

Retail in Washington County.

**Washington County
Chamber of Commerce**

Hello. It's a pleasure to meet you.

Washington County, the City of Sandersville and our other surrounding communities are very happy to have you as a potential new retail partner.

Through collaboration and incentives we hope to create a dynamic business environment that you want to be a part of now and for years to come.

The information in the following pages is intended to give you a clear overview of the ways in which we can ensure your business succeeds. Because when you succeed, our county and citizens succeed as well.

10 reasons to open your business in Washington County

Growth in employment.

Washington County employment has increased 8% from January, 2011 to May, 2016 as the economy continues to improve. The improving economic conditions are proving helpful with the growth and expansion of pre-existing as well as new retail businesses as owners continue to increase their numbers of employees.

Additionally, the Washington County Industrial Development Authority continues to aggressively pursue new industrial prospects that would further increase employment in our local and surrounding communities.

Highway 15.

Washington County is in the Highway 15 Coalition which is made up of a group of communities along the route that actively promote the corridor for tourism and economic development. The Coalition's aim is to ensure that highway is the best route to use between Northeast Georgia and the coast. Referred to as "The Traditions Highway" because many have traveled the highway to the University of Georgia to school, football games and to the beach.

Highway 15 is one of two corridors in Washington County which are on the Governor's Road Improvement Program (GRIP). It is a key north-south route and connects us to both Athens and Coastal Georgia, two of the fastest growing regions in the state. The highway is a key truck freight route to the Georgia Ports Authority facilities in Savannah and Brunswick and connects us to Interstates 16 and 20.

Fall Line Freeway.

Our second GRIP corridor, the Fall Line Freeway is nearing completion. East to west traffic is expected to increase exponentially once fully completed as the freeway will offer the shortest and fastest route between Macon and Augusta.

Sandersville, being halfway between both Macon and Augusta (Approx. 60 miles to each) is poised to benefit more than any other rural community along the route. The freeway also connects us to Interstate 75 to the west and Interstates 20 and 95 to the east.

Large industrial based economy.

Business is made better with local industries acting as major customers. We are known as the 'Kaolin Capital of the World', but the local economy is made up of many diverse industries. Local manufacturers produce kaolin products, pipes, batteries, wood and agricultural products. Our large, well-established companies serve local industries as well as other local, national and international customers and include large trucking companies, a local railroad, and construction and maintenance facilities.

Other large employers include a District DOT office, University Regents Shared Services, Oconee Fall Line Technical College, a local hospital, Washington County Public Schools, Brentwood School, as well as city and county governments.

Supportive and active Chamber of Commerce.

The Washington County Chamber of Commerce is actively involved in supporting its business members and the community. We sponsor the Kaolin Festival annually which draws thousands of people to the community over several days. We also sponsor and support other events in the community each year in an effort to attract even more visitors.

We spearhead many items on behalf of the community including tourism, support of local businesses, transportation initiatives, educational initiatives and retail recruiting. We work in cooperation with the Industrial Development Authority to attract and retain large businesses. Additionally, we directly sponsor many other programs which enable small businesses to succeed including Business-After-Hours and Shop-At-Home (Shop Waco First) programs. The Chamber is supported by the County and the Cities of Sandersville and Tennille.

Regional hub for shopping.

Visitors from smaller, surrounding communities travel to Sandersville and Washington County and routinely shop at our large department, discount, grocery and home-grown stores. They eat in our fast food and local restaurants.

This draw of visitors increases the service area for retail well beyond Washington County boundaries. With several available buildings available for redevelopment into prime retail spaces, the community is poised to attract

Historic tourism.

Named after George Washington, we were one of the first counties developed in Georgia. Warthen is home to the oldest Jail in the state which housed Aaron Burr, the third Vice-President of the United States.

Union General William T. Sherman and his armies occupied Sandersville and other portions of the County during their famous “March to the Sea”. The Brown House, which currently serves as the Washington County museum, was headquarters for Sherman during his stay in Sandersville. The Old Jail Genealogy museum and the Old City Cemetery serve as significant historical landmarks for visitors to see during a visit.

The cities of Tennille, Davisboro and Oconee are historic railroad communities. Three Georgia governors are from Washington County including current Governor Nathan Deal. Outside of the Metropolitan Atlanta, Washington County contains the most historical markers of any County in the State.

Cooperative local governments.

There is a spirit of cooperation among seven municipalities, the County and the School Board to make sure that government services are effectively and efficiently operating for the benefits of our citizens and businesses. Many services are shared among them already. The governments are aware that they are there to serve business and not to be an impediment to their success. Economic Development is a priority of the community. In Sandersville, the County government, City Hall and Chamber of Commerce are all in close proximity to one another helping to foster this cooperative spirit.

