

**CITY OF SOUTH FULTON, GEORGIA**  
**VIRTUAL - COUNCIL WORK SESSION**  
**Tuesday, October 13, 2020, 4:00 PM**



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**The Honorable William "Bill" Edwards, Mayor**  
**The Honorable Catherine F. Rowell, District 1 Councilmember**  
**The Honorable Carmalitha Gumbs, District 2 Councilmember**  
**The Honorable Helen Z. Willis, District 3 Councilmember**  
**The Honorable Naeema Gilyard, District 4 Councilmember**  
**The Honorable Corey A. Reeves, District 5 Councilmember**  
**The Honorable khalid kamau, District 6 Councilmember**  
**The Honorable Mark Baker, District 7 Councilmember**

**COUNCIL WORK SESSION MEETING AGENDA**

- I. Call to Order
- II. Roll Call
- III. Agenda Items
  1. Council Discussion on Governmental Relations (City Manager and Michael McPherson, GMA)
  2. Council Discussion on Medical Services Update (City Manager)
  3. Council Discussion of Tax Allocation District Redevelopment Plan (DSF and Bleakly Advisory Group)
  4. Council Discussion on Economic Development Strategic Plan Update (DSF and BAE Urban Economics)
  5. Council Discussion on Speed Enforcement Camera Program (Police and Municipal Court)
  6. Council Discussion on Sanitation Update (Public Works)
  7. Council Discussion Regarding Community Development (CDRA)
    - a. Code Enforcement 2020 and Beyond
    - b. Special Event Permits
    - c. Zoning Rewrite Hearing Dates and Adoption
  8. Council Discussion on Proposed Meeting Dates for Council for the next Six Months (City Clerk)
- IV. Addendum Agenda Items

9. Council Discussion on Smoke-Free Environment Ordinance (**Rowell, Reeves and Gumbs**)

V. Executive Session (if needed)

*When an Executive Session is Required, one will be called for the following issues: 1) Personnel, 2) Litigation or 3) Real Estate*

VI. Adjournment of Meeting



**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** Council Discussion on Governmental Relations

**DATE OF MEETING:** 10/13/2020

**DEPARTMENT:** City Manager

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**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** Council Discussion on Medical Services Update

**DATE OF MEETING:** 10/13/2020

**DEPARTMENT:** City Manager

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**ATTACHMENTS:**

Description	Type	Upload Date
Medical Services Update	Cover Memo	10/12/2020

South Fulton  
Pediatric Healthcare Survey  
Results  
10/13/2020

Presented by:

Elizabeth Bolton-Harris, Chair

April Case, Treasurer



# SURVEY STATISTICS

- Collection Dates: 9/4/2020 – 9/22/2020
- Target: South Fulton Parents for Education Facebook Group
- Audience: 3,989 Members
- Starts: 233
- Respondents: 208
- Survey Completion Rate: 89.3%

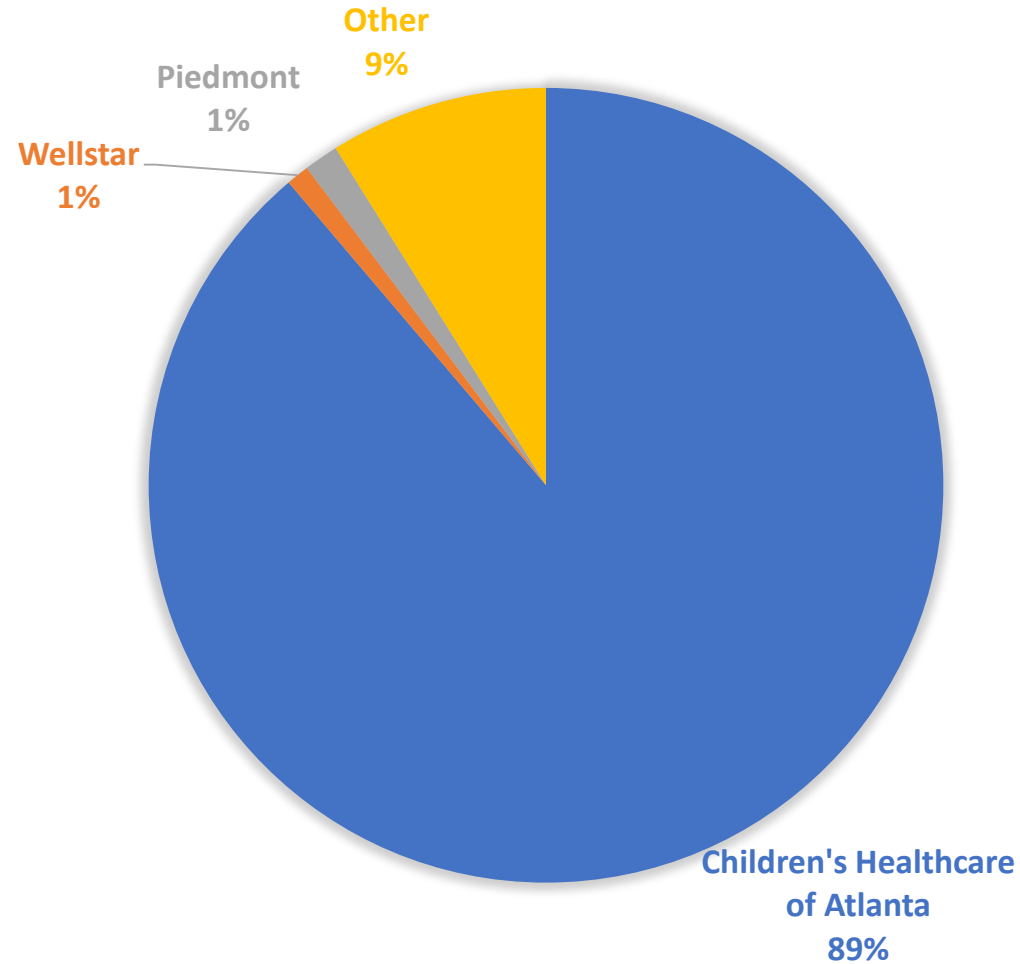


# DEMOGRAPHICS

- **92%** Women
- **61%** Ages 36-45
- **51%** Residents of South Fulton < 10 Years, **49%** > 10 Years
- **82%** Earn >\$50K Annually
- **75%** Have 3<sup>rd</sup> Party Insurance

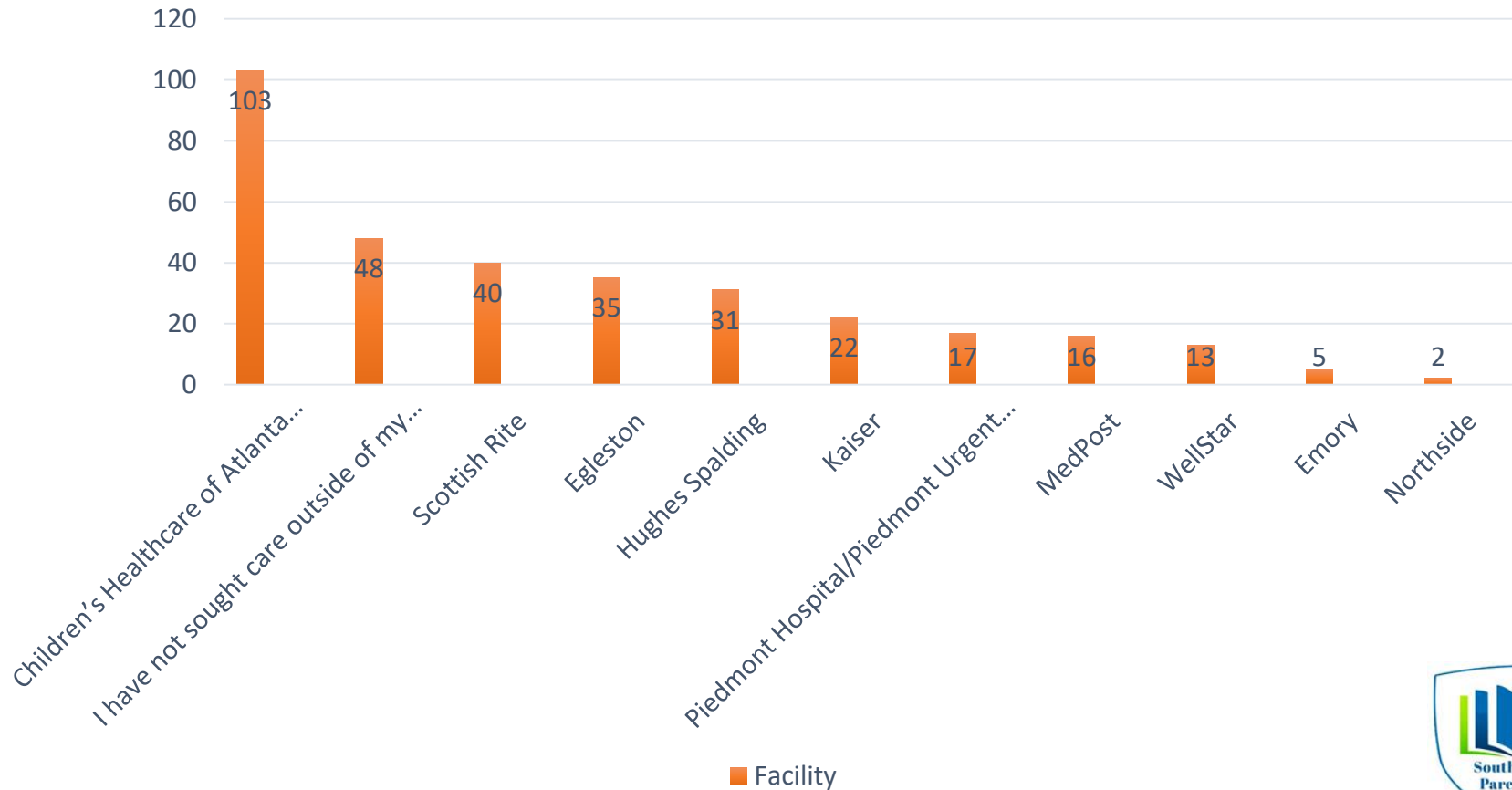


## WHAT ONE FACILITY COMES TO MIND FIRST WHEN THINKING OF PEDIATRIC HEALTHCARE IN ATLANTA?





## WHERE DID YOU TAKE YOUR CHILD/CHILDREN TO RECEIVE MEDICAL CARE IN THE PAST YEAR (OTHER THAN THE PEDIATRICIAN)?



# COMMENTS

- “I've had to drive alllllllll they way to BFE waaaaaay to many times”
- “I work for CHOA and have put in that request years ago. I do know they have been working on it for some time and is in the making.”
- “Yes!! It is long overdue!!”
- “We need it.”
- “I drive to the McDonough Urgent Care for my boys and I love it there.”
- “We need more facilities on the Southside.”
- “I always have to drive so far to go to CHOA.”
- “Awesome. Work for CHOA and we've been saying this for years.”
- “I have worked at CHOA for the past 14 years ... we have been advocating for services on the Southside for many years. It would be amazing if it actually happened.”





# DISCUSSION



**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** Council Discussion of Tax Allocation District

**DATE OF MEETING:** 10/13/2020

**DEPARTMENT:** Attorney

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**ATTACHMENTS:**

Description	Type	Upload Date
SoFulton TAD Presentation	Cover Memo	10/9/2020
Tax Allocation District	Cover Memo	10/7/2020

# SOUTH FULTON

## Tax Allocation District (TAD)

### Redevelopment Plan Summary

Prepared By:



**Bleakly** Advisory Group

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City of South Fulton | October 13, 2020



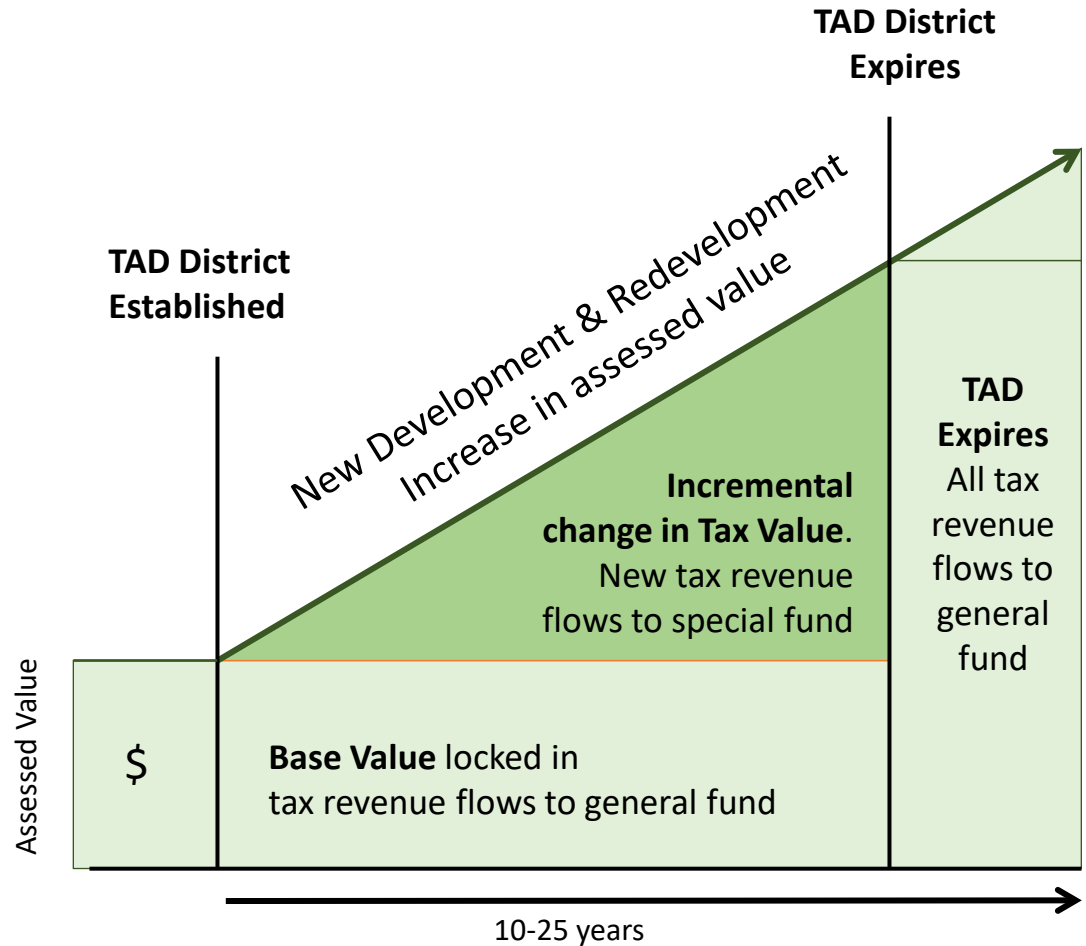
October 2020

# TAD REDEVELOPMENT PLAN

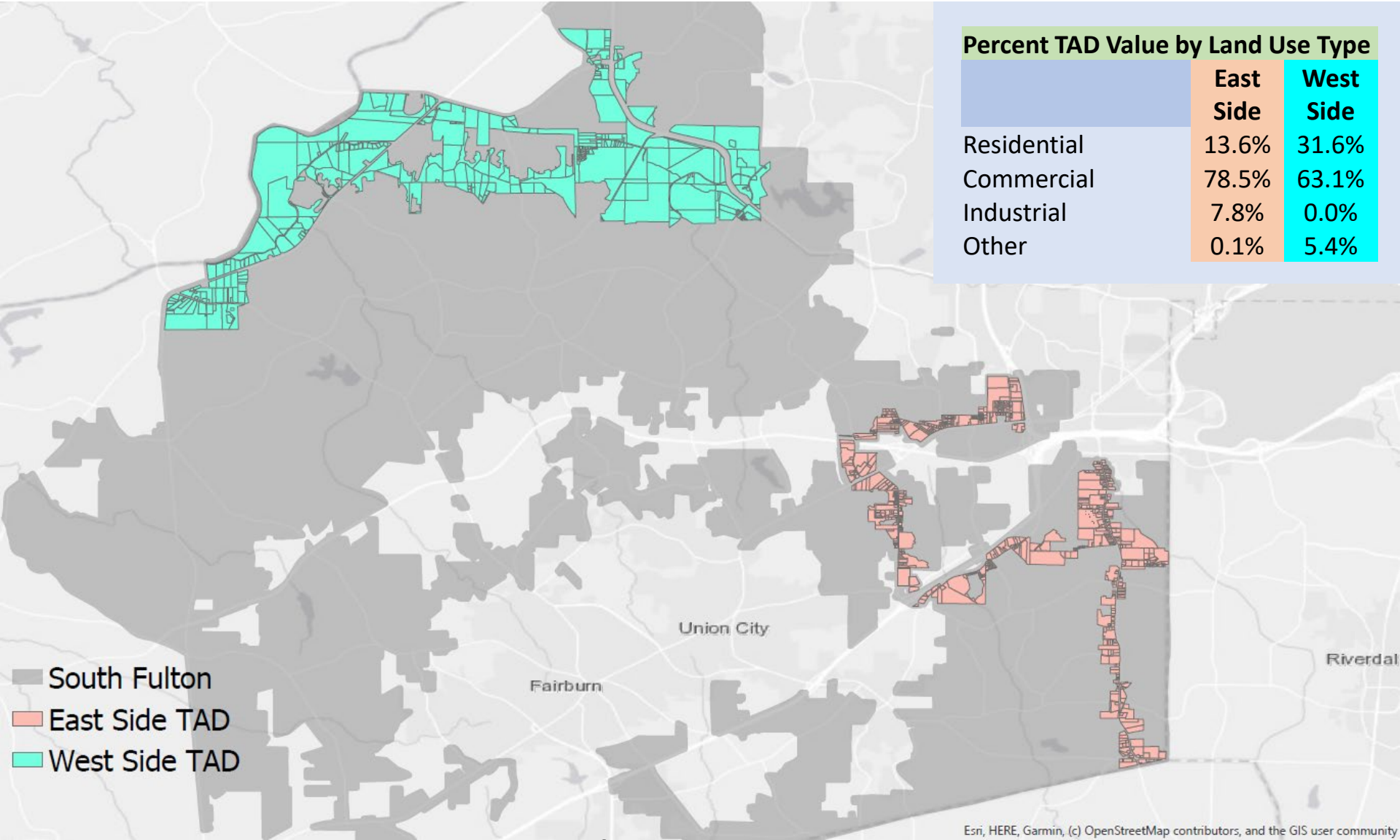
- This document provides a summary of the South Fulton Redevelopment Plan, which incorporates two Tax Allocation Districts (TADs) in the City of South Fulton that would support economic development and real estate redevelopment efforts.
- A Redevelopment Plan is required to be written by the Georgia Redevelopment Powers Law to present the rationale, boundaries, fiscal data, and proposed projects that could result from the formation of one or multiple TADs within a given jurisdiction
- The following analysis, conclusions, and recommendations are summarized herein:
  - **TAD Boundaries**
  - **Potential Redevelopment Scenarios within each TAD**
  - **Forecasted TAD funding that could be generated to support the intended development**
  - **Impacts to Fulton County Schools**
  - **Next Steps in the TAD creation process**

# HOW A TAD WORKS

- Future incremental property taxes from new development and future growth are collected into a special TAD fund, earmarked to be used as part of infrastructure or development funding that will accelerate change within the TAD area.
- All existing (current) tax collections (“base value”) continue to go to County, City and Schools.
- Only additional new (incremental) taxes pledged to TAD.
- Does not impact personal property or sales taxes.



# SOUTH FULTON: TAD BOUNDARIES

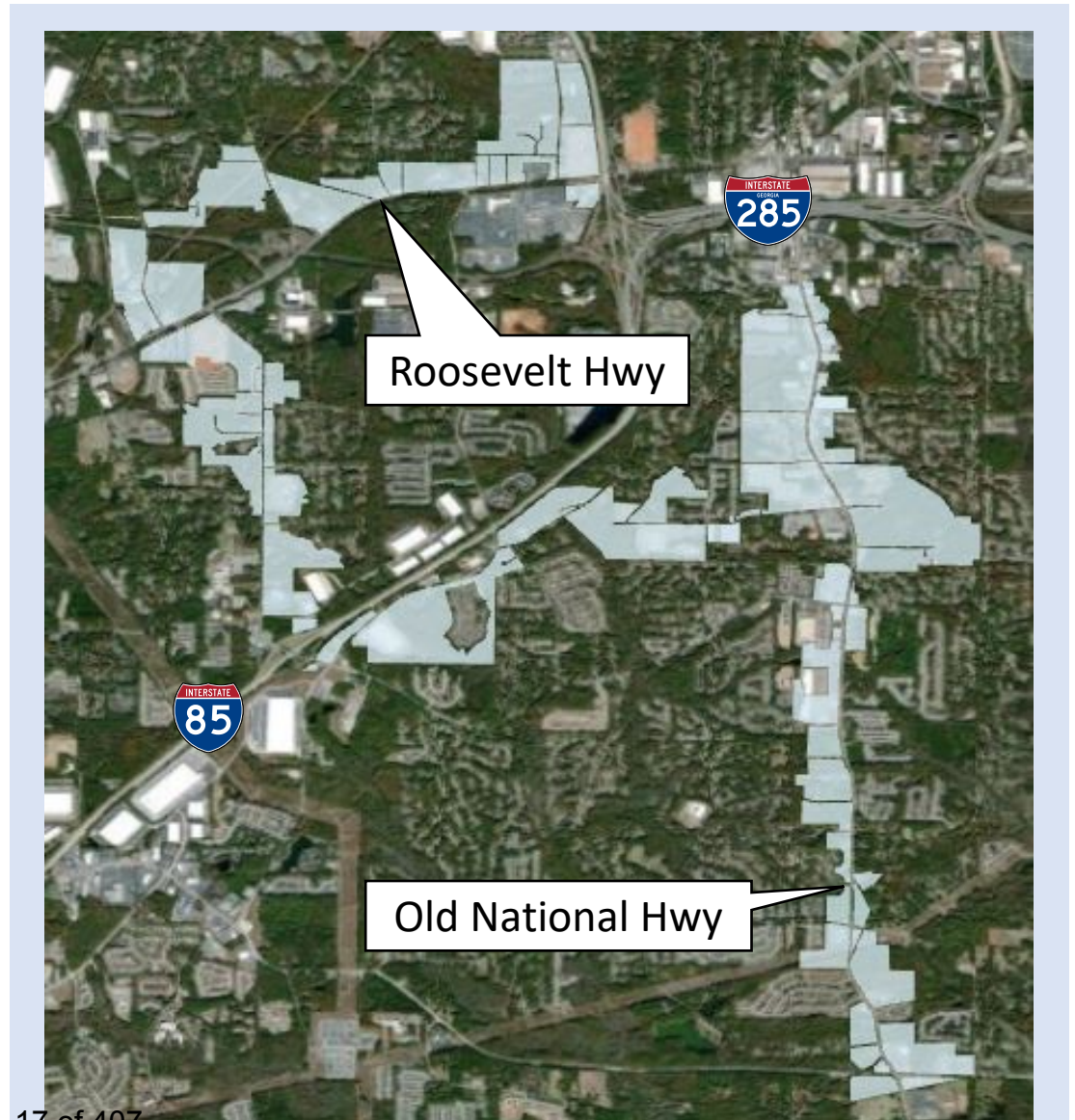


- South Fulton
- East Side TAD
- West Side TAD



# SOUTH FULTON TAD#1: EAST SIDE

- **961** total parcels on **1,857** acres.
- 2020 tax appraised value of **\$232,957,055 (\$125,448/acre)**.
- The total value of the proposed East Side TAD represents **4.26%** of the City of South Fulton's total 2019 tax digest.
- The total taxable value of all TADs within the city combined may not exceed 10% of the city's total tax digest.



# CRITERIA FOR TADS

## East Side TAD Justification

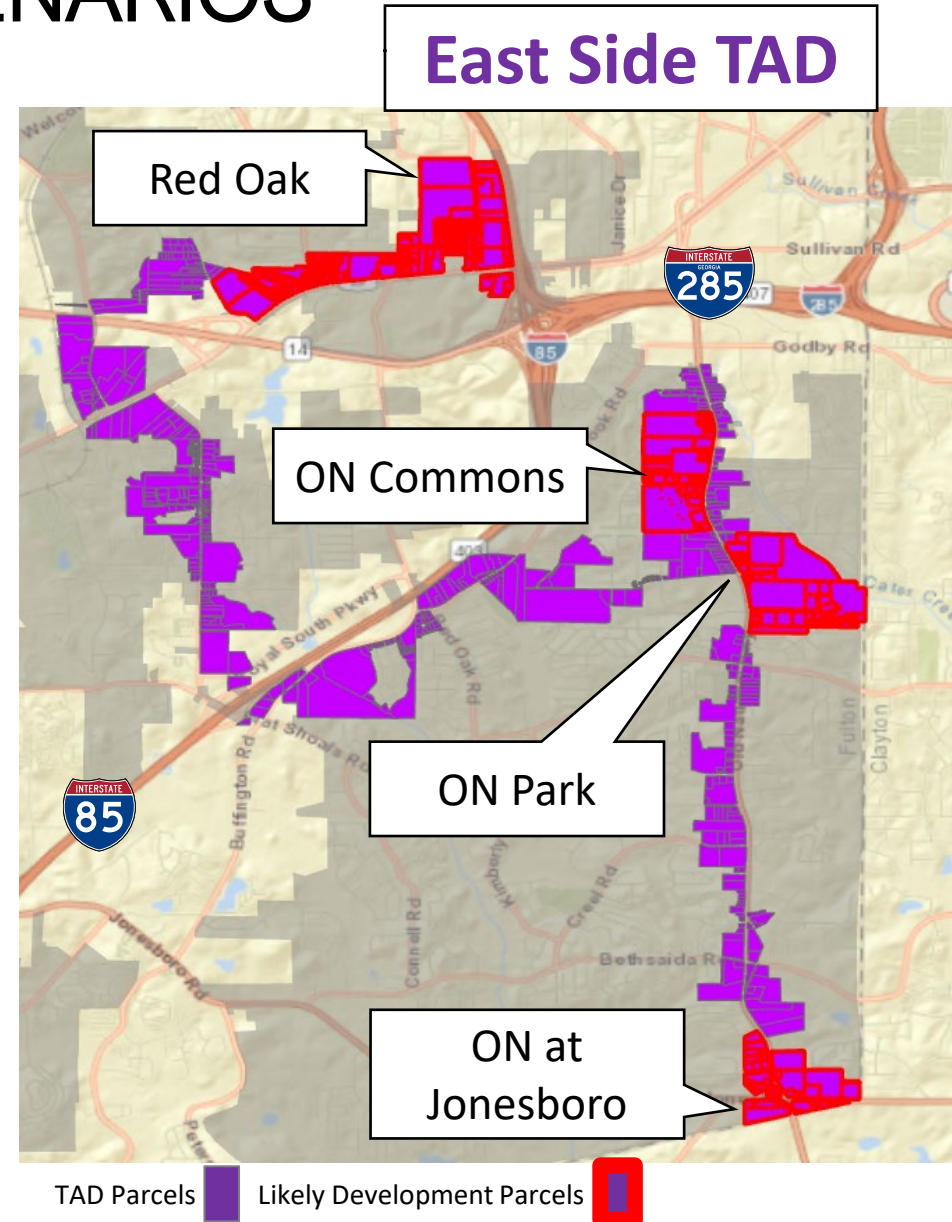
- Below in *italics* are excerpts from the Georgia Code § 36-44 that provide a necessary justification for an area being eligible to be included in a TAD.
- *The presence of a **substantial** number of structures or buildings that are 40 years old or older and have no historic significance;*
  - Proposed East Side TAD:
    - 48.3% of parcels with available data were built before 1980.
    - For contrast, 4.5% of parcels were built since 2010.
- *The predominance of structures or buildings of relatively low value compared to the value of structures or buildings in the surrounding vicinity or significantly slower growth in the property tax digest than is occurring in the political subdivision as a whole;*
  - Proposed East Side TAD:
    - 88.1% of parcels are valued at less than \$175,000.
    - The median parcel value is \$22,400, whereas South Fulton's overall median parcel value is \$50,920.
    - The median parcel value within the TAD is 66% lower than the surrounding political subdivision.

# REDEVELOPMENT SCENARIOS

## East Side TAD Anticipated Development

- Future development value in the East Side TAD was forecast by determining likely development of various types in each of four “nodes” based on area context. The nodes are:
  - Red Oak
  - Old National Commons
  - Old National Park
  - Old National at Jonesboro
- The forecast uses potential current unit or per square foot values based on real estate market conditions.
- The total tax appraised value of future development in the East Side TAD, at build-out, is forecast at **\$1,235,858,635**.

