activity to be funded.

Define Rural

Any area other than a city or town with a population of greater than 50,000 and the urbanized area contiguous and adjacent to such a city or town according to the latest decennial census. In addition certain communities are given high funding priority including those suffering from natural disaster, fundamental economic structural change, persistent poverty, long-term population decline or job deterioration.

What types of projects are eligible?

The RBOG program is primarily a training and technical assistance program. Funds may be provided for development of export markets; feasibility studies; development of long term trade strategies; community economic development planning; business training and business based technical assistance for rural entrepreneurs and business managers; establishment of rural business incubators; and assistance with technology-based economic development. The types of projects that may be funded might include identification/ analysis of business opportunities that will utilize local material and human resources; provision of leadership development training to existing or prospective rural entrepreneurs and managers; business support centers; centers for training, technology and export trade; and, economic development planning.

Availability of funds

Approximately \$3 million available nationwide.

For further information, please contact one of our Area Offices or visit our website:

Cartersville	(770) 386-3393
Monroe	(770) 267-1413 x 4
Ft. Valley	(478) 827-0016 x 4
Sandersville	(478) 552-6073 x 4
Tifton	(229) 382-0273
Douglas	(912) 384-4811

www.rurdev.usda.gov/ga/rbs.htm

BUSINESS AND INDUSTRY GUARANTEED LOAN PROGRAM

The Business and Industry (B&I) Guaranteed Loan Program guarantees loans made by commercial lenders against a portion of loss resulting from borrower default. Rural Development guarantees the commercial loan rather than lending the money directly. The B&I program is lender-driven. A commercial lender requests the B&I guarantee, and, if approved, will make and service the loan. The lender always retains the responsibilities for servicing the loan and for notifying the Agency of any violations of the Loan Agreement, Conditional Commitment, and Lenders Agreement. The purpose of the guarantee authority is to improve the economic climate in rural communities in “partnership” with the existing private credit sources by increasing the local lender’s legal lending limit and allowing “increased” benefits to return to the lender via sale of both the guaranteed and non-guaranteed portions of the loan. The loan is made by commercial and other recognized lenders; generally, authorized lenders include Federal and State chartered banks, credit unions, insurance companies, savings and loan associations, Farm Credit System institutions with direct lending authority, or a mortgage company that is part of a bank holding company, plus the National Rural Cooperative Finance Corporation, eligible Rural Utilities Service borrowers, and other nontraditional lenders approved by the Agency who have met specific commercial lending criteria.

Eligibility Criteria:

Virtually any legally organized entity including a cooperative, corporation, partnership, trust or other entity organized and operating on a profit or nonprofit basis, Indian Tribe or Federally-recognized Tribal group, municipality, county, or other political subdivision of a State, or an individual. There is no test for credit elsewhere requirement.

Other Criteria:

Collateral must be sufficient to protect the interest of the lender and the Government and usually includes personal and/or corporate guarantees. The business must have tangible balance sheet equity position at loan closing of 10 percent or more for existing businesses and 20% or more for new businesses. The proposed operation must have realistic repayment ability based on documented assumptions. New businesses will be asked to obtain a feasibility study by a recognized independent consultant. All applicants must provide an acceptable business plan. Personal or corporate guaranties are required if ownership interest is 20% or more. The Business and its owners must have acceptable credit history. Loans may only be made in rural areas of the state that are not within a city having a population of 50,000 or more or an area that is urban or urbanizing. The maximum aggregate B&I Guaranteed Loan amount is \$25 million to any one borrower. Maximum maturities are 7 years for working capital, 15 years for machinery and equipment, and 30 years on real estate. Loans up to \$5 million may receive a guarantee of up to 80%. Loans from \$5 - \$10 million are eligible for guarantees up to 70%. Any loan over \$10 million is limited to a 60% guarantee. The RBS Administrator may, at his/her discretion, grant an exception allowing guarantees up to 90% on loans of \$10 million or less if certain conditions exist. A guarantee fee of 2% of the principal loan amount multiplied by the percent of guarantee is due when the Loan Note Guarantee is issued.

For further information, please contact the Georgia State Office at (706) 546-2154 or visit our website, www.rurdev.usda.gov/ga/guarrbs.htm

FINANCING FOR SMALL MUNICIPAL AND RURAL COMMUNITY FACILITY PROJECTS

Rural Development (RD) is an agency of the United States Department of Agriculture. Guaranteed Loans and Direct Loans are available through RD. Rural communities and small incorporated towns/cities not larger than 20,000 based on the latest decennial population census of the United States are eligible to apply.

To qualify applicants must be unable to obtain the financing from other sources and/or their own resources at rates and terms they can afford. Public bodies and nonprofit corporations can be eligible applicants.

Funds can be used for construction, land acquisition, legal fees, architect fees, capitalized interest, equipment, initial operation and maintenance costs, project contingencies, and any other cost that is determined by RD to be necessary for the completion of the project. The attached list shows many of the kinds of projects that can be financed with Community Facility loans.

Interest Rates:

Interest Rates for Guaranteed Loans

As negotiated by private lender and applicant and determined by RD to be reasonable; may be a fixed or floating rate.

Interest Rates for Direct Loans

Three categories (Two percent increase in interest rate may be assessed when project is built on prime farmland. This can be waived for public bodies when there are no suitable alternate sites.

Market Rate:

Available to applicants whose Median Household Income (MHI) of service area is greater than the non-metropolitan MHI of Georgia (\$44,159).

Intermediate Rate:

Available to applicants whose MHI is not more than the non-metropolitan MHI (\$44,159) of Georgia and who otherwise do not qualify for the poverty rate.

Poverty Rate:

Available to applicants whose MHI is below the latest established nationwide poverty level MHI (\$22,050) or below 80 percent of the non-metropolitan MHI of Georgia (80% of \$44,159 = \$35,327) and there are existing health/sanitation conditions that would be alleviated with the proposed project so as to comply with regulatory agencies' established standards. The health/sanitation provisions do not apply to health care and related facilities that provide direct health care to the public.

Rates are subject to change quarterly (January 1, April 1, July 1, October 1). The market rate is based on the performance of the Bond Buyer Index. The intermediate rate is set halfway between the poverty and market rates but not to exceed 7 percent. Rates are fixed and the maximum rate is established at the time the loan is approved. If rates drop by the time the loan is closed, the applicant is afforded the opportunity to receive the lower rate.

Present Rates:

Check with RD area representatives.

Repayment Terms:

Up to 40 years for both direct and guaranteed loans based on applicant's authority and life expectancy of the system.

Security:

Guaranteed and Direct Loans:

Public Bodies:

Revenue Bonds, General Obligation Bonds, Special

Non-Profit:

Assessment bonds. Promissory Notes, Real Estate

Corporations:

Mortgages, Financing Statements, Security Agreements, Security instruments for guaranteed loans must be taxable issues.

Maximum Amounts:

Direct Loans:

May be obtained for 100 percent of eligible project costs subject to adequate security, ability to repay, applicant's authority to borrow, and availability of funds.

Guaranteed Loans:

Same as for direct loans as determined by private lender and approved by RD. However, the RD guarantee cannot exceed 90 percent of the loan and the Agency normally prefers that it not exceed 80 percent.

Grant Funds:

There are limited grant funds available for small projects.

Eligibility of an applicant can be determined by filing a pre-application package with the appropriate RD Area Office. Eligible applicants will be invited to file application dockets subject to the availability of funds. Personnel will directly assist the applicant in the preparation of the loan/grant application docket. After eligibility is determined but prior to the development of the application docket, we must be able to satisfactorily:

1. Review and approve the preliminary architectural report.
2. Review and approve the architectural agreement.
3. Complete the environmental review and assessment of the project impact on the human environment to include the applicant's required advertisements and notification to interested parties.
4. Any other item that is related to the above three items or is pertinent in being able to determine project feasibility.

Application should be made at the RD Area Office. The Area Office staff will be glad to discuss services available from the RD and explain how to prepare a written application.

Georgia has Area Offices in:

Cartersville (770) 386-3393
Monroe (770) 267-1413 x4
Ft. Valley (478) 827-0016 x4
Sandersville (478) 552-6073 x4
Tifton (229) 382-0273
Douglas (912) 384-4811
Georgia State Office (706) 546-2171

TYPES OF SERVICE TYPE /FACILITY ELIGIBLE FOR FUNDING

Community Health Care

Physicians Clinics, Dental Clinic (in conjunction with the Nursing Home/Department of Health/Outpatient Care and Human Services)

Cultural & Educational

All Purpose Building - College Campus
Educational Camp for Physical/Mentally Handicapped
Library Museum Nursery School
Open Air Theater
Public School
School Maintenance & Equipment Service Center
Senior Citizen Center
Vocational School

Energy Transmission & Distribution

Electrical Equipment Maintenance Building
Electrical Service
Low Head-Hydroelectric Plants
Natural Gas Distribution

Fire Rescue & Public Safety

Civil Defense Building
Communications Center
Fire Department, Fire Trucks
Jail
Mobile Communications Center Multiservice –
Fire/Rescue Police Station
Rescue & Ambulance Service
Rescue & Ambulance Service Equipment Building

Health Care

Boarding Home for Elderly (Ambulatory Care) Dental Clinic
Hospital (General & Surgical) Medical Rehabilitation Center Nursing Home
Outpatient Care
Physicians Clinics
Vocational Rehabilitation Center

Other Facilities

Agricultural Fairgrounds
Animal Shelter Bridges-Roads Cemetery
County Canning Facility
Dike
Oceanfront Protection
Parking Lot
Social Services Building
Sprinkler System

Public Building & Improvements

Adult Day Care Center
Child Care Center
City Hall
Community Health Department Office Building
Community Center County Courthouse Annex
Data Processing Center
Heating Plant for Public Buildings
Home for Delinquents
Public Maintenance Building

Recreational

Family oriented recreation (Guaranteed Program Only)

Transportation

Airport Hanger
Bridge
City Airport
Municipal & County Garage
Off Street Parking School Buses Sidewalks
Street Improvement
Street Maintenance Equipment

USDA SECTION 9006 ENERGY GRANT PROGRAM

The Section 9006 Grant Program provides grants for agricultural producers and rural small businesses to purchase and install renewable energy systems and make energy efficiency improvements. The emergence of viable renewable energy markets represents a historic opportunity for job and wealth creation in rural America.

How much are the grants?

The grants are awarded on a competitive basis and can be up to 25% of total eligible project costs. Grants are limited to \$500,000 for renewable energy systems and \$250,000 for energy efficiency improvements. Grant requests as low as \$2,500 for renewable energy systems and \$1,500 for energy efficiency improvements will be considered.

Who is eligible?

The program is designed to assist farmers, ranchers and rural small businesses that are able to demonstrate financial need. All agricultural producers, including farmers and ranchers, who gain 50% or more of their gross income from the agricultural operations are eligible. Small businesses that are located in a rural area can also apply. Rural electric cooperatives may also be eligible to apply.

What types of projects are eligible?

Most rural projects that reduce energy use and result in savings for the agricultural producer or small business are eligible as energy efficient projects. These include projects such as retrofitting lighting or insulation, or purchasing or replacing equipment with more efficiency units. Eligible renewable energy projects include projects that produce energy from wind, solar, biomass, geothermal, and hydrogen-based sources. The projects can produce any form of energy including, heat, electricity, or fuel.

For all projects, the system must be located in a rural area, must be technically feasible, and must be owned by the applicant.

How to Apply:

J. Craig Scroggs
Business and Cooperative Programs Specialist
111 E. Spring Street, Suite B
Monroe, Georgia 30655
(770) 267-1413 ext. 113
Craig.scroggs@ga.usda.gov

Al Burns
Business and Cooperative Programs Specialist
2406 Tift Avenue North
Tifton, Georgia 31794
(229) 382-0273 ext. 109
Al.burns@ga.usda.gov

The Georgia State office of Business & Cooperative Programs
355 East Hancock Avenue
Mail Stop 305
Athens, Georgia 30601
(706) 546-2154.