Outdoor recreation and tourism.

Outdoor recreation is a staple of our community. Thousands of acres of hunting land are under lease to local and out of town hunters during deer, turkey, dove and other seasons. We have several outfitters and hunting lodges in the community as well as numerous RV parks and cabin available for visitors. Our retailers cherish visitors who eat in their restaurants, purchase their gas, and buy hunting, fishing and housing items during their stay. Local restaurants and lodges often fill up during peak seasons of hunting.

For those who enjoy rafting, canoeing, fishing or bird watching, the county is bound by both the Oconee and the Ogeechee rivers. Hamburg State Park, which is home to a restores 1921 water-powered grist mill provides a beautiful venue for camping, fishing or simply enjoying the scenery. Our community is great for cyclists with State Bicycle Route 35 marked throughout the County combined with local routes along scenic roadways.

The Twin City Country Club provides one of the best 18 hole golf courses in the area, and a brand new splash pad and disc golf course have been recently completed as well.

Great place to live.

Above everything else, Washington County and the communities that surround us are an amazing place to live.

Continued business growth, ample outdoor recreational activities, great schools, local shops, a rich heritage and a central location in the state create a combination that is set up for success. When paired with local citizens who exhibit a can-do spirit and a desire to collaborate, there is nothing we can't accomplish.



Retail development in the City of Sandersville

The Mayor and City Council of the City of Sandersville have worked together to develop incentives that will promote development, retention and expansion of businesses within the city.

The City of Sandersville is committed to nurturing opportunities that stay true to our unique culture while diversifying our economic base and improving our financial well-being.



- * Attract and retain a variety of employment opportunities.**
- * Encourage and support a diverse set of quality businesses that lead to the expansion of infrastructure, physical amenities and services.**
- * Sustain long-term economic well-being of the City and its citizens through redevelopment and revitalization.**

01 Eligibility requirements

- Achieve city goals. (As listed in the next section)
 - You must be located in, expand in or remain in the City of Sandersville.
 - Demonstrate financial and management proficiency.
 - Create at least ten or more full-time positions within your business.
 - Provide a capital investment equal to or in excess of \$125,000.
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02 Available incentives

Incentives and assistance are determined based upon the needs of the business as well as the benefits created by it.

- Expedited Permitting Process.
 - Waiver of Permit Fees.
 - Waiver of Occupational Taxes.
 - Utility Discounts.
 - Infrastructure Improvements.
 - Reduced Utility Pricing.
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03 Written agreement

All incentives approved by the City Council will be formalized in a written agreement between the City of Sandersville and the recipient business. Refer to addendum to review all components of the written agreement.