East Side Development Potential			
Type	Unit/SF Value	Units/SF	Value
Residential			
Single-Family	\$300,000	822	\$246,737,044
Townhome	\$250,000	180	\$44,975,855
Multifamily	\$163,000	3,219	\$524,759,785
<b>Total Residential</b>		<b>4,222</b>	<b>\$816,472,683</b>
Commercial			
Office (SF)	\$221	267,148	\$59,039,719
Retail (SF)	\$166	1,565,987	\$259,953,913
Hotel	\$72,086	1,393	\$100,392,320
<b>Total Commercial</b>			<b>\$419,385,952</b>
<b>Development Value Forecast Total</b>			<b>\$1,235,858,635</b>



# TAD FUNDING

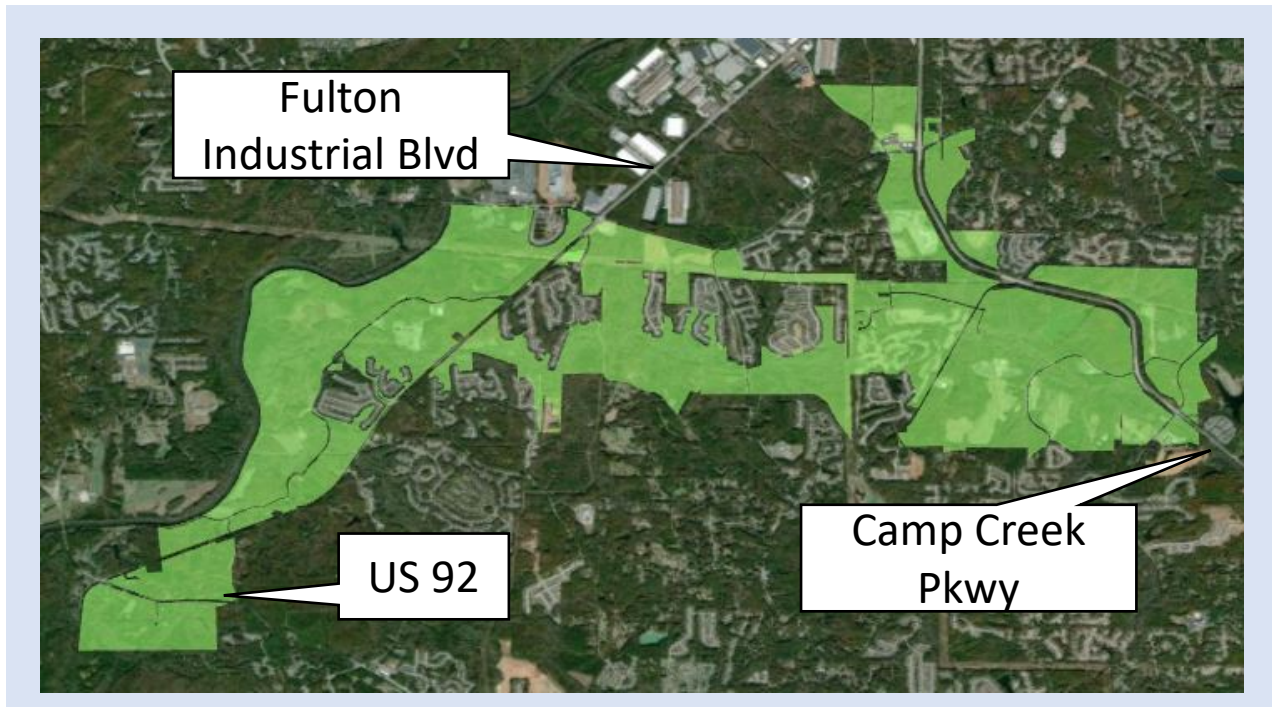
## East Side TAD Revenue Forecast

- The forecast tax appraised value of the anticipated development, less the value of the existing property, equals the future TAD increment at build-out, which represents the revenues that can be encumbered to fund developments of infrastructure projects in the TAD area.
- In the East Side TAD area, the total increment at build-out is forecast to be **\$1,074,186,046**.
- Applying the local property tax millage rates, and dependent on the participation of different jurisdictions, calculates the amount of anticipated annual revenue available for economic development and real estate redevelopment.
  - If City of South Fulton, Fulton County, and Fulton County Schools taxes are all included in the East Side TAD, the total annual revenue would be **\$15,500,505**.
  - If Fulton County Schools did not agree to participate in the East Side TAD, the annual revenue would amount to **\$7,531,763**.

East Side						
Subarea	Red Oak	Old National at Jonesboro	Old National Park	Old National Commons	TAD Remainder (Redeveloped Portions)	Total
Current Appraised Value	\$61,841,700	\$19,150,300	\$8,931,800	\$47,987,300	\$23,761,489	\$161,672,589
Estimated Appraised Increment Value	\$210,689,253	\$186,393,489	\$419,042,138	\$134,499,668	\$123,561,498	\$1,074,186,046
<b>Annual Revenue</b>	<b>\$3,040,246</b>	<b>\$2,689,658</b>	<b>\$6,046,778</b>	<b>\$1,940,830</b>	<b>\$1,782,992</b>	<b>\$15,500,505</b>
<b>Annual Revenue (without schools)</b>	<b>\$1,477,269</b>	<b>\$1,306,917</b>	<b>\$2,938,156</b>	<b>\$943,058</b>	<b>\$866,364</b>	<b>\$7,531,763</b>

# SOUTH FULTON PROPOSED WEST SIDE TAD

- **338** total parcels on **4,736** acres.
- 2020 tax appraised value of **\$159,125,490 (\$33,599/acre)**.
- The total current value of the West Side TAD represents **1.02%** of the city of South Fulton's total tax digest.
  - The total taxable value of all TADs within the city may not exceed 10% of the city's total tax digest.
- The total of the two TADs represent **5.28%** of South Fulton's total tax digest.
  - This leaves substantial room for the potential addition of future TADs.



# CRITERIA FOR TADS

## West Side TAD Justification

Below in *italics* are excerpts from the Georgia Code § 36-44 that provide a necessary justification for an area being eligible to be included in a TAD.

***An 'area with inadequate infrastructure' means an area characterized by:***

*Deteriorating or inadequate parking, roadways, bridges, pedestrian access, or public transportation or transit facilities incapable of handling the volume of traffic into or through the area, either at present or following redevelopment; or*

- Three approved plans – AeroATL Greenway Plan, AeroCID's Transit Plan, and Southern Fulton Comprehensive Transportation Plan – call for the enhancement and development of several transportation and infrastructure initiatives that include: enhanced bike and pedestrian access along Camp Creek Parkway, multiuse trails along Camp Creek Parkway and Enon Road, and Butner Road Bridge over Camp Creek Parkway among others.

*Deteriorating or inadequate utility infrastructure either at present or following redevelopment.*

- Inadequate utility infrastructure exists at several nodes of future development and redevelopment in the Town Center, River Front, and Campbellton nodes.

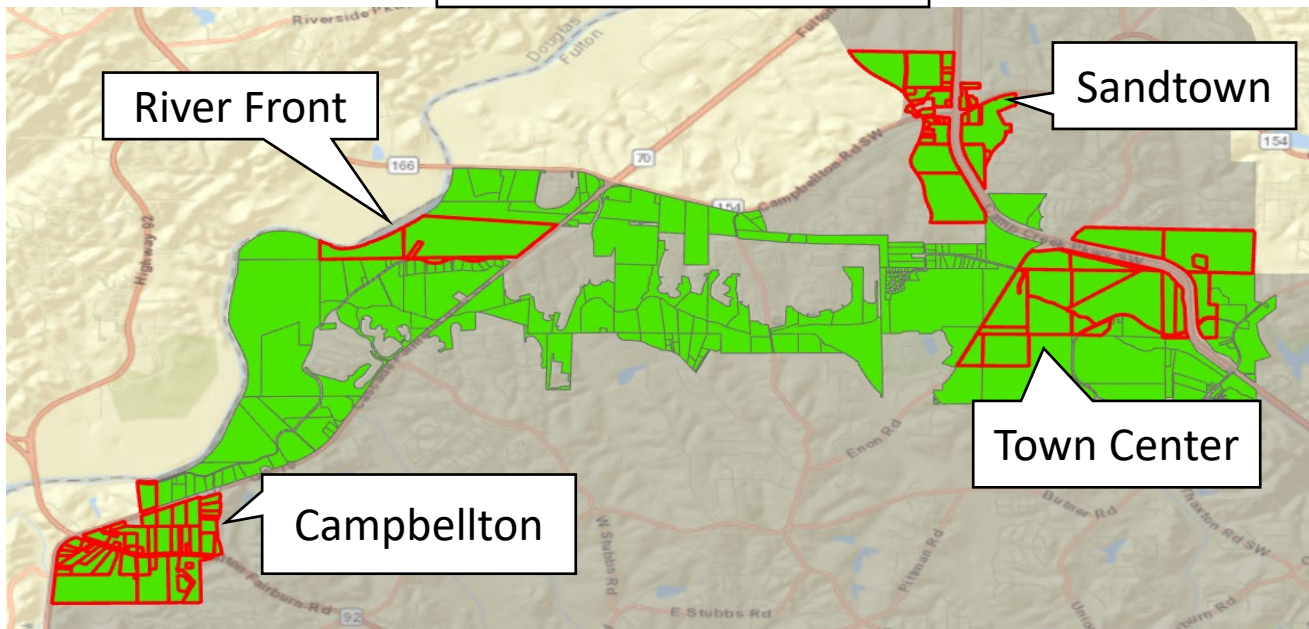
# DEVELOPMENT SCENARIOS

## West Side TAD Anticipated Development

- Future development value in the West Side TAD was estimated in the same manner as in the East Side TAD; the nodes are:
  - River Front
  - Sandtown
  - Town Center
  - Campbellton
- The total forecast value of future development in the West Side TAD is **\$1,431,269,600**.

West Side Development Potential			
Type	Unit/SF Value	Units/SF	Value
Residential			
Single-Family	\$300,000	2,128	\$638,503,373
Townhome	\$250,000	824	\$205,881,524
Multifamily	\$163,000	2,222	\$362,177,978
<b>Total Residential</b>		5,174	\$1,206,562,874
Commercial			
Retail (SF)	\$166	1,184,029	\$196,548,813
Hotel	\$72,086	391	\$28,157,913
<b>Total Commercial</b>			<b>\$224,706,726</b>
<b>Development Value Forecast Total</b>			<b>\$1,431,269,600</b>

**West Side TAD**



# TAD FUNDING

## West Side TAD Revenues Forecast

- The West Side TAD increment and revenue at build-out was calculated in the same manner as the East Side TAD described above.
- In the West Side TAD area the total increment, at build-out, is forecast to be **\$1,344,886,835**.
- If City of South Fulton, Fulton County, and Fulton County Schools taxes are all included in the West Side TAD, the total annual revenue would be **\$19,406,717**.
- If Fulton County Schools did not agree to participate in the West Side TAD, the annual revenue would amount to **\$9,429,809**.

West Side						
Subarea	Town Center	River Front	Sandtown Crossing	Campbellton	TAD Remainder (Redeveloped Portions)	Total
Current Appraised Value	\$32,720,400	\$1,050,600	\$43,393,500	\$5,389,700	\$3,828,565	\$86,382,765
Estimated Appraised Increment Value	\$367,940,513	\$222,279,400	\$47,433,500	\$521,209,458	\$186,023,964	\$1,344,886,835
<b>Annual Revenue</b>	<b>\$5,309,382</b>	<b>\$3,207,492</b>	<b>\$684,465</b>	<b>\$7,521,052</b>	<b>\$2,684,326</b>	<b>\$19,406,717</b>
<b>Annual Revenue (without schools)</b>	<b>\$2,579,852</b>	<b>\$1,558,534</b>	<b>\$332,585</b>	<b>\$3,654,512</b>	<b>\$1,304,326</b>	<b>\$9,429,809</b>



# TAD INCREMENT GENERATION

## Bond Proceed Calculation

- Cities often issue bonds based on anticipated revenues that will be paid into the TAD; those revenues can be used to service debt on those bonds. Various assumptions can be made about the terms of debt financing via bonds.
- For South Fulton, a relatively conservative set of term assumptions were made, resulting in the following forecast amounts of funding available for use in TAD areas.
- The assumptions made for the South Fulton Redevelopment Plan calculate potential funding based on up to a 25-year bond term, a 6% interest rate, and a gradual redevelopment of the TAD areas that will pick up speed as time goes on. Other alternative financing structures can be used. Determining the best financing approach to use will depend on specific redevelopment project characteristics and circumstances at the time the TAD financing occurs.
- Bleakly's analysis also demonstrates bond proceeds that would be generated both with the tax increment of Fulton County Schools property assessment, and without.

# TAD INCREMENT GENERATION

## Total Bond Proceeds (Without Fulton County Schools)

- East Side TAD:
  - Without school participation: **\$24 million**
- West Side TAD:
  - Without school participation: **\$30.1 million**
- Combined TADs:
  - Without school participation: **\$54.1 million**

Without School Participation				
East Side	5 Years	10 Years	15 Years	25 Years
<b>Total Accumulated Revenue</b>	<b>\$2,485,482</b>	<b>\$12,276,773</b>	<b>\$29,599,828</b>	<b>\$87,293,132</b>
Bondable Value (95%)	\$2,361,208	\$11,662,935	\$28,119,837	\$82,928,475
Debt Coverage (125%)	(\$590,302)	(\$2,915,734)	(\$7,029,959)	(\$20,732,119)
Bondable Revenue	\$1,770,906	\$8,747,201	\$21,089,878	\$62,196,356
<b>Estimated Bond Amount</b>	<b>\$1,510,619</b>	<b>\$6,506,813</b>	<b>\$13,779,030</b>	<b>\$32,005,951</b>
Issuance Costs (3%)	(\$45,319)	(\$195,204)	(\$413,371)	(\$960,179)
Capitalized Interest (24 months)	(\$181,274)	(\$780,818)	(\$1,653,484)	(\$3,840,714)
Debt Reserve (10%)	(\$151,062)	(\$650,681)	(\$1,377,903)	(\$3,200,595)
<b>Net Bond Proceeds</b>	<b>\$1,132,964</b>	<b>\$4,880,110</b>	<b>\$10,334,273</b>	<b>\$24,004,464</b>
West Side	5 Years	10 Years	15 Years	25 Years
<b>Total Accumulated Revenue</b>	<b>\$3,111,837</b>	<b>\$15,370,588</b>	<b>\$37,059,148</b>	<b>\$109,291,481</b>
Bondable Value (95%)	\$2,956,245	\$14,602,059	\$35,206,190	\$103,826,907
Debt Coverage (125%)	(\$739,061)	(\$3,650,515)	(\$8,801,548)	(\$25,956,727)
Bondable Revenue	\$2,217,184	\$10,951,544	\$26,404,643	\$77,870,180
<b>Estimated Bond Amount</b>	<b>\$1,891,303</b>	<b>\$8,146,566</b>	<b>\$17,251,422</b>	<b>\$40,071,627</b>
Issuance Costs (3%)	(\$56,739)	(\$244,397)	(\$517,543)	(\$1,202,149)
Capitalized Interest (24 months)	(\$226,956)	(\$977,588)	(\$2,070,171)	(\$4,808,595)
Debt Reserve (10%)	(\$189,130)	(\$814,657)	(\$1,725,142)	(\$4,007,163)
<b>Net Bond Proceeds</b>	<b>\$1,418,477</b>	<b>\$6,109,924</b>	<b>\$12,938,566</b>	<b>\$30,053,720</b>
<b>Total Bond Proceeds</b>	<b>\$2,551,441</b>	<b>\$10,990,034</b>	<b>\$23,272,839</b>	<b>\$54,058,184</b>

# TAD INCREMENT GENERATION

## Total Bond Proceeds (With Fulton County Schools)

- East Side TAD:
  - With school participation: **\$49.4 million**
- West Side TAD:
  - With school participation: **\$61.9 million**
- Combined TADs:
  - With school participation: **\$111.3 million**

With School Participation					
East Side	5 Years	10 Years	15 Years	25 Years	
<b>Total Accumulated Revenue</b>	<b>\$5,115,167</b>	<b>\$25,265,823</b>	<b>\$60,916,983</b>	<b>\$179,650,849</b>	
Bondable Value (95%)	\$4,859,408	\$24,002,531	\$57,871,134	\$170,668,306	
Debt Coverage (125%)	(\$1,214,852)	(\$6,000,633)	(\$14,467,784)	(\$42,667,077)	
Bondable Revenue	\$3,644,556	\$18,001,899	\$43,403,351	\$128,001,230	
<b>Estimated Bond Amount</b>	<b>\$3,108,880</b>	<b>\$13,391,140</b>	<b>\$28,357,494</b>	<b>\$65,868,829</b>	
Issuance Costs (3%)	(\$93,266)	(\$401,734)	(\$850,725)	(\$1,976,065)	
Capitalized Interest (24 months)	(\$373,066)	(\$1,606,937)	(\$3,402,899)	(\$7,904,259)	
Debt Reserve (10%)	(\$310,888)	(\$1,339,114)	(\$2,835,749)	(\$6,586,883)	
<b>Net Bond Proceeds</b>	<b>\$2,331,660</b>	<b>\$10,043,355</b>	<b>\$21,268,121</b>	<b>\$49,401,622</b>	
West Side	5 Years	10 Years	15 Years	25 Years	
<b>Total Accumulated Revenue</b>	<b>\$6,404,217</b>	<b>\$31,632,949</b>	<b>\$76,268,398</b>	<b>\$224,923,850</b>	
Bondable Value (95%)	\$6,084,006	\$30,051,301	\$72,454,978	\$213,677,658	
Debt Coverage (125%)	(\$1,521,001)	(\$7,512,825)	(\$18,113,745)	(\$53,419,414)	
Bondable Revenue	\$4,563,004	\$22,538,476	\$54,341,234	\$160,258,243	
<b>Estimated Bond Amount</b>	<b>\$3,892,335</b>	<b>\$16,765,781</b>	<b>\$35,503,739</b>	<b>\$82,468,136</b>	
Issuance Costs (3%)	(\$116,770)	(\$502,973)	(\$1,065,112)	(\$2,474,044)	
Capitalized Interest (24 months)	(\$467,080)	(\$2,011,894)	(\$4,260,449)	(\$9,896,176)	
Debt Reserve (10%)	(\$389,234)	(\$1,676,578)	(\$3,550,374)	(\$8,246,814)	
<b>Net Bond Proceeds</b>	<b>\$2,919,251</b>	<b>\$12,574,335</b>	<b>\$26,627,804</b>	<b>\$61,851,102</b>	
<b>Total Bond Proceeds</b>	<b>\$5,250,912</b>	<b>\$22,617,690</b>	<b>\$47,895,925</b>	<b>\$111,252,723</b>	

# SCHOOL SYSTEM IMPACTS

## New Revenue

- As of 2019, the parcels within the East Side TAD account for roughly .26% of the overall Fulton County Schools digest, and those in the West Side TAD make up .18% of the same.
  - Combined, the two TADs provide .44% of the Fulton County Schools digest.
- If Fulton County Schools participate in the TADs, the revenue currently generated by those properties would continue to flow to the school system.
- The redevelopment spurred by the TADs would bring financial benefits beyond the current base of the ad valorem property taxes.
  - Assuming property values in the TAD areas continue to grow at a modest 1.5% annually over 25 years, personal property tax revenue from the TAD parcels would increase by about **\$13.3 million**; however, with the implementation of the TADs, personal property tax revenues would grow by **\$32.1 million** in that same period.
  - Additionally, increased ESPLOST revenues from increased sales related to new residents, businesses, and hotels in the TAD area would total roughly **\$70 million**.
- In total, the creation of the South Fulton TADs is anticipated to generate over **\$87 million more** in additional revenue for Fulton County Schools over the next 25 years.

### 25-Year Financial Gain to Fulton County Schools

Personal Property Tax Revenue Collections Without TADs	\$13,313,055
Personal Property Tax Revenue Collections With TADs	\$31,198,513
ESPLOST Revenue Collections With TADs	\$69,790,676
<b>Total Revenue Increase from TADs</b>	<b>\$87,676,134</b>

### Tax Digest in South Fulton TADs as a Percentage of Fulton County Schools Digest

	TAD #1: East Side	TAD #2: West Side	Total
TAD Current Tax Digest	\$93,182,822	\$63,650,196	\$156,833,018
Fulton County Schools Digest	\$35,635,858,631	\$35,635,858,631	\$35,635,858,631
TADs as percent of County	0.261%	0.179%	0.440%

# SCHOOL SYSTEM IMPACTS

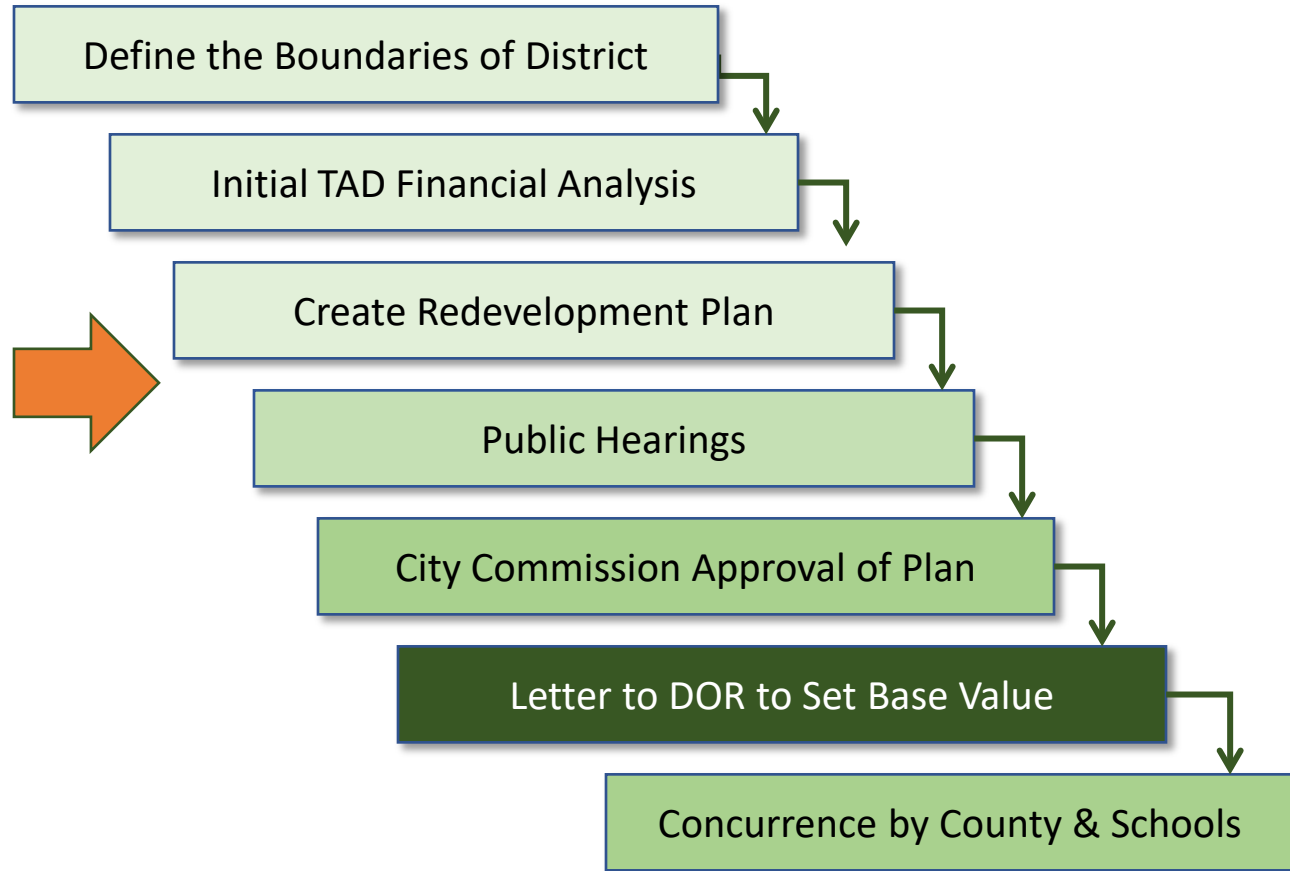
## Student Generation

- The anticipated development of residences will bring new students to the TAD area, many of whom will attend Fulton County Schools.
- The combined new development in the TADs will bring a total of 9,395 new households in a mix of single family, townhome, and multifamily.
- The total number of new residents is estimated to be up to about 27,000, given the mix of anticipated development types
  - Given current ratios of school aged children in different housing types typical of the City of South Fulton, a total of **8,697** new students of all grades are anticipated to be added in the TAD areas over the next 25 years
  - Of those students, **7,575** would attend Fulton County schools.

South Fulton TADs Population and School Aged Children from Hypothetical Development					
Unit Type	Units at Build-Out	Population Multiplier	Estimated Population	School Age Children Multiplier	School Aged Children at Build-Out
Single Family	2,950	3.05	8,998	0.35	3,149
Townhome	1,004	2.11	2,118	0.11	233
Multifamily	5,441	2.96	16,105	0.33	5,315
<b>Total</b>	<b>9,395</b>		<b>27,221</b>		<b>8,697</b>
<b>Public School Students (87.1 % of total)</b>					<b>7,575</b>

# PROPOSED SOUTH FULTON TAD SCHEDULE

- The next step in this process is public review and comment on the Redevelopment Plan followed by approval by the City of South Fulton.





**Bleakly**AdvisoryGroup

## **TERMS AND LIMITING CONDITIONS**

- **Accuracy of Report:** *Every reasonable effort has been made to ensure that the data developed in this assignment reflect the most accurate and timely information possible and is believed to be reliable. This consulting assignment was based on estimates, assumptions and other information developed by Bleakly Advisory Group (“BAG”) from its independent research efforts, general industry knowledge and consultations with the client for this assignment and its representatives. No responsibility is assumed for inaccuracies in reporting by the client, its agents or representatives or any other data source used in preparing or presenting this study. The research and reports are based on information that is current as of the date of the report. BAG assumes no responsibility to update the information after the date of the report. The research may contain prospective financial information, estimates or opinions that represent our view of reasonable expectations at a particular point in time, but such information, estimates or opinions are not offered as predictions or as assurances that a particular outcome will occur. Actual results achieved during the period covered by our prospective analysis may vary from those described on our research and report and variations may be material. Therefore, nor warranty or representation is made by BAG that any of the projected values or results contained in the work product from this assignment will actually be achieved.*
- **Usage of Report:** *The research product may not be used, in whole or in part, in any public or private offering of securities or other similar purpose by the client without first obtaining the prior written consent of BAG.*

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**TAX ALLOCATION DISTRICT NUMBER 1  
CITY OF SOUTH FULTON  
EAST SIDE TAD  
&  
TAX ALLOCATION DISTRICT NUMBER 2  
CITY OF SOUTH FULTON  
WEST SIDE TAD  
REDEVELOPMENT PLAN**

**DRAFT**

**OCTOBER 07, 2020**

Prepared for:  
City of South Fulton, Georgia



Prepared by:



**Bleakly**AdvisoryGroup





**TAX ALLOCATION DISTRICTS NUMBER 1 & 2  
CITY OF SOUTH FULTON**

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\* Headings followed by a letter in parenthesis [e.g. (A)] denote information required per Georgia Code Chapter 36, Title 44.



## TAX ALLOCATION DISTRICTS NUMBER 1 & 2 CITY OF SOUTH FULTON

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### EXECUTIVE SUMMARY

#### OVERVIEW

This document, The South Fulton Redevelopment Plan, presents the rationale, boundaries, fiscal data, and proposed projects that could result from the formation of the City of South Fulton, Tax Allocation District #1: East Side, and Tax Allocation District #2: West Side. These two Tax Allocation Districts (TADs) are located within the larger redevelopment area and are complementary components of a comprehensive revitalization effort for the City of South Fulton. This redevelopment plan was prepared by Bleakly Advisory Group, Inc. (BAG) in conformance with the provisions of Georgia Redevelopment Powers Law (O.C.G.A. Title 36 Chapter 44), which governs the creation of the Tax Allocation Districts (TADs) in the state. The intent of proposing two TADs within a larger redevelopment area is to coordinate a comprehensive revitalization strategy that will enable the City to support complementary redevelopment projects that collectively would have a considerable positive economic impact.

Tax allocation districts (TADs) are Georgia's version of tax increment financing. Tax increment financing (TIF) is a redevelopment funding mechanism that reinvests the future taxes from real estate development back into a project as an incentive to attract new private investment into an area.

In total, the proposed two TADs contain 1,298 parcels totaling roughly 5,845 acres, with a taxable real estate digest of \$157 million. A map is provided below.

- TAD #1: East Side would incorporate a total of 961 parcels, an area of 1,113 acres. The properties in TAD #1 have a fair market value of \$233 million and a taxable value of \$93 million.
- TAD #2: West Side would incorporate a total of 337 parcels, an area of 4,732 acres. The properties in TAD #2 have a fair market value of \$159 million and a taxable value of \$64 million.

Together, the value of the properties in the TADs represents approximately 6.1% of the City's tax digest, well under the 10% maximum limit for all TADs in the City, as required by Georgia's Redevelopment Powers Law.

The City of South Fulton Redevelopment Plan envisions various potential redevelopment within the two TADs areas that reflect community objectives as the type of development they would like to see in the respective areas over the next decade. The objectives and desirable development character were identified in:

- The 2035 Fulton County Comprehensive Plan,
- Recommendations for the areas within each of the two TADs in the Economic Development Strategic Plan prepared for the city by BAE Urban Economics, and



**TAX ALLOCATION DISTRICTS NUMBER 1 & 2**  
**CITY OF SOUTH FULTON**

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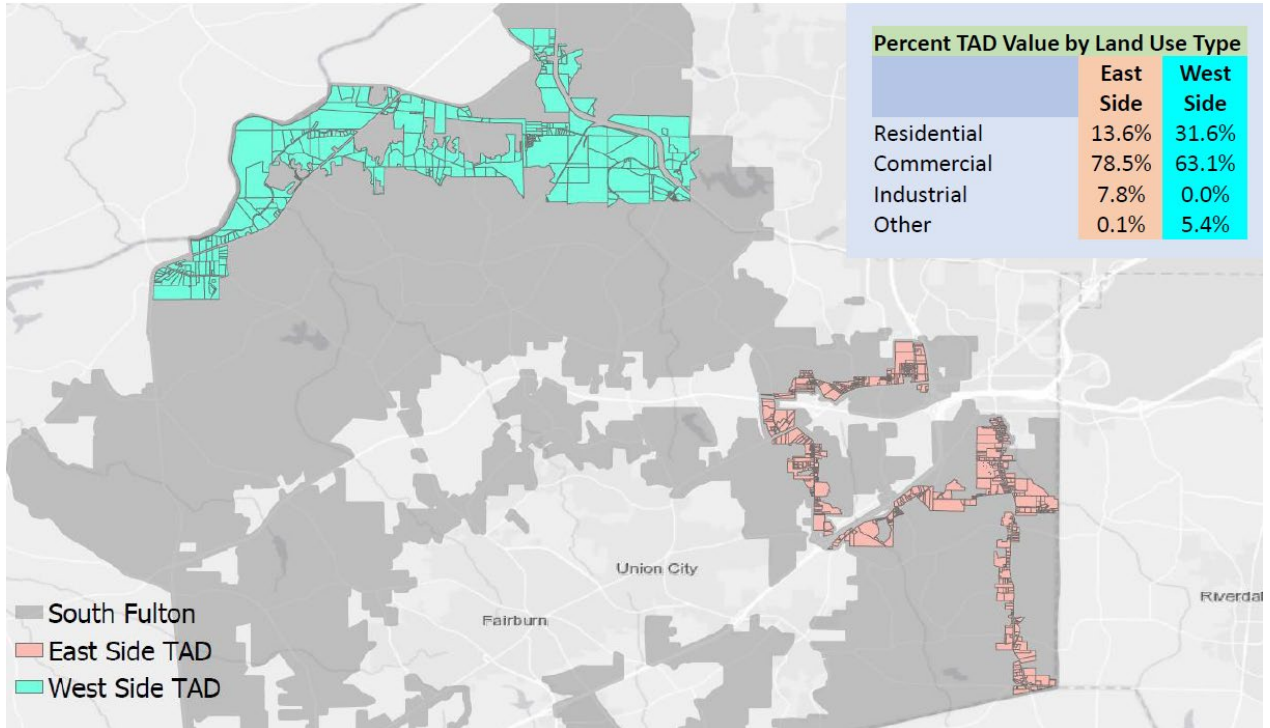
- Input, gathered by Bleakly Advisory Group from city staff and district leadership representatives.