Information: www.rurdev.usda.gov/ga

USDA SECTION 9008 BIOMASS RESEARCH AND DEVELOPMENT INITIATIVE

The U.S. Department of Energy (DOE) and the U.S. Department of Agriculture (USDA), Rural Development jointly solicit applications for financial assistance addressing research and development of biomass-based products, bioenergy, biofuels and related processes. The Program is intended to promote innovation and development related to biomass. It supports the Biomass Research Development Act of 2000, Section 9008 of the 2002 Farm Bill, the Healthy Forest Restoration Act of 2003, the Energy Policy Act of 2005, and stated Federal policy.

How much are the grants?

Grants may be awarded in a range of \$250,000 to \$2 million. Grants are highly competitive and require successful completion of a two-phase pre-application and application process. Based on a technical merit review of the pre-applications, full applications are submitted by invitation only.

Who is eligible?

Individual eligible entities or consortia of eligible entities include the following types of organizations:

- Institutions of higher education (colleges and universities beyond secondary education level)
- National Laboratories
- Federal and State research agencies
- Private sector entities (companies, corporations, farms, ranches, cooperatives, and others that compete in the marketplace)
- Nonprofit organizations (other than 501(c)(4) lobbying organizations)

What types of projects are eligible?

As mandated by the 2005 EPACT, there are four research and development technical topic areas considered eligible for Section 9008 funding. These include:

- Feedstock Production through the development of crops and cropping systems relevant to production of raw materials for conversion to bio-based fuels or bio-based products.
- Overcoming Recalcitrance of Cellulosic Biomass through developing technologies for converting cellulosic biomass into intermediates that can subsequently be converted into bio-based fuels and bio-based products.
- Product Diversification through technologies relevant to production of a range of bio-based products (including chemicals, animal feeds, and co-generated power) that eventually can increase the feasibility of fuel production in a biorefinery.
- Analysis that provides strategic guidance for the application of biomass technologies in accordance with realization of improved sustainability and environmental quality, cost effectiveness, security, and rural economic development, usually featuring system-wide approaches.

How to Apply:

J. Craig Scroggs
Business and Cooperative Programs Specialist
111 E. Spring Street, Suite B
Monroe, Georgia 30655
(770) 267-1413 Ext. 113
Craig.scroggs@ga.usda.gov

Al Burns
Business and Cooperative Programs Specialist
2406 Tift Avenue North
Tifton, Georgia 31794
(229)382-0273 extension 109.
Al.burns@ga.usda.gov

The Georgia State office of Business & Cooperative Programs
355 East Hancock Avenue
Mail Stop 305
Athens, Georgia 30601
(706)546-2154.

Information can be obtained at the website: www.rurdev.usda.gov/ga/rbs.htm

COOPERATIVE SERVICES – User-owned cooperatives process and market products, purchase production supplies or consumer goods, provide housing by credit, build and operate rural utilities and provide other needed services. By working together in cooperatives, residents are often able to reduce costs, obtain services that might otherwise be unavailable and achieve greater returns for their products. The Cooperative Service programs of Rural Development help residents form new cooperative businesses and improve the operations of existing cooperatives. To accomplish this, Cooperative Services assists in cooperative development, assists with technical matters, conducts cooperative-related research, and provides cooperative training programs and educational materials.

RURAL COOPERATIVE DEVELOPMENT GRANT PROGRAM (RCDG) – These grants are for establishing and operating centers to improve the economy. Their purpose is to promote or enhance cooperatives. Non-profit institutions, including institutions of higher learning, are eligible applicants. Applications are solicited annually and scored according to defined selection criteria, including the proven ability to foster economic growth, to provide technical assistance, and to provide cooperative development to communities seriously impacted by economic downturns.

VALUE-ADDED PRODUCER GRANTS (VAPG) – Established in FY02, VAPG is designed to help producers earn more by processing the products they produce. To qualify as a “value added” product, the original product must be changed in some way. The applicant must be a producer or a producer owned and controlled business entity. Grant funds can be used for planning or for working capital.

FINANCING FOR SMALL MUNICIPAL AND RURAL WATER, WASTEWATER AND SOLID WASTE SYSTEMS

Rural Development (RD), a mission area of the United States Department of Agriculture (USDA), administers loans and grants on behalf of the Rural Utilities Service (RUS). Guaranteed Loans, Direct Loans and Grants are available through RUS. Rural communities and small incorporated towns/cities not larger than 10,000 based on the latest decennial population census of the United States are eligible to apply. To qualify applicants must be unable to obtain the financing from other sources and/or their own resources at rates and terms they can afford. Public bodies and nonprofit corporations can be eligible applicants. Funds can be used for construction, land acquisition, legal fees, engineering fees, capitalized interest, equipment, initial operation and maintenance costs, project contingencies, and any other cost that is determined by the RD to be necessary for the completion of the project. Projects must be primarily for the benefit of rural users.

Interest Rates for Guaranteed Loans: As negotiated by private lender and applicant and determined by RD to be reasonable; may be a fixed or floating rate.

Interest Rates for Direct Loans:

THREE CATEGORIES:

1. Market Rate - Available to applicants whose Median Household Income (MHI) of service area is greater than the non-metropolitan MHI of Georgia (\$44,159).
2. Intermediate Rate - Available to applicants whose MHI is not more than the non-metropolitan MHI (\$44,159) of Georgia and who otherwise do not qualify for the poverty rate.
3. Poverty Rate - Available to applicants whose MHI is below the latest established nationwide poverty level MHI (\$22,050) or below 80 percent of the non- metropolitan MHI of Georgia (80% of \$44,159 = \$35,327) and there are existing health/sanitation conditions that would be alleviated so as to comply with regulatory agencies established standards.

Grant Funds:

There are limited grant funds available. The maximum percentage of grant is based on the following:

Up to 75 percent of eligible project costs for applicants who qualify for the Poverty Rate of interest.

Up to 45 percent of eligible project costs for applicants who do not qualify for the 75 percent category and their MHI is not greater than the non-metropolitan MHI of Georgia (\$44,159). Applicants with MHI in excess of the above criteria would not qualify for grant consideration.

The actual amount of grant funds awarded to the applicant will be determined based on the grant dollars required to reduce the user rates for users to a reasonable level up to the maximum amount of 45 or 75 percent. Grant funds cannot be used to pay project costs related to interest refinancing, purchase of existing systems, and initial operations and maintenance.

Eligibility:

Eligibility of an applicant can be determined by filing an application package with the appropriate RD Area Office. Eligible applicants will be invited to file application dockets subject to the availability of funds. Personnel will directly assist the applicant in the preparation of the loan/grant application docket. After eligibility is determined but prior to the development of the application docket, we must be able to satisfactorily:

1. Review and approve the preliminary engineering report.
2. Review and approve the engineering agreement.
3. Complete the environmental review and assessment of the project impact on the human environment to include the applicant's required advertisements and notifications to interested parties.
4. Any other item that is related to the above three items or is pertinent in being able to determine project feasibility.

Application should be made at the RD Area Office. The Area Office staff will be glad to discuss services available from the RUS and explain how to prepare a written application.

Georgia has Area Offices in:

Cartersville	(770) 386-3393
Monroe	(770) 267-1413 x4
Ft. Valley	(478) 827-0016 x4
Sandersville	(478) 552-6073 x4
Tifton	(229) 382-0273
Douglas	(912) 384-4811
Georgia State Office	(706) 546-2171

RURAL ECONOMIC DEVELOPMENT LOAN AND GRANT PROGRAM (REDLG)

The REDLG program provides funding to rural projects through local utility organizations. Under the REDLoan program, USDA provides zero-interest loans to local utilities which they, in turn, pass through to local businesses (ultimate recipients) for projects that will create and retain employment in rural areas. The ultimate recipients repay the lending utility directly. The utility is responsible for repayment to the Agency. Under the REDGrant program, USDA provides grant funds to local utility organizations which use the funding to establish revolving loan funds. Loans are made from the revolving loan fund to projects that will create or retain rural jobs. When the revolving loan fund is terminated, the grant is repaid to the Agency.

How much are the grants?

The grants are awarded on a competitive basis. The grant limit is advertised each year. Contact USDA for current grant maximum.

Who is eligible?

To receive funding under the REDLG program (which will be forwarded to selected eligible projects) an entity must:

- Have borrowed and repaid or pre-paid an insured, direct, or guaranteed loan received under the Rural Electrification Act or,
- Be a not-for-profit utility that is eligible to receive assistance from the Rural Development Electric or Telecommunication Program
- Be a current Rural Development Electric or Telecommunication Programs Borrower

What types of projects are eligible?

REDLG grantees and borrowers pass the funding on to eligible projects. Examples of eligible projects include:

- Capitalization of revolving loan funds
- Technical assistance in conjunction with projects funded under a zero interest REDLoan
- Business Incubators
- Community Development Assistance to non-profits and public bodies (particularly job creation or enhancement)
- Facilities and equipment for education and training for rural residents to facilitate economic development
- Facilities and equipment for medical care to rural residents
- Telecommunications/computer networks for distance learning or long distance medical care

For further information, contact the Georgia State Office or visit our website:

USDA, Rural Development

355 E. Hancock Avenue

Mail Stop 300

Athens, Georgia 30601

(706) 546-2162

www.rurdev.usda.gov/ga/rbs.htm

Georgia Department
of Natural Resources
Historic Preservation Division
(HPD)

www.gashpo.org

STATE HISTORIC PRESERVATION TAX INCENTIVES

In 1989, the Georgia General Assembly passed a preferential property tax assessment program for “rehabilitated historic property.” This incentive program is designed to encourage rehabilitation of historic residential and commercial buildings, which not only increase property values for owners but increase tax revenues for local governments after the abatement period.

Rehabilitated Historic Property Tax Assessment Freeze:

The law provides an owner of historic property which has undergone substantial rehabilitation an eight-year freeze on property tax assessments. For the ninth year, the assessment increases by 50% of the difference between the recorded first year value and the current fair market value. In the tenth and following years the tax assessment will then be based on the current market value. The preferential assessment and classification of rehabilitated historic property include the rehabilitated building, and not more than two acres of real property surrounding the building.

To Be Eligible:

- The property must be eligible for or listed in the Georgia Register of Historic Places.
- Work must meet DNR’s Standard’s for Rehabilitation and be completed within two years.

Requirements for Preferential Assessment:

- The rehabilitation project must meet a substantial rehabilitation test. The county tax assessor makes this determination. If the property is:
 - Residential: (owner-occupied residential property) - rehabilitation must increase the fair market value of this building by at least 50%.
 - Mixed-use: (primarily residential and partially income-producing property) - rehabilitation must increase the fair market value of the building by at least 75%.
 - Commercial And Professional Use: (income producing property) rehabilitation must increase the fair market value of the building by at least 100%.
- The property owner must obtain preliminary and final certification on the project from the Historic Preservation Division (HPD) of the Georgia Department of Natural Resources (DNR).

Certification Process:

This incentive program is carried out by the Historic Preservation Division of the Georgia Department of Natural Resources and by the county tax assessor. The application process has two parts. Part A (preliminary certification) documents that the building is historic property and that the proposed work meets DNR Standards. Part A preferably should be filed before the work begins. Part B (final certification) documents the finished work.

The DNR-approved Part A application must be filed with the county tax assessor to begin the assessment freeze period. From that filing date, an applicant has 24 months to complete the work and file DNR-approved Part B application with the county tax assessor to continue the property assessment freeze.

HPD can provide technical assistance and encourages communication with our office. Additional information, tax application forms, and instructions are available from HPD upon request.