04 Compliance

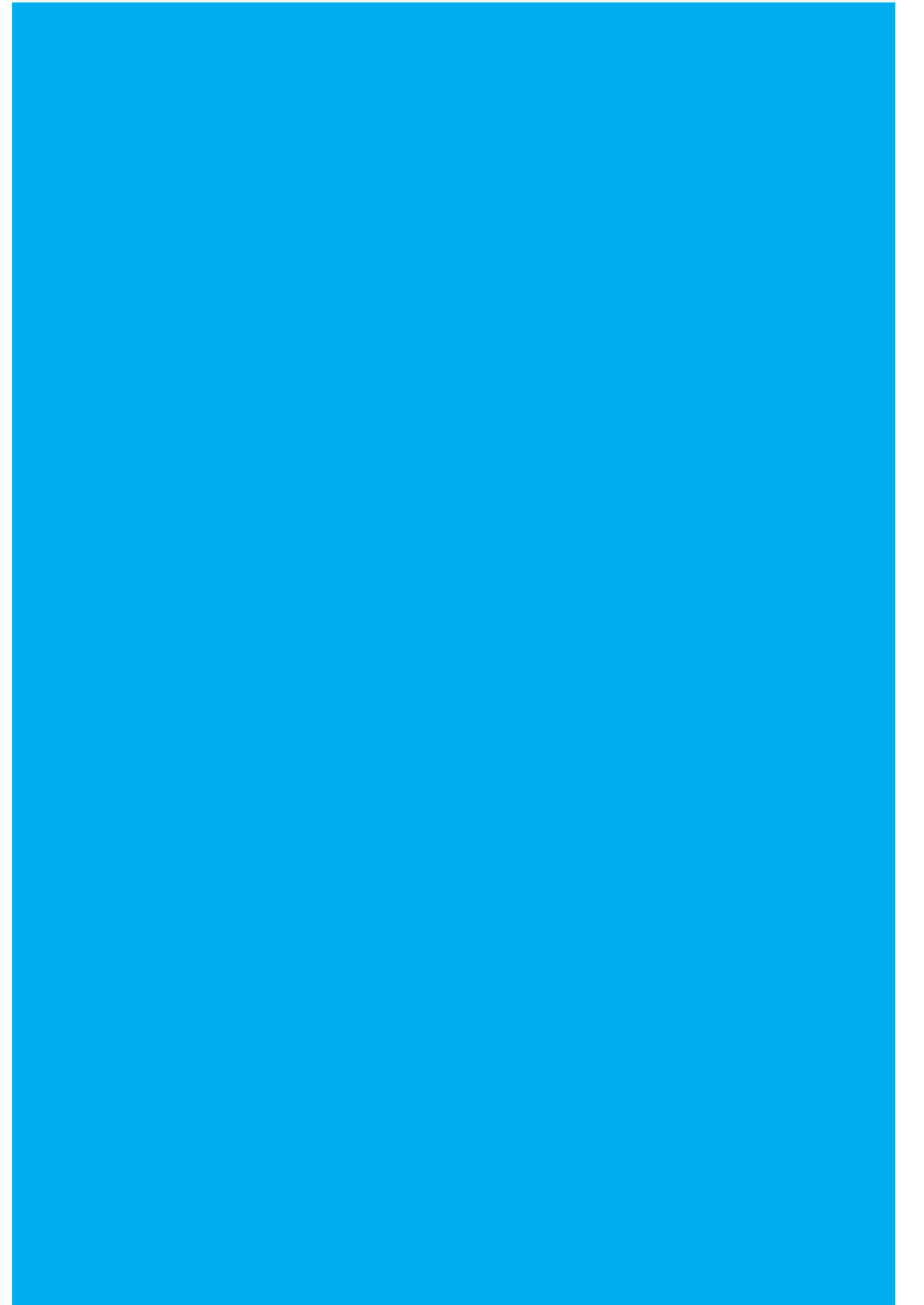
The recipient business will be required to meet the following criteria:

- Create jobs as agreed.
- Make capital investment in real and/or personal property as agreed.
- Follow all applicable governmental laws, rules and regulations.
- Meet any other terms and conditions imposed by the written agreement.

The city reserves the right to audit a business to assure compliance with the written agreement.

05 Discontinuance of incentives

Changing economic conditions and availability of funds may cause the City Council to modify, amend or discontinue the incentives at any time. Should this happen, any incentives that have already been agreed to prior to the discontinuance will be honored. Incentives may not be transferred, unless agreed to by the City Council.



City of Sandersville Retail Incentive Plan

Recipients must remain in business for at least one full year or repay cost of incentives back to the City of Sandersville.

Planning and Inspections Department

| Capital Investment | \$125,000 | \$250,000 | \$500,000 | \$750,000 | \$1,000,000 |
|------------------------------------|------------------|------------------|------------------|------------------|--------------------|
| Reduced or waived permit fees. | 15% | 25% | 50% | 75% | 100% |
| Expedited (Fast Track) permitting. | Yes | Yes | Yes | Yes | Yes |

Business License Fee Waiver

| New FTE Jobs Created | 10 | 20 | 40 | 70 | 100 |
|----------------------------------|-----------|-----------|-----------|-----------|------------|
| Employee Fee Waived (First Year) | 15% | 25% | 50% | 75% | 100% |

Utility Discounts

| Capital Investment | \$125,000 | \$250,000 | \$500,000 | \$750,000 | \$1,000,000 |
|----------------------------------|------------------|------------------|------------------|------------------|--------------------|
| Utility Deposits Waived/Reduced | 15% | 25% | 50% | 75% | 100% |
| Utility Tap Fees Waived/Reduced* | 15% | 25% | 50% | 75% | 100% |

Infrastructure Improvements

| Capital Investment | \$125,000 | \$250,000 | \$500,000 | \$750,000 | \$1,000,000 |
|--|------------------|------------------|------------------|------------------|--------------------|
| Installation of Driveway Entrance (Standard)** | 15% | 25% | 50% | 75% | 100% |

Reduced Utility Pricing

| Usage | 5,000 kwh | 10,000 kwh | 25,000 kwh | 50,000 kwh | 100,000+ kwh |
|-----------------------------|------------------|-------------------|-------------------|-------------------|---------------------|
| Electric Rate Incentives*** | 30 Days | 30 Days | 60 Days | 90 Days | 120 Days |

*Discounts for Tap Fees larger than 2" will be determined on an individual basis.