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## TAX ALLOCATION DISTRICTS NUMBER 1 & 2 CITY OF SOUTH FULTON

### PROPOSED REDEVELOPMENT AREA AND TAX ALLOCATION DISTRICTS Proposed TAD boundaries shown in Green and Red Shaded Areas



### WHY THE REDEVELOPMENT AREA QUALIFIES AS A TAD

The redevelopment area meets the statutory definition of a Redevelopment Area under the specific provisions of the Redevelopment Powers Law. The redevelopment area meets the intent of the statute. These relevant sections are as follows:

- B (i) – The area includes locations with the “presence of structures or buildings that are 40 years old or older with no historic significance;”
- B (ii, iii) – The area includes locations with “high commercial or residential vacancies” and where there is a “predominance of structures or buildings of relatively low value.”
- C (i) – “Deteriorating or inadequate parking, roadways, bridges, pedestrian access, or public transportation or transit facilities incapable of handling the volume of traffic into or through the area, either at present or following redevelopment;”

More detailed justification under each of these provisions appears in the following report.

### PROPOSED REDEVELOPMENT PROJECTS

At this stage of redevelopment planning, official site or building construction cost estimates have been submitted to the City for any potential projects in either TADs. Absent having construction



## TAX ALLOCATION DISTRICTS NUMBER 1 & 2 CITY OF SOUTH FULTON

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cost estimates, Bleakly Advisory Group prepared representative taxable value estimates for hypothetical development programs, distributing potential land uses for office, commercial and residential development in the TAD areas. The hypothetical redevelopment projects outlined in this plan conform to the implementation strategies for future growth in the City's Comprehensive Plan (adapted from Fulton County) and recent visioning plans in the TAD areas.

Based on 2019 property values and construction costs, the potential development over the coming two decades in TAD #1 would represent \$1.07 billion in new market value and support up to \$49 million in net TAD bond proceeds that would be available for investment in TAD #1. Potential development in TAD #2 would represent \$1.34 billion in new market value and support up to \$61 million in net TAD bond proceeds that would be available for investment in TAD #2.

The primary method of financing development within the TADs will be through private equity and debt. TAD proceeds would supplement private financing and reduce overall development costs to make the projects financially feasible. TAD proceeds would be applied to address off-site development costs and reduce the cost of constructing access roads and internal infrastructure.

### POTENTIAL TAD REVENUES AND BONDING CAPACITY

Should the projected theoretical developments in the South Fulton TADs occur like the estimates noted above and detailed in the complete report, they would, collectively, represent an unprecedented level of investment in that district. The development could represent an investment of \$2.67 billion in the two TADs. It would mean potential growth in the City's tax digest of \$1.07 billion at the time of build-out. This level of investment in the three TADs would be sufficient to support over \$111 million in potential TAD funding for infrastructure and other improvements in the TAD area to support investment in the area.

### PROPOSED USES OF TAD PROCEEDS

Priorities for the use of TAD proceeds will evolve as project planning proceeds, more detailed site development budgets are prepared, and actual costs become better known. The intent is to employ TAD proceeds as available and necessary to make site development financially feasible and to attract the types of end-users that would positively impact the redevelopment area, the city, and the regional economy.

Uses of TAD proceeds may include (a) supporting on- and of-site development (including access roads, signage, site preparation, utility improvements, stormwater detention, and any environmental remediation to support redevelopment), (b) paying for desired public amenities that cannot otherwise be afforded based on prevailing market pricing of real estate; (c) reimbursing developers for the added cost of building demolition and remediation of greyfield sites, and (d) funding potential incentives to attract high-quality end-users.

### SCHOOL DISTRICT IMPACTS

The impacts to Fulton County Schools from participation in the South Fulton TADs are as follows:



## TAX ALLOCATION DISTRICTS NUMBER 1 & 2 CITY OF SOUTH FULTON

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- The South Fulton redevelopment area will affect the future appreciation of 0.4% of the county's tax digest. The current amount of ad valorem property taxes generated from within the TAD, roughly \$3.3 million, will continue to go to the school system. In contrast, only taxes associated with incremental real estate digest growth above the current base amount are pledged to the TAD.
- The redevelopment area will directly add up to 7,575 school-aged children over the next 25 years at an average rate of approximately 303 students per year.
- There are two Fulton County public schools located within the boundaries of the redevelopment area, which are Westlake High School in TAD #2: West Side, and Feldwood Elementary School, in TAD #1: East Side.
- Over the next 25 years, proposed redevelopment in the TADs should generate over \$101 million in additional revenues to Fulton County Schools, \$88 million more than if the TADs were not created due to growth in personal property and ESPLOST revenues.

Thus, we conclude that the potential gains to the Fulton County Schools from participating in the South Fulton TADs will be substantially positive due to the future growth in its tax digest and ESPLOST revenues while creating only a modest impact on the demand for school services.



## REDEVELOPMENT PLAN

### INTRODUCTION

This plan presents the rationale, boundaries, fiscal data, and proposed projects that could result from the formation of the City of South Fulton, Tax Allocation District #1: East Side, and Tax Allocation District #2: West Side. These two Tax Allocation Districts (TADs) are located within the same, larger redevelopment area and are complementary components of a comprehensive revitalization effort for the City of South Fulton. This redevelopment plan was prepared in conformance with the provisions of the Georgia Redevelopment Powers Law (O.C.G.A. Title 36 Chapter 44), which governs the creation of the Tax Allocation Districts in the state. This plan was prepared by Bleakly Advisory Group, Inc. (BAG), in cooperation with the City of South Fulton.

The purpose of the proposed TADs is to support redevelopment in locations within the planned redevelopment area. In addition to potentially providing funds for critical public infrastructure initiatives within the redevelopment area, the two TADs will enable landowners and real estate developers to overcome deficient infrastructure, demolition, off-site costs, and other impediments to redevelopment that have made improvements of these properties economically unfeasible to date.

The purpose of this redevelopment plan is to outline a strategy to leverage tax increments from the prospective redevelopment projects to both offset high site development costs and make needed public improvements to support new construction. Using the City’s redevelopment powers, this plan intends to achieve better-quality, higher-value development, resulting in a much shorter development timeline than feasible without the proposed TADs.

### Definition and Contents of a Redevelopment Plan

Sec. 36-44-3(9) of the Redevelopment Powers Law defines a redevelopment plan as “a written plan of development for a redevelopment area or a designated portion thereof which:”

- (A) Specifies the boundaries of the proposed redevelopment area;
- (B) Explains the grounds for a finding by the local legislative body that the redevelopment area on the whole has not been subject to growth and development through private enterprise and would not reasonably be anticipated to be developed without the approval of the redevelopment plan;
- (C) Explains proposed uses after redevelopment of real property;
- (D) Describes proposed redevelopment projects and explains the proposed method of financing;
- (E) Describes any contracts, agreements, or other instruments which are proposed to be entered into for the purpose of implementing the plan;
- (F) Describes the type of relocation payments proposed to be authorized, if any;
- (G) Includes a statement that the proposed redevelopment plan conforms to the local comprehensive plan, master plan, zoning ordinance, and building codes of the political subdivision;
- (H) Estimates redevelopment costs to be incurred or made during the course of implementing the redevelopment plan;
- (I) Recites the last known assessed valuation of the redevelopment area and estimates the assessed valuation after redevelopment;

*(Continued on next page)*



## TAX ALLOCATION DISTRICTS NUMBER 1 & 2 CITY OF SOUTH FULTON

The intent of proposing two TADs within a larger redevelopment area is to coordinate a comprehensive revitalization strategy that will enable the City to support complementary “catalyst projects,” which collectively would have a considerable positive economic impact.

At right, the text box outlines the required information to support the creation of Tax Allocation Districts in Georgia. This redevelopment plan follows the general outline. Section headings followed by a letter in parenthesis [e.g. (A)] refer to the relevant section in Georgia Code Chapter 36, Title 44, § 3(9) that defines the required contents of redevelopment plans.

### OVERVIEW OF TAX ALLOCATION DISTRICTS

Tax allocation districts (TADs) are Georgia’s version of tax increment financing. Tax increment financing (TIF) is a redevelopment funding mechanism that reinvests the future taxes from real estate development back into a project as an incentive to attract new private investment into an area. As described by the Council of Development Finance Agencies ([www.cdfa.net](http://www.cdfa.net)) TIF was created and first used in California in 1952. Hundreds of TIF districts have helped spur urban redevelopment in cities across the country. Today, 49 states and the District of Columbia use tax increment financing.

In 1985, the Georgia General Assembly authorized Georgia’s form of tax increment financing called tax allocation districts. The purpose of a Georgia tax allocation district is similar to tax increment financing in any other state. It uses the increased property taxes generated by new development in a designated redevelopment area to finance costs related to the development such as building construction, demolition, public infrastructure, land acquisition, relocation, utilities, debt service, and planning costs. Other costs it might cover include but are not limited to:

- Sewer expansion and repair
- Storm drainage
- Street construction and expansion
- Water supply
- Park improvements
- Bridge construction and repair
- Curbs, sidewalks, and streetscapes
- Grading and earthwork

*Sec. 36-44-3(9) continued:*

(J) States that if any property to be redeveloped is defined or eligible to be defined as a historic property, such historic property will not be substantially altered in any way that is inconsistent with technical standards for rehabilitation; or demolished unless feasibility for reuse has been fully evaluated;

(K) Specifies the proposed effective dates for the creation and termination of the TAD;

(L) Contains a map specifying the boundaries of the proposed TAD and showing existing uses and conditions of real property;

(M) Calculates the estimated tax allocation increment base of the proposed TAD;

(N) Specifies ad valorem property taxes to be used for computing tax allocation increments, supported by a required resolution;

(O) Specifies the amount of the proposed tax allocation bond issue or other financing and the term and assumed interest rate for such financing;

(P) Estimates positive tax allocation increments for the period covered by the term of the proposed tax allocation bonds or other financing;

(Q) Specifies the property proposed to be pledged for payment or security for payment of tax allocation bonds;

(R) Includes a school system impact analysis if the plan proposes to include in the tax allocation increment, ad valorem taxes levied by a board of education; and

(S) Includes such other information as may be required by resolution of the political subdivision whose area of operation includes the proposed redevelopment area.





**TAX ALLOCATION DISTRICTS NUMBER 1 & 2  
CITY OF SOUTH FULTON**

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- Traffic control
- Parking structures, etc.

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## TAX ALLOCATION DISTRICTS NUMBER 1 & 2 CITY OF SOUTH FULTON

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Cities and counties throughout Georgia have created TADs to stimulate major new construction and renovation or rehabilitation in underdeveloped or blighted areas. Over 100 Georgia cities and counties have either created or are considering establishing TADs in their communities. A TAD offers local governments the opportunity to promote worthwhile redevelopment projects that would otherwise not be financially viable, or are located in areas which would otherwise be unattractive to private investment.

Before the Great Recession in 2008- 2009, other Georgia tax allocation districts such as Atlantic Station (Midtown Atlanta) and Camp Creek Marketplace (East Point), demonstrated the economic benefits that TADs can generate. These benefits include:

- **A stronger economic base**— TAD incentives can attract private development that would not otherwise have occurred absent of the district designation.
- **The halo effect**—Several Georgia TADs have generated significant new investment in areas surrounding the TAD and within the tax allocation districts, further expanding positive economic impacts to the host taxing jurisdictions.
- **No impact on current tax revenues**—Redevelopment is effectively promoted without tapping into existing general governmental revenues or levying special assessments on property owners.
- **Expands the local tax base**—By stimulating economic activity, TADs expand the local tax digest, create additional demand for retail sales, and, as a result, local sales taxes.
- **Self-financing**—TADs are self-financing since they are funded by the increased tax revenues (increment) from new development within the district.
- **High leverage**—Typically, TAD funds represent between 5-15% of project costs, leveraging 7-20 times their value in private investment.

In summary, a tax allocation district is a financing mechanism that can be used to pay for public infrastructure or reduce private development costs, to make an underutilized area attractive to private investment and development, at no additional cost to local taxpayers. Establishing a TAD does not create a tax increase for either the community or property owners within the district. Nor does a TAD reduce tax revenues to the community below levels that existed when the district was certified. In many cases, TADs can increase general fund revenues from new business personal property taxes, added county sales taxes, hotel/motel taxes, business license fees, and other revenues that are not pledged for redevelopment purposes and would not otherwise occur.

### PURPOSE AND VISION FOR THE PROPOSED TAX ALLOCATION DISTRICTS

The South Fulton Redevelopment Area is designed to capture the potential for substantial investment and improvement in two vital areas in the City of South Fulton: the aging East Side



## TAX ALLOCATION DISTRICTS NUMBER 1 & 2 CITY OF SOUTH FULTON

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commercial corridors of the city along Old National Highway and Roosevelt Highway, and the underdeveloped West Side corridors along Fulton Industrial Boulevard and Camp Creek Parkway. The logic in this approach is to recognize the unique character and potential of these two areas that are proximate to the Hartsfield Jackson Atlanta International Airport (HJIA) and the Chattahoochee River, respectively. HJIA is a significant economic engine for the entirety of Metro Atlanta that can power development catering to visitors and residents alike, and the river is an as-yet under-utilized resource providing recreation and beauty that enriches any potential development around it.

The two TAD areas have their unique character and history and will likely follow a distinct path towards revitalization. By combining the two TADs into the South Fulton Redevelopment Area, the City recognizes the potential for synergy as the two areas redevelop in tandem, creating healthy activity nodes.

Specifically, the South Fulton Redevelopment Area and its two proposed TADs are intended to:

- Strengthen the City's emergent commercial corridors by strategically encouraging infill redevelopment, creating new residential, commercial, and mixed-use nodes, and expanding/upgrading existing nodes. The purpose of these efforts is to serve local consumers better and attract new retail spending, residents, and visitors resulting in increased tax revenues to South Fulton and its schools;
- Transition under-utilized properties in prime locations to higher-valued uses;
- Encourage job creation while improving physical conditions in under-performing sections of the City;
- In so doing, encourage reinvestment in established older commercial corridors that are no longer considered competitive; and
- Use the tool of tax increment financing to achieve higher-quality, higher-valued development within the redevelopment area.

The opportunity for the City of South Fulton is to selectively use the funding mechanism of TADs to leverage private reinvestment through targeted incentives that will help to make the redevelopment of key sites and catalyst projects financially feasible. In a redevelopment area that encompasses broad geography with many individual tax parcels, not every property is blighted, and not every parcel will be redeveloped over time. Over time, however, the redevelopment area as a whole can be positively impacted by the cumulative effects of multiple individual investments.

This plan is intended to help the City implement a long-term market-driven redevelopment strategy for areas that can represent the most potential for development or redevelopment. The intent of using the umbrella of a single redevelopment area with two separate TADs is to coordinate strategy and make the creation of these TADs easier and less time consuming for the City.

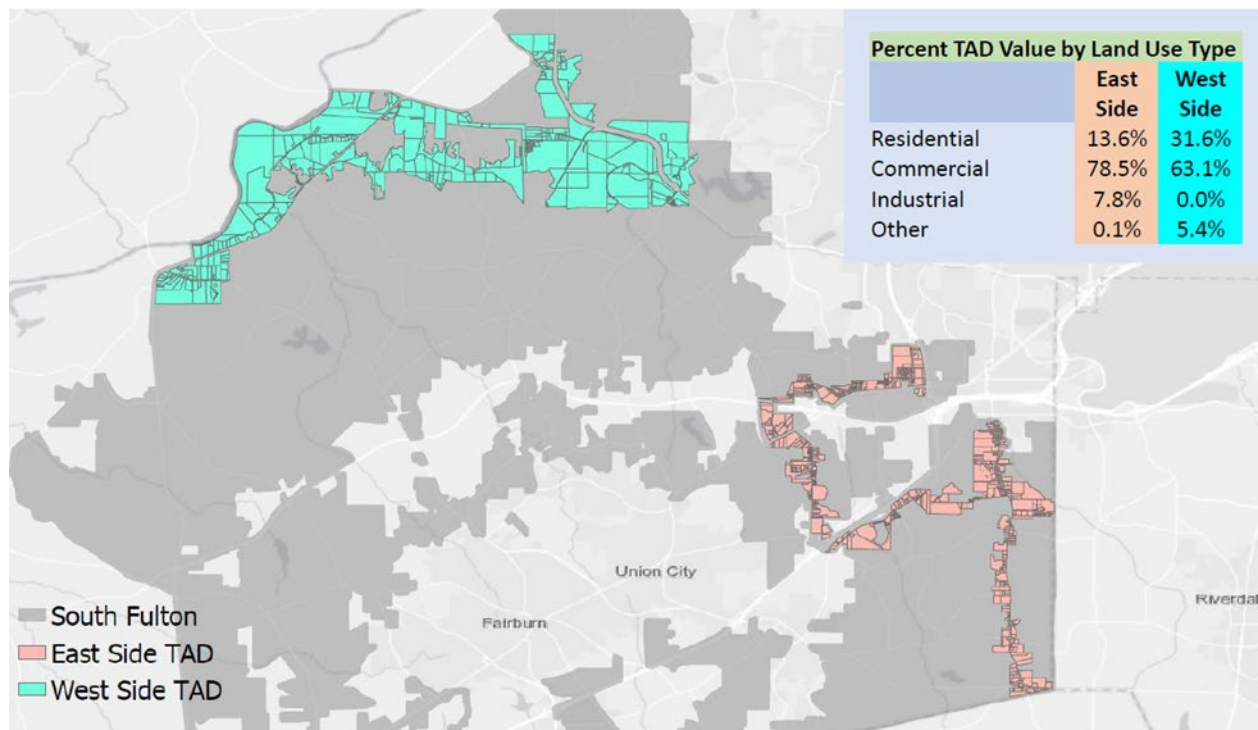


**TAX ALLOCATION DISTRICTS NUMBER 1 & 2  
CITY OF SOUTH FULTON**

**GEOGRAPHIC BOUNDARIES OF THE PROPOSED REDEVELOPMENT AREA (A)**

The boundaries for the Redevelopment Area are shown on the map on the next page and summarized below. In total, the proposed TADs contain 1,298 parcels totaling just under 5,845 acres, with a taxable real estate digest of \$157 million. This acreage estimate does not include streets, rights of way, and other lands for which no assessment records are available.

<b>South Fulton Redevelopment Area (2 TADs) Summary</b>	
Number of Parcels	<b>1,298</b>
Total Acres	<b>5,845</b>
2019 Market Value	
Fair Market Value	<b>\$392,082,545</b>
Taxable Digest	<b>\$156,833,018</b>
Total Fair Market Value/Acre	<b>\$67,080</b>
Total Taxable Value/Taxable Acre	<b>\$26,832</b>





## TAX ALLOCATION DISTRICTS NUMBER 1 & 2 CITY OF SOUTH FULTON

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### TWO TAX ALLOCATION DISTRICTS

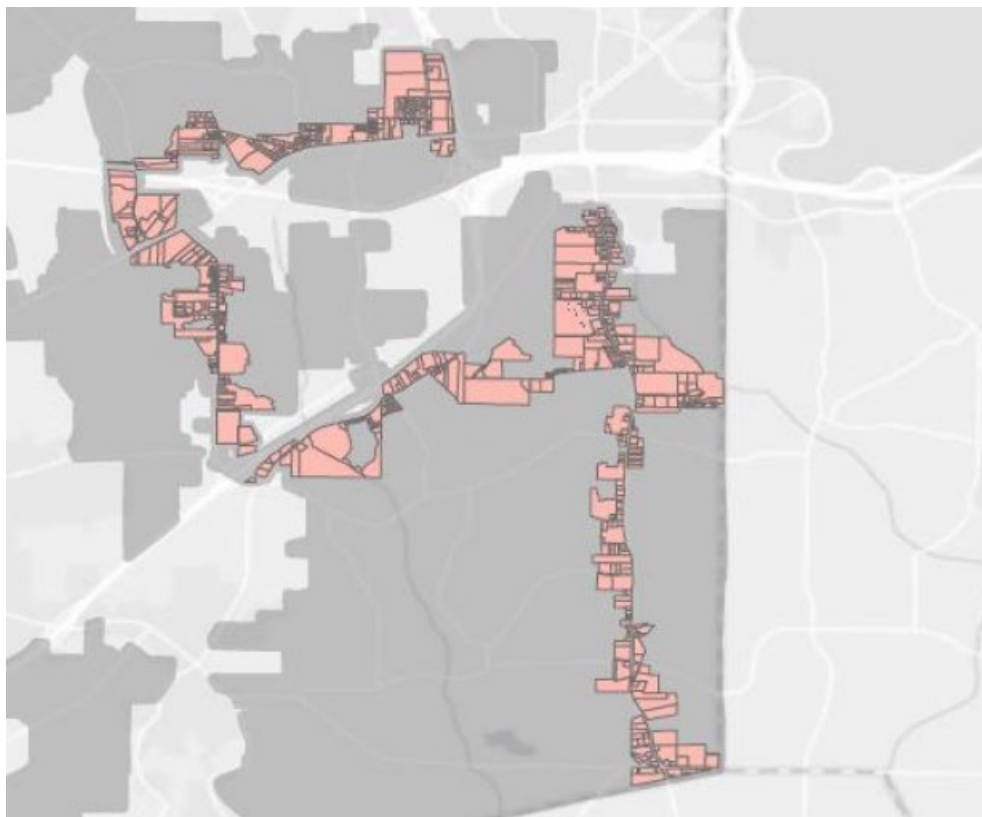
The South Fulton Redevelopment Area, as proposed, contains two tax allocation districts:

- TAD# 1: East Side
- TAD# 2: West Side

### TAD #1: EAST SIDE

The map below shows the proposed boundaries for TAD #1: East Side:

TAD #1: EAST SIDE



#### TAD #1: East Side TAD Summary

Number of Parcels	961
Total Acres	1,113
<b>2019 Market Value</b>	
Fair Market Value	\$232,957,055
Taxable Digest	\$93,182,822
Total Fair Market Value/Acre	\$209,306
Total Taxable Value/Taxable Acre	\$83,722



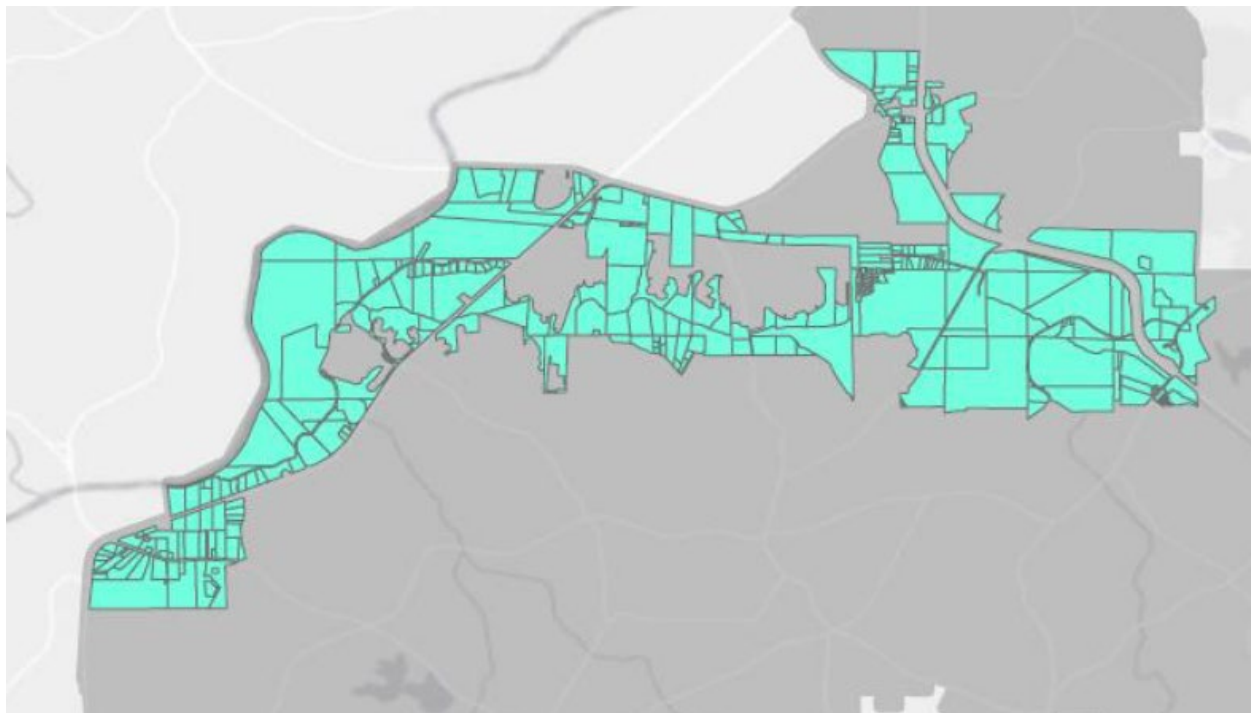
## TAX ALLOCATION DISTRICTS NUMBER 1 & 2 CITY OF SOUTH FULTON

This area would incorporate a total of 961 parcels. It would include an area of 1,113 acres. The properties in TAD #1 have a fair market value of \$233 million and a taxable value of \$93 million. This represents approximately 3.6% of the City’s tax digest, well under the 10% maximum limit for all TADs in the City, as required by Georgia’s Redevelopment Powers Law.

### TAD #2: WEST SIDE

The map below shows the proposed boundaries for TAD #2: West Side:

TAD #2: WEST SIDE



TAD #2: West Side TAD Summary	
Number of Parcels	337
Total Acres	4,732
<b>2019 Market Value</b>	
Fair Market Value	\$159,125,490
Taxable Digest	\$63,650,196
Total Fair Market Value/Acre	\$33,628
Total Taxable Value/Taxable Acre	\$13,451

This area would incorporate a total of 337 parcels. It would include an area of 4,732 acres. The properties in TAD #2 have a fair market value of \$159 million and a taxable value of \$64 million. This represents approximately 2.5% of the City’s tax digest, well under the 10% maximum limit for all TADs in the City, as required by Georgia’s Redevelopment Powers Law.



## GROUNDS FOR EXERCISE OF REDEVELOPMENT POWERS (B)

Tax Allocation Districts (TAD) are authorized in Georgia under the Redevelopment Powers Law, O.C.G.A. Title 36, Chapter 44. In 2009, the Redevelopment Powers Law was amended, with the following definition of a “redevelopment area.”

*‘Redevelopment area’ means an urbanized area as determined by current data from the US Bureau of the Census or an area presently served by sewer that qualifies as a ‘blighted or distressed area’, a ‘deteriorating area,’ or an ‘area with inadequate infrastructure’ as follows:*

**(A) A ‘blighted or distressed area’ is an area that is experiencing one of more conditions of blight as evidenced by:**

- (i) The presence of structures, buildings, or improvements that by reason of dilapidation; deterioration; age; obsolescence; inadequate provision for ventilation, light, air, sanitation, or open space; overcrowding; conditions which endanger life or property by fire or other causes; or any combination of such factors, are conducive to ill health, transmission of disease, infant mortality, high unemployment, juvenile delinquency, or crime and are detrimental to the public health, safety, morals, or welfare;*
- (ii) The presence of a predominant number of substandard, vacant, deteriorated, or deteriorating structures, the predominance of a defective or inadequate street layout, or transportation facilities; or faulty lot layout in relation to size, accessibility, or usefulness;*
- (iii) Evidence of pervasive poverty, defined as being greater than 10 percent of the population in the area as determined by current data from the U.S. Bureau of the Census, and an unemployment rate that is 10 percent higher than the state average;*
- (iv) Adverse effects of airport or transportation related noise or environmental contamination or degradation or other adverse environmental factors that the political subdivision has determined to be impairing the redevelopment of the area; or*
- (v) The existence of conditions through any combination of the foregoing that substantially impair the sound growth of the community and retard the provision of housing accommodations or employment opportunities;*

**(B) A ‘deteriorating area’ is an area that is experiencing physical or economic decline or stagnation as evidenced by two or more of the following:**

- (i) The presence of a substantial number of structures or buildings that are 40 years old or older and have no historic significance;*
- (ii) High commercial or residential vacancies compared to the political subdivision as a whole;*
- (iii) The predominance of structures or buildings of relatively low value compared to the value of structures or buildings in the surrounding vicinity or significantly slower growth in the property tax digest than is occurring in the political subdivision as a whole;*
- (iv) Declining or stagnant rents or sales prices compared to the political subdivision as a whole;*
- (v) In areas where housing exists at present or is determined by the political subdivision to be appropriate after redevelopment, there exists a shortage of safe, decent housing that is not substandard and that is affordable for persons of low and moderate income;*
- (vi) Deteriorating or inadequate utility, transportation, or transit infrastructure; and*

**(C) An ‘area with inadequate infrastructure’ means an area characterized by:**



## TAX ALLOCATION DISTRICTS NUMBER 1 & 2 CITY OF SOUTH FULTON

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- (i) *Deteriorating or inadequate parking, roadways, bridges, pedestrian access, or public transportation or transit facilities incapable of handling the volume of traffic into or through the area, either at present or following redevelopment; or*
- (ii) *Deteriorating or inadequate utility infrastructure either at present or following redevelopment.*

### WHY THE PROPOSED REDEVELOPMENT AREA QUALIFIES UNDER THE REDEVELOPMENT POWERS LAW

The City of South Fulton has the authority to exercise all redevelopment and other powers authorized or granted municipalities under the Redevelopment Powers Law (Chapter 44 of Title 36 of the O.C.G.A.), as approved by South Fulton voters by referendum in November 2019.