The Historic Preservation Division of DNR serves as the state historic preservation office. Working in partnership with the National Park Service of the U.S. Department of the Interior, the state preservation office carries out the mandates of Georgia law and the National Historic Preservation Act, as amended, and works with local communities to preserve the historic, architectural and archaeological resources of Georgia.

For more information on Georgia’s historic preservation programs, please contact:

Tax Incentive Coordinator
Historic Preservation Division/DNR
254 Washington Street, S.W., Ground Level
Atlanta, GA 30334
(404) 651-5566 and (404) 651-5567

STATE HISTORIC PRESERVATION TAX CREDITS

Georgia State Income Tax Credit Program for Rehabilitated Historic Property

In May 2002, the Georgia state income tax credit program for rehabilitated historic property was signed into law (O.C.G.A. Section 48-7-29.8). The Georgia Department of Natural Resources Historic Preservation Division (DNR-HPD) and the Georgia Department of Revenue are administering the program. The Georgia State Income Tax Credit Program for Rehabilitated Historic Property was amended in the 2008 state legislative session. The amended credit allows owners of certified historic properties who complete a substantial rehabilitation to receive a state income tax credit in the taxable year the rehabilitation is completed. The credit may not exceed \$100,000 for historic homes and \$300,000 for income-producing properties in any 10-year (120-month) period. For all certified structures, including historic homes, the credit equals 25% of qualified, substantial rehabilitation expenditures. For historic homes in a HUD designated target area, an extra 5% is added for a credit totaling 30% of rehabilitation expenditures.

Differences between the Previous Law and the New Rules

The previous credit stipulated a maximum cap of \$5000 for any rehabilitation project. The previous credit also limited the percentage of qualifying expenses for an owner of a historic home to 10% of rehabilitation expenses, an owner of a historic home in a HUD designated target area to 15%, and an owner of an income - producing property to 20% of the qualifying rehabilitation expenses. The above restrictions still apply for any project that was completed before January 1, 2009.

What Properties Are Eligible?

The property must be eligible for or listed in the Georgia Register of Historic Places. To find out if a property qualifies, please contact the Historic Preservation Divisions National Register specialist at 404-651-5911.

Does the rehabilitation have to be reviewed and approved?

Yes, the rehabilitation must meet DNR's Standards for Rehabilitation. The Department of Natural Resources Historic Preservation Division reviews all projects to certify that the project meets the Standards according to DNR Rules 391-5-14. The rehabilitation project must start on or after January 1, 2004.

How much does a project have to cost to qualify?

Every project must meet the substantial rehabilitation test and the applicant must certify to the Department of Natural Resources that this test has been met. The substantial rehabilitation test is met when the qualified rehabilitation expenses exceed the following amounts:

- 1) For a historic home used as a principal residence, the lesser of \$25,000 or 50% of the adjusted basis of the building
- 2) For a historic home used as a principal residence in a target area, \$5,000
- 3) For any other certified historic structure, the greater of \$5,000 or the adjusted basis of the building

At least 5% of the qualified rehabilitation expenditures must be allocated to work completed to the exterior of the structure.

Acquisition costs and costs associated with new construction are not qualified rehabilitation expenses.

Department of Revenue Substantial Rehabilitation Worksheet

Since it is the applicant's responsibility to certify that the substantial rehabilitation test has been met when a project is complete, it is recommended that the applicant determine if this test will be easily met before a project starts. The Georgia Department of Revenue developed a worksheet, included in the application packet, or available on-line in order to help applicants determine if a rehabilitation project will meet the substantial rehabilitation test. After the project is complete, applicants will officially certify on the Part B application that the substantial rehabilitation test has been met.

Application Process

The Rehabilitated Historic Property Application is a two-part process: Part A and Part B, with supplemental information and amendments when necessary. All fact sheet and application materials are available on our website. The program is designed to review Part A, Preliminary Certification, applications before rehabilitation

work begins; therefore, the earlier application materials are submitted to HPD for review, the better. Early submission of projects allows HPD to consult with the applicant if necessary and to comment on projects in a meaningful way in hopes of bringing them into conformance with the Standards.

Upon request, HPD will offer technical assistance to rehabilitation tax projects by meeting with individuals at HPDs office or on-site of the project to discuss specific rehab issues. HPD encourages early communication with our office.

For more information, please contact:

Tax Incentive Coordinator
Historic Preservation Division/DNR
254 Washington Street, S.W., Ground Level
Atlanta, GA 30334
(404) 651-5566 and (404) 651-5567
www.gashpo.org

HISTORIC PRESERVATION FEDERAL INVESTMENT TAX CREDIT

The Historic Preservation Federal Investment Tax Credit (RITC), is an economic incentive that encourages the rehabilitation and reuse of historic buildings for income-producing purposes. Because many qualifying buildings will be found in downtown areas, the credit also is an incentive that promotes downtown revitalization. Georgia has several thousand buildings that are eligible or potentially eligible for this tax credit. These will be found in cities of all sizes in all parts of the state. The majority will be found within downtown historic districts.

How It Works

The rehabilitation tax credit provides a dollar-for-dollar reduction of Federal income taxes due for those taxpayers who can use the credit. The amount of the credit is equal to 20% of the qualifying costs of rehabilitating a historic building for income-producing purposes. Acquisition costs and cost of new building enlargements are not eligible.

To Be Eligible For The 20% Tax Credit:

- The building must be listed, or eligible for listing, in the National Register of Historic Places, either individually or as a contributing building within a historic district.
- The project must meet the “substantial rehabilitation test,” where the amount of money to be spent on the rehabilitation is greater than the adjusted basis of the building and is at least \$5,000. Generally, projects must be finished within two years.
- After the rehabilitation, the building must be used for an income-producing purpose for at least five years, and not sold.
- The rehabilitation work itself must be done according to The Secretary of the Interior’s Standards for Rehabilitation. These are common-sense guidelines for appropriate and sensitive rehabilitation.

How Are Projects “Certified?”

Certification requests should be made through the Historic Preservation Division (HPD) of the Georgia Department of Natural Resources. The HPD can assist you with certification procedures for both the building and the rehabilitation work. The National Park Service (NPS) also reviews the projects under this program. NPS makes final decisions in the certification process.

Please note: This information sheet provides only general guidance regarding the 20% investment tax credit. Professional tax advisors or the IRS should be consulted for detailed information.

For further information contact:

Tax Incentive Coordinator
Historic Preservation Division/DNR
254 Washington Street, S.W., Ground Level
Atlanta, GA 30334
(404) 651-5566 and (404) 651-5567
www.gashpo.org

CITY AND COMMUNITY DEVELOPMENT

DOWNTOWN DEVELOPMENT AUTHORITIES (DDAs) AND REDEVELOPMENT TOOLS FOR LOCAL GOVERNMENTS

I. DOWNTOWN DEVELOPMENT AUTHORITIES IN GEORGIA

(O.C.G.A. §36-42-1 et seq)

In 1981, O.C.G.A. §36-42-1 et seq was enacted to create for every municipality in Georgia a downtown development authority. The statutory purpose of downtown development authorities is to “develop and promote for the public good and general welfare trade, commerce, industry, and employment opportunities and promote the general welfare of this state by creating a climate favorable to the location of new industry, trade, and commerce and the development of existing industry, trade, and commerce within the municipal corporations of this state. Revitalization and redevelopment of central business districts by financing projects under this chapter will develop and promote for the public good and general welfare trade, commerce, industry, and employment opportunities and will promote the general welfare of this state.”

Note that some authorities created for the purposes of serving central businesses in Georgia were constitutionally created before 1981, and the specific charters and powers of preexisting downtown entities may be slightly different than DDAs created under 36-42-1 et seq.

The steps to enact a DDA are as follows and must be ratified by a resolution of the municipal council:

1. Create and pass a resolution declaring the need for a DDA
2. Designate the downtown area boundaries within the city
3. Appoint the initial seven (7) directors of the authority
4. File copies of the resolution with the Secretary of State and the Georgia Department of Community Affairs.

Statutorily created DDAs must consist of a board of seven directors. DDA boards are appointed by the governing body of the municipal corporation establishing the authority. Only one board member may be an elected official and such a board member’s term ends when he or she ceases to serve on a city council or county commission. At least four board members must also “either have or represent a party who has an economic interest in the redevelopment and revitalization of the downtown development area.” Board members serve staggered terms of six years.

Directors appointed after January 1, 1992 who are not also elected officials are required to attend and complete at least eight hours of training on downtown development and redevelopment programs.

Each authority can undertake commercial, business, office, industrial, parking, or public projects where these will have a benefit for the downtown. (However, certain public projects such as the construction of government buildings and streets are not permissible DDA projects.) A 1988 amendment allowed DDAs to help develop hospitals, skilled nursing homes, and intermediate care homes where such facilities are operated on a not-for-profit basis.

The following are powers that are specifically provided to the DDA created under the Downtown Development Authorities Law of 1981:

- To sue and be sued.
- To adopt and to change as necessary a corporate seal.
- To make and execute contracts and other agreements, such as contracts for construction, lease or sale of projects or agreements to finance projects.
 - To purchase and own property, real or personal and to sell or otherwise dispose of property, lease or rent property. The authority’s property is tax-exempt.
- To finance projects by loan, grant, lease or otherwise.
- To finance projects using revenue bonds or other obligations of authority.
- To borrow money. (requires permission of city council)

- To apply for and receive government grants, loans, loan guarantees or other financial assistance.
- To receive and use city tax monies. (The City can levy a tax up to three mills for the support of the authority (See O.C.G.A. 48-5- 350).
- To employ an executive director for the downtown revitalization efforts.
- To prepare plans for the downtown area or to hire others to prepare plans.
- To exercise any power of public or private corporations under state law, which does not conflict with the authority's public purpose.
- To serve as an urban redevelopment agency under the Urban Redevelopment Law
- To serve as a redevelopment agency under the Redevelopment Powers Law.
- To contract with a city government to carry out City Business Improvement District services in a downtown.

Changes to DDA districts must be approved by city council resolution. The DDA statute specifies that each authority shall have perpetual existence, therefore, once created a DDA may not be disbanded by a local jurisdiction.

DDAs originally had powers to use eminent domain. These powers were deleted from the DDA statute in 2005.

II. BUSINESS IMPROVEMENT DISTRICT (BID)

(O.C.G.A. §36-43-1 et seq)

City Business Improvement Districts, often called BIDs or CBIDs, were designed for use in traditional downtown business districts. BIDs are special districts in which property owners agree to be taxed at a higher rate than the rest of the community in order to pay for expanded services that are not already being provided to the city as a whole. BIDs may be administered by local governments, DDAs and non-profits.

A BID is created by petition within the area designated which must include:

1. Plan for the area, which includes

- Map and description of boundaries
- Description of the supplemental services includes but not limited to: advertising, promotion, sanitation, security, and business recruitment and development)
- Proposed maximum millage (1 to 3 mill max OCGA 48-5-350) to be levied and /or the % of business license surcharge
- Budget
- Time frame for carrying out the plan
- Optional- design guidelines or rehabilitation standards

2. Agreement in writing of 51% of the taxpayers listed on the digest for the area outlined or, those taxpayers who own (by dollar value) 51% of the assessed property (both real and personal) within the area.

- Residential property is not excluded from millage assessment 10-year sunset on the BID, but can be renewed by same process.
- Local governments may also set shorter sunset periods at their option.

BID funds must be used for:

- Advertising
- Promotion
- Sanitation
- Security
- Business recruitment and retention

III. COMMUNITY IMPROVEMENT DISTRICT (CID)

(Georgia Constitution Article IX, Section 7)

Community Improvement Districts (CIDs) are special districts where property owners agree to a self-imposed tax to be used for improving the district. CIDs are a good way to leverage state and federal tax dollars for roads and

other major infrastructure. As authorized under the Georgia Constitution, creation of a CID requires a local act of the General Assembly. The governing body of each CID is designated by the Legislature and may be City, County, or administrative body that shall include representation of each county and city within the CID.