**Standard installation includes culvert, pipe, dirt and stone.

***Rate discount based on usage and current rates.

Chamber of Commerce membership benefits.

Our mission is to continually improve the quality of life in Washington County through business, community and economic development.

Our programs.

Contact us to find out more about chamber projects and programs that may interest you.

Washington LEADS
Annual Legislative Breakfast
Washington County Youth Leadership
Spring Recognition Banquet
Quarterly BRE Breakfast
Lunch & Learn
Business After Hours
Annual Kaolin Festival
Shop at Home Gift Certificate Program
Shop WACO First
Chamber of Commerce Gala

Member services.

1. Business Directory listing on our Chamber website.
2. Link to your website from the Business Directory.
3. Use of the Chamber Board Room.
4. Online community calendar.
5. New member announcement on our website.
6. Facebook page and online newsletter.

Marketing support.

1. Referrals to your business.
2. Marketing of your specials, services and events on the Chamber website, social media and weekly newsletter.
3. Ribbon cutting for your Grand Opening (also if you are relocating, have remodeled, updated product line, etc.) and advertise in local paper.
4. Additional assistance with marketing by providing you with Chamber Member mailing list or labels.
5. Press releases and communications through our Chamber National Electronic Membership Database.
6. Your events will be posted on the online Community Calendar.

Financial benefits.

1. Member to member discounts.
2. Shop at Home Gift Certificate Program: add your business to the list of local vendors.
3. “Drugs Don’t Work” Drug Free Workplace Program.
4. Auto-owners insurance special savings program.
5. UPS shipping discounts.

Oconee Fall Line Technical College incentives.

01 Hospitality Boot Camp for Restaurants

This three-day training is geared towards the restaurant industry and focuses on planning, service and organizational development. The boot camp would cover the following topics: Marketing and the Customer Base, Customer Service and Team Building, ServSafe training and examinations can be included for necessary supervisory personnel.

OFTC can offer one (1) initial offering of Hospitality Boot Camp for up to 10 employees upon startup for free and an additional 5 employees as new hires for the first year. Subsequent offerings in Year 2 and Year 3 can be offered at a reduced cost of \$750.00 for up to 10 additional employees per class. This is a regular value of \$1500.00

Additionally, for those needing ServSafe Certification, OFTC can offer three (3) complete trainings including an exam for up to 3 individuals for the three-year commitment. Retesting will be provided at cost. ServSafe is a mandatory certification for the restaurant industry and is valid for 5 years. This would include 10 hours of training plus the two-hour exam. This is a regular value of \$600.00 (\$200.00 per person).

02 Hospitality Boot Camp for Retail

This three-day training is geared towards the retail industry and focused on planning, service and organizational development. The boot camp would cover the following topics: Marketing and Customer Base, Customer service and team building, Heartsaver First Aid/CPR/AED training can also be included. Heartsaver is a basic life-saving course teaching rescuers how to manage illness and injury in the first few minutes of an emergency until professional help arrives. Includes general principles of First Aid, Medical Emergencies, Injury Emergencies, Adult/Child CPR/choking, Adult/Child AED, Infant CPR and choking, and Environmental Emergencies.

OFTC can offer one (1) initial offering of Hospitality Boot Camp for Retail for up to 10 employees upon startup for free and an additional 5 employees as new hires for the first year. Subsequent offerings in Year 2 and Year 3 can be offered at a reduced cost of \$750.00 for up to 10 additional employees per class. This is a regular value of \$1500.00.

Additionally, OFTC can offer Heartsaver First Aid/CPR/AED training for up to 5 individuals for the three-year commitment. Includes 6 hours of training and a certification card valid for 2 years. A value of \$300.00

03 Ben J. Tarbutton, Jr. Business Development Center Rental Package

Upon availability, OFTC can offer conference rooms for business meetings at no charge for Years 1,2 and 3. Options include: Small conference rooms holding 6-8 people AND Large conference rooms holding 12-16 people.

Upon availability, OFTC can offer Conference Center Rental for up to 8 hours during our normal business hours of 8am to 5pm, Monday through Thursday at the half-day rate for Year 1 and at a 25% discount rate of the full price for Years 2 and 3: Classroom setup – 75 person capacity AND Banquet setup – 100 person capacity.

Thank You.

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Produced and distributed by
**Washington County
Chamber of Commerce**

January 2017