The redevelopment area meets the Redevelopment Area's statutory definition under three specific provisions of the Redevelopment Powers Law. These provisions are not equally applicable or prevalent throughout the entire area but meet the statute's intent. These relevant sections are as follows:

- B (i) – The area includes locations with the “presence of structures or buildings that are 40 years old or older with no historic significance;”
- B (ii, iii) – The area includes locations with “high commercial or residential vacancies” and where there is a “predominance of structures or buildings of relatively low value.”
- C (i) – “Deteriorating or inadequate parking, roadways, bridges, pedestrian access, or public transportation or transit facilities incapable of handling the volume of traffic into or through the area, either at present or following redevelopment;”

Justification for the designation of the redevelopment area is presented in the following section. This analysis intends to demonstrate that the proposed redevelopment area meets the above statutory definition based on housing and building conditions, including age, vacancy, and other characteristics, and other related factors, as well as a lack of necessary infrastructure.

#### **B (i, ii, iii) A “DETERIORATING AREA”**

To meet the definition of a “deteriorating area” that is “experiencing physical or economic decline or stagnation,” there must be evidence of two or more of the following conditions: (i) a substantial presence of older structures with no historic significance; (ii) comparatively high commercial or housing vacancy; (iii) the predominance of low-valued structures or buildings, or significantly slower growth in the property tax digest than the political subdivision as a whole; (iv) declining or stagnant rents or sales prices; (v) a shortage of safe, decent housing that is affordable to low and moderate-income persons; and (vi) deteriorating or inadequate utility, transportation, or transit infrastructure. Although the South Fulton Redevelopment Area exhibits most/all of these conditions to varying degrees, the following section focuses mainly on qualifying criteria i and iii.

- 48.3% of structures in the East Side TAD were built before 1980, while only 4.5 % of structures were built after 2010
- 88.1% of parcels in the East Side TAD are valued at less than \$175,000, and the median parcel value of \$22,400 is 66% lower than in South Fulton overall





## TAX ALLOCATION DISTRICTs NUMBER 1 & 2 CITY OF SOUTH FULTON

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*Source: Bleakly Advisory Group, based on data from the 2013 U.S. Census American Community Survey*

### C (i) AN “AREA WITH INADEQUATE INFRASTRUCTURE.”

The redevelopment area meets the statutory definition of a Redevelopment Area under the “inadequate infrastructure” provisions (Section C) of the Redevelopment Powers Law. The presence of inadequate infrastructure to support redevelopment is not equally applicable or prevalent throughout the entire plan area but meets the statute's intent.

The City of South Fulton and private landowners in the broader area have begun to develop master plans for strategic nodes within the plan area over the past few years. The most relevant document, the Economic Development Strategic Plan, has identified various areas as “Economic Opportunity Focus Areas.” The plan specifically advocated for Tax Allocation District(s) as an aid to development. The Town Center area, within the proposed West Side TAD, will, in particular, need to be developed as part of a Public-Private Partnership (P3). This is due to the large number of public uses that the Town Center area will serve once complete, which must be balanced with the need and potential for private development within the same area.

Additionally, the Strategic Plan recognizes that to accommodate new development and expanded public facilities such as parks, green space, pedestrian amenities, and stormwater management in the other Focus Areas, new infrastructure investments by the City will need to be completed.

### PROPOSED LAND USES AFTER REDEVELOPMENT (C)

The City of South Fulton Redevelopment Plan envisions various potential redevelopments within the two TADs areas that reflect community objectives as the type of development they would like to see in the respective areas over the next decade and beyond. The objectives and desirable development character were identified in:

- The 2035 Fulton County Comprehensive Plan,
- Recommendations for the areas within each of the two TADs in the Proposal for Economic Development Strategic Plan prepared for the city by BAE Urban Economics, and
- Input, gathered by Bleakly Advisory Group from city staff and district leadership representatives.

The 2035 Fulton County Comprehensive Plan outlines character, the future land uses, vision, and implementation strategies to be pursued throughout the area that is now the City of South Fulton. The Land Use section of the plan details various types of character areas created based on community input, which recommends typical use and density.

The City of South Fulton is currently as of October 2020, developing an updated Comprehensive Plan. For this document, the existing 2035 plan will be used. Any reference to Unincorporated



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Fulton County in that plan should be treated as referring to the City of South Fulton, which was created after adopting the 2035 plan.

The Local Live Work and Community Live Work character area types are most typical of the footprint of the proposed TADs. Below are excerpts from the Comprehensive Plan that summarize the future's existing conditions and vision in the relevant planning areas. These excerpts show not only the current conditions within the redevelopment area but also the community's preferred conditions in the TADs after redevelopment:

### LOCAL LIVE WORK

*"The intent of the Local Live Work Character Area is to provide a balanced mix of commercial, office, and residential uses at intersections and along corridors within Unincorporated Fulton County. The designated areas are roughly 1/4 mile in distance from designated intersections or the centerline of designated corridors. A mix of uses is allowed within this Character Area.*

*Within the Local Live Work Character Areas, vertical and horizontal mixes of uses are appropriate, including medium density residential housing, small-scale commercial services such as banks, drug stores, and small multi-tenant shopping centers. Structures within the local designation can also be repurposed as office, commercial spaces, or single and multi-family housing.*

*The Local Live Work Character Area designation is based on the size and scale of Unincorporated South Fulton's historic communities, including the historic community of Campbellton."*

### COMMUNITY LIVE WORK

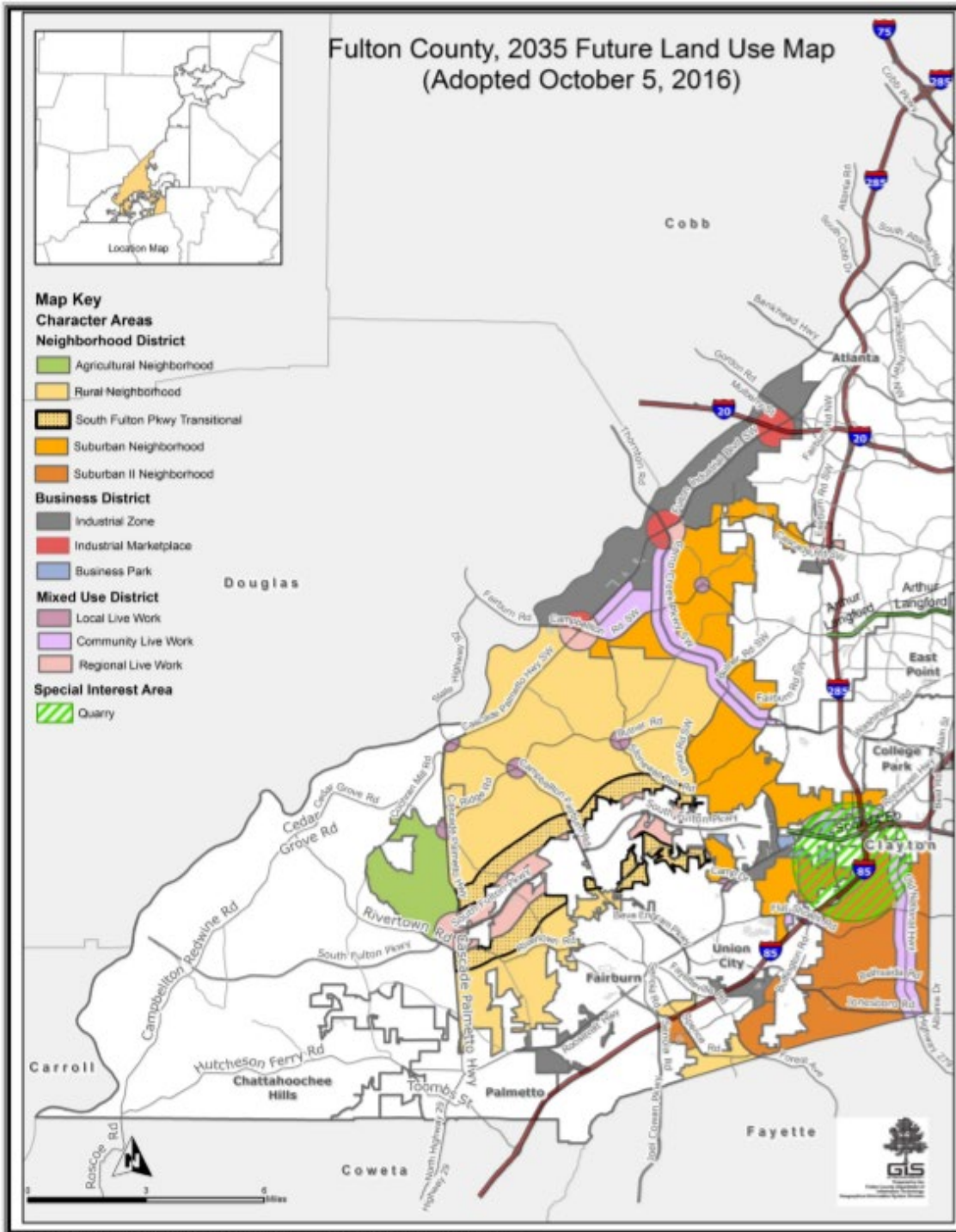
*"The intent of the Community Live Work Character Area is to provide a balanced mix of commercial, office, and residential uses at intersections and along corridors within Unincorporated Fulton County at a higher density than the Local Live Work area. Based on a 1/2 mile distance for intersections and a 1/4 mile distance for corridors, these areas are designated at intersections or along corridors and provide for a balanced mix of uses to create a live-work environment.*

*Within the Community Live Work Character Areas, vertical and horizontal mixing of uses is appropriate, which includes medium and high-density residential housing such as duplexes and townhomes. Commercial services such as banks, drug stores, offices, and multi-tenant shopping centers are also appropriate types of development. Structures within the Community Live Work designation can also be repurposed as office, commercial spaces, or single and multi-family housing."*



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## THE FULTON COUNTY 2035 COMPREHENSIVE PLAN CHARACTER AREAS



Source: Fulton County Department of Information Technology, 2016



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As noted in the above excerpts, both TADs are proposed for additional future mixed-use, commercial office, and multi-family residential development. The Suburban Neighborhood character area type also applies to portions of the proposed TAD areas.

### PROPOSED REDEVELOPMENT PROJECTS AND METHOD OF FINANCING (D)

At this stage of redevelopment planning, no official site or building construction cost estimates have been submitted to the City for any potential large scale developments in the two TADs. Absent of having construction cost estimates, Bleakly Advisory Group prepared representative taxable value estimates for the proposed development programs where available, showing the distribution of office, commercial and residential development by land use. Assessed values are based on estimated construction costs.

It is anticipated that the hypothetical projects used in the modeling would require up to two decades to reach build-out and the density and distribution of land uses are subject to change as market conditions evolve

The hypothetical potential catalyst redevelopment projects in the South Fulton Redevelopment Area summarized below, illustrate the scope of feasible potential redevelopment in the TAD areas. These development estimates should be seen as illustrative to model achievable redevelopment potential within the redevelopment area boundaries.

#### TAD #1: EAST SIDE

Based on the recommendations from the Economic Development Strategic Plan, the following redevelopment focus areas were analyzed in TAD #1 along with the remainder of the proposed TAD area:

- Red Oak
- Old National and Jonesboro
- Old National Park
- Old National Commons

These four redevelopment areas plus the remaining footprint (which is not forecast to redevelop as intensely) could result in the following development in TAD #1 over the next two decades:

- 4,222 Residential units
- 1,833,135 SF of combined commercial space
- 1,393 hotel rooms



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Based on 2019 property values and construction costs, this level of development over the coming decade in TAD #1 would represent \$1.07 billion in new market value and support up to \$49.4 million in net TAD bond proceeds that would be available for investment in TAD #1.

### TAD #2: WEST SIDE

Based on the recommendations from the Economic Development Strategic Plan, the following redevelopment focus areas were analyzed in TAD #2 along with the remainder of the proposed TAD area:

- Town Center
- River Front
- Sandtown Crossing
- Campbellton

These four redevelopment areas plus the remaining footprint (which is not forecast to redevelop as intensely) could result in the following development in TAD #2 over the next two decades:

- 5,174 Residential units
- 1,184,029 SF of retail space
- 391 hotel rooms

Based on 2019 property values and construction costs, this level of development over the coming decade in TAD #2 would represent \$1.34 billion in new market value and support up to \$61.9 million in net TAD bond proceeds that would be available for investment in TAD #2.

It is anticipated that the method of development financing of the projects within the two TADs will be through private equity and debt. TAD proceeds would be used to supplement private financing and reduce overall development costs to make projects financially feasible. TAD proceeds would be applied to address off-site development costs and reduce the cost of constructing access roads and internal infrastructure. Forecasts of potential TAD proceeds and their potential for public bonding purposes are detailed above.

## CONTRACTUAL RELATIONSHIPS (E)

Pursuant O.C.G.A. §34-44-3(a), the South Fulton City Council will act as the redevelopment agent and will exercise redevelopment powers as needed to implement this plan. In doing so, the council, either directly or through its designee, may conduct or delegate the following activities and enter into the following contracts:

1. Coordinate implementation activities with other major participants in the redevelopment plan and their respective development and planning entities involved in implementing this redevelopment plan.



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2. Enter into development agreements with private developers to construct infrastructure and vertical developments to implement the redevelopment plan.
3. Negotiate and enter into commercial financing agreements and intergovernmental agreements as needed.
4. Coordinate public improvement planning, design, and construction among City and State agencies and departments.
5. Prepare (either directly or through a subcontract to other appropriate entities) economic and financial analyses, project-specific feasibility studies, and assessments of tax base increments supporting the issuance of tax allocation bonds or other forms of financing by the City.
6. The City will enter into contractual relationships with qualified vendors to provide professional and other services required in qualifying and issuing the bonds or other forms of financing, including, but not limited to, legal, underwriting, financial analysis, and other related services.
7. The City will perform other duties as necessary to implement the redevelopment plan.

### **RELOCATION PLANS (F)**

As is currently foreseen, no relocation of tenants, or residents from private homes, is anticipated within either Redevelopment Area TADs. In the future, should the relocation of existing homes or businesses be required, such relocation expenses may be provided for under all applicable federal, state, and local guidelines if public funds are used for property acquisition. If such funding sources require relocation, benefits would be offered to tenants and users for relocation.

### **CONFORMANCE WITH LOCAL COMPREHENSIVE PLANS, ZONING & LAND USE CODES (G)**

Currently, 69% of the parcels in the South Fulton Redevelopment Area are zoned residential, with the number of homes being roughly proportional between TADs. Commercially zoned properties comprise 17.4% of the total number of parcels in the redevelopment area, while exempt properties account for 9.6%. The only industrial land in the redevelopment area is located in TAD #2: East Side, and comprises 1% of the total.



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South Fulton Development Area TADs Zoning Designations

Zoning Designation	East Side	Percent	West Side	Percent	Total	Percent
A5	1	0.1%	13	3.9%	14	1.1%
C3	146	15.2%	12	3.6%	158	12.2%
C4	39	4.1%	5	1.5%	44	3.4%
C5	12	1.3%	11	3.3%	23	1.8%
E1	24	2.5%	48	14.3%	72	5.6%
E2	37	3.9%	7	2.1%	44	3.4%
E3	3	0.3%	0	0.0%	3	0.2%
E4	2	0.2%	1	0.3%	3	0.2%
E6	1	0.1%	0	0.0%	1	0.1%
E9	1	0.1%	0	0.0%	1	0.1%
I3	5	0.5%	0	0.0%	5	0.4%
I4	6	0.6%	0	0.0%	6	0.5%
I5	2	0.2%	0	0.0%	2	0.2%
R3	590	61.5%	83	24.7%	673	51.9%
R4	75	7.8%	80	23.8%	155	12.0%
R5	11	1.1%	56	16.7%	67	5.2%
U3	5	0.5%	7	2.1%	12	0.9%
U4	0	0.0%	2	0.6%	2	0.2%
V5	0	0.0%	11	3.3%	11	0.8%

The appropriate zoning, development regulations, and design standards are currently being prepared to support the implementation of future projects within the two proposed TADs.

Both TADs are proposed in the forthcoming City Comprehensive Plan for future mixed-use commercial and multi-family residential. The following map shows future land use for the areas of the city that include each proposed TAD. The future land use will appear in the Comprehensive Plan. The future vision for TAD #1: East Side includes high-density mixed-use redevelopment, new mixed-use, and general commercial. The future vision for TAD #2: West Side has mostly medium density new mixed-use development along with a sizable institutional component in the Town Center area.

The potential development envisioned in the modeling above conforms to the planned future land uses in each of the South Fulton TADs outlined in the City of South Fulton Draft Comprehensive Plan. The Comprehensive Plan will also provide implementation strategies for future development in the TAD areas. The hypothetical redevelopment projects outlined in this plan also conform to these strategies.



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**ESTIMATED REDEVELOPMENT COSTS/METHOD OF FINANCING (H)**

Should the projected theoretical developments in South Fulton’s two TADs occur like the estimates above over the coming two decades, it would represent an unprecedented level of investment in those areas.

As shown in the table below, this type of development could represent an investment of \$2.7 billion in the two TADs, which would far exceed the level of investment in the same geography over the past several decades. It would represent potential growth in the City’s tax digest of \$1.1 billion at the time of build-out. This level of investment in the two TADs would be sufficient to support over \$111 million in potential TAD funding for infrastructure and other supportive improvements in the TAD area.

**SOUTH FULTON TADs ESTIMATED REDEVELOPMENT COST AND POTENTIAL IMPACT**

<b>TAD</b>	<b>Potential Redevelopment Value</b>	<b>Potential Taxable Digest from Redevelopment</b>	<b>Potential Public Infrastructure Financed</b>
TAD #1: East Side	\$1,235,858,635	\$494,343,454	\$49,401,622
TAD #2: West Side	\$1,431,269,600	\$572,507,840	\$61,851,102
<b>Total</b>	<b>\$2,667,128,235</b>	<b>\$1,066,851,294</b>	<b>\$111,252,723</b>

The estimates and modeling to arrive at these totals for the TAD areas are detailed above in the section titled: Proposed Redevelopment Projects and Method of Financing (D). As noted, based on 2019 property values and construction costs, the hypothetical level of development over the coming decade in TAD #1: East Side would represent \$1.2 billion in new market value and support up to \$49 million in net TAD bond proceeds that would be available for investment in that TAD. TAD #2: West Side would represent \$1.4 billion in new market value and support up to \$62 million in net TAD bond proceeds that would be available for investment.

**PROPOSED REDEVELOPMENT COSTS (USES OF TAD PROCEEDS)**

Existing public infrastructure and prevailing market pricing for residential and commercial property in South Fulton are often inadequate to support the City’s vision of creating high-quality commercial, residential, and mixed-use development nodes in its vital commercial corridors. In essence, the prices that end-users of real estate in the two TAD areas are willing to pay to make it very difficult to finance the cost of new construction and redevelopment. The use of TAD proceeds would be applied to eligible activities to lower development costs to an amount that can be supported by market rents and sale prices.





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Once the redevelopment is underway, having working TADs in place could be applied to such items as lowering the construction cost of internal site development and infrastructure, paying for off-site traffic improvements or adding public amenities, demolishing existing buildings, removing existing asphalt parking, etc. Potential long-term costs are likely to exceed the estimated financing proceeds that could be financed through TAD increments alone. TAD funds would therefore need to be used strategically to leverage other funding sources where possible and to incentivize private investments that create a new taxable digest.

Priorities for the use of TAD proceeds will evolve as project planning proceeds, more detailed site development budgets are prepared, and actual costs become better known. The intent is to employ TAD proceeds as available and necessary to make site development financially feasible and attract end-users that would positively impact the redevelopment area, the city, and the regional economy. Uses of TAD proceeds may include (a) supporting on- and off-site development (including access roads, signage, site preparation, utility improvements, stormwater detention, and any environmental remediation to support redevelopment), (b) paying for desired public amenities that cannot otherwise be afforded based on prevailing market pricing of real estate; (c) reimbursing developers for the added cost of building demolition and remediation of greyfield sites, and (d) funding potential incentives to attract high-quality end-users.

Illustrative funding allocation for the potential TAD funds appear below:

<b>TAD Bond Proceed Uses</b>			
	<b>Percent of Anticipated Development by Value</b>	<b>Value of Development Supported by Bonds at 10%</b>	<b>Value of Development Supported by Bonds at 10% Without Schools</b>
<b>TAD #1: East Side</b>			
25 Year Bond Amount		\$49,401,622	\$24,004,464
Residential	25%	\$12,350,405	\$6,001,116
Commercial	50%	\$24,700,811	\$12,002,232
Retail	25%	\$12,350,405	\$6,001,116
<b>TAD #2: West Side</b>			
25 Year Bond Amount		\$61,851,102	\$30,053,720
Residential	50%	\$30,925,551	\$15,026,860
Commercial	25%	\$15,462,775	\$7,513,430
Retail	25%	\$15,462,775	\$7,513,430

Estimated TAD Bond proceeds could be used in numerous combinations as specific needs arise. The table above contains a representative distribution of fund uses among various priorities. In reality, TAD proceeds will be allocated to specific purposes as development opportunities arise and specific agreements are negotiated between developers and the City, and with prospective end users.



## TAX ALLOCATION DISTRICTS NUMBER 1 & 2 CITY OF SOUTH FULTON

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### CONCLUSION

The calculations made above provide a reasonably illustrative forecast of possible future redevelopment within the two proposed TADs. The resulting gains in the area’s real estate tax digest and corresponding tax allocation increments, supportable TAD financing proceeds potential uses for those proceeds to reduce redevelopment costs. As noted, numerous combinations of equally reasonable inputs and assumptions could be applied to produce marginally different results. This report sets an achievable expectation for the TADs future financial performance intended to help the City make decisions moving forward.

### ASSESSED VALUATION FOR TAD (I)

The Redevelopment Powers Law specifies that this plan “recites the last known assessed valuation of the redevelopment area and estimate the assessed valuation after redevelopment.” The tax base is expected to increase in the future through the private investment stimulated by the implementation of the redevelopment plan and the reinvestment of TAD increments back into the project(s).

TAD #1: East Side, as defined in this Redevelopment Plan, includes 961 tax parcels and 1,113 acres within those parcels. The proposed TAD #1 has an estimated 2019 fair market (appraised) value of \$233 million and a \$93 million taxable value.

TAD #2: West Side, includes 337 tax parcels and 4,732 acres within those parcels. The proposed TAD #2 has an estimated 2019 fair market (appraised) value of \$159 million and a taxable digest total of \$64 million.

In total, the proposed TADs contain 1,298 parcels totaling roughly 5,845 acres, with a taxable value of \$157 million.

Proposed TAD	Appraised Value	Percent
East Side TAD	\$ 232,957,055	3.62%
West Side TAD	\$ 159,125,490	2.47%
<b>TAD Total</b>	<b>\$ 392,082,545</b>	<b>6.09%</b>
South Fulton	\$ 6,437,089,565	

The taxable digest within the two proposed TADs represents only 6.1% of the Consolidated Government’s digest of \$6.4 billion. The maximum percentage of a taxing jurisdiction’s total digest that can be placed in TADs is capped at 10% by the Georgia Redevelopment Powers Law. Thus, approval of the two TADs will leave the City with the flexibility to create other TADs or address other redevelopment priorities.

According to the Redevelopment Powers Law, upon adoption of the Redevelopment Plan and the creation of the tax allocation district, the City will request that the Commissioner of Revenue of the



## TAX ALLOCATION DISTRICTS NUMBER 1 & 2 CITY OF SOUTH FULTON

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State of Georgia certify the tax base for December 31, 2020, the base year for the proposed tax allocation districts.

### HISTORIC PROPERTY WITHIN BOUNDARIES OF TAD (J)

The South Fulton Redevelopment area contains few historic properties. Near the intersection of Roosevelt Highway and Welcome All Road, only the Red Oak area has any known historical significance. The Georgia Historical Commission has placed a historical marker at the former Red Oak Post Office site.

No plans associated with this redevelopment plan currently exist that would alter any historic properties within either of the two TADs. Any future development that occurs within the TADs will not substantially alter a historic property in any way inconsistent with technical standards for rehabilitation. Nor would it demolish a historic property unless reuse feasibility has been evaluated based on technical standards for reviewing historic preservation projects. Technical standards for rehabilitation and review shall be used by the state historic preservation officer and local historical standards.

### CREATION & TERMINATION DATES FOR TAD (K)

The redevelopment area's Tax Allocation Districts #1 and #2 will be created effective December 31, 2020. The Redevelopment Powers Law provides that the TAD will exist until all redevelopment costs, including debt service, are paid in full. For analysis purposes, this report has based calculations on a 25-year term and assumes that the TAD will remain in existence for 25 years. Future elected officials could either dissolve or extend the TAD's existence based on future circumstances within the Districts.

### TAD BOUNDARIES EXISTING USES OF REAL PROPERTY (L)

As noted earlier, 69% of the parcels in the South Fulton Redevelopment Area are zoned residential, with most single-family homes located in TAD #2: West Side, while most of the multifamily housing is located in TAD #1: East Side. Commercially zoned properties comprise 17% of the total number of parcels in the redevelopment area, while exempt properties account for 10%. Industrial land comprises less than 1% of the total.

The TAD boundaries include the respective tax parcels and associated public rights in the South Fulton Redevelopment Area. (A complete list of TAD parcels appears in Appendix A.) For any section of roadway that abuts a TAD parcel, and used as a boundary in the TAD map, the entire section of ROW is intended to be included inside the TAD boundary to maintain flexibility to use TAD proceeds for public improvements to those rights of way, if desired by the redevelopment agency.

Implementation of this redevelopment plan is consistent with the City's existing zoning, future Land Use Map, and previously identified strategies for the area as articulated in the Comprehensive Plan. The redevelopment will create needed jobs and resulting housing and retail demand that will help



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to achieve the transition of existing underdeveloped property to higher uses, as envisioned in the Comprehensive Plan.

**TAX ALLOCATION INCREMENT BASE (M)**

On or before December 31, 2020, the City of South Fulton, acting as the redevelopment agent, will apply to the State Revenue Commissioner to determine the tax allocation increment base of the proposed tax allocation districts.

**PROPERTY TAXES COLLECTED WITHIN TAD #1 TO SERVE AS BASE**

<b>TAD #1: East Side</b>		
Number of Parcels		961
2019 FMV		\$232,957,055
Taxable Value		\$93,182,822
<b>South Fulton</b>	<b>7.149</b>	<b>\$666,164</b>
<b>Fulton County O&amp;M</b>	<b>10.38</b>	<b>\$967,238</b>
<b>Fulton County Schools</b>	<b>18.546</b>	<b>\$1,728,169</b>

The tax allocation increment base for the proposed TAD #1: East Side will be \$666,164 annually for the City of South Fulton, \$967,238 for Fulton County, and \$1,728,169 for Fulton County Schools. An increase in tax collections above these amounts in future years will become part of the on-going TAD #1 fund collections.

**PROPERTY TAXES COLLECTED WITHIN TAD #2 TO SERVE AS BASE**

<b>TAD #2: West Side</b>		
Number of Parcels		337
2019 FMV		\$159,125,490
Taxable Value		\$63,650,196
<b>South Fulton</b>	<b>7.149</b>	<b>\$455,035</b>
<b>Fulton County O&amp;M</b>	<b>10.38</b>	<b>\$660,689</b>
<b>Fulton County Schools</b>	<b>18.546</b>	<b>\$1,180,457</b>

The tax allocation increment base for the proposed TAD #1: Side will be \$455,035 annually for the City of South Fulton, \$660,689 for Fulton County, and \$1,180,457 for Fulton County Schools. An increase in tax collections above these amounts in future years will become part of the on-going TAD #2 fund collections.



## TAX ALLOCATION DISTRICTS NUMBER 1 & 2 CITY OF SOUTH FULTON

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The total tax allocation increment base for the two TADs in the proposed South Fulton Redevelopment Area will be \$1,121,199 annually for the City of South Fulton, \$1,627,927 for Fulton County, and \$2,908,625 for Fulton County Schools.

### AD VALOREM PROPERTY TAXES FOR COMPUTING TAX ALLOCATION INCREMENTS (N)

As provided in the Redevelopment Powers Law, the taxes that will be included in the tax increment base for the tax allocation district are based on the following authorized millage rates:

South Fulton Redevelopment Area Tax Increment Base	
City of South Fulton (M&O) Millage:	7.149
Fulton County Schools (M&O) Millage:	18.546
Fulton County (M&O) Millage:	10.38
<b>TOTAL Millage Rate</b>	<b>36.075</b>

\*Levies for bonded indebtedness and Special Service Districts (SSD) are not included in the calculation of the millage rates for TAD purposes.

Source: Georgia Department of Revenue

### TAX ALLOCATION BOND ISSUES (O, P, Q)

Upon adopting this Redevelopment Plan, the City of South Fulton proposes issuing tax allocation bonds or other financing instruments in one or more issues. Estimated supportable levels of future financing could range from \$54 million to \$111 million depending upon whether the School District consents to participate, terms available at the time of issuance, and the types of financing methods used.

#### TERM OF THE BOND ISSUE OR ISSUES

The City of South Fulton proposes to issue tax allocation bonds or alternative forms of financing for a term no longer than 25 years.

#### RATE OF BOND ISSUE

The City of South Fulton intends to either:

- (a) seek fixed-rate tax-exempt bonds;
- (b) obtain comparable forms of commercial financing available, or
- (c) enter into a development agreement to remit certain tax allocation increments to the master developer, to enable the developer to secure commercial financing or improve a pay-as-you-go basis.

Should financing be sought in the future, the actual rate, terms, and issuance costs would be determined at the time of issuance based upon general market conditions, anticipated development within the TAD, assessed taxable property values, and federal tax law considerations.



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**PROPERTY PROPOSED TO BE PLEDGED FOR PAYMENT OF TAX ALLOCATION INCREMENTS FINANCING**

Bonds or pay-as-you-go agreements will be secured by the positive tax allocation increment from eligible ad valorem taxes levied for these purposes. The actual amount of collected tax increments will depend upon the pace at which the Redevelopment Plan is implemented and the impact of the redevelopment activities and other economic factors on the tax base in the TAD as a whole.

**SCHOOL SYSTEM IMPACT ANALYSIS (R)**

Georgia’s Redevelopment Powers Law, which governs the operation of tax allocation districts in the State, was amended during the 2009 legislative session to include a new provision under section 36-44-3(9)(R) for preparation of a “School System Impact Analysis.” This section presents the school impacts of the City of South Fulton, Tax Allocation District #1: East Side, and Tax Allocation District #2: West Side to address the requirements of this portion of the Redevelopment Powers Law.

