



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 2018 Establishments*	3Q 2018 Average Employment*	3Q 2018 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	17	45	\$90,220.00	15	\$103,753	\$175,000
518210*	Data Processing and Hosting	17	45	\$90,220.00			
5415	Computer Systems Design & Related Services	399	1759	\$97,916.00	15	\$112,603	\$175,000
541511*	Custom Computer Programming Services	127	684	\$104,624.00			
541512*	Computer Systems Design Services	263	1066	\$93,340.00			
541513*	Computer Facilities Management Services	Confidential	Confidential	Confidential			
541519*	Other Computer Related Services	7	8	\$136,084.00			

Target Industry: E-Commerce/Distribution

Key Focus Areas by NAICS Code	Description	3Q 2018 Establishments*	3Q 2018 Average Employment*	3Q 2018 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	215	866	\$92,768.00	25	\$106,683	\$175,000
425120*	Wholesale Trade Agents and Brokers	208	722	\$88,244.00			
4541	Electronic Shopping and Mail-Order Houses	37	171	\$50,232.00	25	\$57,767	\$175,000
454110*	Electronic Shopping and Mail-Order Houses	37	171	\$50,232.00			
4841	General Freight Trucking	28	144	\$46,748.00	25	\$53,760	\$175,000
484121*	General Freight Trucking, Long-Distance, Truckload	18	130	\$48,464.00			

Target Industry: Advanced Manufacturing

Key Focus Areas by NAICS Code	Description	3Q 2018 Establishments*	3Q 2018 Average Employment*	3Q 2018 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	91	\$61,360.00	25	\$70,564	\$175,000
333999*	Misc. General Purpose Machinery Manufacturing	2	Confidential	Confidential			
3328	Coating, Engraving, Heat Treating, and Allied Activities	6	21	\$46,176.00	25	\$53,102	\$175,000
332812*	Metal Coating and Engraving for Manufacturing	6	21	\$46,176.00			
3359	Other Electrical Equipment and Component Manufacturing	66	4247	\$60,268.00	25	\$69,308	\$175,000
335911*	Storage Battery Manufacturing	NA	NA	NA			
3254	Pharmaceutical and Medicine Manufacturing	103	3595	\$91,416.00	25	\$105,128	\$175,000
325412*	Pharmaceutical Preparation Manufacturing	NA	NA	NA			

Target Industry: Technology and R&D

Key Focus Areas by NAICS Code	Description	3Q 2018 Establishments*	3Q 2018 Average Employment*	3Q 2018 Average Annual Wage**	Criteria #1: Minimum New Jobs Created	Criteria #2: Average Annual Wage	Criteria #3: Net Present Value
5112	Software Publishers	31	199	\$141,648.00	15	\$162,895	\$100,000
511210*	Software Publishers	31	199	\$141,648.00			
3391	Medical Equipment and Supplies Manufacturing	11	230	\$37,076.00	15	\$42,637	\$100,000
339112*	Surgical and Medical Instrument Manufacturing	3	49	\$39,052.00			
5417	Scientific Research and Development Services	10	49	\$149,656.00	15	\$172,104	\$100,000
541715*	Research and Development in Engineering	6	6	\$116,896.00			
541714*	Research and Development in Biotechnology	3	Confidential	Confidential			

Target Industry: Professional Services & HQs

Key Focus Areas by NAICS Code	Description	3Q 2018 Establishments*	3Q 2018 Average Employment*	3Q 2018 Average Annual Wage**	Criteria #1: Minimum New Jobs Created	Criteria #2: Average Annual Wage	Criteria #3: Net Present Value
5411	Legal Services	95	324	\$64,584.00	15	\$74,272	\$100,000
541110*	Offices of Lawyers	85	309	\$64,428.00			
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	99	335	\$44,668.00	15	\$51,368	\$100,000
541211*	Offices of Certified Public Accountants	38	125	\$42,276.00			
5414	Specialized Design Services	39	91	\$47,164.00	15	\$54,239	\$100,000
541430*	Graphic Design Services	16	55	\$49,244.00			
5416	Management, Scientific, and Technical Consulting Services	231	821	\$70,148.00	15	\$80,670	\$100,000
541611*	Management Consulting Services	102	193	\$73,268.00			
541620*	Environmental Consulting Services	5	44	\$61,256.00			
5511	Management of Companies and Enterprises	24	403	\$173,576.00	15	\$199,612	\$100,000
551114*	Corporate, Subsidiary, and Regional Offices	19	400	\$173,992.00			
5611	Office Administrative Services	24	519	\$60,528.00	15	\$69,607	\$100,000
561110*	Office Administrative Services	24	519	\$60,528.00			

Target Industry: Healthcare

Key Focus Areas by NAICS Code	Description	3Q 2018 Establishments*	3Q 2018 Average Employment*	3Q 2018 Average Annual Wage**	Criteria #1: Minimum New Jobs Created	Criteria #2: Average Annual Wage	Criteria #3: Net Present Value
6223	General Medical and Surgical Hospitals	372	179985	\$57,928.00	25	\$66,617	\$175,000
622110*	General Medical and Surgical Hospitals	2	Confidential	Confidential			
6215	Medical and Diagnostic Laboratories	17	274	\$61,932.00	25	\$71,222	\$175,000
621511*	Medical Laboratories	17	274	\$61,932.00			
3391	Medical Equipment and Supplies Manufacturing	11	230	\$37,076.00	25	\$42,637	\$175,000
339116*	Dental Laboratories	6	Confidential	Confidential			
6214	Outpatient Care Centers	21	314	\$42,536.00	25	\$48,916	\$175,000
621498*	Miscellaneous Outpatient Care Centers	5	116	\$49,660.00			

*NAICS Codes identified in Economic Development Strategic Plan dated December 2018

** Georgia Department of Labor, Workforce, Statistics & Economic Research, Quarterly Census of Employment Wages Program, Forsyth County Data (except where hatched), Third Quarter of 2018. 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 2018. This information to be updated on an annual basis.