In addition to a local act of the General Assembly, a CID requires a resolution of the applicable City and County consenting to the creation of the CID and written consent by a majority of the owners of real property within the CID and consent of the owners within the CID who constitute (represent) at least 75% by value of all real property which will be subject to taxes, fees and assessments.

Through a CID, a special taxing district is created to pay for exceptional infrastructure needs such as:

- Street/road construction and maintenance
- Parks and recreation facilities
- Storm water and sewage collection and disposal systems
- Water development, storage, treatment, purification and distribution facilities; public transportation
- Terminal and dock facilities; and parking facilities
- “Such other services and facilities as may be provided for by general law”

Property used for residential, agricultural or forestry purposes may not be assessed.

Assessments cannot exceed 2.5% of the assessed value of the real property, i.e. 25 mills.

Bonded debt is permitted but such debt may not be considered an obligation of the State or any other government other than the CID.

IV. TAX ALLOCATION DISTRICT / URBAN REDEVELOPMENT POWERS ACT

(O.C.G.A. §36-44-1 et seq)

Tax Allocation Districts or TADs, often called Tax Increment Financing (TIF) in other states, are a popular mechanism for revitalizing blighted or underutilized areas such as brownfields, declining commercial corridors and industrial sites. The process involves designating a Tax Allocation District, establishing its current tax base floor and then dedicating future taxes over and above that floor for a given period of time to pay the costs (often but not always through issuing bonds) of the infrastructure, buildings or other improvements needed to spur new, higher density development. TAD funds may be used for a wide range of development activities. Cities, counties and school systems may all decide independently whether to participate in a TAD. City or County participation in a TAD requires a jurisdiction-wide referendum. TADs may be administered by local governments, DDAs, Housing Authorities or Redevelopment Agencies.

Implementation:

- A member of the General Assembly must introduce local legislation that authorizes the use of the Georgia Redevelopment Powers Law.
- If the local legislation passes, then local voters must hold a special referendum for approval.
- A local redevelopment agency is created by resolution of the City or County or both in the case of a multi-jurisdictional TAD boundary.

The redevelopment agency must identify a specific area in need of redevelopment that meets the criteria for designation. A determination of blight is required. The public improvements needed to help the area attract new private development must be identified with a projected cost estimate.

A Tax Allocation District may be created and approved in public hearings. The plan shall include the boundaries of the district and specify the initial tax allocation increment base.

All TAD revenues set aside may not cumulatively exceed 10% of the local tax base. Cities, counties and school systems within a proposed TAD must individually agree in writing to assign their tax revenues to a TAD. Funds are set aside from the district to finance redevelopment costs either through local financing or through the issuance of bonds. Maximum maturity of such bonds shall be 30 years.

As the public and private improvements are made the area should realize a significant increase in taxable value. The increased property tax revenues are utilized to pay off the bonds that financed the public improvements. The

Redevelopment Powers Act also allows any other such revenues from the district, including Local Option Sales Tax revenue to be used to offset the indebtedness.

TADs are intended to be used in urbanized or developed areas exhibiting “blight”, to promote redevelopment or preservation of historic or natural assets. They work well in brownfield or grayfield situations but are not intended for undeveloped rural property.

Uses include:

- Renovate, construct, preserve, restore expand or demolish buildings for business, commercial, industrial, government, education, public or private housing, social activity, governmental services
- Historic properties
- Green spaces
- Mass transit and pedestrian facilities
- Telecommunications infrastructure
- Water and sewer lines; streets; sidewalks; parking facilities; public parks; building construction; building rehabilitation, housing, and land assembly.

VI. LAND BANK AUTHORITIES

O.C.G.A. 48-4-60 et seq.

In 1996 the General Assembly enacted a statute that allows one or more cities and the county containing such cities to enter into an intergovernmental cooperative agreement for the purpose of establishing a single Land Bank Authority (LBA).

A Land Bank Authority may acquire tax-delinquent properties through direct purchase of property or upon obtaining judgment against a tax-delinquent property at a tax sale whereupon a bid may be submitted. The Tax Commissioner is required to accept the LBA’s bid if there are no other bids.

An LBA may manage, maintain, protect, rent, lease, repair, insure, alter, sell, trade, exchange or otherwise dispose of any property on any terms and conditions determined in the sole discretion of the LBA. An LBA may cause all county, city, and school district taxes to be extinguished at the time it sells or disposes of the property. Must consider benefits to be gained by tax forgiveness with primary consideration given to purchasers who intend to build or rehabilitate low income housing.

LBAs are composed of four members, two appointed by mayor of the party city; two appointed by county commission. For further information contact the Georgia Municipal Association or your local attorney.

INVEST ATLANTA: ATLANTA'S DEVELOPMENT AUTHORITY

Invest Atlanta, previously the Atlanta Development Authority (ADA), is a public authority created by the City of Atlanta to promote the revitalization and growth of the City through a comprehensive and centralized program focusing on community development and redevelopment. It represents a consolidation of the City's economic and community development efforts in real estate, finance, marketing and employment, for the purpose of providing a focal point for improving Atlanta's neighborhoods and the quality of life for all of its citizens.

The Invest Atlanta is comprised of the Urban Residential Finance Authority, Downtown Development Authority and the Atlanta Economic Renaissance Corporation. Subsidiaries include Atlanta Beltline, Inc.

The Invest Atlanta offers the following programs to promote economic development:

Business Improvement Loan Fund (BILF)

The City of Atlanta and Invest Atlanta sponsor the Business Improvement Loan Fund (BILF) Program. The BILF is designed to encourage the revitalization of targeted business districts in the city of Atlanta and to support commercial and industrial development in other eligible areas.

Targeted Areas of (BILF):

Auburn Avenue	Kirkwood
Bankhead Highway	Memorial Drive
Campbellton Road	MLK/Ashby
Cascade Road	Pryor Road
East Atlanta	Stewart/Lakewood
Empowerment Zone	Sylvan/Dill
Georgia Avenue	Techwood Park
Heart of Atlanta (including Underground Atlanta)	West End/West View

The Phoenix Fund

The Phoenix Fund assists small and medium-sized businesses with affordable loans. It provides financial assistance for the construction or renovation of privately-owned commercial buildings; equipment purchases needed to operate a business, inventory and, in some cases, working capital.

Small Business Loan (SBA 504)

Invest Atlanta works with the Certified Development Company program of the Small Business Administration (SBA) for 504 Debenture financing in the City of Atlanta. Invest Atlanta provides financial assistance to small, minority and female-owned businesses to expand and/ or relocate in the city.

Industrial Revenue Bonds

Invest Atlanta issues taxable and tax-exempt industrial revenue bonds in the City of Atlanta. Tax-exempt bonds called Private Activity Bonds (PAB) can be used to finance the acquisition, construction, improvement or modification of plants, factories, mills, sewage, solid waste facilities, machinery, equipment, or any other property which an industrial concern might desire to acquire or lease in connection with the operation of such a facility anywhere within the city of Atlanta.

For more information these and other financing programs, please contact:

Invest Atlanta, Loan Department
133 Peachtree St. NE, Ste. 2900
Atlanta, Georgia 30303
(404) 880-4100

“FREEPORT” INVENTORY TAX EXEMPTIONS FOR GEORGIA INDUSTRIES

Originally enacted in 1976 and subsequently amended several times, Georgia’s Freeport law offers manufacturers, distributors, wholesalers, and warehouse operations an attractive inventory tax exemption.

Three classes of property are eligible:

1. Manufacturer’s raw materials and goods-in-process.

The Freeport law defines these as “goods in the process of manufacture or production which shall include all partly finished goods and raw materials held for direct use or consumption in the ordinary course of the taxpayer’s manufacturing or production business...” The exemption applies “only to tangible personal property which is substantially modified, altered or changed in the ordinary course of the taxpayer’s manufacturing, processing or production operations in this state.”

2. Finished goods held by the original manufacturer

These are defined in the law as finished goods manufactured or produced within Georgia “in the ordinary course of the taxpayer’s manufacturing or production business when held by the original manufacturer or producer.... The exemption...shall be for a period not exceeding 12 months from the date such property is produced or manufactured.”

3. Finished goods held by distributors, wholesalers, and manufacturers destined for out-of-state shipment.

The law states that such goods are those “...which, on January 1, are stored in a warehouse, dock or wharf, whether public or private, and which are destined for shipment to a final destination outside this state and inventory of finished goods which are shipped into this state...and stored for transshipment to a final destination outside this state.”

The law further defines finished goods as “goods, wares, and merchandise of every character and kind, but shall not include unrecovered, un-extracted, or un-severed natural resources, or raw materials, or goods in the process of manufacture or production, or the stock-in-trade of a retailer.”

Elsewhere in the law, stock in trade of a retailer is defined as “finished goods held by one in the business of making sales of such goods at retail in this state...when such goods are held or stored at a business location from which such retail sales are regularly made. Goods stored in a warehouse, dock, or wharf, including a warehouse or distribution center which is part of or adjoins a place of business from which retail sales are regularly made, shall not be considered stock in trade of a retailer to the extent that the taxpayer can establish, through a historical sales or shipment analysis, either of which utilizes information from the preceding calendar year, or other reasonable documented method, the portion or percentage of such goods which is reasonably anticipated to be shipped outside this state for retail purposes.”

Thus warehoused retail inventory can qualify for Freeport tax exemptions.

Raw materials, according to the statute, are “any material whether crude or processed that can be converted by manufacture, processing, or combination thereof into a new and useful product, but shall not include unrecovered, un-extracted, or un-severed natural resources.”

Flexibility of Administration

Georgia’s law gives local governing authorities, whether counties or cities, complete control of implementation, inventory categories, and levels of exemption. A voter referendum is required to implement Freeport and to establish the one, two, or three categories to be exempted. Local officials may then set the levels of inventory (from 20% to 100%) to be exempted and, if desired, defer or phase in implementation in 20% increments. (Exemption levels may also be reduced, but only following a 10-year process.) Simplicity of Filing and Required Record-keeping A 1992 amendment to the Freeport law stipulated that the books and records documenting inventory status shall not be required as part of the application for a Freeport tax exemption. The 1992 law also stipulated that historical sales or shipping records are sufficient documentation for determining inventory status, without a requirement that goods be labeled individually. Further, it is not required that the goods’ final destination be known on January 1 in order to qualify for the exemption.

For further information contact:

Georgia Department of Revenue
1800 Century Center Blvd., N.E., Suite 1200
Atlanta, GA 30345
(404) 417-4477
(877) 423-6711
<https://etax.dor.ga.gov>

More information about the Freeport Exemption can be found at:

<https://etax.dor.ga.gov/ptd/adm/taxguide/exempt/freeport.aspx>

Note: At least 60% of Georgia's counties and cities have passed a referendum to facilitate some form of Freeport inventory tax exemption.

ADULT EDUCATION AND TRAINING

GEORGIA QUICK START

Quick Start is Georgia's internationally acclaimed provider of workforce training solutions for businesses that are creating or saving jobs in our state. Consistently ranked No. 1 in the U.S. for the quality of workforce training, Quick Start has been supporting Georgia's businesses and training Georgians since 1967.

Quick Start provides comprehensive, fully customized, strategic workforce solutions for companies investing in Georgia. The organization works with a wide range of business types – manufacturers, distribution centers, headquarters operations, customer contact centers – that include an even broader range of industries. Client companies engaged in everything from shaping plastics and forging metals, to assembling automobiles and creating vaccines from cell cultures using the latest innovations in biotechnology, rely on Quick Start to help assess, select and train the people who work in those jobs.