**CURRENT VALUE OF THE SOUTH FULTON TADS VERSES THE FULTON COUNTY SCHOOLS TAX DIGEST**

The current tax digest for the TAD #1: East Side is estimated to be \$93,182,822. The tax digest for TAD #2: West Side is \$63,650,196. The combined taxable digest for both TADs is \$156,833,0148. According to the Georgia Department of Revenue, the most recent published value for the Fulton County School District’s net taxable digest (M&O) is nearly \$35.6 billion.<sup>1</sup> Thus, the proposed TAD #1 represents roughly 0.26% of the School District’s total tax digest, and TAD #2 represents 0.18% of the School’s digest. Combined, both TADs account for 0.44% of the school district’s digest.

The amount of ad valorem school taxes collected from the properties designated in the redevelopment area, as determined by the tax assessor on December 31, 2020, will continue to flow to the Fulton County School District throughout the operation of the TAD. The TAD Special Fund will receive any additional property taxes collected above the 2020 base amount for use to attract redevelopment to this portion of South Fulton.

<b>TAX DIGEST IN SOUTH FULTON TADS AS PERCENT OF FULTON SCHOOL TAX DIGEST*</b>			
	<b>TAD #1: East Side</b>	<b>TAD #2: West Side</b>	<b>Total</b>
TAD Current Tax Digest	\$93,182,822	\$63,650,196	\$156,833,018
Fulton County Schools Digest	\$35,635,858,631	\$35,635,858,631	\$35,635,858,631
TADs as percent of County	0.261%	0.179%	0.440%

\* This Table reports published 2019 Digest values for comparison purposes

Source: Georgia Department of Revenue, Fulton County Tax Assessor

<sup>1</sup> Published total tax digest information used for this report is for 2019 as reported by the Georgia Department of Revenue. 2019 digest values may be different from what is reported herein. The taxable digest reported in the table is for general fund (M&O) expenditures.



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**ESTIMATED NUMBER OF PUBLIC SCHOOL STUDENTS FROM THE SOUTH FULTON TADS**

Presented below is a summary of the hypothetical levels of development that can be anticipated in the two TADs. This information was developed from the available plans and Bleakly’s forecasts for the TAD areas about potential projects that could occur over the coming 25 years in the TAD areas.

<b>SOUTH FULTON TADS HYPOTHETICAL DEVELOPMENT POTENTIAL</b>			
<b>Land Use Type</b>	<b>TAD #1: East Side</b>	<b>TAD #2: West Side</b>	<b>Combined TADs</b>
Single Family	822	2,128	2,950
Townhome	180	824	1,004
Multifamily	3,219	2,222	5,441
<b>Total</b>	<b>4,221</b>	<b>5,174</b>	<b>9,395</b>

As shown in the table, there will be significant development in the South Fulton TADs over the next 25 years. Much of this development will be commercial (retail, office, and hotels), which will have no direct impact on the demand for school services in the TADs, though it is projected that up to 9,395 new residential units could be constructed over the next 25 years. This would represent an average of approximately 375 units per year.

Among new residential households, there will be some school-aged residents. The table below is an estimate of the residents and school-aged children that could be generated from the hypothetical development over 25 years of the South Fulton TAD operation.

<b>SOUTH FULTON TADS POPULATION AND SCHOOL AGED CHILDREN FROM HYPOTHETICAL DEVELOPMENT</b>					
<b>Unit Type</b>	<b>Units at Build-Out</b>	<b>Population Multiplier</b>	<b>Estimated Population</b>	<b>School-Age Children Multiplier</b>	<b>School-Aged Children at Build-Out</b>
Single Family	2,950	3.05	8,998	0.35	3,149
Townhome	1,004	2.11	2,118	0.11	233
Multifamily	5,441	2.96	16,105	0.33	5,315
<b>Total</b>	<b>9,395</b>		<b>27,221</b>		<b>8,697</b>
<b>Public School Students (87.1 % of total)</b>					<b>7,575</b>

As indicated in the table, there are projected to be 27,221 residents in the 9,395 new housing units that would be constructed. Of those, approximately 8,697 of these residents would be school-aged children, and of which 7,575 would be expected to attend public schools. Thus, over the next 25 years, there would be an average of 303 new school-aged children added annually in the two TADs. In addition to the school-aged children from the residential development located within the TADs, there may be some additional school impacts due to new employment generation from commercial



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development in the TADs occurring in the larger South Fulton area. Those impacts have not been estimated in this analysis.

**LOCATION OF SCHOOL FACILITIES WITHIN THE SOUTH FULTON REDEVELOPMENT AREA**

There are two Fulton County public schools located within the boundaries of the redevelopment area, which are Westlake High School in TAD #2: West Side, and Feldwood Elementary School, in TAD #1: East Side.

**ESTIMATE OF SCHOOL DISTRICT REVENUE IMPACTS FROM DEVELOPMENT IN THE SOUTH FULTON TADS**

The hypothetical development that could occur in the two South Fulton TADs would have a major positive impact on the amount of ESPLOST school system sales tax revenue Fulton County will receive. Shown below is an estimate of the additional retail sales that will occur in South Fulton from the hypothetical development in the TADs. Based on both the net addition of new residential units and the development of additional retail space and new hotel rooms, Fulton County Schools should receive an additional \$6 million in ESPLOST revenue from the development occurring in the TADs over the next 25 years.

<b>ESTIMATED ESPLOST REVENUE TO FULTON COUNTY SCHOOLS AT BUILD OUT</b>					
<b>Residential</b>	<b>Units</b>	<b>Median HH Income</b>	<b>Aggregate HH Income</b>	<b>Average Local HH Spending</b>	<b>ESPLOST Revenue (1% Sales Tax)</b>
Single Family	822	\$61,702	\$50,719,044	\$25,359,522	\$253,595
Townhome	180	\$55,000	\$9,900,000	\$4,950,000	\$49,500
Multifamily	3,219	\$40,000	\$128,760,000	\$64,380,000	\$643,800
<b>Subtotal</b>					<b>\$946,895</b>
<b>Commercial</b>	<b>Square Feet</b>	<b>Sales/SF</b>	<b>Aggregate Sales</b>	<b>Adjustment for Double Counts (25%)</b>	<b>Taxable Revenue</b>
Retail	2,750,016	\$220	\$605,003,520	\$453,752,640	\$4,537,526
<b>Hotel</b>	<b>Rooms</b>	<b>Room Nights</b>	<b>Nightly Rate</b>	<b>Revenue</b>	
Rooms	1,784	429,766	\$125	\$53,720,700	\$537,207
<b>Total</b>					<b>\$6,021,629</b>

In the event of the creation of the TADs, the annual real estate revenue amount associated with the base value of the proposed TAD areas would continue to flow to the school district’s general fund, as would current and future personal property taxes levied on business furnishings, inventories, and industrial equipment. Throughout Fulton County, the value of commercial and industrial personal property averages 35% of commercial and industrial real estate value. Given the significant residential component of the TADs, we have assumed a personal property ratio of 15%.





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<b>25-YEAR FINANCIAL GAIN TO FULTON SCHOOLS</b>	
Personal Property Tax Revenue Collections Without TADs	\$13,313,055
Personal Property Tax Revenue Collections With TADs	\$31,198,513
ESPLOST Revenue Collections With TADs	\$69,790,676
<b>Total Revenue Increase from TADs</b>	<b>\$87,676,134</b>

The table above shows a calculation of the 25-year tax revenues that would flow to Fulton County Schools with and without creating the South Fulton TADs. As shown in the table, without creating the TADs, assuming that property values increase at 1.5% annually, the school district would realize a revenue growth of \$13 million in personal property taxes from the area included in the proposed TADs. However, if Fulton County Schools participated in the South Fulton TADs, the estimated personal property tax revenue would be \$31 million over the same period. An additional \$70 million in cumulative ESPLOST revenue would be generated by new households, retail space, and hotels to be developed in the TADs. This would be above and beyond an assumed stagnant or possibly even falling rate of ESPLOST revenue collections that would occur without the TADs. The net result is that schools would receive \$88 million more if the proposed TADs are created versus not being created.

**CONCLUSION REGARDING SCHOOL DISTRICT IMPACTS FROM THE SOUTH FULTON TADs**

As demonstrated in the preceding analysis, the economic impacts to Fulton County Schools participation in the South Fulton TADs are as follows:

- The South Fulton redevelopment area will affect the future appreciation of 0.4% of the county’s tax digest. The current amount of ad valorem property taxes generated from within the TAD, roughly \$3.3 million, will continue to go to the school system. In contrast, only taxes associated with incremental real estate digest growth above the current base amount are pledged to the TAD.
- The redevelopment area will directly add up to 7,575 school-aged children over the next 25 years at an average rate of approximately 303 students per year.
- There are two Fulton County public schools located within the boundaries of the redevelopment area, which are Westlake High School in TAD #2: West Side, and Feldwood Elementary School, in TAD #1: East Side.
- Over the next 25 years, proposed redevelopment in the TADs should generate over \$101 million in additional revenues to Fulton County Schools, \$88 million more than if the TADs were not created due to growth in personal property and ESPLOST revenues.

Thus, we conclude that the Fulton County Schools' potential gains from participating in the South Fulton TADs will be substantially positive due to the future growth in its tax digest and ESPLOST revenues while creating only a modest impact on the demand for school services.



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**TAX PARCEL LIST (APPENDIX A)**



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**TAD #1: East Side:**

Parcel ID	Address	Owner	Assessed Value	Appraised Value	Class Code	Acreage
09F240201030522	5785 FELDWOOD RD	STINCHCOMB R E	\$30,080	\$75,200	R3	1.0021
09F240201030548	5795 FELDWOOD RD	ARCEO GONZALEZ CARLOS & ARCEO AMALIA	\$37,520	\$93,800	R3	1.0021
09F240201031777	3925 PIERCE RD	STEVENSON TAMARA M	\$34,000	\$85,000	R3	0.5005
09F240201031785	3915 PIERCE RD	SMITH MARTHA L	\$35,840	\$89,600	R3	0.59
09F240201031793	5815 FELDWOOD RD	LUU HOANG VAN	\$25,560	\$63,900	R3	0.5877
09F240201031801	5805 FELDWOOD RD	EDWARDS DONNIE T	\$32,440	\$81,100	R3	0.668
09F240201031835	5700 SPENCE CIR	KING EDNA MAE HARDING & BRADLEY CYNTHIA KING	\$57,320	\$143,300	R4	2.02
09F240201031900	5715 SPENCE CIR	OH CHEUNG WHA OH HEUNG S	\$76,560	\$191,400	R4	7.59
09F240201031918	5765 FELDWOOD RD	DELPOZZO JAYSON	\$26,680	\$66,700	R3	0.3
09F240301040025	6230 FELDWOOD RD	NAJARIAN CAPITAL LLC	\$29,720	\$74,300	R3	1.6529
09F240301040124	0 FELDWOOD RD	LAKE FELDWOOD GARDEN CLUB INC	\$1,160	\$2,900	R5	21.72
09F240301040157	6250 FELDWOOD RD	WEILER SARAH	\$57,640	\$144,100	R4	2.92
09F240301040199	6280 FELDWOOD RD	SUTTON MICHAEL ANTHONY	\$40,000	\$100,000	R4	4.03
09F240301040215	6260 FELDWOOD RD	JENKINS ALFRED D	\$42,480	\$106,200	R3	1.1938
09F240301040223	0 FELDWOOD RD	NEWSOME KENNETH D	\$480	\$1,200	R3	0.3444
09F240301040231	5798 FELDWOOD RD	FULTON COUNTY BOARD OF EDUCATION	\$0	\$12,420,900	E1	24.4232
09F240301040256	6270 FELDWOOD RD	REAVES MARSHA R	\$37,200	\$93,000	R3	0.74
09F240301040264	0 FELDWOOD RD # REAR	SUTTON MICHAEL ANTHONY	\$800	\$2,000	R3	1.24



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09F240501040015	3895 PEBBLE BEACH DR	HORIZON GLOBAL ENTERPRISES LP	\$31,840	\$79,600	R3	0.5051
09F240501040023	3885 PEBBLE BEACH DR	O FOR NNEAMAKA	\$33,960	\$84,900	R3	0.4591
09F240501040031	3875 PEBBLE BEACH DR	PRICE ROBERT L & MARY R	\$31,480	\$78,700	R3	0.7346
09F240501040312	3860 PEBBLE BEACH DR	SIMMONS BURNSTINE ET AL	\$35,160	\$87,900	R3	0.4247
09F240501040320	3870 PEBBLE BEACH DR	THOMAS MARY	\$30,560	\$76,400	R3	0.4247
09F240501040338	3880 PEBBLE BEACH DR	FRONTIERO JOSEPH & FRANCISCA MIRANDA	\$52,600	\$131,500	R3	0.4247
09F240501040346	3890 PEBBLE BEACH DR	GURITZ DAVID & ELIZABETH P	\$35,000	\$87,500	R3	0.4672



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09F240501040353	5850 FELDWOOD RD	KOULAGNA YOTAH J A B	\$31,360	\$78,400	R3	0.5566
09F240501040361	5860 FELDWOOD RD	BAKER WILLIE M & KATHY J	\$34,920	\$87,300	R3	0.7074
09F240501040379	5870 FELDWOOD RD	RODGERS SANDRA MELBA	\$34,280	\$85,700	R3	0.882
09F240601040014	3895 BENCH MARK DR	MLS HOLDING GROUP LLC	\$30,400	\$76,000	R3	0.3444
09F240601040022	3885 BENCH MARK DR	DANIEL CHERYL J	\$31,120	\$77,800	R3	0.2394
09F240601040030	3875 BENCHMARK DR	CLARKE DON & JOANNA	\$33,200	\$83,000	R3	0.2771
09F240601040253	3870 BENCH MARK DR	REID VICKIE M	\$25,080	\$62,700	R3	0.241
09F240601040261	3880 BENCH MARK DR	HOPKINS CLARA J	\$32,520	\$81,300	R3	0.2824
09F240601040279	3890 BENCH MARK DR	SRP SUB LLC	\$25,880	\$64,700	R3	0.3478
09F241100820088	0 BUFFINGTON RD	GALIN MORTGAGE LENDING LLC	\$5,320	\$13,300	R4	3
09F241100820096	6160 BUFFINGTON RD	DEVELOPMENT AUTHORITY OF FULTON COUNTY	\$18,080	\$45,200	R4	4.2
09F241100820120	3725 FLAT SHOALS RD	GEORGIA CHILDCARE SERVICES LLC	\$247,000	\$617,500	C4	2.04
09F241100820153	3740 FLAT SHOALS RD	GEORGIA CHILDCARE SERVICES LLC	\$87,980	\$219,960	C3	1.2
09F241100820211	3770 ROYAL SOUTH PKWY	DEPARTMENT OF TRANSPORTATION	\$0	\$4,300	E1	4.61
09F241100820310	6265 BUFFINGTON RD	NANCE NADINE	\$61,360	\$153,400	C4	3.1
09F241100820369	0 BUFFINGTON RD	BURNSWORTH ALFRED R	\$11,560	\$28,900	R4	3.23
09F241100820377	3775 ROYAL PKY S	VT REAL ESTATE ACQUISITION SUB INC	\$2,940,040	\$7,350,100	C4	7.95
09F241100820468	0 FELDWOOD RD	DEVELOPMENT AUTHORITY OF FULTON COUNTY	\$73,360	\$183,400	C3	0.85
09F241100820476	0 BUFFINGTON RD	ATLANTA GAS LIGHT COMPANY	\$0	\$19,400	U3	0.87
09F241100830443	6000 FELDWOOD RD	MAINSTREET SOUTHSIDE CENTER LTD	\$5,000,000	\$12,500,000	C5	22.43
09F250101050041	5570 FELDWOOD RD	HOWARD JANICE PEARL	\$36,600	\$91,500	R4	5
09F250101050058	5590 FELDWOOD RD	FRICKE PATRICIA A ET AL	\$27,000	\$67,500	R3	1.25
09F250101050264	3830 FELDWOOD PL	ROMERO-VEGA JOSE O & VALDERRAMA LICEA MARIA DEL C	\$18,480	\$46,200	R3	1.0488
09F250101050314	5510 FELDWOOD PL	BARNETT FLOYD	\$16,760	\$41,900	R3	1.1
09F250101050322	5530 FELDWOOD RD	DENSON PROPERTIES LLC	\$20,640	\$51,600	R3	0.7902
09F250101051163	5560 FELDWOOD RD	SHANKS RICHARD A	\$18,400	\$46,000	R3	0.7758
09F250101051189	0 ALLEN DR	HOWARD JANICE PEARL	\$3,000	\$7,500	R3	1.05
09F250101051205	0 ALLEN DR	HOWARD JANICE PEARL	\$400	\$1,000	R3	0.99
09F250101051213	5540 FELDWOOD RD	ALLEN ALICE M	\$23,040	\$57,600	R4	2.44



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09F250201060064	5611 FELDWOOD RD	TEAL LEONARD CURTIS JR & TEAL LATANYA MARTIN	\$24,800	\$62,000	R3	0.2402
09F250201060072	5595 FELDWOOD RD	GILPIN JAMES EUGENE & WALKER JANIE MAE	\$21,640	\$54,100	R3	0.6887
09F250201060098	3975 OGLESBY RD	STEVENS MICHAEL	\$5,560	\$13,900	R3	0.7383
09F250201060122	5535 FELDWOOD RD	MAYES SONTIA	\$22,760	\$56,900	R3	1.0618
09F250201060171	5685 FELDWOOD RD	W H J PROP LLC	\$33,760	\$84,400	R4	10
09F250201060247	5661 FELDWOOD RD	SNIPES DOROTHY L	\$33,800	\$84,500	R3	1.1889
09F250201060288	5555 OGLESBY RD	SINCLAIR EDRIC & ALFREDA POWERS WILLIAM J SR & DEER POWERS SANDRA	\$24,000	\$60,000	R3	1.001
09F250201060304	5556 BUSH RD		\$25,440	\$63,600	R3	0.7736
09F250201060379	5580 OGLESBY RD	HILL BRENDA	\$31,520	\$78,800	R3	1.5
09F250201060395	5550 OGLESBY RD	DARDEN DENISE & NETTIE PEARL	\$36,120	\$90,300	R3	2
09F250201060411	3950 OGLESBY RD	GILPIN JAMES EUGENE	\$16,080	\$40,200	R3	1.0027
09F250201060429	3970 OGLESBY RD	ALLEN NORRIS	\$12,520	\$31,300	R3	1.0048
09F250201060452	3930 OGLESBY RD	TEAL LEONARD CURTIS JR & MARTIN LATANYA TEAL	\$21,120	\$52,800	R3	1.0028
09F250201060544	5575 OGLESBY RD	BASHORUN OLUWAMUYIWA BASHORUN DEBORAH	\$17,200	\$43,000	R3	0.8003
09F250201060635	3990 OGLESBY RD	PERDUE QUEEN	\$21,120	\$52,800	R3	1
09F250201060643	4000 OGLESBY RD	SOMERSET ASSET HOLDING LLC	\$7,440	\$18,600	R3	1.3
09F250201060650	0 BUSH RD	POWERS WILLIAM J SR & DEER POWERS SANDRA	\$320	\$800	R3	0.2321
09F250201060668	5560 BUSH RD	VSP ATLANTA LLC	\$33,400	\$83,500	R3	0.7814
09F250201060718	5585 FELDWOOD RD	ZAMADIE HAILE M	\$73,760	\$184,400	R3	1.6529
09F250201060726	5565 FELDWOOD RD	HILL CARLTON	\$28,520	\$71,300	R3	1.6529
09F250201060734	3945 OGLESBY RD	FULFORD JOHN	\$3,680	\$9,200	R3	1.1736
09F250201060841	0 MELANIE WOODS DR	FAIRWAY HOMES INC	\$38,320	\$95,800	R5	16.04
09F250201060866	5550 FELDWOOD RD	STEWART SHEILA ANN	\$40,520	\$101,300	R4	11.71
09F250201060882	5555 BUSH RD	LASSETTER B T & ALVOUS C	\$26,960	\$67,400	R4	2.27
09F250201061732	3985 MAKEOVER CT	D R HORTON INC	\$12,120	\$30,300	R3	0.2218
09F250201061740	3989 MAKEOVER CT	D R HORTON INC	\$12,120	\$30,300	R3	0.2222
09F250201061757	3993 MAKEOVER CT	DIXON JIA S	\$80,160	\$200,400	R3	0.2225
09F250201061765	3997 MAKEOVER CT	SCARBOROUGH ORTECIA V	\$66,360	\$165,900	R3	0.2206
09F250201061773	862 BLUE HILL LN	METCALF RONDA L	\$11,640	\$29,100	R3	0.1749
09F250201061781	858 BLUE HILL LN	TUCKER KANOSHA SOMERVILLE	\$59,960	\$149,900	R3	0.1389



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09F250201061799	854 BLUE HILL LN	MACK GEORGE D JR & MACK TAMEKA NICOLE	\$67,720	\$169,300	R3	0.1389
09F250201061807	850 BLUE HILL LN	MYERS JOBIE L	\$81,880	\$204,700	R3	0.1389
09F250201061815	846 BLUE HILL LN	FREEMAN SANTANNA & DERONN	\$91,680	\$229,200	R3	0.1389
09F250201061823	842 BLUE HILL LN	TABOR DARIEN J	\$76,280	\$190,700	R3	0.1478
09F250201061831	838 BLUE HILL LN	MIXON VELENA T	\$69,880	\$174,700	R3	0.159
09F250201061849	834 BLUE HILL LN	PARSON DELLOUISE	\$74,240	\$185,600	R3	0.1389
09F250201061856	830 BLUE HILL LN	WILLIAMS TRINA	\$68,600	\$171,500	R3	0.1389
09F250201061864	826 BLUE HILL LN	FIFE KAMETHA T	\$74,080	\$185,200	R3	0.1854
09F250201061872	805 BLUE HILL LN	DURDEN KEITH LOVELL & DURDEN CYNTHIA YVETTE	\$87,720	\$219,300	R3	0.1905
09F250201061880	809 BLUE HILL LN	KIMBREL JENNIFER	\$75,480	\$188,700	R3	0.2125
09F250201061898	813 BLUE HILL LN	JORDAN RONNIE L JR	\$68,040	\$170,100	R3	0.2368
09F250201061906	817 BLUE HILL LN	PEACE SHEREE L	\$59,360	\$148,400	R3	0.1898
09F250201061914	821 BLUE HILL LN	FIFE TELERA	\$51,520	\$128,800	R3	0.1864
09F250201061922	825 BLUE HILL LN	NORRIS TY L	\$54,920	\$137,300	R3	0.1857
09F250201061930	829 BLUE HILL LN	MACK RONALD	\$62,520	\$156,300	R3	0.1738
09F250201061948	833 BLUE HILL LN	MCKENZIE ANTOINETTE B	\$54,800	\$137,000	R3	0.1738
09F250201061955	837 BLUE HILL LN	KIMBROUGH CYNDE D	\$70,400	\$176,000	R3	0.1738
09F250201061963	841 BLUE HILL LN	RANSBURG TINA	\$73,560	\$183,900	R3	0.173
09F250201061971	0 BLUE HILL LN	RIGGENS RIDGE HOMEOWNERS ASSOCIATION	\$40	\$100	R4	7.08
09F250201061989	0 BLUE HILL LN	RIGGENS RIDGE HOMEOWNERS ASSOCIATION	\$40	\$100	R3	0.811
09F250201061997	0 MAKEOVER CT	D R HORTON INC	\$12,120	\$30,300	R3	0.22
09F250201063365	0 WAVERLY DR	RIGGINS RIDGE HOMEOWNERS ASSOCIATION INC	\$87,840	\$219,600	R4	8.916
09F250301270134	5325 FELDWOOD RD	MC CLAIN SANDRA Z	\$17,520	\$43,800	R3	1.59
09F250301270142	5301 FELDWOOD RD	GARLINGTON BARBARA J	\$14,480	\$36,200	R3	1.26
09F250301270282	0 GEORGIA 14	COURSEY GARY B JR & COURSEY GARY B	\$2,720	\$6,800	R4	5.4
09F250301270324	5345 FELDWOOD RD	SMITH ORLANDO	\$17,120	\$42,800	R3	1.8505
09F250301270332	5355 FELDWOOD RD	SMITH MARK O.	\$37,480	\$93,700	R4	3.68
09F250301270423	5395 FELDWOOD RD	CISCO STEFAUN	\$10,600	\$26,500	R3	1.1108



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09F250301270431	5385 FELDWOOD RD	Laurie Wayne D & Abshire Claudette C	\$31,280	\$78,200	R3	1.8177
09F250301270472	4140 STACKS RD	ROBINSON HAROLD	\$270,360	\$675,900	I4	5.47
09F250301270480	4150 STACKS RD	GARCIA ESTRADA GUSTAVO RAFAEL	\$15,920	\$39,800	R4	2.44
09F250301270498	4150 STACKS RD	GARCIA ESTRADA GUSTAVO RAFAEL	\$3,320	\$8,300	R3	0.9
09F250301270522	0 WELCOME ALL RD	MOHEIMANI SHAMSI M & ASSAD	\$80,000	\$200,000	C4	6.53
09F250301270530	5100 WELCOME ALL RD	VESTA RED OAK LLC	\$945,440	\$2,363,600	C5	18.4
09F250301270548	4165 ROOSEVELT HWY	SAPPHIRE FOOD & GAS LLC	\$370,840	\$927,100	C3	1.476
09F250301270555	0 ROOSEVELT HWY	COURSEY GARY B JR & COURSEY GARY B	\$11,520	\$28,800	R4	5.3
09F250301270563	4145 WELCOME ALL RD	RASHMIKA ENTERPRISES INC	\$18,840	\$47,100	C3	0.6
09F250301270571	5245 WELCOME ALL RD	SIPPIAL FRED J	\$60,200	\$150,500	C4	0.491
09F250301270605	0 FELDWOOD RD	D R HORTON INC	\$14,640	\$36,600	R4	5.8019
09F250301270613	0 STACKS RD	D R HORTON INC	\$44,320	\$110,800	R5	19.61
09F250301270639	4106 STACKS RD	RE STACKS LLC	\$220,040	\$550,100	C4	4.6519
09F250301270654	4120 STACKS RD	ROBINSON HAROLD	\$25,200	\$63,000	R4	5.5
09F250301270662	0 FELDWOOD RD	D R HORTON INC	\$10,520	\$26,300	R4	3.116
09F250301270670	0 FELDWOOD RD	D R HORTON INC	\$8,480	\$21,200	R4	3.01
09F250301270688	4125 ROOSEVELT HWY	DEPARTMENT OF TRANSPORTATION	\$0	\$1,002,600	E1	7.85
09F250301270696	0 ROOSEVELT HWY	COURSEY GARY B ET AL	\$5,160	\$12,900	R3	1.05
09F250301270704	0 ROOSEVELT HWY	COURSEY GARY B ET AL	\$16,920	\$42,300	R4	5.36
09F250601050780	3890 MORNING CREEK DR	KINSEY GREGORY L & THERESA W	\$40,080	\$100,200	R3	0.3822
09F250601050798	3900 MORNING CREEK DR	DEAN MILDRED A	\$47,200	\$118,000	R3	0.5656
09F250601050806	5600 FELDWOOD RD	MURDOCH JEWELL	\$25,920	\$64,800	R3	1.7998
09F250601050848	5670 FELDWOOD RD	HARRIS JACK W & SHARON L	\$32,200	\$80,500	R3	1.0583
09F250601050855	5680 FELDWOOD RD	THOMAS BRIGETTE C	\$25,560	\$63,900	R3	0.264
09F250601050863	5690 FELDWOOD RD	FRANCIS ROHAN	\$32,440	\$81,100	R3	0.7551
09F250601050871	5606 FELDWOOD RD	WRIGHT NANCY	\$32,840	\$82,100	R3	0.2068
09F250601050889	5612 FELDWOOD RD	LAATE ROBERT N	\$38,360	\$95,900	R3	0.3686
09F250601050897	5618 FELDWOOD RD	MNSF II W1 LLC	\$47,800	\$119,500	R3	0.2066
09F250601050905	5672 FELDWOOD RD	EZIMORA PAUL C	\$36,160	\$90,400	R3	0.3681
09F250601050913	5630 FELDWOOD RD	MITCHELL ISAIAH	\$6,160	\$15,400	R3	0.36





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09F250601050921	5654 FELDWOOD RD	NKUCHWAYO DAICHAREKA B & DAKARAYI D	\$38,240	\$95,600	R3	0.2071
09F250601050939	5660 FELDWOOD RD	FOSTER QUENTARIUS D	\$47,680	\$119,200	R3	0.4718
09F250601050947	5666 FELDWOOD RD	SAM ROSE SAM AULENA	\$36,040	\$90,100	R3	0.2799
09F250601050962	5636 FELDWOOD RD	WILMONT PHYLLIS H	\$41,080	\$102,700	R3	0.2
09F250601050970	5642 FELDWOOD RD	SCOTTIE ENTERPRISES INC	\$39,000	\$97,500	R3	0.28
09F250601050988	5648 FELDWOOD RD	VANN JIMEKA SHERRE	\$39,160	\$97,900	R3	0.27
09F250901050175	5610 FELDWOOD RD	WILBURN SCOTTIE L & MAGGIE L	\$28,840	\$72,100	R4	2.52
09F250901050183	3905 MORNING CREEK DR	BRANTLEY AARON SR & PATRICIA A	\$31,200	\$78,000	R3	0.6364
09F250901050191	3895 MORNING CREEK DR	ARCHIBALD MARIE	\$28,600	\$71,500	R3	0.3882
09F251001060015	3905 MELANIE WOODS DR	HOUSTON SHARON N	\$39,280	\$98,200	R3	0.2933
09F251001060163	3900 MELANIE WOODS DR	SUTTON ELVIN J & SWAN SUTTON KIMBERLY J	\$43,280	\$108,200	R3	0.3271
09F260301260118	4183 ROOSEVELT HWY # REAR	CAGLE PAULINE N	\$25,960	\$64,900	R3	1.1364
09F260301260464	4185 ROOSEVELT HWY	D & C KENDALL LIMITED PTNRSHIP	\$147,040	\$367,600	I4	4.4109
09F260301260522	4184 ROOSEVELT HWY # REAR	CLEVELAND ANDREA S ET AL	\$16,520	\$41,300	R3	0.5753
09F260301260779	0 ROOSEVELT HWY	SIPPIAL CAROLYN	\$63,480	\$158,700	I3	1.11
09F260301260811	0 WELCOME ALL RD	GEORGIA POWER COMPANY TAX DEPT BIN 10120	\$0	\$0	U3	0
09F260301261066	5165 WELCOME ALL RD	CITY OF SOUTH FULTON	\$0	\$373,100	E1	0.83
09F260301261082	0 WELCOME ALL RD	GEORGIA POWER COMPANY TAX DEPT BIN 10120	\$0	\$0	U3	0
09F260301261140	5225 WELCOME ALL RD	FELTON PROP L L C	\$639,480	\$1,598,700	I4	6.71
09F260301261306	5155 WELCOME ALL RD	5155 WELCOME ALL ASSOCIATES LLC	\$3,124,200	\$7,810,500	I5	12.9
09F260301261348	5235 WELCOME ALL RD	SALEHA REAL ESTATE LLC	\$22,280	\$55,700	R3	1.4
09F350001310956	0 WELCOME ALL RD	CHESTER INDUSTRIAL PARK ASSOCIATES LP	\$73,200	\$183,000	I4	4.72
09F350001311038	5015 WELCOME ALL RD	CHESTER INDUSTRIAL PARK ASSOC L P	\$11,920	\$29,800	R4	6.3
09F350001311335	0 WELCOME ALL RD	WELCOME ALL ASSOCIATES LLC	\$50,640	\$126,600	I3	1.43
09F360101290073	3621 ORCHARD DR	SFR ASSETS OWNER LLC	\$20,240	\$50,600	R3	0.5994
09F360101290123	3685 ORCHARD DR	BLACK JIMMY W & DORIS	\$17,760	\$44,400	R3	0.4201
09F360101290149	3735 ORCHARD DR	PAUL RONNEY	\$50,120	\$125,300	R3	0.8402



