



Target Industry Inducement Schedule of Criteria

The Forsyth County Board of Commissioners establishes the following Target Industries and minimum criteria guidelines for inducement eligibility to accompany the Forsyth County Economic Development Ordinance. To be presumed eligible for inducements, a project must qualify as a Target Industry and satisfy a minimum of two out of three criteria for eligibility. Projects that do not satisfy these guidelines are presumed ineligible – however, nothing herein shall limit the County Manager's discretion in approving inducement offers to exceptional projects that do not strictly meet the guidelines. All inducement agreements are subject to ratification by the Forsyth County Board of Commissioners.

Target Industry: Data Services

Key Focus Areas by NAICS Code	Description	3Q 2020 Establishments*	3Q 2020 Average Employment*	3Q 2020 Average Annual Wage**	Criteria #1: Minimum New Jobs Created	Criteria #2: Average Annual Wage	Criteria #3: Net Present Value
5182	Data Processing, Hosting and Related Services	1148	16137	\$119,924.00	15	\$136,763	\$175,000
518210*	Data Processing and Hosting	27	Confidential	Confidential			
5415	Computer Systems Design & Related Services	467	1495	\$101,348.00	15	\$116,550	\$175,000
541513*	Custom Computer Programming Services	154	478	\$110,812.00			
541512*	Computer Systems Design Services	300	1000	\$96,980.00			
541513*	Computer Facilities Management Services	Confidential	Confidential	Confidential			
541519*	Other Computer Related Services	12	17	\$91,624.00			

Target Industry: E-Commerce/Distribution

Key Focus Areas by NAICS Code	Description	3Q 2020 Establishments*	3Q 2020 Average Employment*	3Q 2020 Average Annual Wage**	Criteria #1: Minimum New Jobs Created	Criteria #2: Average Annual Wage	Criteria #3: Net Present Value
4251	Wholesale Electronic Markets and Agents and Brokers	205	634	\$112,684.00	25	\$129,587	\$175,000
425120*	Wholesale Trade Agents and Brokers	201	596	\$105,820.00			
4541	Electronic Shopping and Mail-Order Houses	41	370	\$41,132.00	25	\$47,302	\$175,000
454110*	Electronic Shopping and Mail-Order Houses	41	370	\$41,132.00			
4841	General Freight Trucking	31	145	\$53,612.00	25	\$61,654	\$175,000
484121*	General Freight Trucking, Long-Distance, Truckload	20	133	\$55,432.00			

Target Industry: Advanced Manufacturing

Key Focus Areas by NAICS Code	Description	3Q 2020 Establishments*	3Q 2020 Average Employment*	3Q 2020 Average Annual Wage**	Criteria #1: Minimum New Jobs Created	Criteria #2: Average Annual Wage	Criteria #3: Net Present Value
3339	Other General Purpose Machinery Manufacturing	7	84	\$71,396.00	25	\$82,105	\$175,000
333999*	Misc. General Purpose Machinery Manufacturing	2	Confidential	Confidential			
3328	Coating, Engraving, Heat Treating, and Allied Activities	5	22	\$30,758.00	25	\$35,372	\$175,000
332812*	Metal Coating and Engraving for Manufacturing	5	22	\$61,516.00			
3359	Other Electrical Equipment and Component Manufacturing	73	3869	\$69,888.00	25	\$80,371	\$175,000
335911*	Storage Battery Manufacturing	NA	NA	NA			
3254	Pharmaceutical and Medicine Manufacturing	144	3105	\$99,892.00	25	\$114,876	\$175,000
325412*	Pharmaceutical Preparation Manufacturing	NA	NA	NA			

Target Industry: Technology and R&D

Key Focus Areas by NAICS Code	Description	3Q 2020 Establishments*	3Q 2020 Average Employment*	3Q 2020 Average Annual Wage**	Criteria #1: Minimum New Jobs Created	Criteria #2: Average Annual Wage	Criteria #3: Net Present Value
5112	Software Publishers	40	232	\$166,400.00	15	\$191,360	\$100,000
511210*	Software Publishers	40	232	\$166,400.00			
3391	Medical Equipment and Supplies Manufacturing	10	209	\$40,768.00	15	\$46,883	\$100,000
339112*	Surgical and Medical Instrument Manufacturing	2	Confidential	Confidential			
5417	Scientific Research and Development Services	11	88	\$136,136.00	15	\$156,556	\$100,000
541715*	Research and Development in Engineering	5	5	\$121,160.00			
541714*	Research and Development in Biotechnology	4	Confidential	Confidential			

Target Industry: Professional Services & HQs

Key Focus Areas by NAICS Code	Description	3Q 2020 Establishments*	3Q 2020 Average Employment*	3Q 2020 Average Annual Wage**	Criteria #1: Minimum New Jobs Created	Criteria #2: Average Annual Wage	Criteria #3: Net Present Value
5411	Legal Services	104	315	\$85,800.00	15	\$98,670	\$100,000
541110*	Offices of Lawyers	95	304	\$85,696.00			
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	106	454	\$61,932.00	15	\$71,222	\$100,000
541213*	Offices of Certified Public Accountants	39	193	\$74,204.00			
5414	Specialized Design Services	49	71	\$46,020.00	15	\$52,923	\$100,000
541430*	Graphic Design Services	20	32	\$42,120.00			
5416	Management, Scientific, and Technical Consulting Services	276	864	\$70,876.00	15	\$81,507	\$100,000
541611*	Management Consulting Services	123	272	\$73,060.00			
541620*	Environmental Consulting Services	5	Confidential	Confidential			
5511	Management of Companies and Enterprises	20	384	\$108,732.00	15	\$125,042	\$100,000
551114*	Corporate, Subsidiary, and Regional Offices	18	383	\$108,160.00			
5611	Office Administrative Services	24	464	\$55,536.00	15	\$63,866	\$100,000
561110*	Office Administrative Services	24	464	\$55,536.00			

Target Industry: Healthcare

Key Focus Areas by NAICS Code	Description	3Q 2020 Establishments*	3Q 2020 Average Employment*	3Q 2020 Average Annual Wage**	Criteria #1: Minimum New Jobs Created	Criteria #2: Average Annual Wage	Criteria #3: Net Present Value
6221	General Medical and Surgical Hospitals	402	166617	\$62,140.00	25	\$71,461	\$175,000
622110*	General Medical and Surgical Hospitals	2	Confidential	Confidential			
6215	Medical and Diagnostic Laboratories	27	330	\$58,968.00	25	\$67,813	\$175,000
621511*	Medical Laboratories	25	330	\$58,968.00			
3391	Medical Equipment and Supplies Manufacturing	10	209	\$40,768.00	25	\$46,883	\$175,000
339116*	Dental Laboratories	5	Confidential	Confidential			
6214	Outpatient Care Centers	24	315	\$46,540.00	25	\$53,521	\$175,000
621498*	Miscellaneous Outpatient Care Centers	4	115	\$53,716.00			

*NAICS Codes identified in Economic Development Strategic Plan dated December 2018 & Amended November 2019

**Georgia Department of Labor, Workforce, Statistics & Economic Research, Quarterly Census of Employment Wages Program, Forsyth County Data (except where hatched), Third Quarter of 2020. This information to be updated on an annual basis.

Georgia Department of Labor, Workforce, Statistics & Economic Research, Quarterly Census of Employment Wages Program, State of Georgia Data, Third Quarter of 2020. This information to be updated on an annual basis.