Quick Start has pioneered a method for developing and delivering effective and efficient training. We call it the Quick Start Process. It starts with intense, detailed discussions about a company's goals, products and technologies. Then Quick Start's training professionals conduct an in-depth analysis of the jobs and skills the company will need. After that, Quick Start develops and delivers the workforce training, wherever and whenever the company needs it – the right training, for the right people, at the right time.

For further information contact:

Rodger Brown

Executive Director, Marketing and Strategic Media

Georgia QuickStart

75 Fifth Street NW, Suite 400

Atlanta, GA 30308

(404) 253-2815

rbrown@georgiaquickstart.org

www.georgiaquickstart.org

INTELLECTUAL CAPITAL PARTNERSHIP PROGRAM (ICAPP)

Georgia's Intellectual Capital Partnership Program (ICAPP) is the economic development program of the University System of Georgia. ICAPP is the higher education part of Georgia's economic development team.

Only someone within the University System...

...can bring

- an up-to-date knowledge of the wide range of resources at Georgia's 35 public colleges and universities,
- insights about how those resources work, and how they could be tailored to add value to Georgia's incentive package.

...has the relationships to quickly access USG resources and combine them into a Georgia solution that GDEcD can offer to a prospect.

...can build programs to educate Georgians to fill positions that:

- require college education, and
- impede Georgia's economic development because not enough people have the required skills and knowledge.

ICAPP builds customized, accelerated education for knowledge workers in high demand but short supply. ICAPP Advantage meets a company's hiring needs through an expedited curriculum designed by the company and a college or university.

For further information, contact:

Mark F. Lytle
Vice Chancellor for Economic Development
Board of Regents of the University System of Georgia
270 Washington St. SW
(404) 962-3081
Mark.Lytle@usg.edu
www.icapp.org

WORKFORCE INVESTMENT ACT (WIA)

Local business-led workforce investment boards have developed strategic plans that focus on a variety of federal workforce development resources to meet the needs of businesses for skilled workers and the needs of individuals for training, education, and employment. The State is divided into twenty workforce areas, each with a local workforce investment board responsible for deciding what type of training they will support in their workforce investment area.

For more information, contact:

Georgia Dept. of Economic Development, Workforce Division
75 5th St, NW, Ste. 845
Atlanta, Georgia 30308
(404) 962-4005
workforce@georgia.gov

TECHNICAL COLLEGE SYSTEM OF GEORGIA

TAX CREDIT FOR ADULT BASIC SKILLS EDUCATION

The **Georgia Tax Credit for Adult Basic Skills Education** is designed to encourage businesses to provide or sponsor basic skills education programs for their employees. The program provides tax credits under Article 2 of Chapter 7 of Title 48 of the Official Code of Georgia Annotated, 48-7-41. Business enterprises may benefit by providing or sponsoring for their employees basic education skills that enhance reading, writing, or mathematical skills up to and including the 12th grade level.

Calculating the Credit

The law provides as follows: The amount of tax credit shall be equal to one-third of the costs of education per full-time equivalent student, or \$150.00 per full-time equivalent student, whichever is less, for each employee who has successfully completed an approved adult basic skills education program. The tax credit granted to any employer pursuant to the Code shall not exceed the amount of the taxpayer's income liability for the taxable year as computed without regard to this Code section.

Definitions

Full-time student is defined as an employee who attends class for 4 hours per week for 44 weeks in a year, thus generating at least 176 classroom hours per year. In calculating the tax credit, use 176 hours to calculate "full-time equivalent student" (FTE).

Employee means any worker who resides in this state, is employed at least 24 hours a week, and has been continuously employed by the employer for at least 16 consecutive weeks.

Approved Adult Basic Skills Education means employer-provided or employer-sponsored education which enhance reading, writing, or mathematical skills up to and including the 12th grade level for employees who are otherwise unable to function effectively on the job due to deficiencies in those areas or who might otherwise be displaced because such skill deficiencies would inhibit their training for new technology.

Cost of Education means direct instructional costs, including salaries of instructor's aides, instructional materials, supplies, computers, computer software, and textbooks.

Program Management

The Georgia Technical College System of Georgia is charged with administration of the Basic Skills Education Program. The Georgia Department of Revenue is charged with administration of the resulting tax credit.

For more information, contact:

Rachelle Taylor
Administrative Assistant
Technical College System of Georgia
1800 Century Boulevard, Suite 400
Atlanta, Georgia 30345-4304
(404) 679-1647
(404) 679-1630 Fax
<https://tcsge.edu/forAdultLearners.php>
rtaylor@tcsge.edu

Contact information within each agency is on the following pages.

Service Delivery Areas and Counties Served

Albany Technical College

(229) 430-1620

Baker, Calhoun, Clay, Dougherty, Lee, Randolph, Terrell

Altamaha Technical College

(912) 427-5822

Appling, Camden, Glynn, Jeff Davis, Long, McIntosh, Wayne

Asian American Resource Center

(770) 270-0663 (Ext. 405)

DeKalb, Fulton, Gwinnett

Athens Technical College

(706) 357-5281 (Ext. 2)

Clarke, Elbert, Greene, Hart, Madison, Oconee, Oglethorpe, Taliaferro, Walton, Wilkes

Atlanta Public Schools

(404) 802-3560

Fulton

Atlanta Technical College

(404) 225-4433

Fulton

Augusta Technical College

(706) 771-4131

Burke, Columbia, Lincoln, McDuffie, Richmond

Bainbridge State College

(229) 248-2517

Decatur, Early, Miller, Seminole

Catholic Charities of the Archdiocese of Atlanta, Inc.

(770) 790-3104

DeKalb, North Fulton

Center for Pan Asian Community Services, Inc.

(770) 936-0969

Cobb, DeKalb, Fulton, Gwinnett

Central Georgia Technical College

(478) 218-3288

Baldwin, Bibb, Crawford, Dooly, Houston, Jones, Macon, Monroe, Peach, Pulaski, Putnam, Twiggs

Chattahoochee Technical College

(770) 975-4271

Bartow, Cherokee, Gilmer, Pickens

Clayton County Schools

(770) 515-7610

Clayton

Cobb County School District

Adult Education Program

(678) 594-8011 (Ext. 245 or 240)

Cobb, Paulding

Columbus Technical College

(706) 641-5620

Chattahoochee, Harris, Muscogee, Quitman, Stewart, Talbot

Georgia Northwestern Technical College

(706) 295-6972

Catoosa, Chattooga, Dade, Floyd, Gordon, Murray, Polk, Walker, Whitfield

Georgia Piedmont Technical College

(404) 297-9522 (Ext. 4000 or 4003)

DeKalb, Fulton, Morgan, Newton, Rockdale

Gwinnett Technical College

(678) 226-6662

North Fulton, Gwinnett

Lanier Technical College

(770) 531-6319

Banks, Barrow, Dawson, Forsyth, Hall, Jackson, Lumpkin

Literacy Action, Inc.

(404) 818-7323

Fulton

Moultrie Technical College

(229) 217-4210

Colquitt, Tift, Turner, Worth

North Georgia Technical College

(706) 754-7781

Fannin, Franklin, Habersham, Rabun, Stephens, Towns, Union, White

Oconee Fall Line Technical College

(478) 553-2079

Bleckley, Dodge, Glascock, Hancock, Jefferson, Laurens, Telfair, Warren, Washington, Wheeler, Wilkinson

Ogeechee Technical College

(912) 871-1721

Bulloch, Evans, Screven

Okefenokee Technical College

(912) 287-6662

Bacon, Brantley, Charlton, Clinch, Pierce, Ware

Savannah Technical College

(912) 443- 5446

Bryan, Chatham, Effingham, Liberty

South Georgia Technical College

(229) 931-7323

Crisp, Marion, Schley, Sumter, Webster

Southeastern Technical College

(478) 289-2260

Candler, Emanuel, Jenkins, Johnson, Montgomery,

Tattnall, Toombs, Treutlen

Southern Crescent Technical College

(770) 229-3176

Butts, Fayette, Henry, Jasper, Lamar, Pike, Spalding,

Taylor, Upson

Southwest Georgia Technical College

(229) 225-5292

Grady, Mitchell, Thomas

West Georgia Technical College

(770) 838-3192

Carroll, Coweta, Douglas, Haralson, Heard,

Meriwether, Troup

Wiregrass Georgia Technical College

(229) 333-2123

Atkinson, Ben Hill, Berrien, Brooks, Coffee, Cook,

Echols, Irwin, Lanier, Lowndes, Wilcox

For periodic updates, please visit https://tcsge.edu/adult_literacy.php and click on the List of Adult Education Programs tab.

U.S. DEPARTMENT OF
COMMERCE
Economic Development
Administration (EDA)

www.eda.gov

U.S. DEPARTMENT OF COMMERCE EDA SUMMARY OF PROGRAMS

The Economic Development Administration (EDA) was established under the Public Works and Economic Development Act of 1965, to generate new jobs, to help protect existing jobs and to stimulate commercial and industrial growth in economically distressed areas of the United States.

SUMMARY OF PROGRAMS

Public Works

The Public Works Program empowers distressed communities to revitalize, expand, and upgrade their physical infrastructure to attract new industry, encourage business expansion, diversify local economies, and generate or retain long-term, private sector jobs and investment.

Economic Adjustment Assistance Program

The Economic Adjustment Program assists state and local interests to design and implement strategies to adjust or bring about change to an economy. The program focuses on areas that have experienced or are under threat of serious structural damage to the underlying economic base.

Research and National Technical Assistance

The Research and Technical Assistance Program supports research of leading edge, world class economic development practices as well as funds information dissemination efforts.

Local Technical Assistance

The Technical Assistance Program helps fill the knowledge and information gaps that may prevent leaders in the public and nonprofit sectors in distressed areas from making optimal decisions on local economic development issues.

Partnership Planning

EDA's Partnership Planning programs help support local organizations (Economic Development Districts, Indian Tribes, and other eligible areas) with their long-term planning efforts and their outreach to the economic development community on EDA's programs and policies.

University Center

The University Center Program is a partnership of federal government and academia that makes the varied and vast resources of universities available to the economic development community.

Trade Adjustment Assistance

EDA uses a national network of twelve Trade Adjustment Assistance Centers to help manufacturers and producers affected by increased imports prepare and implement strategies to guide their economic recovery.

For more information contact:

Jonathan Corso
Economic Development Representative
Economic Development Administration (EDA)
401 West Peachtree Street, N.W., Suite 1820
Atlanta, Georgia 30308-3510
(404) 730-3023
www.eda.gov
jcorso@eda.gov

EDA REVOLVING LOAN FUND (RLF) PROGRAM

The United States Department of Commerce, through the Economic Development Administration (EDA), has established revolving loan funds in a number of Georgia's Regional Commissions (RCs) throughout the State. Within those regions funded and for those counties eligible for EDA assistance, the revolving loan funds are used to help businesses expand and create jobs. Each revolving loan fund is operated by a local board of directors and has slightly different operating procedures and requirements. Currently in Georgia, there are nine revolving loan funds (RLF) operating through RCs. RLF's are located at the following RCs

- Northwest Georgia RC
- Georgia Mountains RC
- Central Savannah River Area RC
- Southern Georgia RC
- Southwest Georgia RC
- River Valley RC
- Middle Georgia RC

(Some of the revolving loan funds are operated by a sister agency with different board composition than that of the RC.)

Eligibility

For-profit businesses may use loan proceeds to acquire land or fixed assets, or for construction, renovation or working capital. Projects must usually have private sector participation.

Maximum Loan Amount

Maximum loan amounts will vary from one RLF to another. Amounts financed generally range from \$25,000 to \$300,000. Loan-to-value ratios accepted by each RLF vary depending upon local policy.

Terms

Terms vary depending upon local policy. Usually terms are favorable in comparison to private lending institutions. Interest rates are at or below the current market rate. Rates may be fixed or floating. RLFs do not normally require concessions on rate and term from participating lenders.