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09F360101290156	4860 DELANO RD	HARP REGINALD	\$29,080	\$72,700	R3	1.52
09F360101290180	3665 ROOSEVELT HWY	WEED WILLIAM F & CHARLES R	\$20,080	\$50,200	R4	2.66
09F360101290198	3655 ROOSEVELT HWY	ANDERSON CHRISTOPHER & CYNTHIA T	\$9,200	\$23,000	R4	2.67
09F360101290313	0 ORCHARD DR	WILSON MARJORIE L	\$4,920	\$12,300	R3	0.5966
09F360101290321	4870 DELANO RD	COCHRAN MATTIE B	\$18,720	\$46,800	R3	1.4215
09F360101290339	4880 DELANO RD	GUERRERO RAMSES G	\$18,040	\$45,100	R3	1.8242
09F360101290370	3645 ROOSEVELT HWY	WILLIAMS VINCENT	\$18,560	\$46,400	R3	0.7989
09F360101290404	3585 ROOSEVELT HWY	EKE BEN	\$70,680	\$176,700	C3	0.678
09F360101290412	3705 ORCHARD DR	FYR SFR BORROWER LLC	\$22,440	\$56,100	R3	0.8402
09F360101290420	0 ORCHARD DR	MING ALEXANDER	\$2,600	\$6,500	R3	0.4201
09F360101290586	0 ROOSEVELT HWY	RELENTLESS REALTY INC	\$5,600	\$14,000	R3	0.8104
09F360101290628	3635 ORCHARD DR	BONNER PRISCILA J	\$20,080	\$50,200	R3	0.5682
09F360101290636	0 ORCHARD DR	HABITAT FOR HUMANITY OF SOUTH FULTON CO INC	\$5,160	\$12,900	R3	0.6722
09F360101290677	3615 ROOSEVELT HWY	UNITY IN FAITH BAPTIST CHURCH INC	\$0	\$621,400	E2	1.7596
09F360101290693	0 ORCHARD DR	HABITAT FOR HUMANITY OF SOUTH FULTON INC	\$7,200	\$18,000	R3	0.7868
09F360101290776	0 ORCHARD DR	BLACK JIMMY W BLACK DORIS	\$4,600	\$11,500	R3	0.7898
09F360101291071	4900 DELANO RD	HICKORY PARK ASSOCIATES	\$1,600,000	\$4,000,000	C5	15.19
09F360101291089	3695 ROOSEVELT HWY	SILOAM BAPTIST CHURCH OF EAST POINT INC	\$0	\$3,258,700	E2	16.19
09F360101291113	3625 ROOSEVELT HWY	RELENTLESS REALTY INC	\$37,960	\$94,900	R3	0.4821
09F360101291121	0 ROOSEVELT HWY	WILSON MARJORIE L	\$120	\$300	R3	0.1596
09F360101291139	3650 ORCHARD DR	SMITH GLORIA P	\$52,160	\$130,400	R3	1.112
09F360101291147	0 ORCHARD DR	FOXWORTHY INC	\$8,920	\$22,300	R4	3.37
09F360201300095	4925 BROOKS DR	HARRIS JOHN M & TONDRA	\$15,600	\$39,000	R4	5.15
09F360201300111	4744 BROOKS DR # REAR	PETTWAY MARY E	\$2,840	\$7,100	R3	0.1951
09F360201300293	4885 BROOKS DR	MC CRARY MELVIN S	\$34,600	\$86,500	R3	1.44
09F360201300301	4885 DUNN RD	CHANDLER JAMES O	\$32,640	\$81,600	R3	1.07
09F360201300319	0 DUNN RD	MC CRARY MELVIN S ET AL	\$7,600	\$19,000	R4	3.14



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09F360201300350	4845 DELANO RD	IVEY CURTIS L	\$33,760	\$84,400	R3	0.9871
09F360201300392	0 DUNN RD # REAR	SIMPSON GEORGIA A ET AL	\$2,680	\$6,700	R3	0.3903
09F360201300400	3930 DUNN ST	DENHAM DONALD	\$22,280	\$55,700	R3	0.5165
09F360201300475	0 DELANO RD # REAR	FOREHAND SUSAN LEE	\$2,520	\$6,300	R4	4
09F360201300483	4861 DELANO RD	MACK ROBERT ET AL	\$29,800	\$74,500	R3	0.7164
09F360201300491	0 DELANO DR	MACK ROBERT	\$360	\$900	R3	0.4994
09F360201300517	4801 DELANO RD	BEAVER ROSE	\$18,440	\$46,100	R3	0.5854
09F360201300590	4980 WELCOME ALL RD	BABB ERROL F & SHARON C	\$34,840	\$87,100	R4	6.84
09F360201300624	4744 BROOKS DR	MACK ROBERT	\$12,880	\$32,200	R3	0.8609
09F360201300715	0 SUN RISE CT	SUNRISE DEVELOPMENT CORP INC	\$6,000	\$15,000	R4	4.62
09F360201300723	160 SUN RISE CT	MILLER CARMEN L	\$52,720	\$131,800	R3	0.5506
09F360201300889	4851 DELANO RD	COCHRAN ANNIE V	\$12,840	\$32,100	R3	0.5834
09F360201300897	0 DELANO RD	WOODS RICHARDINE & JOHN M	\$600	\$1,500	R3	0.8964
09F360201300921	0 DUNN RD	GARVIN SUPRIS MARY L	\$18,200	\$45,500	R3	0.2491
09F360201300939	3940 DUNN RD	CALHOUN LINDA D	\$2,360	\$5,900	R3	0.2344
09F360201300947	4841 DELANO RD	JINKS RACHEL	\$13,920	\$34,800	R3	0.2893
09F360201300954	4825 DELANO RD # 7G	GEORGIA POWER COMPANY TAX DEPT BIN 10120	\$0	\$108,700	U3	1.538
09F360201300962	3986 CHURCH ST	FAVORS LOUISE & LONG ALBERT	\$17,360	\$43,400	R3	0.3069
09F360201300988	4811 CHURCH ST	PATTERSON ARTHUR & CONNIE	\$37,000	\$92,500	R3	0.5481
09F360201300996	0 DELANO RD	KEMP EDNA M	\$400	\$1,000	R3	0.2732
09F360201301028	0 CHURCH ST	HARP PATRICIA	\$5,880	\$14,700	R3	0.32
09F360201301036	0 CHURCH ST	MC CRARY KEVIN & PEGGY	\$4,720	\$11,800	R3	0.53
09F360201301044	4960 WELCOME ALL RD	JAY ALBERT	\$30,800	\$77,000	R3	1
09F360201301051	0 WELCOME ALL RD	JAY ALBERT	\$15,280	\$38,200	R4	5.77
09F360201301069	3950 CHURCH ST	GAMBLE KEYTONY	\$45,040	\$112,600	R3	0.548
09F360201301077	3980 CHURCH ST	MORROW WILLIAM	\$16,440	\$41,100	R4	2.11
09F360201301085	4969 DELANO RD	MC CRARY MATTIE	\$8,160	\$20,400	R4	6.81
09F360201301093	4875 DELANO RD	MC CRARY MATTIE	\$15,800	\$39,500	R3	0.4966
09F360201301168	4020 CHURCH ST	MC CRARY KEVIN & PEGGY	\$72,120	\$180,300	R5	10.802
09F360301530245	0 REEVES ST	WILLIAMS TONYA L	\$8,720	\$21,800	R3	1.0542
09F360301530252	4000 REEVES ST	TWO SEAM HOLDINGS LLC	\$8,720	\$21,800	R3	1.0558
09F360301530260	0 REEVES ST	JACKSON ANTONIO	\$6,920	\$17,300	R3	1.0413



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09F360301530278	4770 BAILEY ST	HARP REGINALD	\$30,960	\$77,400	R3	1.0341
09F360301530286	0 CHURCH ST	HURSTON JOHN & BEATRICE	\$8,480	\$21,200	R3	0.9896
09F360301530823	3995 CHURCH ST	PONDER ODIE B	\$31,400	\$78,500	R3	0.4385
09F360301530849	3997 CHURCH ST	JINKS RACHEL MCCRORY	\$24,640	\$61,600	R3	0.6135
09F360301530880	3985 CHURCH ST	HOWARD JANICE A & HOWARD BENJAMIN	\$29,080	\$72,700	R3	0.86
09F360301530922	3965 CHURCH ST	JONES CHRISTOPHER S	\$6,440	\$16,100	R3	0.463
09F360301530930	3945 CHURCH ST	PRUDENTIAL CONSTRUCTION INC	\$6,440	\$16,100	R3	0.461
09F361001300277	135 SUNRISE CT	CARR WILLIE JAMES	\$43,640	\$109,100	R3	0.4167
09F361001300285	130 SUN RISE CT	MURPHY GLORIA B	\$43,080	\$107,700	R3	0.4339
09F361001300293	140 SUNRISE CT	BLOUNT RENALDA A	\$44,600	\$111,500	R3	0.4132
09F361001300301	150 SUN RISE CT	NORTH GENTRY S JR & PAULINE S	\$40,760	\$101,900	R3	0.4132
09F361001300319	155 SUN RISE CT	BAKER RONNIE	\$44,040	\$110,100	R3	0.5165
09F361201290013	3575 ROOSEVELT HWY	NALLS CLAUDIA F	\$101,160	\$252,900	C3	0.691
09F361201290021	3565 ROOSEVELT HWY	ROOSEVELT HWY 5 LLC	\$179,240	\$448,100	C3	0.314
09F361201290039	4895 BEN HILL RD	TOLBERT RONALD H	\$33,920	\$84,800	C3	0.269
09F361201290047	4899 BEN HILL RD	ROSS COLBY LLC	\$20,760	\$51,900	R3	0.3271
09F361201290054	4885 BEN HILL RD	NALLS CLAUDIA FRANKLIN	\$3,240	\$8,100	R3	0.36
09F361201290062	4859 BEN HILL RD	NALLS CLAUDIA FRANKLIN	\$32,200	\$80,500	R4	6.33
09F361201290070	4875 BEN HILL RD	KASSA TAMRAT & NETERE AYAL T	\$63,240	\$158,100	R3	0.48
09F361201290088	4885 BEN HILL RD	TAYLOR TUESDAY MICHELE	\$17,200	\$43,000	R3	0.43
13 0033 LL0203	4770 CAMPBELL DR	EMBDEN TOURE A	\$48,040	\$120,100	R3	1.1433
13 0033 LL0211	4800 CAMPBELL DR	HOUSING AUTHORITY OF FULTON COUNTY	\$0	\$69,200	E1	1.7325
13 0033 LL0252	3301 SPRING ST	ARLP REO 400 LLC	\$33,000	\$82,500	R3	1.72
13 0034 LL0129	4800 WASHINGTON RD	FORTY EIGHT HUNDRED WASHINGTON ROAD LLC	\$141,960	\$354,900	C3	0.714
13 0034 LL0160	4750 WASHINGTON RD	SOLID ROCK PENETCOSTAL CHURCH	\$20,080	\$50,200	R3	0.3352
13 0034 LL0178	0 WASHINGTON RD	UNITED STATES OF AMERICA & ITS ASSIGNS	\$0	\$10,400	E1	0.3007
13 0034 LL0392	4780 WASHINGTON RD	GONSENHEIM FAMILY TRUST THE	\$19,560	\$48,900	R3	0.7438
13 0034 LL0434	0 HATHCOCK DR	UNITED STATES OF AMERICA	\$0	\$126,200	E1	12.8



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13 0034 LL0467	4730 WASHINGTON RD	FIRST BAPTIST CH OF RED OAK INC	\$0	\$39,700	E2	0.6629
13 0034 LL0806	0 WASHINGTON RD	BV REALTY LLC	\$5,800	\$14,500	R3	1.4
13 0034 LL0814	4550 WASHINGTON RD	CSJ RE HOLDINGS LLC	\$664,840	\$1,662,100	C4	2.78
13 0034 LL0863	0 HATHCOCK DR	UNITED STATES OF AMERICA	\$0	\$2,300	E1	2.3
13 0034 LL0954	4590 WASHINGTON RD	TEP VESTA LLC	\$2,224,720	\$5,561,800	C4	7.71
13 0034 LL1010	0 WASHINGTON RD	FIRST BAPTIST CH OF RED OAK INC	\$0	\$1,500,200	E2	3.84
13 0034 LL1028	0 WASHINGTON RD	SUN ON THE PEAK LLC	\$204,240	\$510,600	C4	8.7
13 0034 LL1069	4626 WASHINGTON RD	SPREAD THE WORD CHURCH MINISTRIES INC	\$0	\$2,529,900	E2	3.3751
13 0034 LL1077	0 WASHINGTON RD	SPREAD THE WORD CHURCH MINISTRIES	\$0	\$233,900	E2	0.6789
13 0034 LL1127	4707 WASHINGTON RD	SOLID ROCK PENTECOSTAL CH INC	\$0	\$3,338,900	E2	5
13 0034 LL1135	0 WASHINGTON RD	LONG ANTHONY	\$62,400	\$156,000	A5	38.94
13 0034 LL1143	4555 WASHINGTON RD	WASHINGTON GARDENS APARTMENTS ATLANTA LLC	\$6,525,880	\$16,314,700	C5	29.3
13 003400020019	3231 SPRING ST	SHELLING PHYLLIS C	\$34,320	\$85,800	R3	1
13 003400020027	3229 SPRING ST	TORRENCE PATRICE R	\$37,200	\$93,000	R3	1
13 003400020035	3221 SPRING ST	TWIN CRIBS LLC	\$31,160	\$77,900	R3	0.4162
13 003400020043	3211 SPRING ST	RUIZ LINO	\$27,280	\$68,200	R3	0.4162
13 003400020050	4775 SILVERDALE RD	SAMS WALTER D & JOYCE	\$37,640	\$94,100	R3	0.4522
13 003400020068	3210 LINDEN GARDEN	DAVIS CORDIA	\$30,800	\$77,000	R3	0.4858
13 003400020076	3220 LINDEN GARDEN	STRONG ERMA E & BENNIE L	\$35,880	\$89,700	R3	0.416
13 003400020084	3230 LINDEN GARDEN	GAY ANITA J	\$37,760	\$94,400	R3	0.4773
13 003400020092	3240 LINDEN GARDEN	WASHINGTON PAULINE B	\$32,640	\$81,600	R3	0.4435
13 003400020100	3250 LINDEN GARDEN	MINDINGALL WILLIE A	\$29,200	\$73,000	R3	0.4562
13 003400020118	3255 LINDEN GARDEN	CHANDLER ANTOINETTE M	\$33,400	\$83,500	R3	0.5762
13 003400020126	3245 LINDEN GARDEN	KELLY ANTONIO & TANGALERIA	\$44,800	\$112,000	R3	0.5739
13 003400020159	3215 LINDEN GARDEN	RICKS WAYNE	\$45,880	\$114,700	R3	0.4818
13 003400020167	3205 LINDEN GARDEN	HUGHES FRANCOISE R	\$29,360	\$73,400	R3	0.3385
13 003400020191	4725 SILVERDALE RD	AUSTIN VERNICE	\$39,800	\$99,500	R3	0.4348
13 003400020209	4720 SILVERDALE RD	MORTON OLLYE J	\$36,160	\$90,400	R3	0.4132



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13 003400020217	4730 SILVERDALE RD	DARVILLE KATHYRN M	\$30,480	\$76,200	R3	0.4132
13 003400020225	4740 SILVERDALE RD	MC CORD LORENZA & GWENDOLYN S	\$38,560	\$96,400	R3	0.4132
13 003400020233	4750 SILVERDALE RD	FAUCETTE JAMES R & MILDRED W	\$41,080	\$102,700	R3	0.4074
13 003400020241	4760 SILVERDALE RD	SCOTT JAMES G & VERONICA G	\$40,840	\$102,100	R3	0.4573
13 003400020258	4770 SILVERDALE RD	SILVERDALE 4770 LLC	\$38,000	\$95,000	R3	0.4892
13 003400020266	4780 SILVERDALE RD	HUGHES ANTONIO D	\$43,480	\$108,700	R3	0.4266
13 003400020274	3191 SPRING ST	EDWARDS LIZZIE M	\$33,000	\$82,500	R3	0.4155
13 003400020282	3181 SPRING ST	THOMAS GERALDINE B	\$28,480	\$71,200	R3	0.466
13 003400020290	3171 SPRING ST	HARDNETTE ROOSEVELT	\$30,680	\$76,700	R3	1
13 003400020357	3235 LINDEN GARDEN	WALKER MARGARET L ET AL	\$39,280	\$98,200	R3	0.5993
13 003400020365	3225 LINDEN GARDEN	PULIDO RENE CERVANTES	\$51,400	\$128,500	R3	0.4925
13 003400020373	4745 SILVERDALE RD	SIMS IRENE	\$46,040	\$115,100	R3	0.3332
13 003400020381	4735 SILVERDALE RD	DOBSON LATREVIS R	\$39,800	\$99,500	R3	0.4166
13 003400020399	3161 SPRING ST	LAKEMONT BAPTIST MISSION	\$0	\$35,900	E2	0.7025
13 003400020407	0 WASHINGTON RD	FLOWERY BRANCH LLC	\$4,480	\$11,200	R3	0.8765
13 003400020415	4755 WASHINGTON RD	BIG HOUSE INVESTORS LLC	\$21,760	\$54,400	R3	0.3994
13 003400020423	0 WASHINGTON RD	SOUTHERN NATIONAL ASSETS LLC	\$3,720	\$9,300	R3	0.4247
13 003400020449	4721 WASHINGTON RD	TERRY KATHY M	\$21,280	\$53,200	R3	0.4913
13 003400020456	0 WASHINGTON RD	HEDAYATI REZA RAY & HASSAN	\$3,760	\$9,400	R3	0.4568
13 0063 LL0016	0 ROOSEVELT HWY	NEW LIFE A M E ZION CHURCH	\$0	\$405,000	E2	6
13 0063 LL0065	0 WASHINGTON RD	SOUTHERN NATURAL GAS CO	\$0	\$0	U3	0
13 0063 LL0073	4830 WASHINGTON RD	POLIFLY INVESTMENT SERVICES LLC	\$22,960	\$57,400	R3	0.303
13 0063 LL0081	0 WASHINGTON RD	UNITED STATES OF AMERICA & ITS ASSIGNS	\$0	\$11,600	E1	0.4495
13 0063 LL0164	3050 ROOSEVELT HWY	REPUBLIC WASTE INDUSTRIES INC	\$49,040	\$122,600	I3	0.9458
13 0063 LL0180	3070 ROOSEVELT HWY	STRATEGIC MATERIALS INC	\$221,640	\$554,100	I4	3.708
13 0063 LL0313	0 ROOSEVELT HWY	UNITED STATES OF AMERICA	\$0	\$226,300	E1	7.92
13 0063 LL0404	0 ROOSEVELT HWY	SEWELL VICTOR HUGO ET AL	\$0	\$36,300	E4	4.6



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13 0063 LL0438	3050 ROOSEVELT HWY	STRATEGIS MATERIALS INC	\$581,600	\$1,454,000	C4	4
13 0063 LL0446	3050 ROOSEVELT HWY	STRATEGIS MATERIALS INC	\$91,280	\$228,200	I3	1.3
13 0063 LL0453	3170 SPRING ST	HARDNETTE ROOSEVELT	\$35,440	\$88,600	R3	0.5051
13 0063 LL0479	3180 SPRING ST	JONES CATHERINE E	\$29,360	\$73,400	R3	0.4924
13 0063 LL0487	3190 SPRING ST	CLEMMONS SALLIE W & CHRISTOPHER	\$35,960	\$89,900	R3	0.5051
13 0063 LL0495	3200 SPRING ST	DIAMOS ANTHONY	\$32,760	\$81,900	R3	0.5051
13 0063 LL0503	3210 SPRING ST	ROMAN LILLIAN R	\$38,760	\$96,900	R3	0.5051
13 0063 LL0511	3220 SPRING ST	JOHNSON WILLIAM W	\$39,000	\$97,500	R3	0.5051
13 0063 LL0529	0 ROOSEVELT HWY	DEPARTMENT OF TRANSPORTATION	\$0	\$236,400	E1	0.4
13 0063 LL0560	3045 ROOSEVELT HWY	UNITED STATES OF AMERICA	\$0	\$79,000	E1	2.3
13 0063 LL0586	0 SPRING ST	SEWELL VICTOR H ET AL	\$4,200	\$10,500	R3	1.1767
13 0063 LL0594	4820 WASHINGTON RD	BURDETT WILLIE C & MOSELLA E	\$23,440	\$58,600	R3	0.3673
13 0063 LL0602	0 WASHINGTON RD	GILL RICHARD E	\$4,240	\$10,600	R3	0.3863
13 0063 LL0636	3165 ROOSEVELT HWY	WASHINGTON INVESTMENT PROPERTIES INC	\$152,800	\$382,000	C3	1.47
13 0063 LL0644	3070 ROOSEVELT HWY	LATHAM HOME SANITATION COMPANY	\$15,360	\$38,400	I3	0.232
13 0064 LL0031	0 ROOSEVELT HWY	GP REALTY 1 LLC	\$5,760	\$14,400	R3	0.8639
13 0064 LL0783	3500 LEE PL	1350 TO LANI FARM RD LLC	\$35,120	\$87,800	R3	0.668
13 0064 LL0791	3505 ROOSEVELT HWY	GP REALTY 1 LLC	\$17,360	\$43,400	R4	4.4
13 0064 LL1112	3369 ROOSEVELT HWY	LANSKY RUBIN ET AL	\$314,000	\$785,000	C4	4.71
13 0064 LL1195	3435 ROOSEVELT HWY	JONES BRIDGE ROAD ASSOCIATES LLC	\$1,672,000	\$4,180,000	C4	10
13 0064 LL1260	3395 ROOSEVELT HWY	HOFMAN RICHARD & DAI CHUANHUA	\$100,000	\$250,000	C3	0.69
13 0064 LL1294	3360 THE WAY PL	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1302	3364 THE WAY PL	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1310	3368 THE WAY PL	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1328	3372 THE WAY PL	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1336	3376 THE WAY PL	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1344	3380 THE WAY PL	S HUGS LLC	\$10,320	\$25,800	R3	0.0393



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13 0064 LL1351	3413 ENDURANCE CT	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1369	3409 ENDURANCE CT	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1377	3405 ENDURANCE CT	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1385	3401 ENDURANCE CT	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1393	3397 ENDURANCE CT	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1401	3393 ENDURANCE CT	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1419	3381 THE WAY PL	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1427	3377 THE WAY PL	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1435	3373 THE WAY PL	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1443	3369 THE WAY PL	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1450	3365 THE WAY PL	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1468	3361 THE WAY PL	S HUGS LLC	\$10,320	\$25,800	R3	0.0393
13 0064 LL1476	0 ENDURANCE CT	HUGHES STANLEY S & PHYLLIS J	\$40	\$100	R4	2.049
13 006400010138	4840 BEN HILL RD	HARPAGON COMPANY II LLC	\$4,800	\$12,000	R3	0.4591
13 006400010161	4866 BEN HILL RD	TESFALIDET INVESTMENTS LLC & ASFAW AMANUEL H	\$32,880	\$82,200	R3	0.642
13 006400010179	4880 BEN HILL RD	HM & SONS ENTERPRISE LLC	\$27,360	\$68,400	R3	0.4853
13 006400010203	0 BEN HILL RD	YUNUSA MOHAMMED I ET AL	\$22,040	\$55,100	C3	0.1837
13 006400010211	3555 ROOSEVELT HWY	YUNUSA MOHAMMED I ET AL	\$130,480	\$326,200	C3	0.7264
13 006400010229	3535 ROOSEVELT HWY	PORTER JAMILA ET AL	\$150,000	\$375,000	C3	0.8496
13 006400010237	4898 HANNAH RD	KATES BETTY J	\$10,440	\$26,100	R3	0.4591
13 006400010245	4888 HANNAH RD	KATES BETTY J	\$43,880	\$109,700	R3	0.6887
13 006400010252	4868 HANNAH RD	WEST STEVEN	\$64,440	\$161,100	R3	0.6887
13 006400010278	3560 LEE PL	ELMHURST CAPITAL LLC	\$41,520	\$103,800	R3	1.32
13 006400010294	4842 HANNAH RD	LUCAS DOUGLAS JR & CYNTHIA	\$19,080	\$47,700	R3	0.4591
13 006400010302	4835 HANNAH RD	SMART JOSEPHINE & SMART LESLIE	\$24,040	\$60,100	R3	0.5051
13 006400010310	4830 HANNAH RD	STEPNEY JOYNER & GARRETT GAY	\$28,320	\$70,800	R3	0.5051
13 006400010328	4840 HANNAH RD	ORANGE CAPITAL FUNDING LLC	\$23,640	\$59,100	R3	0.4591
13 006400010377	3515 ROOSEVELT HWY	BURROW MARK A & BELINDA V	\$7,760	\$19,400	R3	0.4382





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13 006400010385	3527 ROOSEVELT HWY	PROPCO ROOSEVELT LLC	\$50,000	\$125,000	C3	0.4683
13 006400010419	4870 HANNAH RD	BOLIVIA LP	\$24,840	\$62,100	R3	0.4591
13 006400010443	4850 BEN HILL RD	SIMMONS WAYNE	\$22,600	\$56,500	R3	1.063
13 006400010484	4900 BEN HILL RD	CAMPBELL PAUL J	\$12,520	\$31,300	R3	0.2009
13 006400010526	4880 HANNAH RD	MATTIA JOHN P	\$34,640	\$86,600	R3	0.4591
13 006400010534	4890 HANNAH RD	GUERRERO JUAN MANUEL RIVERA & ACEVEDO TREJO EUGENIA	\$31,200	\$78,000	R3	0.4591
13 006400010542	4852 HANNAH RD	FINK KEN	\$23,400	\$58,500	R3	0.4591
13 006400010559	0 HANNAH RD REAR	PERDUE JOHN M III	\$4,120	\$10,300	R3	0.3444
13 006400010591	4886 BEN HILL RD	APW107 ENTEEERPRISES LLC	\$16,160	\$40,400	R3	0.285
13 006400010609	4836 BEN HILL RD	PURDUE JOHN M III	\$29,560	\$73,900	R3	0.492
13 006400010617	0 HANNAH RD	SCOTT DAVID K	\$4,440	\$11,100	R3	0.45
13 006400010625	4860 HANNAH RD	BRAY TIMOTHY	\$28,800	\$72,000	R3	0.45
13 006400020020	4810 CAMPBELL DR	NO LIMITS COMMUNITY DEVELOPMENT CORP	\$15,920	\$39,800	R3	0.1722
13 006400020087	0 ROOSEVELT HWY	PYUN HAE HONG	\$79,520	\$198,800	C3	0.9629
13 006400020111	0 MILLER ST	FULTON COUNTY	\$0	\$729,400	E1	0.9366
13 006400020129	4830 MILLER RD	STRICKLAND JAMES & MARY C	\$27,240	\$68,100	R3	0.9366
13 006400020137	3300 ROOSEVELT HWY	RED OAK CHRISTIAN CHURCH	\$0	\$916,300	E2	1.3771
13 006400020145	4840 MILLER ST	CASTILLO JORGE M & ANDRADE FATIMA DE	\$11,520	\$28,800	R3	0.4637
13 006400020178	4805 MILLER RD	PAYTON ROOSEVELT & NORMA J	\$23,960	\$59,900	R3	0.3271
13 006400020186	4802 CAMPBELL DR	SALEHA REAL ESTATE LLC	\$14,920	\$37,300	R3	0.3271
13 006400020202	3349 ROOSEVELT HWY	HOFMANN RICHARD	\$100,000	\$250,000	C3	0.6715
13 006400020210	4940 CAMPBELL DR	LISCHKOFF HERMAN L	\$52,800	\$132,000	C3	0.3283
13 006400020228	4815 MILLER ST	HARVEY PAMELA C	\$17,000	\$42,500	R3	0.332
13 006400020244	4832 CAMPBELL DR	VEST RANDAL P & MC BRIDE VEST GAIL	\$54,680	\$136,700	R3	0.2337
13 006400020251	4827 MILLER ST	VEST RANDAL P & MCBRIDE VEST GAIL	\$56,120	\$140,300	R3	0.2751
13 006400020269	4837 MILLER RD	VEST RANDAL P & GAIL MC BRIDE	\$68,240	\$170,600	R3	0.2599
13 006400020277	4842 CAMPBELL DR	TONEY COREY J & ANDREA	\$68,800	\$172,000	R3	0.2331
13 006400020285	4852 CAMPBELL DR	PPIII FM BORROWER LLC	\$55,240	\$138,100	R3	0.2326



