

Exhibit A: Small Businesses

Incentives are granted to bridge a gap the project encounters relative to cost for land, construction, training, or other necessary development elements.

Incentive awards are determined on the basis of the merit and need of the project as a whole.

The value of incentive packages may include infrastructure, tax abatement, workforce training and other resources. The incentives scoring matrix provides a guide for the overall level of incentives.

Recommended Incentives Scoring Matrix				
Pre-Requisites				
Applicant must provide an affidavit affirming the project is competitive and that but for the incentives, the project is not feasible in DeKalb County.				
Applicant must provide detail of financial gap that necessitates any funding requests.				
Applicant must provide detail how the incentives will be utilized and report usage annually.				
All awards are subject to a performance agreement and require annual reporting.				
Economic Development Goal		Potential Points	Project Points	Description How Project Meets Criteria
Expansion and Retention	Existing Business			
	Expansion	2		
	Retention	2		
	BRE Subtotal (minimum)	0		
High Quality Jobs	Quality Jobs			
	Number of Net New Jobs Created or Number of Jobs Retained			
	25+	3		
	10 to 24	2		
	3 to 9	1		
	Average Wage (based on Average MSA Industry Wages)			
	Above Average (>20%)	7		
	Above Average (>10%)	5		
	Above Average (<10%)	3		
	Average	0		
	Below Average	Project Not Eligible	Project Not Eligible	
	Benefits			
	Employer-Paid Vacation	1		
	Employee Ownership/Profit Sharing	1		
	Employer-Contribution Health Insurance	2		
Retirement Benefits	2			
Other	1			
Hiring				
Local Hiring (utilize DeKalb First Source)	1			
MFBE and local contracting	1			
	Quality Jobs Subtotal (minimum required)	5		
Priority Areas	Project Location			
	Economic Development Strategic Plan Corridors	5		
	Economic Development Strategic Plan Employment Center	5		
	Federal Opportunity Zone	5		
	State Opportunity Zone	5		
	Low Income Census Tract	5		
	Project Location Subtotal (minimum required)	0		
Expansion of Tax Base	Capital Investment			
	\$5 million to \$10 million	2		
	\$1 million to \$5 million	1		
	Capital Investment Subtotal (minimum required)	1		
Community Impact	Public Benefit			
	Addresses Blight	3		
	Transit-Oriented Development	3		
	Provides Affordable/Workforce Housing (where needed)	3		
	Contributes to Public Infrastructure	3		
	(not covered elsewhere in matrix)	3		
	Natural and Cultural Resources			
	Conserves resources (e.g., LEED)	2		
	Preserves resources (e.g., historic preservation)	2		
	Improves resources (e.g., environmental remediation)	2		
Mixed Use Projects				
Located in an underserved market area (verified by market study)	3			
	Community Impact (minimum)	2		
Community Benefits Agreement	Community Benefits Agreement			
	Applicant has agreed to a CBA that outlines how the project will benefit the community.	Required	Required	
	Total	8		

Community and Economic Impact	
Eligibility Score (assuming all minimum criteria are met)	8
Project Score	