Program Requirements

- Cash flow must exceed debt service
- Adequate collateral is required
- Personal guarantees are usually required
- Particular kinds of industries may be ineligible due to local or EDA policy

For further information contact your local Regional Commission or:

Gil Patterson
RLF Administrator
Economic Development Administration (EDA)
401 West Peachtree Street, N.W. Suite 1820
Atlanta, Georgia 30308-3510
(404) 730-3032
www.eda.gov
www.gpatterson2@eda.gov

U.S. DEPARTMENT OF THE
TREASURY
Community Development
Financial Institutions Fund
(CDFI)

www.cdfifund.gov

COMMUNITY DEVELOPMENT FINANCIAL INSTITUTIONS FUND (CDFI)

The CDFI Fund was created for the purpose of promoting economic revitalization and community development through investment in and assistance to community development financial institutions (CDFIs). The CDFI Fund was established by the Reigle Community Development and Regulatory Improvement Act of 1994, as a bipartisan initiative.

CDFIs are specialized financial institutions that work in market niches that have not been adequately served by traditional financial institutions. These CDFIs provide a wide range of financial products and services, including mortgage financing for first-time home- buyers, financing for needed community facilities, commercial loans and investments to start or expand small businesses, loans to rehabilitate rental housing, and financial services needed by low-income households and local businesses. In addition, these institutions provide services that help ensure that credit is used effectively, such as technical assistance to small businesses and credit counseling to consumers. CDFIs include community development banks, credit unions, loan funds, venture capital funds, and micro enterprise loan funds, among others.

The CDFI Fund achieves its purpose by promoting access to capital and local economic growth in the following ways:

1. Through its CDFI Program by directly investing in, supporting and training CDFIs that provide loans, investments, financial services and technical assistance to underserved populations and communities;
2. Through its New Markets Tax Credit (NMTC) Program by providing an allocation of tax credits to community development entities (CDEs) which enable them to attract investment from the private-sector and reinvest these amounts in low-income communities;
3. Through its Bank Enterprise Award (BEA) Program by providing an incentive to banks to invest in their communities and in other CDFIs; and
4. Through its Native Initiatives, by taking action to provide financial assistance, technical assistance, and training to Native CDFIs and other Native entities proposing to become or create Native CDFIs.

For further information on all CDFI programs, contact:

CDFI Fund Program
1801 L Street N.W., 6th Floor
Washington DC 20036
(202) 653-0421
cdfihelp@cdfi.treas.gov
www.cdfifund.gov

NEW MARKETS TAX CREDIT (NMTC) PROGRAM

The New Markets Tax Credit (NMTC) Program permits taxpayers to receive a credit against Federal income taxes for making qualified equity investments in designated Community Development Entities (CDEs). Substantially all of the qualified equity investment must in turn be used by the CDE to provide investments in low-income communities. The credit provided to the investor totals 39 percent of the cost of the investment and is claimed over a seven-year credit allowance period. In each of the first three years, the investor receives a credit equal to five percent of the total amount paid for the stock or capital interest at the time of purchase. For the final four years, the value of the credit is six percent annually. Investors may not redeem their investments in CDEs prior to the conclusion of the seven-year period.

Throughout the life of the NMTC Program, the Fund is authorized to allocate to CDEs the authority to issue to their investors up to the aggregate amount of \$26 billion in equity as to which NMTCs can be claimed, including \$1 billion of special allocation authority to be used for the recovery and redevelopment of the Gulf Opportunity Zone.

For information about the organizations that have been awarded an allocation of NMTC and have targeted Georgia as a service area for NMTC activity, visit the CDFI website at www.cdfifund.gov/nmtc or <http://www.cdfifund.gov/awardees/db/index/asp> for advanced search results about awardees of the NMTC programs that directly serve GA.

Mailing Address:

United States Department of the Treasury
Community Development Financial Institutions Fund
1500 Pennsylvania Avenue, Northwest
Washington, DC 20220
CDFI Help Desk: (202) 653-0421

GEORGIA TECH ENTERPRISE INNOVATION INSTITUTE (EI²)

<http://www.innovate.gatech.edu/>

GEORGIA TECH ENTERPRISE INNOVATION INSTITUTE (EI²) - SERVICES

Georgia Tech's Enterprise Innovation Institute offers an array of services with a common objective: helping enterprises improve their competitiveness through the application of science, technology and innovation. Whether the goal is attracting new companies to Georgia, helping develop new technology companies, expanding existing enterprises, providing technical expertise to help Georgia's industry, or helping communities plan for growth, EI² helps keep the state's economy moving forward. EI² assists company managers and business owners, entrepreneurs, city and county government officials and economic development professionals.

For Georgia business and industry, EI² provides technical assistance, management training and other assistance designed to improve productivity and help companies become more competitive in world markets. With a staff of more than 150 professionals on campus and in regional offices around Georgia, EI² offers services to business and industry in:

- Quality and International Standards
- Lean Enterprise
- Energy Management
- Environmental Management
- Strategic Planning
- Information Technology
- Trade Adjustment Assistance for Firms
- Government Procurement Assistance
- Developing New Products
- Economic Development Research
- Community Services
- Economic Development Training
- Tourism
- Minority Business Development
- Technology Business Incubation
- Technology Commercialization

Georgia Tech's Enterprise Innovation Institute supports Georgia's economic development efforts by conducting specialized professional development courses, performing economic development research, helping Georgia communities prepare for growth and connecting relocating or expanding companies with resources at Georgia Tech. EI²'s economic development specialists help Georgia's economic and community development professionals expand their skills and keep current with new trends and technologies.

EI² provides its services through a statewide network of regional offices, backed up by campus-based skill centers and the resources of Georgia Tech's nationally-ranked academic and research faculty.

Chris Downing
Associate Vice President
Georgia Institute of Technology
Enterprise Innovation Institute
Technology Square
75 Fifth Street, N.W., Suite 380
Atlanta, GA 30308
(404) 894-7700
chris.downing@innovate.gatech.edu

For further information contact the EI² office in your area.

Augusta

Elliot Price
Regional Manager
(706) 721-4522
elliott.price@innovate.gatech.edu

Central Georgia

Alan Barfoot
Regional Manager
(478) 275-5125
alan.barfoot@innovate.gatech.edu

Coastal Georgia

Larry Alford
Regional Manager
(404) 895-5237
larry.alford@innovate.gatech.edu

North Metro Atlanta

Bill Ritsch
Regional Manager
(678) 294-1579
bill.ritsch@innovate.gatech.edu

Northeast Georgia

Bill Nusbaum
Regional Manager
(770) 718-3982
bill.nusbaum@innovate.gatech.edu

Northwest

David Apple
Regional Manager
(770) 387-4002
david.apple@innovate.gatech.edu

South Georgia

Art Ford
Regional Manager
(229) 430-6195
art.ford@innovate.gatech.edu

South Metro Atlanta

Larry Alford
Regional Manager
(404) 895-5237
larry.alford@innovate.gatech.edu

West Georgia

Derek Woodham
Regional Manager
(706) 298-0069
derek.woodham@innovate.gatech.edu

SOUTHEAST TRADE ADJUSTMENT ASSISTANCE CENTER (SETAAC)

The Southeast Trade Adjustment Assistance Center (SETAAC), operating through Georgia Tech's Enterprise Innovation Institute, helps companies that have lost sales and employment because of import competition. Under contract with the U.S. Department of Commerce, SETAAC assesses company operations and recommends changes to make the firm more competitive. Changes recommended are then cost-shared with qualified firms on a 50/50 basis, up to \$150,000.

Typical improvement projects funded by SETAAC include:

- Developing new products
- Reducing production inefficiencies, lean manufacturing
- Installing ISO certification, CE mark, QS certification
- Enhancing/designing company information systems
- Market research
- Machine design/automation
- Developing distribution channels
- Sales lead generation
- Product cost development
- Export feasibility assistance
- Web commerce site design / implementation

For more information on SETAAC contact:

J. Mark Hannah
Director
Southeastern Trade Adjustment Assistance Center
75 Fifth Street, N.W., Suite 310
Atlanta, GA 30308
Phone: (404) 894-4407
Mark.hanna@innovate.gatech.edu

MINORITY PROGRAMS

MINORITY SMALL BUSINESS RESOURCE ORGANIZATIONS

These organizations provide a variety of technical assistance and counseling to minority small business.

Atlanta Business League

931 Martin Luther King Drive
Atlanta, Georgia 30314
(404) 584-8126
Fax: (404) 584-0445
rtemple@atlantabusinessleague.org
<http://www.atlantabusinessleague.org/>

Georgia Minority Business Development Center

Donna Ennis
Project Director of the MBDA Business Center, Atlanta
Georgia Tech Economic Development Institute
75 5th Street
Suite 300
Atlanta, Georgia 30308
(404) 894-2096
Fax: (404) 894-8194
donna.ennis@innovate.gatech.edu
www.mbda.gov

Georgia Minority Supplier Development Council

Stacey Key
President/ CEO
759 West Peachtree St., NE
Suite 700
Atlanta, GA 30308
(404) 589-4929
stacey@gmsdc.org
www.gmsdc.org

Also refer to the following programs in the SBA section:

- Atlanta Women's Business Center
- SBA 8(a) Business Development Program
- Small Disadvantaged Business (SDB) Certification

Other useful links:

Georgia Department of Economic Development
<http://www.georgia.org/business-resources/small-business-resource-directory/women-minorities-and-youth/>

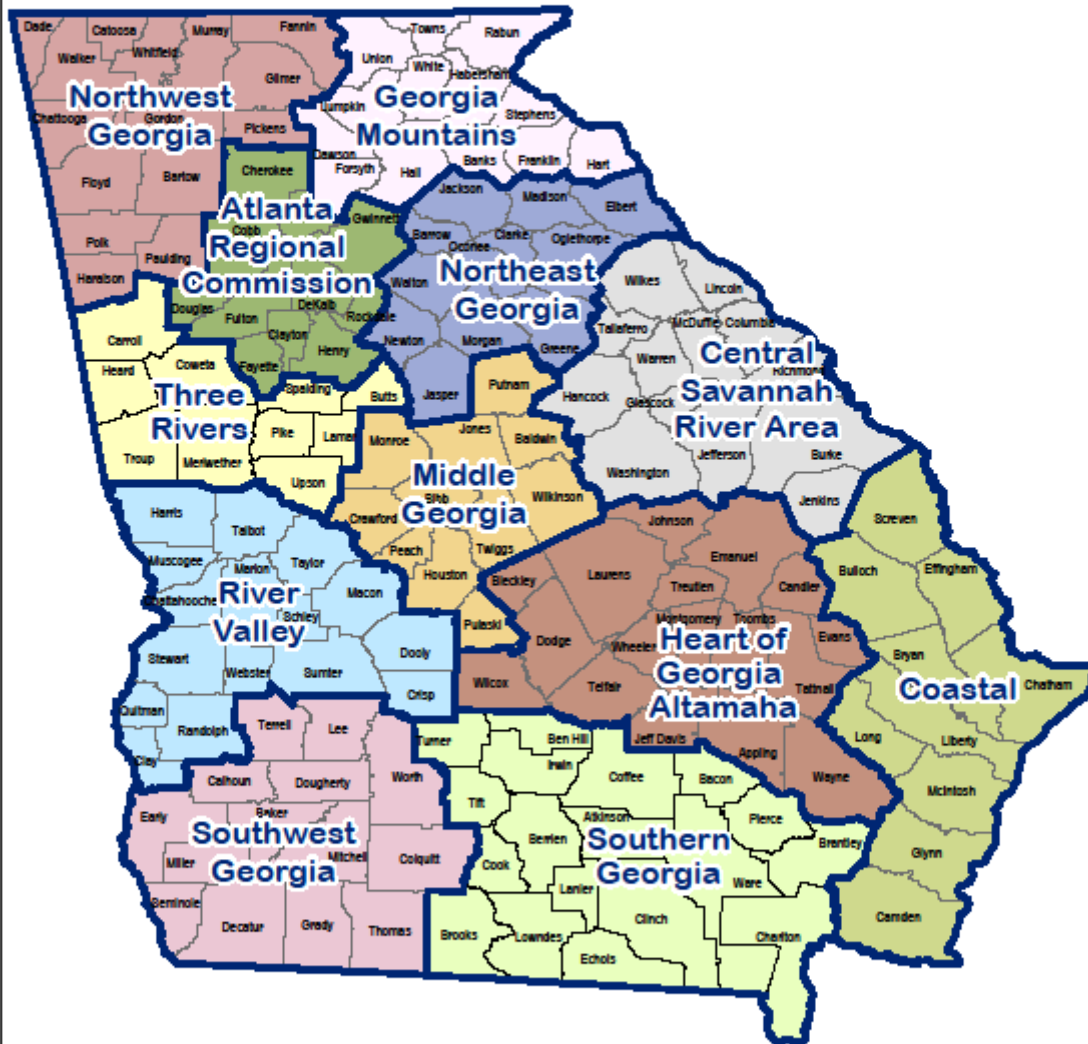
Georgia Hispanic Chamber of Commerce
www.ghcc.org