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13 006400020293	4847 MILLER RD	MOTLEY MARGARET & LYNN J	\$72,560	\$181,400	R3	0.2609
13 006400020301	4857 MILLER RD	ARNOLD DAVID H & SHARON W	\$69,480	\$173,700	R3	0.2621
13 006400020319	4862 CAMPBELL DR	STOCK LOAN SERVICES LLC	\$17,120	\$42,800	R3	0.232
13 006400020327	4872 CAMPBELL DR	PEACHTREE LLC	\$17,200	\$43,000	R3	0.2391
13 006400020335	4867 MILLER ST	PREISINGER GEORGE PREISINGER ROWENA	\$17,320	\$43,300	R3	0.2469
13 006400020343	0 CAMPBELL DR	I G W DEVELOPERS	\$14,120	\$35,300	R3	0.0234
13 0068 LL0805	2545 JOLLY RD	MARYS LITTLE LAMBS INC	\$192,280	\$480,700	C3	0.8
13 0068 LL0888	5250 NORTHFIELD BLVD	MAYS CHARLES B PACKER WALTER G	\$79,680	\$199,200	C3	0.565
13 0068 LL1266	5150 OLD NATIONAL HWY	LOWERY COURTNEY D	\$198,800	\$497,000	C3	1.38
13 0068 LL1407	5319 OLD NATIONAL HWY	FRIMPONG OMANE	\$178,800	\$447,000	C3	0.6744
13 0068 LL1431	5289 OLD NATIONAL HWY	10515 NORTHFIELD INC	\$198,200	\$495,500	C3	0.5342
13 0068 LL1449	5230 OLD NATIONAL HWY	CHINA IV PROPERTIES LLC	\$253,480	\$633,700	C3	0.8981
13 0068 LL1456	5232 OLD NATIONAL HWY	VASQUEZ MARCHEWKA LLC	\$79,600	\$199,000	C3	0.91
13 0068 LL1464	5350 OLD NATIONAL HWY	SMART MOVES INVESTMENTS INC	\$240,000	\$600,000	C3	2
13 0068 LL1498	5240 OLD NATIONAL HWY	MRE OLD NATIONAL LLC	\$135,520	\$338,800	C3	1.31
13 0068 LL1563	5250 OLD NATIONAL HWY	CHOI & JUN INC	\$474,080	\$1,185,200	C3	1.2455
13 0068 LL1597	5275 OLD NATIONAL HWY	GULBANU H LLC	\$199,960	\$499,910	C3	0.9025
13 0068 LL1605	5401 OLD NATIONAL HWY	TEP BISCAYNE LP	\$8,977,480	\$22,443,700	C5	26.7
13 0068 LL1613	5403 OLD NATIONAL HWY	RLY HOLDINGS INC	\$595,320	\$1,488,300	C3	1.04
13 0068 LL1621	5330 OLD NATIONAL HWY	OLD NATIONAL INVESTMENT PROPERTY LLC	\$199,320	\$498,300	C3	0.608
13 0068 LL1662	5238 OLD NATIONAL HWY	PARTISS LEE KENNETH III TR	\$211,600	\$529,000	C3	1
13 0068 LL1670	5234 OLD NATIONAL HWY	AABACUS LAND HOLDING LLC	\$212,320	\$530,800	C3	1.17
13 0068 LL1688	5245 OLD NATIONAL HWY	FQSR LLC	\$266,520	\$666,300	C3	0.5739
13 0068 LL1696	5255 OLD NATIONAL HWY	KOMISAROW ENTERPRISES L P	\$435,880	\$1,089,700	C3	1.45
13 0068 LL1704	5340 OLD NATIONAL HWY	AGH ARK LLC	\$83,600	\$209,000	C3	0.2895
13 0068 LL1712	0 OLD NATIONAL HWY R	HEEL REALTY INC	\$71,640	\$179,100	C3	0.8424
13 0068 LL1779	5328 OLD NATIONAL HWY	SMART MOVES INVESTMENTS INC	\$100,000	\$250,000	C3	0.85
13 0068 LL1787	5320 OLD NATIONAL HWY	GARCIA RONI	\$80,000	\$200,000	C3	0.85
13 0068 LL1795	5400 OLD NATIONAL HWY	TWELVE SAC SELF STORAGE CORP	\$1,290,080	\$3,225,200	C3	1.94



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13 0068 LL1811	5337 OLD NATIONAL HWY	BLADE PROPERTIES INC	\$145,560	\$363,900	C3	0.4637
13 0068 LL1829	5335 OLD NATIONAL HWY	GIOVINCO & ALVAREZ PROPERTIES I LLC DBA POD PROPERTIES	\$182,800	\$457,000	C3	1.0708
13 0068 LL1845	0 OLD NATIONAL HWY	RCM PROPERTIES LLC	\$89,440	\$223,600	C3	0.5302
13 0068 LL1852	5343 OLD NATIONAL HWY	RCM PROPERTIES LLC	\$130,120	\$325,300	C3	1.2534
13 0068 LL1860	5370 OLD NATIONAL HWY	AVYAKTA ENTERPRISES LLLP	\$152,000	\$380,000	C3	1.16
13 0068 LL1910	5280 OLD NATIONAL HWY	BLUE RIBBON EVENTS LLC	\$219,400	\$548,500	C3	1.143
13 0068 LL1944	5190 OLD NATIONAL HWY	YSJ LLC	\$440,000	\$1,100,000	C3	1.23
13 0068 LL2017	2575 JOLLY RD	ADAMS ANTHONY B & NELLIE W	\$172,000	\$430,000	C3	1.091
13 0068 LL2025	2565 JOLLY RD	2565 JOLLY ROAD COLLEGE PARK LLC	\$327,240	\$818,100	C3	1.02
13 0068 LL2041	2600 JOLLY RD	FULTON COUNTY BOARD OF EDUCATION	\$0	\$11,128,900	E1	19.65
13 0068 LL2058	5307 OLD NATIONAL HWY	AFCO INVESTMENT HOLDINGS LLC	\$220,000	\$550,000	C3	0.615
13 0068 LL2066	5299 OLD NATIONAL HWY	SISTERS & CO INC	\$212,840	\$532,100	C3	0.56
13 006800010555	5060 OLD BILL COOK RD	WACHOVIA BANK OF GEORGIA	\$476,560	\$1,191,400	C3	1.1
13 006800010571	5195 OLD NATIONAL HWY	ALEMBIK AARON I ET AL	\$440,000	\$1,100,000	C4	3.0165
13 006800010605	5235 OLD NATIONAL HWY	STORE MASTER FUNDING I LLC	\$329,680	\$824,200	C4	2.1889
13 006800010639	5185 OLD NATIONAL HWY	FELIX AMOA BONSU MD PC	\$155,200	\$388,000	C3	0.49
13 006800010647	5175 OLD NATIONAL HWY	STRONG LAND LEASES LLC	\$214,400	\$536,000	C3	0.44
13 0093 LL0093	5650 OLD NATIONAL HWY	DEFYING THE ODDS INC	\$32,400	\$81,000	C3	0.7038
13 0093 LL0283	0 OLD NATIONAL HWY # R	GODBY CEMETERY	\$0	\$16,200	E4	1.095
13 0093 LL0291	5590 OLD NATIONAL HWY	JHJ OLD NATIONAL LLC	\$210,000	\$525,000	C3	0.8519
13 0093 LL0416	0 JEROME RD	PAYTON LEARNING CENTER LLC	\$11,480	\$28,700	R3	0.9614
13 0093 LL0473	0 JEROME RD	HYBRASS PROPERTIES LLC	\$4,520	\$11,300	R3	0.965
13 0093 LL0481	2625 JEROME RD	FAMILIES FIRST INC	\$0	\$921,800	E3	1.4
13 0093 LL0499	0 JEROME RD	HYBRASS PROPERTIES LLC	\$9,160	\$22,900	R4	2.52
13 0093 LL0523	2591 JEROME RD	LITTLE SCHOLARS ACADEMY	\$0	\$542,800	E6	2.1719
13 0093 LL0796	2590 JEROME RD	FAMILIES FIRST	\$0	\$596,000	E3	1.0331
13 0093 LL0838	5640 OLD NATIONAL HWY	SASQUATCH INVESTMENT PROPERTIES LLC	\$111,400	\$278,500	C3	0.2697
13 0093 LL0895	2500 PLEASANT HILL RD	INSOF AT PLEASANT HILL	\$1,044,000	\$2,610,000	C4	6.91
13 0093 LL0903	5690 OLD NATIONAL HWY	R J WILSON ENTERPRISES LLC	\$237,880	\$594,700	C3	0.833



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13 0093 LL0911	5670 OLD NATIONAL HWY	BLACKSHEAR FRANCIS V	\$147,600	\$369,000	C3	0.87
13 0093 LL0929	5548 OLD NATIONAL HWY	KLOPP PROPERTY MANAGEMENT LLC	\$249,800	\$624,500	C3	1.8846
13 0093 LL0978	5529 OLD NATIONAL HWY	RICKS CRAIG H	\$279,920	\$699,800	C3	1.074
13 0093 LL0986	5665 OLD NATIONAL HWY	WOODS MEMORIAL BAPT CHURCH INC	\$0	\$1,608,700	E2	4.33
13 0093 LL0994	0 OLD NATIONAL HWY	WOODS MEMORIAL BAPT CHURCH INC COLLEGE PARK TRS	\$0	\$519,600	E2	1.2
13 0093 LL1125	5570 OLD NATIONAL HWY	JOSEPH NIGEL	\$344,360	\$860,900	C4	3.75
13 0093 LL1133	5610 OLD NATIONAL HWY	WILCOV HOLDINGS INC	\$121,720	\$304,300	C3	0.7806
13 0093 LL1166	5595 OLD NATIONAL HWY	BIG DADDYS DISH LLC	\$235,200	\$588,000	C3	1.126
13 0093 LL1174	5615 OLD NATIONAL HWY R	LANSKY PARTNERSHIP LLLP THE	\$480,000	\$1,200,000	C4	2.62
13 0093 LL1182	5620 OLD NATIONAL HWY	HABITAT FOR HUMANITY IN ATLANTA INC	\$253,400	\$633,500	C3	1.46
13 0093 LL1190	5626 OLD NATIONAL HWY	HABITAT FOR HUMANITY IN ATLANTA INC	\$138,000	\$345,000	C3	1.8301
13 0093 LL1208	5549 OLD NATIONAL HWY	TRASON ROCHESTER LLC	\$383,520	\$958,800	C3	0.8706
13 0093 LL1232	5459 OLD NATIONAL HWY	SAWANEH IMPORTS LLC	\$191,320	\$478,300	C3	0.765
13 0093 LL1307	2561 JEROME RD	BLACKBURNE & BROWN MORTGAGE FUND I	\$131,600	\$329,000	C3	0.71
13 0093 LL1323	0 OLD NATIONAL HWY # R	HYBRASS PROPERTIES LLC	\$13,680	\$34,200	R4	2.71
13 0093 LL1356	0 OLD NATIONAL HWY R	HYBRASS PROPERTIES LLC	\$17,360	\$43,400	R4	3.582
13 0093 LL1380	0 OLD NATIONAL HWY # R	HYBRASS PROPERTIES LLC	\$9,040	\$22,600	R3	1.715
13 0093 LL1398	5471 OLD NATIONAL HWY	YOST JOHN W ET AL	\$85,080	\$212,700	C3	0.56
13 0093 LL1406	5471 OLD NATIONAL HWY	YOST JOHN W ET AL	\$170,920	\$427,300	C3	0.56
13 0093 LL1448	0 OLD NATIONAL HWY R	HYBRASS PROPERTIES LLC	\$8,600	\$21,500	R3	1.754
13 0093 LL1455	0 OLD NATIONAL HWY	HYBRASS PROPERTIES LLC	\$78,680	\$196,700	C3	0.562
13 0093 LL1489	5435 OLD NATIONAL HWY # R	HYBRASS PROPERTIES LLC	\$21,680	\$54,200	R5	17.9
13 0093 LL1497	5405 OLD NATIONAL HWY	CHEN WEN MEI ET AL	\$898,400	\$2,246,000	C4	4.275
13 0093 LL1505	5495 OLD NATIONAL HWY	ATHENS R E LTD	\$2,158,320	\$5,395,800	C5	13.19
13 0093 LL1877	0 JEROME RD	THREE SIBS NORTH LLC	\$80,000	\$200,000	C3	1.38
13 0093 LL1885	5539 OLD NATIONAL HWY	JOEANNA INC	\$311,240	\$778,100	C3	0.936



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13 0093 LL1893	2691 JEROME RD	ATTERBURY BOBBY L & ATTERBURY DIANA P	\$14,120	\$35,300	R3	0.492
13 009300010034	2490 SURREY TRL	JONES JIMMY J	\$21,600	\$54,000	R3	0.311
13 009300010208	5480 OLD NATIONAL HWY	COLLINS MICHAEL & DOUGLAS BRONWYN	\$106,560	\$266,400	C3	0.3738
13 009300010240	5470 OLD NATIONAL HWY	AUTOZONE INC	\$319,800	\$799,500	C3	1.0331
13 009300010257	5440 OLD NATIONAL HWY	PRO MANAGE INC	\$160,000	\$400,000	C3	1.0331
13 009300010281	5540 OLD NATIONAL HWY	OLD NATIONAL SHOPPING CENTER LLC	\$413,360	\$1,033,400	C4	2.91
13 009300020017	101 CAMELOT DR	ETHEREDGE VANESSA	\$10,760	\$26,900	R3	0.0333
13 009300020025	102 CAMELOT DR	SANNEH LAKESHA	\$10,240	\$25,600	R3	0.0294
13 009300020033	103 CAMELOT DR	WINBORN JAMIE ELMI LADAR	\$11,200	\$28,000	R3	0.0333
13 009300020041	104 CAMELOT DR	DOUGLAS JIMMIE L	\$9,800	\$24,500	R3	0.0294
13 009300020058	105 CAMELOT DR	ADEYEMI ORIOLOWO ADELERE	\$10,800	\$27,000	R3	0.0333
13 009300020066	106 CAMELOT DR	WILLIAMS FRED	\$9,880	\$24,700	R3	0.0294
13 009300020074	107 CAMELOT DR	BERA AMALENDU B	\$10,800	\$27,000	R3	0.0333
13 009300020082	108 CAMELOT DR	DAS JHARNA	\$9,880	\$24,700	R3	0.0294
13 009300020090	109 CAMELOT DR	WRIGHT RASHAWN	\$10,800	\$27,000	R3	0.0333
13 009300020108	110 CAMELOT DR	BRYANT CONRAD L & DANYELL E	\$9,880	\$24,700	R3	0.0294
13 009300020116	111 CAMELOT DR	LOVEJOY CARMEN Y	\$10,800	\$27,000	R3	0.0333
13 009300020124	112 CAMELOT DR	BISWAS MONOTOSH	\$10,120	\$25,300	R3	0.0294
13 009300020132	113 CAMELOT DR	JACKSON SCOTT	\$9,800	\$24,500	R3	0.0294
13 009300020140	114 CAMELOT DR	HANSON GRACE	\$10,760	\$26,900	R3	0.0333
13 009300020157	115 CAMELOT DR	AMPRATWUM JONES	\$9,800	\$24,500	R3	0.0294
13 009300020165	116 CAMELOT DR	SMITH LILLIE M & IMOGENE U	\$10,760	\$26,900	R3	0.0333
13 009300020173	117 CAMELOT DR	COMBS JESSE & CONSTANCE L	\$9,880	\$24,700	R3	0.0294
13 009300020181	118 CAMELOT DR	EWING TRISHANNA	\$10,800	\$27,000	R3	0.0333
13 009300020199	119 CAMELOT DR	EVANS MARGIE	\$9,880	\$24,700	R3	0.0294
13 009300020207	120 CAMELOT DR	BROWN JOHNNIE B ET AL	\$10,800	\$27,000	R3	0.0333
13 009300020215	121 CAMELOT DR	CATHERINE BLAKE LIVING TRUST THE	\$9,880	\$24,700	R3	0.0294
13 009300020223	122 CAMELOT DR	ISLAM MOHAMMAD N	\$10,800	\$27,000	R3	0.0333
13 009300020231	123 CAMELOT DR	DEBNATH NITYA & NATH GITA R	\$10,120	\$25,300	R3	0.0294
13 009300020249	124 CAMELOT DR SW	BERA DEBIKA	\$11,080	\$27,700	R3	0.0333



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13 009300020256	201 DR	CAMELOT	GHOSH SUBRATA	\$6,000	\$15,000	R3	0.0148
13 009300020264	202 DR	CAMELOT	STAR LIGHT ENTERTAINMENT LLC	\$6,000	\$15,000	R3	0.0148
13 009300020272	203 DR	CAMELOT	TRISTAR CAPITAL ASSETS LLC	\$6,280	\$15,700	R3	0.0148
13 009300020280	204 DR	CAMELOT	LADYTIGER MANAGEMENT SERVICES LLC	\$6,000	\$15,000	R3	0.0148
13 009300020298	205 DR	CAMELOT	MOSLEY SAMYRA P	\$6,080	\$15,200	R3	0.0148
13 009300020306	206 DR	CAMELOT	GRIFFIN BOBBY & WALKER GRIFFIN VANESSA	\$6,080	\$15,200	R3	0.0148
13 009300020314	207 DR	CAMELOT	DUMAS ELLEN M	\$6,080	\$15,200	R3	0.0148
13 009300020322	208 DR	CAMELOT	SPENCER MELLECCIA A	\$6,080	\$15,200	R3	0.0148
13 009300020330	209 DR	CAMELOT	AJAMI ELIAS	\$6,080	\$15,200	R3	0.0148
13 009300020348	210 DR	CAMELOT	BEN HET LLC	\$6,080	\$15,200	R3	0.0148
13 009300020355	211 DR	CAMELOT	CULPEPPER LARRY G	\$6,080	\$15,200	R3	0.0148
13 009300020363	212 DR	CAMELOT	MACKAY TAMYRA	\$6,080	\$15,200	R3	0.0148
13 009300020371	213 DR	CAMELOT	WILLIAMS CHRISTOPHER	\$6,000	\$15,000	R3	0.0148
13 009300020389	214 DR	CAMELOT	BONAPARTE LEO R	\$6,000	\$15,000	R3	0.0148
13 009300020397	215 DR	CAMELOT	SANTOS RACHEL MARIA	\$6,280	\$15,700	R3	0.0148
13 009300020405	216 DR	CAMELOT	WATSON SIDNEY & WATSON PEGGIE B	\$5,440	\$13,600	R3	0.0148
13 009300020413	217 DR	CAMELOT	MORRIS MACHION O & ALVIN V	\$6,080	\$15,200	R3	0.0148
13 009300020421	218 DR	CAMELOT	BICE MICHAEL	\$6,360	\$15,900	R3	0.0148
13 009300020439	219 DR	CAMELOT	RUSSELL SEAN R	\$6,080	\$15,200	R3	0.0148
13 009300020447	220 DR	CAMELOT	HUMBER BRAD	\$6,080	\$15,200	R3	0.0148
13 009300020454	221 DR	CAMELOT	THOMAS WILLIAM T JR & MAGGIE P	\$6,080	\$15,200	R3	0.0148
13 009300020462	222 DR	CAMELOT	COLEMAN CHRISTAL	\$6,080	\$15,200	R3	0.0148
13 009300020470	223 DR	CAMELOT	MILLER IANTY	\$6,080	\$15,200	R3	0.0148
13 009300020488	224 DR	CAMELOT	RL BB HARP REO INC	\$6,080	\$15,200	R3	0.0148
13 009300020496	301 DR	CAMELOT	PHIPPS HARRY & CLARA J	\$10,760	\$26,900	R3	0.0333
13 009300020504	302 DR	CAMELOT	ATLANTA INVESTMENT MANAGEMENT INC	\$7,760	\$19,400	R3	0.0294
13 009300020512	303 DR	CAMELOT	WILCOX WYLESHA	\$10,760	\$26,900	R3	0.0333
13 009300020520	304 DR	CAMELOT	ROBINSON FANNIE B	\$9,800	\$24,500	R3	0.0294
13 009300020538	305 DR	CAMELOT	ESTRADA GLORIA P	\$10,800	\$27,000	R3	0.0333
13 009300020546	306 DR	CAMELOT	NELSON CALVIN C	\$9,880	\$24,700	R3	0.0294



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CITY OF SOUTH FULTON**

13 009300020553	307 DR	CAMELOT	SYLLA MAMADOU	\$10,800	\$27,000	R3	0.0333
13 009300020561	308 DR	CAMELOT	LOPEZ VERONICA	\$9,880	\$24,700	R3	0.0294
13 009300020579	309 DR	CAMELOT	MC CALLA DEIDRE DELORES & JULIA D	\$10,800	\$27,000	R3	0.0333
13 009300020587	310 DR	CAMELOT	YANCEY MONROE JAMILLA	\$10,320	\$25,800	R3	0.0294
13 009300020595	311 DR	CAMELOT	HARRIS MELANIE A & MARCUS	\$11,080	\$27,700	R3	0.0333
13 009300020603	312 DR	CAMELOT	ATLANTA WESTSIDE HOLDINGS LLC	\$10,600	\$26,500	R3	0.0294
13 009300020611	313 DR	CAMELOT	LEWIS RICKIE	\$9,800	\$24,500	R3	0.0294
13 009300020629	314 DR	CAMELOT	BEN HET LLC	\$10,760	\$26,900	R3	0.0333
13 009300020637	315 DR	CAMELOT	WILSON PAULA L	\$9,800	\$24,500	R3	0.0294
13 009300020645	316 DR	CAMELOT	SMITH WILLIE	\$11,200	\$28,000	R3	0.0333
13 009300020652	317 DR	CAMELOT	FARR FRANKLYN LAVONTE & HEBERT KEISHA RENEE	\$9,880	\$24,700	R3	0.0294
13 009300020660	318 DR	CAMELOT	EIGHT ONE THREE CAMELOT PINNACLE TRUST SERVICES TR	\$10,800	\$27,000	R3	0.0333
13 009300020678	319 DR	CAMELOT	DALE ELAINE	\$9,880	\$24,700	R3	0.0294
13 009300020686	320 DR	CAMELOT	NV REED INVESTMENT SOLUTIONS LLC	\$11,280	\$28,200	R3	0.0333
13 009300020694	321 DR	CAMELOT	WAVER SUSIE B	\$10,120	\$25,300	R3	0.0294
13 009300020702	322 DR	CAMELOT	LYONS TISA	\$10,800	\$27,000	R3	0.0333
13 009300020710	323 DR	CAMELOT	HARDY YVES	\$9,880	\$24,700	R3	0.0294
13 009300020728	324 DR	CAMELOT	SMITH GLORIA PORTER	\$11,080	\$27,700	R3	0.0333
13 009300021213	601 DR	CAMELOT	MIDWEST STATES PROPERTIES LLC	\$10,760	\$26,900	R3	0.0333
13 009300021221	602 DR	CAMELOT	GRIER MARTHA J	\$9,800	\$24,500	R3	0.0294
13 009300021239	603 DR	CAMELOT	TYPHOON INTERNATIONAL DE LP	\$10,760	\$26,900	R3	0.0333
13 009300021247	604 DR	CAMELOT	TANNER KORAN	\$9,800	\$24,500	R3	0.0294
13 009300021254	605 DR	CAMELOT	PIERCE SHAKIYLA	\$10,800	\$27,000	R3	0.0333
13 009300021262	606 DR	CAMELOT	MALLANGI CHANDRASEKHARA R & MANOHARI R	\$9,880	\$24,700	R3	0.0294
13 009300021270	607 DR	CAMELOT	KNOX LODERICK	\$11,080	\$27,700	R3	0.0333
13 009300021288	608 DR	CAMELOT	WARD DOROTHY P	\$9,880	\$24,700	R3	0.0294
13 009300021296	609 DR	CAMELOT	RAMCHANDRAN RAMESH	\$11,080	\$27,700	R3	0.0333
13 009300021304	610 DR	CAMELOT	EWING TRISHANNA	\$9,880	\$24,700	R3	0.0294
13 009300021312	611 DR	CAMELOT	WILLINGHAM ALFRED	\$11,080	\$27,700	R3	0.0333



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13 009300021320	612 CAMELOT DR	JENKINS KEVIN B & SPARROW TERRY	\$9,880	\$24,700	R3	0.0294
13 009300021338	613 CAMELOT DR	REID WAYNE ANTHONY	\$9,800	\$24,500	R3	0.0294
13 009300021346	614 CAMELOT DR	BEN HET LLC	\$10,760	\$26,900	R3	0.0333
13 009300021353	615 CAMELOT DR	ISLANDMAN INVESTMENTS LLC	\$10,240	\$25,600	R3	0.0294
13 009300021361	616 CAMELOT DR	BEN HET LLC	\$10,760	\$26,900	R3	0.0333
13 009300021379	617 CAMELOT DR	GEBBA ABBAS	\$9,880	\$24,700	R3	0.0294
13 009300021387	618 CAMELOT DR	BOYNTON PATRICIA	\$10,800	\$27,000	R3	0.0333
13 009300021395	619 CAMELOT DR	NATHANI SHIRIN	\$9,880	\$24,700	R3	0.0294
13 009300021403	620 CAMELOT DR	DUFF JAYSON	\$11,080	\$27,700	R3	0.0333
13 009300021411	621 CAMELOT DR	WEST WALTER	\$10,320	\$25,800	R3	0.0294
13 009300021429	622 CAMELOT DR	PRYOR VALERIE M	\$10,800	\$27,000	R3	0.0333
13 009300021437	623 CAMELOT DR	ONR INVESTMENT LLC	\$9,880	\$24,700	R3	0.0294
13 009300021445	624 CAMELOT DR	PRIME INVESTMENT & CONSULTING LLC	\$11,080	\$27,700	R3	0.0333
13 009300021452	701 CAMELOT DR	HOUSING AUTHORITY OF FULTON COUNTY	\$0	\$20,300	E1	0.0211
13 009300021460	702 CAMELOT DR	RUTH DAVIS LLC	\$7,800	\$19,500	R3	0.0211
13 009300021478	703 CAMELOT DR	WINBORN JAMIE ELMI LADAR	\$8,120	\$20,300	R3	0.0211
13 009300021486	704 CAMELOT DR	RUTH DAVIS LLC	\$7,880	\$19,700	R3	0.0211
13 009300021494	705 CAMELOT DR	NAJARIAN CAPITAL LLC	\$8,200	\$20,500	R3	0.0211
13 009300021502	706 CAMELOT DR	ALEXANDRIA PROPERTIES LLC	\$7,880	\$19,700	R3	0.0211
13 009300021510	707 CAMELOT DR	DARVILLE WAYNE N	\$2,120	\$5,300	R3	0.0211
13 009300021528	708 CAMELOT DR	MOFFETT SHAWN	\$7,880	\$19,700	R3	0.0211
13 009300021536	709 CAMELOT DR	BLACK MICHAEL A	\$7,880	\$19,700	R3	0.0211
13 009300021544	710 CAMELOT DR	SANTOS AMY MICHELLE	\$8,480	\$21,200	R3	0.0211
13 009300021551	711 CAMELOT DR	JOHNSON TRIESTEN	\$8,120	\$20,300	R3	0.0211
13 009300021569	712 CAMELOT DR	HILL JACQUELINE	\$7,880	\$19,700	R3	0.0211
13 009300021577	713 CAMELOT DR	CUNNINGHAM CREZAIRE	\$7,800	\$19,500	R3	0.0211
13 009300021585	714 CAMELOT DR	714 CAMELOT DRIVE LLC	\$7,800	\$19,500	R3	0.0211
13 009300021593	715 CAMELOT DR	WILKINS RUTH	\$7,800	\$19,500	R3	0.0211
13 009300021601	716 CAMELOT DR	BEN HET LLC	\$7,800	\$19,500	R3	0.0211
13 009300021619	717 CAMELOT DR	MASON CARLOS	\$8,200	\$20,500	R3	0.0211





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CITY OF SOUTH FULTON**

13 009300021627	718 CAMELOT DR	TERRY BROOKE INVESTMENTS L L C	\$7,080	\$17,700	R3	0.0211
13 009300021635	719 CAMELOT DR	ELLE85 LLC	\$7,880	\$19,700	R3	0.0211
13 009300021643	720 CAMELOT DR	BAYE MASRESHA E	\$8,480	\$21,200	R3	0.0211
13 009300021650	721 CAMELOT DR	JONES KEVIN	\$7,880	\$19,700	R3	0.0211
13 009300021668	722 CAMELOT DR	DAS SHYAM	\$7,880	\$19,700	R3	0.0211
13 009300021676	723 CAMELOT DR	ATLANTA WESTSIDE HOLDINGS LLC	\$7,880	\$19,700	R3	0.0211
13 009300021684	724 CAMELOT DR	724 CAMELOT DRIVE LLC	\$7,880	\$19,700	R3	0.0211
13 009300021692	801 CAMELOT DR	FRED D HIGHTOWER REVOCABLE TRUST THE	\$13,200	\$33,000	R3	0.0422
13 009300021700	802 CAMELOT DR	CAMELOT HOLDINGS LLC	\$13,520	\$33,800	R3	0.0422
13 009300021718	803 CAMELOT DR	ALDERSON WILLIAM S	\$13,280	\$33,200	R3	0.0422
13 009300021726	804 CAMELOT DR	MAULTSBY KIMBERLY L JONES & HARRIS CANDACE N	\$13,280	\$33,200	R3	0.0422
13 009300021734	805 CAMELOT DR 173	BRENTLEY VIVIAN	\$13,240	\$33,100	R3	0.0422
13 009300021742	806 CAMELOT DR	JOSEPH2 UNLIMITED LLC	\$13,240	\$33,100	R3	0.0422
13 009300021759	807 CAMELOT DR	JONES DEWITT & FOSTER CRYSTAL	\$12,960	\$32,400	R3	0.0422
13 009300021767	808 CAMELOT DR	PERKINS EDITH L	\$12,960	\$32,400	R3	0.0422
13 009300021775	809 CAMELOT DR	JONES HELEN P	\$13,000	\$32,500	R3	0.0422
13 009300021783	810 CAMELOT DR	GREENE TONYA B	\$13,280	\$33,200	R3	0.0422
13 009300021791	811 CAMELOT DR	CAMELOT CLUB CONDOMINIUM ASSOCIATION INC	\$13,240	\$33,100	R3	0.0422
13 009300021809	812 CAMELOT DR	BOWERS WALTER	\$13,240	\$33,100	R3	0.0422
13 009300022054	1001 CAMELOT DR	NELSON KEVIN A	\$880	\$2,200	R3	0.0211
13 009300022062	1002 CAMELOT DR	TERRELL BENJAMIN	\$7,200	\$18,000	R3	0.0148
13 009300022070	1003 CAMELOT DR	BROWN JOHNNIE E	\$880	\$2,200	R3	0.0211
13 009300022088	1004 CAMELOT DR	MC CLUSKY ROSA G	\$600	\$1,500	R3	0.0148
13 009300022096	1005 CAMELOT DR	BORSAY ROBERT	\$11,000	\$27,500	R3	0.0211
13 009300022104	1006 CAMELOT DR	BYRON JOSHUA A	\$600	\$1,500	R3	0.0148
13 009300022112	1007 CAMELOT DR	KENNEDY LUTHER P II	\$11,600	\$29,000	R3	0.0211
13 009300022120	1008 CAMELOT DR	WRIGHT BARRY JARON	\$600	\$1,500	R3	0.0148
13 009300022138	1009 CAMELOT DR	BEN HET LLC	\$880	\$2,200	R3	0.0211
13 009300022146	1010 CAMELOT DR	BIGGS JOHN C JR & MINNIEFIELD CEDRIC L	\$8,680	\$21,700	R3	0.0148