National Women's Business Council
www.nwbc.gov

**OTHER ORGANIZATIONS AND
PROGRAMS OFFERING
FINANCIAL AND TECHNICAL
ASSISTANCE IN GEORGIA**

Regional Commissions

State of Georgia



Map prepared by: Georgia Department of Community Affairs, 2009



REGIONAL COMMISSIONS

Regional Commissions (RCs) are multi-county planning and development agencies serving municipal and county governments.

REGION 1

Northwest Georgia R. C.

Rome Office

1 Jackson Hill Drive
Rome, GA 30161-5205
(706) 295-6485
Fax (706) 802-5508
Fax: (706) 295-6665
www.nwgrc.org
Mailing address:
P.O. Box 1798
Rome, GA 30162-1798

Dalton Office

503 West Waugh Street
Dalton, GA 30721
(706) 272-2300
Fax: (706) 272-2253

REGION 2

Georgia Mountains R. C.

1310 West Ridge Road
Gainesville, GA 30501
(770) 538-2626
Fax: (770) 538-2625
www.gmrc.ga.gov
Mailing address:
P.O. Box 1720
Gainesville, GA 30503-1720

REGION 3

Atlanta Regional Commission

40 Courtland Street, NE
Atlanta, GA 30303-2538
(404) 463-3100
Fax: (404) 463-3105
www.atlantaregional.com

REGION 4

Three Rivers R. C.

Griffin Office

120 North Hill Street
Griffin, GA 30224
(678) 692-0510
Fax: (678) 692-0513
www.mtrdc.org
Mailing Address:
P.O. Box 818
Griffin, GA 30224-0818

Franklin Office

13273 Georgia Highway 34 East
Franklin, GA 30217
Main Line: (770) 277-6300
Atlanta Line: (770) 854-6026
Fax: (770) 227-6488
www.cfrdc.org
Mailing address:
P.O. Box 1600
Franklin, GA 30217-1600

REGION 5

Northeast Georgia R. C.

305 Research Drive
Athens, GA 30605-2725
(706) 369-5650
Fax: (706) 369-5792
www.negrc.org

REGION 6

Middle Georgia R. C.

175 Emery Highway, Suite C
Macon, GA 31217-3679
(478) 751-6160
Fax: (478) 751-6517
www.mg-rc.org

REGION 7**Central Savannah River Area R. C.**

3023 Riverwatch Parkway Suite A
Augusta, GA 30907-2016
(706) 210-2000
Fax: (706) 210-2006
www.csrarc.ga.gov

REGION 8**River Valley R. C.**

Columbus Office
1428 Second Avenue
Columbus, GA 31902
(706) 256-2910
Fax: (706) 256-2908
www.rivervalleyrc.org
Mailing Address:
P.O. Box 1908
Columbus, GA 31902-1908

Americus Office

228 West Lamar Street
Americus, GA 31709-3545
(229) 256-2910
Fax: (229) 931-2745

REGION 9**Heart of Georgia - Altamaha R. C.**

Eastman Office
5405 Oak Street
Eastman, GA 31023-6034
(478) 374-4771
Fax: (478) 374-0703
www.hogarc.org

Baxley Office

331 West Parker Street
Baxley, GA 31513-0674
(912) 367-3648
Fax: (912) 367-3640

REGION 10**Southwest Georgia R. C.**

30 West Broad Street
Camilla, GA 31730
(229) 522-3552
Fax: (229) 522-3558
www.swgrdc.org
Mailing address:
P.O. Box 346
Camilla, GA 31730-0346

REGION 11**Southern Georgia R. C.**

Valdosta Office
327 West Savannah Avenue
Valdosta, GA 31601
(229) 333-5277
Fax: (229) 333-5312

Waycross Office

1725 South Georgia Parkway, West
Waycross, GA 31503
(912)285-6097
Fax: (912) 285-6126
www.sgrc.us

REGION 12**Coastal Regional Commission**

1181 Coastal Drive, S.W.
Darien, GA 31305
(912) 437-0800
Fax: (912) 437-0801
www.crc.ga.gov

For more information visit:

<http://www.dca.ga.gov/development/PlanningQualityGrowth/DOCUMENTS/Publications/RegionalCommissions/RCDirectory.pdf>

BROWNFIELD REDEVELOPMENT

The state's Environmental Protection Division (EPD) assists interested parties in the redevelopment of abandoned, or underutilized contaminated commercial and industrial sites throughout Georgia. With the passing of the Hazardous Site Reuse and Redevelopment Act, buyers of these types of properties are offered a limitation of liability for certain preexisting environmental conditions during redevelopment. Additional incentives and assistance are also available for Brownfield redevelopment projects.

For further information on these unique economic development opportunities, contact:

Georgia Environmental Protection Division
Brownfields Development Unit
2 Martin Luther King Jr. Drive, S.E.
Suite 1154 East Tower
Atlanta, Georgia 30334
(404) 656-7802
<http://epd.georgia.gov/brownfields>

TENNESSEE VALLEY AUTHORITY (TVA)

The Tennessee Valley Authority (TVA) is the nation's largest public power provider, generating electricity that serves 8.7 million people through local power companies. TVA does much more than generate power. It also works to support economic development and serves as an environmental steward of the nation's fifth-largest river system.

Economic development is at the heart of TVA's mission of making the Valley a better place to live today, and into the future. A thriving economy means quality jobs and investments. TVA's goal is to build regional, state, business and community partnerships that bring and retain jobs to provide opportunities to North Georgia and the region.

TVA's economic development efforts help the communities it serves by:

- Attracting new investments and quality jobs
- Supporting the retention and growth of existing businesses
- Preparing communities for economic growth
- Providing financial and technical services.

Economic Development Contact:

Scott Cooper
Regional Development Specialist
TVA Southeast Valley Office
1101 Market Street, SP3A-C
Chattanooga, TN 37402
Phone: (423) 751-2833
Cell: (423) 802-2042
Fax: (423) 751-2835
Scooper1@tva.com

SMALL BUSINESS ENVIRONMENTAL ASSISTANCE PROGRAM

Small businesses with less than 100 employees can take advantage of the free and confidential environmental assistance that is available through the Georgia Small Business Environmental Assistance Program (GA SBEAP). Housed within the Georgia Department of Natural Resources, Environmental Protection Division (EPD), the non-regulatory GA SBEAP can help businesses stay environmentally compliant, whether the need is in air quality, water quality or hazardous waste. The GA SBEAP supports the quest for compliance by offering free permitting and compliance assistance, as well as notification of regulatory requirement changes that may affect small businesses. Individual, personalized, confidential assistance is available, at your place of business or theirs.

Some of the services that SBEAP offer are:

- Permitting assistance (e.g. requirements, preparation, review of application, reporting tools)
- Compliance assistance (e.g. site visits to provide an evaluation of potential compliance issues, assistance in responding to enforcement by the regulatory agencies, compliance tools)
- Notification of new or changes in regulatory requirements
- Training (e.g. speaking engagements at your event and topic specific workshops)

Listed below is a partial listing of industries that SBEAP has assisted:

- Auto Body Shops
- Cultured Marble Manufacturers
- Chemical Plants and Distributors
- Furniture Manufacturers
- Gasoline Service Stations
- General Contractors
- Laboratories
- Printing Operations
- Dry Cleaners
- Car Washes
- Metal Finishers
- Aluminum Sweat Furnaces
- Composite Fabricators
- Concrete Plants
- Chrome Plating Businesses
- Alternative Fuel Facilities
- Painting Operations
- Salvage Yards

For further information contact:

Small Business Environmental Assistance Program
4244 International Parkway, Suite 120
Atlanta, Georgia 30354
(404) 362-4842
(877) 427-6255
www.gasmallbiz.org

COASTAL AREA DISTRICT DEVELOPMENT AUTHORITY (CADD A)

The Coastal Area District Development Authority (CADD A) offers financial assistance through a variety of loan programs for the purpose of improving economic conditions by creating and/or retaining employment opportunities.

For further information contact:

Brunswick Office

501 Gloucester Street, Suite 201

Brunswick, GA 31520

(912) 261-2500

Fax: (912) 261-0032

Savannah Office

1 Bull Street, Suite 301

Savannah, GA 31402

(912) 236-9566

Fax: (912) 236-9562

www.cadda.com

SOUTHEAST RURAL COMMUNITY ASSISTANCE PROJECT

The Southeast Rural Community Assistance Project, Inc. (Southeast RCAP) is an organization whose mission is to promote the development of affordable water and wastewater facilities, activities, technical assistance and resources to improve the quality of life for low-income rural residents.

Southeast RCAP was created in the 1960s and now serves the states of Delaware, Maryland, Virginia, North Carolina, South Carolina, Georgia and Florida. The Southeast RCAP has brought safe water and other facilities to more than 400,000 residents in the seven-state network.

For more information contact:

Southeast RECAP Headquarters
347 Campbell Ave., S.W.
Roanoke, VA 24016
(540) 345-1184
Fax: (540) 342-2932

FEDERAL HOME LOAN BANK OF ATLANTA

The Federal Home Loan Bank of Atlanta provides a number of products and services to its financial institution members. Among the products offered are the Economic Development and Growth Enhancement (EDGE) and Economic Development (EDP) programs. EDGE and EDP provide below market financing for eligible economic development activities. Program funds may be used for a variety of community development projects including, but not limited to economic development, public facilities, and job creation and services for low- or moderate-income persons.

For further information contact:

ShaDonte Dozier
Federal Home Loan Bank of Atlanta
1475 Peachtree Road N.E.
Atlanta, Georgia 30309
(800) 536-9650 ext. 8416
www.fhlbatl.com

GEORGIA DEVELOPMENT AUTHORITY (GDA)

What GDA Does:

The Georgia Development Authority (GDA) insures farm and agribusiness loans in the State of Georgia. Many lenders participate in the GDA insured program.

Eligibility

- First mortgage on farm real estate as collateral
- You do not have to live on the farm to qualify
- Loans are made to full- or part-time farmers
- Loans made on timber or crop land

Loan Purposes

- Buy land
- Irrigation equipment and wells
- Build or repair farm buildings
- Purchase machinery and equipment
- Build farm ponds
- Education of children
- Establish permanent pastures
- Establish beef, dairy or swine herds
- Refinance debts
- Specialized buildings for dairy, poultry, swine or beef enterprises

Repayment Plans

- Fixed or variable rate
- Up to 30-year amortization, variable interest rate based on prime
- Simple interest charged only for the days that you use the money
- Payments scheduled to fit farm income
- Extensions may be granted if needed
- Loans may be refinanced if necessary

For additional information contact:

Thomas Carter
Executive Director
1890 Highway 138
Monroe, GA 30655
(770) 207-4250
(800) 376-FARM (3276)
Fax (770) 207-4257
www.gdaonline.com

EXPORT-IMPORT BANK

The Export-Import Bank of the United States (Ex-Im Bank) is an independent U.S. Government agency that helps finance the sale of U.S. goods and services to foreign buyers. Ex-Im Bank supports export sales by making it easier for overseas buyers to purchase U.S. goods and services on credit. It does this in two ways:

1. Ex-Im Bank provides loans directly to foreign buyers; and
2. It encourages U.S. suppliers or their banks to extend credit terms to foreign buyers by providing credit risk protection, and in some cases, fixed-rate funding support.

Ex-Im Bank also helps U.S. exporters obtain pre-export financing through its Working Capital Guarantee Program.

Ex-Im Bank will support the sale of U.S. goods or services to a creditworthy foreign buyer when private financing cannot be arranged. To qualify for Ex-Im Bank support, the product or service must have at least 51% U.S. content, and cannot be military related. All transactions also must be economically viable and must not affect the U.S. economy adversely. There must be a reasonable assurance of repayment

Ex-Im Bank can assist in three ways:

1. By guaranteeing 100% of the principal and interest on commercial loans to small and medium-sized companies that need funds to produce or market U.S. goods and services for export.
2. By providing competitive, fixed-interest rate loans to foreign buyers of U.S. capital equipment and services, or through an intermediary lender.
3. By providing credit insurance policies for single or repetitive export sales or leases to foreign buyers.

To encourage small businesses to sell overseas, Ex-Im Bank offers a special toll free number (800) 565-3946 to provide information on these services.

For further information contact:

Ex-Im Bank Atlanta
Susan Kintanar
Regional Director
75 Fifth St NW, Suite 1060
Atlanta, GA 30308
(404) 815-1497
Susan.Kintanar@exim.gov
www.exim.gov

ENTREPRENEURIAL TRAINING AND FUNDING OPPORTUNITIES

The Georgia Micro Enterprise Network (GMEN) was founded in 1997 and is a state member-based association dedicated to microenterprise development. Microenterprise is generally defined as a business employing five (5) or fewer individuals and requiring financing needs of \$35,000 or less.

For further information please view the GMEN website: www.georgiamicrobiz.org

Listed below are GMEN-affiliated members that provide business training, technical and financial assistance in Georgia.

MICRO-BUSINESS ORGANIZATIONS IN GEORGIA

ACE Loans

www.aceloans.org

Albany Community Together (ACT)

www.albanycommunitytogether.com

Atlanta Micro Fund

www.atlantamicrofund.com

Center for Black Women's Wellness

www.cbww.org

Association for Enterprise Opportunity

www.cbww.org

DeKalb Microenterprise Institute

www.debco.org

Goodwill Industries of North Georgia

www.goodwillng.org

LDS Employment Service

www.lds.org

Partnership for Community Action (PCA)

www.pcaction.org

Project Single Moms

www.projectsinglemoms.org

Refugee Women's Network

www.riwn.org

Small Business Assistance Corporation- Savannah

www.sbacsav.com

Association for Enterprise Opportunity

www.sbacsav.com

Southwest Georgia United

www.swgau.org

The Center for Working Families

www.tcwfi.org

The EDGE Connection

www.theedgeconnection.com

Women's Empowerment Opportunity Project

www.weop.org

GMEN's mission is to create opportunities and support for microenterprise development as an avenue for economic self-sufficiency in Georgia.

THE CENTER FOR RURAL ENTREPRENEURSHIP

The Center for Rural Entrepreneurship (Center) is a Rural Policy Research Institute (RUPRI) with major support from the Ewing Marion Kauffman Foundation of Kansas City. The mission of the Center is to enable every rural resident to achieve his or her full entrepreneurial potential. This mission will be achieved by collaborating with individuals and organizations engaged in the study, practice and policy of rural entrepreneurship.

For further information contact:

Center for Rural Entrepreneurship
421 S. 9th Street, Suite 245
Lincoln, NE 68508
(402) 323-7336
www.energizingentrepreneurship.org

OR

Ewing Marion Kauffman Foundation
4801 Rockhill Road
Kansas City, Missouri 64110
(816) 932-1000
www.kauffman.org

THE ABILITIES FUND

The Abilities fund is the first and only nationwide community developer targeted exclusively to advancing entrepreneurial opportunities for Americans with disabilities. The Abilities Fund offers training, technical assistance, and advisory support to individuals with disabilities and the organizations that support them.

For further information contact the Abilities Fund at:

Iowa Office

Patti Lind
307 North 13th Street, Suite 500
Centerville, IA 52544-1823
(641) 856-2173
Toll Free: (888) 222-8943
Fax: (641) 856-3101

Nebraska Office

Christine Hess, Cory Roberts, Carol Blood
P.O. Box 394
Plattsmouth, NE 68048
(402) 296-2146
Toll Free: (877) 518-0802
Fax: (402) 296-0265

Washington, D.C. Office

Elizabeth Lind
Director of Special Initiatives
2008 Q Street Northwest
Washington, DC 20009
(571) 431-7761
elizabeth@abilitiesfund.org

info@abilitiesfund.org
www.abilitiesfund.org

GEORGIA COMMUNITY LOAN FUND, INC.

The Georgia Community Loan Fund, Inc. (GCLF) is a non-profit corporation dedicated to nurturing economic development, community development, environmental sustainability, and social justice throughout the state. The GCLF is modeled after other revolving loan funds which offer loans, grants, and on-going technical support to low-income individuals and groups who are generating economically and environmentally sustainable individual and community development.

For more information contact:

Georgia Community Loan Fund
999 Peachtree Street NE, Suite 2300
Atlanta, GA 30309
404-407-5093

Athens Office:
P.O. Box 1922
Athens, GA 30603

Email: admin@gacfl.org
www.gacfl.org

ACCION USA

ACCION USA is a microfinance organization that lends with the mission of empowering business owners with access to working capital and financial education. They offer business loans up to \$50,000 and financial education throughout the United States. Since 1991, they have specialized in working with small business owners who cannot borrow from the bank due to business type, a short length of time in business, or an insufficient credit history.

ACCION USA helps qualified small businesses grow with affordable small business & startup loans. Below are some of the benefits of ACCION USA loans.

- Loan sizes from \$500 to \$50,000 (\$30,000 maximum for start-up businesses with less than 6 months in operation).
- Loan terms up to 60 months
- Competitive, fixed annual interest rates from 8% to 15%
- Closing costs of 5% of the loan amount will be financed into your loan (included application and servicing fees)

For more information contact:

ACCION USA Georgia

P: (404) 521-0594

<http://www.accionusa.org>

BUSINESS INCUBATORS

Business incubation is the process of business development. Incubators help to nurture young businesses from the startup stage when they are most vulnerable. An incubator program's main goal is to produce financially viable and freestanding businesses. To meet this goal, incubators help businesses by providing:

- Seminars
- Individual Consultations
- Mentors
- Conference room availability
- Computer access
- Other support services

Below is a list of some of the business incubators in Georgia:

Advanced Technology Development Center
Georgia Institute of Technology
75 Fifth Street, N.W.
Suite 100
Atlanta, GA 30308
(404) 894-3575
Fax: (404) 894-4545
www.atdc.org

Augusta-Richmond County Small Business Incubator
Augusta, Georgia
3140 Augusta Tech Drive
Augusta, GA 30906-3381
(706) 792-9044
Fax: (706) 792-9905
www.arcsbi.com

The Georgia BioBusiness Center
111 Riverbend Road
Athens, GA 30605
(706) 583-8209
Fax: (706) 583-0881
E-mail: biobiz@uga.edu
www.biobusiness.uga.edu

Medical College of Georgia Office of Technology
Transfer and Economic Development
Augusta, GA 30912
(706) 721-4122
Fax: (706) 721-2917
mgabridge@mail.mcg.edu
www.mcg.edu/research/techtransfer/

Intelligent Systems Corporation
Bonnie L. Herron
Vice President & Chief Financial Officer
4355 Shackleford Road
Norcross, GA 30093
(770) 381-2900
Fax: (770) 381-2808
e-mail: bherron@intelsys.com
www.intelsys.com

Southwest Georgia Business Development Center
1150 Industrial Drive
Vienna, GA 31092
(229) 268-8944
foster2@sowega.net
<http://www.crispdooly.org/>

South DeKalb Business Incubator
1599-A Memorial Drive
Atlanta, GA 30317
(404) 329-4568
Fax: (404) 378-0768
<http://www.sdbusinc.net/>

TECHNOLOGY AND TELECOMMUNICATIONS RESEARCH IN GEORGIA

One of the goals of the State of Georgia is to develop a broadband technology and telecommunications infrastructure system and become a world leader in the 21st century. Listed below are some organizations that are assisting the state in meeting this objective.

Advanced Technology Development Center (ATDC)

ATDC accelerates the formation and growth of technology based companies in Georgia. www.atdc.org

Georgia Center for Advanced Telecommunications Technology (GCATT)

GCATT is a telecommunications technology and development partnership of government, universities, and the advanced telecommunications industry. www.gcatt.gatech.edu

Georgia Research Alliance

The Georgia Research Alliance manages a partnership among universities, industry and government to perform technology research.

www.gra.org

GEORGIA CITIES FOUNDATION

REVOLVING LOAN FUND PROGRAM

Applications for the Revolving Loan Fund program may be submitted at any time. Successful applications for downtown projects should encourage spin-off development, add jobs, promote downtown housing, or add to the cultural enrichment of the community. Each application must also undergo credit underwriting.

Eligible Projects

- Real estate acquisition
- Building rehabilitation
- New construction
- Green space and parks

Ineligible Uses of Funds

- Operating expenses and administration
- Local revolving loan funds
- Public infrastructure projects
- Streetscapes
- Facade projects

Loan Amounts and Terms

The Foundation presently provides loans up to \$250,000. The interest rate is below market rate, and the repayment period is normally 10 years, not to exceed 15 years.

Financing Structure

GCF recommends a 50-40-10 financing structure for projects, with 50% of the project cost being financed through conventional lenders, 40% being financed through low interest loan programs (GCF and/or DD RLF), and 10% being the developer's equity participation.

If approved, GCF loans are provided to a city's downtown development authority (DDA), with the DDA providing a simultaneous loan to the project's developer/sub-recipient.

For Additional Information

Contact Perry Hiott at (678) 686-6207 or Alan Dickerson at (678) 686-6213. Additional information can be found on the Georgia Cities Foundation's website at www.georgiacitiesfoundation.org

ECONOMIC DEVELOPMENT AGENCIES

These agencies are proud to promote the State of Georgia. Find out more at the following websites:



State of Georgia

www.georgia.gov



Georgia Economic Developers Association

www.geda.org



Georgia Municipal Association

www.gmanet.com



Association of County Commissioners of Georgia

www.accg.org



Georgia Academy for Economic Development

www.dca.state.ga.us/academy/



Georgia Power

www.georgiapower.com



Oglethorpe Power Corporation

www.opc.com/opccom/



Georgia EMC

www.georgiaemc.com



Georgia Ports Authority

www.gaports.com



Georgia Chamber of Commerce

www.gachamber.com



Georgia Association of Chamber of Commerce Executives

www.gacce.org



Georgia GIS Clearinghouse

www.gis.state.ga.us



Better Business Bureau

www.bbb.org



National Federation of Independent Business

www.nfib.com/ga



Georgia Center for Non-Profits

www.gcn.org/



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