**TAX ALLOCATION DISTRICTS NUMBER 1 & 2  
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13 009300022153	1011 CAMELOT DR	KENNEDY LUTHER P II	\$11,200	\$28,000	R3	0.0211
13 009300022161	1012 CAMELOT DR	MC KENZIE MARWAN	\$6,920	\$17,300	R3	0.0148
13 009300022179	1013 CAMELOT DR	VALLES ANA KAREN	\$1,200	\$3,000	R3	0.0294
13 009300022187	1014 CAMELOT DR	HOLDER ETHEL P	\$18,640	\$46,600	R3	0.0333
13 009300022195	1015 CAMELOT DR	KING KEVIN W	\$18,120	\$45,300	R3	0.0294
13 009300022203	1016 CAMELOT DR	GREEN CLARICE	\$1,360	\$3,400	R3	0.0333
13 009300022211	1017 CAMELOT DR	LIGON BETTYE C	\$1,200	\$3,000	R3	0.0294
13 009300022229	1018 CAMELOT DR	ZOOM OUT ASSOCIATES LLC	\$1,360	\$3,400	R3	0.0333
13 009300022237	1019 CAMELOT DR	PALMER ROBERT	\$14,160	\$35,400	R3	0.0294
13 009300022245	1020 CAMELOT DR	PERRY CLEMMIE	\$1,360	\$3,400	R3	0.0333
13 009300022252	1021 CAMELOT DR	BRIMPONG NANA AKOSAH	\$14,160	\$35,400	R3	0.0294
13 009300022260	1022 CAMELOT DR	SYLLA MAMADOU	\$1,360	\$3,400	R3	0.0333
13 009300022278	1023 CAMELOT DR	BRANDON KINGDRA	\$16,320	\$40,800	R3	0.0294
13 009300022286	1024 CAMELOT DR	BROWN COOK WANDA	\$1,360	\$3,400	R3	0.0333
13 009300022294	1101 CAMELOT DR	DURRAH JULIA	\$13,640	\$34,100	R3	0.045
13 009300022302	1102 CAMELOT DR	WILKINS TYREE & WILSON ELIZABETH V	\$13,640	\$34,100	R3	0.045
13 009300022310	1105 CAMELOT DR	RICHARDS BARBARA	\$13,960	\$34,900	R3	0.0482
13 009300022328	1106 CAMELOT DR	THIAM TACKO JOBE	\$13,960	\$34,900	R3	0.0482
13 009300022336	1107 CAMELOT DR	CAMELOT CLUB CONDOMINIUM ASSOCIATION INC	\$9,880	\$24,700	R3	0.0294
13 009300022344	1108 CAMELOT DR	JOHNSON MARY PORTER	\$9,880	\$24,700	R3	0.0294
13 009300022351	1109 CAMELOT DR	ALEXANDRIA PROPERTIES LLC	\$9,880	\$24,700	R3	0.0294
13 009300022369	1110 CAMELOT DR	HUGHES SIDNEY	\$9,880	\$24,700	R3	0.0294
13 009300022377	1111 CAMELOT DR	RILEY SHARON L	\$10,120	\$25,300	R3	0.0294
13 009300022385	1112 CAMELOT DR	SLACK NOEL J	\$9,880	\$24,700	R3	0.0294
13 009300022393	1113 CAMELOT DR	BEN HET LLC	\$14,120	\$35,300	R3	0.0294
13 009300022401	1114 CAMELOT DR	MEDOWS EDWARD	\$9,800	\$24,500	R3	0.0294
13 009300022419	1115 CAMELOT DR	HAMMOND RUBY	\$10,080	\$25,200	R3	0.0294
13 009300022427	1116 CAMELOT DR	SECRETARY OF HOUSING AND URBAN DEV	\$9,800	\$24,500	R3	0.0294
13 009300022435	1117 CAMELOT DR	BEN HET LLC	\$9,880	\$24,700	R3	0.0294



**TAX ALLOCATION DISTRICTS NUMBER 1 & 2  
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13 009300022443	1118 CAMELOT DR	ROY SUMIT	\$9,880	\$24,700	R3	0.0294
13 009300022450	1119 CAMELOT DR	ATLANTA WESTSIDE HOLDINGS LLC	\$10,120	\$25,300	R3	0.0294
13 009300022468	1120 CAMELOT DR	GRIER MARTHA	\$10,120	\$25,300	R3	0.0294
13 009300022476	1121 CAMELOT DR	LEVY KATHRYN	\$9,200	\$23,000	R3	0.0294
13 009300022484	1122 CAMELOT DR	KENDRICKS LYSHERION J	\$9,880	\$24,700	R3	0.0294
13 009300022492	1123 CAMELOT DR	BUTCHER CLARENCE JR & DOLORES	\$10,120	\$25,300	R3	0.0294
13 009300022500	1124 CAMELOT DR	DOE GEORGE	\$10,120	\$25,300	R3	0.0294
13 00930002C01			\$0	\$0		0
13 009300040064	5532 OLD NATIONAL HWY	JACOBS GABRIEL	\$418,080	\$1,045,200	C3	0.2083
13 009300040072	5536 OLD NATIONAL HWY	OHAGWU CHRISTIAN C	\$186,680	\$466,700	C3	0.2083
13 009300040080	5538 OLD NATIONAL HWY	PIN REAL ESTATE INVESTMENTS LLC	\$137,760	\$344,400	C3	0.1882
13 009300040098	5534 OLD NATIONAL HWY	PIN REAL ESTATE INVESTMENTS LLC	\$152,400	\$381,000	C3	0.2083
13 009300040106	5530 OLD NATIONAL HWY	ITELD SIMONE & C/O IDEAL SERVICE INC	\$55,000	\$137,500	C3	0.0955
13 009300040114	5530 OLD NATIONAL HWY	MAMAN YOM TOV	\$98,680	\$246,700	C3	0.0955
13 009300040122	5526 OLD NATIONAL HWY	YUGRO & ASSOCIATES LLC	\$98,680	\$246,700	C3	0.0955
13 009300040130	5526 OLD NATIONAL HWY	YUGRO & ASSOCIATES LLC	\$98,680	\$246,700	C3	0.0955
13 009300040148	5530 OLD NATIONAL HWY	PIN REAL ESTATE INVESTMENTS LLC	\$98,240	\$245,600	C3	0.096
13 009300040155	5526 OLD NATIONAL HWY	PIN REAL ESTATE INVESTMENTS LLC	\$98,240	\$245,600	C3	0.096
13 009300040163	5522 OLD NATIONAL HWY	PIN REAL ESTATE INVESTMENTS LLC	\$98,240	\$245,600	C3	0.096
13 009300040171	5520 OLD NATIONAL HWY	PIN REAL ESTATE INVESTMENTS LLC	\$98,240	\$245,600	C3	0.096
13 009300040189	5524 OLD NATIONAL HWY	PIN REAL ESTATE INVESTMENTS LLC	\$98,240	\$245,600	C3	0.096
13 0098 LL0072	5825 OLD BILL COOK RD	HILL JOEL D	\$117,400	\$293,500	I4	2.393
13 0098 LL0106	5835 OLD BILL COOK RD	HEADSPETH KIRK	\$17,040	\$42,600	R4	2.14
13 0098 LL0163	0 OLD BILL COOK RD	HILL JOEL D	\$6,280	\$15,700	R4	2.3
13 0098 LL0346	5885 OLD BILL COOK RD	HOLDEN PATRICIA M & RICHARD E	\$33,840	\$84,600	R4	6.5
13 0098 LL0353	5985 OLD BILL COOK RD	FERGUSON MILDRED W	\$31,840	\$79,600	R4	3.33
13 0098 LL0411	5915 OLD BILL COOK RD	ROBINS WILLIAM S	\$27,720	\$69,300	R3	1.5
13 0098 LL0502	5865 OLD BILL COOK RD	FRYE ETHEL	\$23,360	\$58,400	R3	1.09
13 0098 LL0536	5945 OLD BILL COOK RD	EARL MICHAEL & EARL LYNNE	\$33,320	\$83,300	R4	2.21
13 0098 LL0593	5887 OLD BILL COOK RD	GOLDSTEIN INVESTMENT PROPERTIES LLC	\$28,640	\$71,600	R3	0.5936



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13 0098 LL0635	5840 OLD BILL COOK RD	LEWALLEN LARRY & ORALEE	\$18,720	\$46,800	R3	0.4821
13 0098 LL0643	5844 OLD BILL COOK RD	MICHAELS CHAZZ & SWINSON LESLIE	\$49,200	\$123,000	R4	3
13 0098 LL0650	5800 OLD BILL COOK RD	PRICE ROBERT W & VIRGINIA	\$38,480	\$96,200	R5	11
13 0098 LL0668	5820 OLD BILL COOK RD	HERNANDEZ ALFREDO MUNOZ	\$35,640	\$89,100	R4	9.7
13 0098 LL0700	5870 OLD BILL COOK RD SW	DIAMOND ALLIANCE LLC	\$20,160	\$50,400	R3	0.5444
13 0098 LL0726	5860 OLD BILL COOK RD	KELLY CAROLYN	\$12,920	\$32,300	R3	0.3175
13 0098 LL0734	5850 OLD BILL COOK RD	MICHAELS CHAZZ & SWINSON LESLIE	\$20,920	\$52,300	R4	3.2
13 0098 LL0742	5856 OLD BILL COOK RD	SHETTY SHASHIREKHA	\$19,240	\$48,100	R3	0.3421
13 0098 LL0767	0 OLD BILL COOK RD	JAMES ANITA	\$3,960	\$9,900	R4	4.5
13 0098 LL0817	5965 OLD BILL COOK RD	EARL MICHAEL D & EARL LYNNE A	\$32,360	\$80,900	R3	0.9952
13 0098 LL0825	0 OLD BILL COOK RD	WILLIAMS HENRY R & WANDA E	\$9,000	\$22,500	R4	3.1
13 0098 LL0867	5895 OLD BILL COOK RD	MEDFORD RONALD	\$55,640	\$139,100	R4	5.13
13 0098 LL0882	5925 OLD BILL COOK RD	MILLER DOROTHY HILL	\$30,400	\$76,000	R4	3.41
13 009800010021	5975 RED OAK RD	BOOKER DOROTHY C	\$31,400	\$78,500	R3	0.4161
13 009800010039	3265 BLUEBONNET TRL	BANKS APRIL	\$36,600	\$91,500	R3	0.4046
13 009800010047	3275 BLUEBONNET TRL	JACKSON VIRGINIA S	\$45,600	\$114,000	R3	0.5393
13 009800010054	3285 BLUEBONNET TRL	CHERRY NORVIE L	\$36,360	\$90,900	R3	0.6048
13 009800010062	3295 BLUEBONNET TRL	MOORE DOMINIQUE	\$40,600	\$101,500	R3	0.4217
13 009800010070	3290 BLUEBONNET TRL	JONES JOSHUA D	\$47,320	\$118,300	R3	0.9372
13 009800010088	3280 BLUEBONNET TRL	MONTGOMERY GAY F	\$38,920	\$97,300	R3	0.4981
13 009800010096	3270 BLUEBONNET TRL	REID ELLA MAE	\$36,560	\$91,400	R3	0.4309
13 009800010104	0 BLUEBONNET TRL	WILEY LAVERN	\$4,040	\$10,100	R3	0.4659
13 009800010112	5985 RED OAK RD	WILEY LAVERN	\$47,400	\$118,500	R3	0.4156
13 009800010120	5995 RED OAK RD	PRESSLEY ROBERT L & PAMELA R	\$41,200	\$103,000	R3	0.4345
13 009800010138	5960 BUFFINGTON RD	WEEKES DORIS J & SYLVAN L	\$37,760	\$94,400	R3	0.4629
13 009800010153	5965 RED OAK RD	MC ELLENEY GRACE E	\$37,960	\$94,900	R3	0.4067



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13 009800010161	5955 RED OAK RD	HEARD CHARLIE JR	\$38,080	\$95,200	R3	0.4311
13 009800010179	5958 OLD BILL COOK RD	RENT R US PROPERTIES17 LLC	\$39,480	\$98,700	R3	0.4354
13 0099 LL0212	2770 BURDETT RD	CURLEE GEORGE W JR	\$33,240	\$83,100	R3	2
13 0099 LL0220	0 DEERFIELD TRL	CITY OF SOUTH FULTON	\$0	\$115,600	E1	17.6
13 0099 LL0238	5920 OLD CARRIAGE DR	HUMPHRIES ROBERT L	\$19,800	\$49,500	R3	0.3347
13 0099 LL0246	5910 OLD CARRIAGE DR	KENDRICK PATRICIA ANN	\$16,600	\$41,500	R3	0.3347
13 0099 LL0279	5900 OLD CARRIAGE DR	HICKSON JOHN H & CLARA M	\$34,760	\$86,900	R3	0.3326
13 0099 LL0311	2945 BURDETT RD	CITY OF SOUTH FULTON	\$0	\$576,400	E1	9.2
13 0099 LL0337	0 BURDETT RD	GLASS HOWARD	\$680	\$1,700	R3	0.4
13 0099 LL0360	2740 BURDETT RD	CURLEE BARBARA HOWARD ET AL	\$21,560	\$53,900	R4	5.63
13 0099 LL0741	2780 BURDETT RD	GARNER SHIRLEY J & JOHN C	\$22,000	\$55,000	R3	0.91
13 0099 LL0758	5960 HAMPTON CT	FYR SFR BORROWER LLC	\$24,560	\$61,400	R3	0.1381
13 0099 LL0766	5950 HAMPTON CT	WATSON BAHY AAZIM	\$24,480	\$61,200	R3	0.0738
13 0099 LL1111	5925 HAMPTON CT	TERRY PATRICIA	\$29,400	\$73,500	R3	0.1108
13 0099 LL1129	5935 HAMPTON CT	MALONE KESHAUNDRA J	\$25,080	\$62,700	R3	0.076
13 0099 LL1137	5945 HAMPTON CT	COHEN AVIHAI	\$27,280	\$68,200	R3	0.1015
13 0099 LL1145	5955 HAMPTON CT	VERITAS GROUP LLC	\$28,280	\$70,700	R3	0.1758
13 0099 LL1475	0 BURDETTE RD	CITY OF SOUTH FULTON	\$0	\$34,400	E1	2.34
13 0099 LL1483	2800 BURDETTE RD	FULTON COUNTY BOARD OF EDUCATION	\$0	\$33,334,400	E1	60.74
13 0099 LL1491	0 BURDETTE RD	FULTON COUNTY BOARD OF EDUCATION	\$0	\$11,400	E1	2.12
13 0100 LL0102	5807 OLD NATIONAL HWY	THWEATT RICHARD & PAULETTE ~	\$119,680	\$299,200	C3	0.4017
13 0100 LL0110	5817 OLD NATIONAL HWY	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$360,400	E2	0.4017
13 0100 LL0128	0 OLD NATIONAL HWY	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$34,000	E2	0.3765
13 0100 LL0151	5858 OLD NATIONAL HWY	ATLANTA TIRE GIANT INC	\$328,640	\$821,600	C3	1.5
13 0100 LL0219	0 OLD NATIONAL HWY	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$262,500	E2	0.4591
13 0100 LL0326	0 PLEASANT HILL RD	WORLD CHANGERS CHURCH INTERNATIONAL INC.	\$0	\$25,300	E2	21.1
13 0100 LL0334	0 OLD NATIONAL HWY # R	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$196,900	E2	0.4591
13 0100 LL0383	0 BURDETT RD	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$8,800	E2	0.528
13 0100 LL0391	5797 OLD NATIONAL HWY	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$1,276,600	E2	1.7031



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13 0100 LL0417	5745 OLD NATIONAL HWY	GC VILLAGE OF GEORGIA LLC	\$198,080	\$495,200	C3	0.8494
13 0100 LL0524	2495 BURDETT RD	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$1,288,800	E2	7.55
13 0100 LL0573	0 BURDETT RD	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$15,500	E2	1.0044
13 0100 LL0656	5737 OLD NATIONAL HWY	SHAW ATTLES PROPERTIES LLC	\$264,000	\$660,000	C3	0.8448
13 0100 LL0680	0 OLD NATIONAL HWY	SHAW ATTLES PROPERTIES LLC	\$73,600	\$184,000	C3	0.859
13 0100 LL0698	5755 OLD NATIONAL HWY	MAYWOOD 5755 OLD NATIONAL LLC	\$56,400	\$141,000	C3	0.8724
13 0100 LL0706	5767 OLD NATIONAL HWY	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$664,800	E2	0.8494
13 0100 LL0714	0 OLD NATIONAL HWY	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$268,100	E2	0.4362
13 0100 LL0730	2535 BURDETT RD	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$138,100	E2	0.7174
13 0100 LL0748	2555 BURDETT RD	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$548,400	E2	9.7
13 0100 LL0763	0 BURDETT RD	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$33,000	E2	3.7
13 0100 LL0789	5820 OLD NATIONAL HWY	SCHLOSSBERG JAY O	\$233,640	\$584,100	C3	1.62
13 0100 LL0797	5780 OLD NATIONAL HWY	SALEHA HOLDINGS LLC	\$281,040	\$702,600	C3	1.3728
13 0100 LL0904	2725 LANTERN LN	BUENROSTRO EVELYN	\$31,040	\$77,600	R3	0.27
13 0100 LL0938	0 OLD NATIONAL HWY	SALEHA FOUNDATION INC	\$34,000	\$85,000	C3	1.12
13 0100 LL0946	0 OLD NATIONAL HWY	WAAJID TALIAH	\$259,760	\$649,400	C4	4.8
13 0100 LL0953	2550 PLEASANT HILL RD	WORLD CHANGERS CHURCH INTERNATIONAL	\$0	\$702,000	E2	3.74
13 0100 LL0961	5725 OLD NATIONAL HWY	SOVRAN STRATEGIC INVEST L P	\$1,510,400	\$3,776,000	C4	6.72
13 0100 LL0979	0 OLD NATIONAL HWY	CHRISTIAN MISSIONARY BAPTIST CHURCH	\$0	\$216,800	E2	1.17
13 0100 LL0987	0 OLD NATIONAL HWY	PLEASANT HILL BAPTIST CHURCH	\$0	\$135,500	E2	1.85
13 0100 LL0995	0 PLEASANT HILL RD	CITY OF SOUTH FULTON	\$0	\$21,600	E3	2.28
13 010000030660	2650 PICARDY CIR SOUTH A	2650 LIVING TRUST THE	\$19,880	\$49,700	R3	0.1377
13 010000030678	2650 PICARDY CIR SOUTH # B	URBAN HOME DEVELOPMENT LLC	\$21,480	\$53,700	R3	0.1396
13 010000030702	2660 PICARDY CIR SOUTH B	NU IMAGE GROUP	\$19,520	\$48,800	R3	0.2195
13 010000030710	2660 PICARDY CIR SOUTH A	SMITH CECELIA RENE	\$19,200	\$48,000	R3	0.14
13 010000030728	2645 PICARDY CIR SOUTH A	MARTINEZ JOSE RICARDO	\$22,760	\$56,900	R3	0.17
13 010000030736	2645 PICARDY CIR SOUTH B	MARTINEZ JOSE R	\$20,560	\$51,400	R3	0.09
13 010000030744	2680 PICARDY CIR S	MAJEED BARBARA DORTCH & MAJEED RONALD M	\$18,640	\$46,600	R3	0.194
13 010000030751	2680 PICARDY CIR S # A	REYNOLDS RALPH L	\$23,440	\$58,600	R3	0.1451
13 010000030769	2670 PICARDY CIR # S	NU IMAGE GROUP LLC	\$22,000	\$55,000	R3	0.1431



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13 010000030777	2670 PICARDY CIR # B	DUNLAP DESALLE	\$19,440	\$48,600	R3	0.1664
13 010000030884	2635 PICARDY CIR # S	REYNOLDS VIOLET	\$35,040	\$87,600	R3	0.1198
13 010000030892	2635 PICARDY CIR S	BREWINGTON MICHAEL P OLD NATIONAL HIGHWAY PARTNERS LLC	\$20,120	\$50,300	R3	0.0877
13 0101 LL0101	0 SHERIFF RD		\$480,440	\$1,201,100	C4	5.338
13 0101 LL0176	2230 SHERIFF RD	BURG CAROLINE MILES & MILES DONALD JASON	\$29,040	\$72,600	R3	1
13 0101 LL0218	0 SHERIFF RD # REAR	FULTON COUNTY	\$0	\$15,200	E1	20
13 0101 LL0267	2220 SHERIFF RD	THORNTON CORENA	\$23,800	\$59,500	R3	1.0003
13 0101 LL0283	0 SHERIFF RD	BROCKINGTON CHRISTOPHER F & JOHNAPHER L	\$9,440	\$23,600	R4	3.6
13 0101 LL0291	0 PLEASANT HILL RD	CITY OF SOUTH FULTON	\$0	\$111,500	E1	19.62
13 0101 LL0358	2210 SHERIFF RD	WOODS JESSIE JAMES JR	\$25,480	\$63,700	R3	0.8
13 0101 LL0408	0 OLD NATIONAL HWY	CITY OF SOUTH FULTON	\$0	\$248,900	E1	32.54
13 0101 LL0424	0 PLEASANT HILL RD	CITY OF SOUTH FULTON	\$0	\$143,300	E1	31.5
13 0101 LL0432	0 SHERIFF RD REAR	CAMPBELL EARL J & GWENETTA B	\$880	\$2,200	R3	0.3025
13 0101 LL0440	0 SHERIFF RD # REAR	MC GEE BARBARA & TODD KEVIN	\$880	\$2,200	R3	0.3025
13 0101 LL0457	1830 HEATHERLY DR	FALL DIERY	\$26,120	\$65,300	R3	0.4
13 0101 LL0473	0 SHERIFF RD	HOGAN JAMES L	\$1,920	\$4,800	R3	0.3
13 0101 LL0499	0 SHERIFF RD # REAR	HOGAN JAMES L	\$1,440	\$3,600	R3	0.5
13 0101 LL0515	0 HEATHERLY DR	VALENTINE CARLA	\$1,040	\$2,600	R3	0.36
13 0101 LL0523	0 HEATHERLY DR REAR	VALENTINE CARLA	\$5,560	\$13,900	R3	2
13 0101 LL0531	0 SANDGATE DR # REAR	WHEELER OPAL J	\$880	\$2,200	R3	0.3
13 0101 LL0564	0 HEATHERLY DR REAR	K4K LLC	\$3,760	\$9,400	R3	1.3
13 0101 LL0572	0 HEATHERLY DR # REAR	RAMSEY ALBERT	\$1,160	\$2,900	R3	0.4
13 0101 LL0598	0 SHERIFF RD REAR	KNOX KENNETH	\$2,320	\$5,800	R4	3.84
13 0101 LL0614	0 HEATHERLY DR # REAR	DAVIS CHARLES E & DOROTHY L	\$1,040	\$2,600	R3	0.3558
13 0101 LL0630	0 SHERIFF RD # REAR	PATILLO ROBERT H	\$9,320	\$23,300	R4	2.67
13 0101 LL0671	0 SHERIFF RD	MILLS BRYANT & YOUNG J L	\$12,160	\$30,400	R4	3.2
13 0101 LL0705	2301 SHERIFF RD	LANG SANDRA	\$24,840	\$62,100	R3	1.92
13 0101 LL0713	0 SHERIFF RD	MC ADOO LORRAINE S	\$6,200	\$15,500	R3	0.45
13 0101 LL0721	0 SHERIFF RD	RHODES KING	\$9,240	\$23,100	R4	2.7
13 0101 LL0739	2380 BURDETT RD	SKYVIEW MEDIA INC	\$31,040	\$77,600	R3	1.0855
13 0101 LL0747	0 BURDETT RD	SKYVIEW MEDIA INC	\$4,400	\$11,000	R3	0.5708



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13 0101 LL0754	0 SANDGATE DR	WILLIAMS NATHAN	\$5,760	\$14,400	R3	0.37
13 0101 LL0762	0 SANDGATE DR	K4K LLC	\$5,360	\$13,400	R3	0.3
13 0101 LL0770	5790 OLD NATIONAL HWY	COLLINS & ASSOCIATES	\$348,120	\$870,300	C4	8.54
13 0101 LL0788	0 SHERIFF RD	RHODES VEULA	\$6,840	\$17,100	R4	2.62
13 0101 LL0796	0 SHERIFF RD	THREE SIBS NORTH LLC	\$8,280	\$20,700	R3	0.52
13 0101 LL0804	2380 SHERIFF RD	BRAF BROTHERS LLC	\$247,480	\$618,700	C3	0.9285
13 0101 LL0812	5990 OLD NATIONAL HWY	FARDEEN & FARHAN LLC	\$600,000	\$1,500,000	C3	1.411
13 0101 LL0820	2300 SHERIFF RD	MOLDEN GREGORY B	\$36,000	\$90,000	R4	4.6
13 0124 LL0328	0 OLD NATIONAL HWY	VASNANI RAMESH ET AL	\$151,560	\$378,900	C4	7.27
13 0124 LL0336	6000 OLD NATIONAL HWY	HONG CUONG & NGUYEN SUONG T	\$97,640	\$244,100	C3	0.491
13 0124 LL3066	2395 FLAT SHOALS RD	STAIRCASE OLD NATIONAL LLC ET AL	\$140,560	\$351,400	C3	1.7
13 0125 LL0319	6140 OLD NATIONAL HWY	FRANKS JOHN T	\$189,860	\$474,645	C3	1.471
13 0125 LL0327	6200 OLD NATIONAL HWY	SOLOMON WILLIAM A B	\$158,400	\$396,000	C3	1.5151
13 0125 LL0335	6210 OLD NATIONAL HWY	ST REAL ESTATE HOLDINGS LLC	\$249,520	\$623,800	C3	1.5206
13 0125 LL0350	6150 OLD NATIONAL HWY	ONP BUILDING LLC	\$206,240	\$515,600	C3	1.4932
13 0125 LL0368	6170 OLD NATIONAL HWY	ATLANTA EYE CONSULTANTS P C	\$262,080	\$655,200	C3	1.5014
13 0125 LL0376	6180 OLD NATIONAL HWY	KELLY CAROLYN A	\$191,760	\$479,400	C3	1.5048
13 0125 LL0384	6230 OLD NATIONAL HWY	SHARNINA REAL ESTATE LLC	\$226,280	\$565,700	C3	1.5261
13 0125 LL0467	6129 OLD NATIONAL HWY	AHMED ENTERPRISES II INC	\$254,440	\$636,100	C3	0.78
13 0125 LL0541	6103 OLD NATIONAL HWY	MAIN STREET SOUTH FULTON LLC	\$298,760	\$746,900	C3	1.16
13 0125 LL0632	6159 OLD NATIONAL HWY	TANISH ENTERPRISES INC	\$250,720	\$626,800	C3	0.683
13 0125 LL0665	2480 FLAT SHOALS RD	L S HARTZOG PROPERTIES LLC	\$237,320	\$593,300	C3	0.586
13 0125 LL0699	6035 OLD NATIONAL HWY	MA DAL CHUNG GONG INC	\$316,080	\$790,200	C3	0.86
13 0125 LL0715	6175 OLD NATIONAL HWY	OM SAI RAM PROPERTIES LLC	\$2,280,000	\$5,700,000	C5	16.011
13 0125 LL0749	6025 OLD NATIONAL HWY	MAIN STREET SOUTH FULTON LLC	\$207,400	\$518,500	C3	0.574
13 0125 LL0756	6055 OLD NATIONAL HWY SUITE 345	MAIN STREET SOUTH FULTON LLC	\$3,227,400	\$8,068,500	C5	14.33
13 0125 LL0772	6165 OLD NATIONAL HWY	NATIONAL RETAIL PROPERTIES LP	\$218,120	\$545,300	C3	0.62
13 0125 LL0806	6169 OLD NATIONAL HWY	WHITEWATER MANAGEMENT LLC	\$227,680	\$569,200	C3	0.45
13 0125 LL0822	6100 OLD NATIONAL HWY	15PPA COLLEGE PARK LLC	\$515,160	\$1,287,900	C3	1.2259
13 0125 LL0830	6060 OLD NATIONAL HWY	DB REAL ESTATE ASSETS I LLC	\$252,560	\$631,400	C3	0.3605





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13 0125 LL0848	0 OLD NATIONAL HWY	DB REAL ESTATE ASSETS I LLC	\$59,320	\$148,300	C3	0.373
13 0125 LL0863	0 FLAT SHOALS RD	MAIN STREET SOUTH FULTON LLC	\$107,080	\$267,700	C4	2.37
13 0125 LL3636	6125 OLD NATIONAL HWY	TARA BOULEVARD RESTAURANT CORP	\$607,760	\$1,519,400	C3	1.2
13 0125 LL4709	6120 OLD NATIONAL HWY	WAGON LLC	\$545,000	\$1,362,500	C3	1.605
13 0125 LL4717	6130 OLD NATIONAL HWY	STAIRCASE FLAT SHOALS LLC	\$115,840	\$289,600	C3	1.015
13 0127 LL1281	360 MAGNOLIA WALK LN	MURRY EDUARDO L	\$61,480	\$153,700	R3	0.3674
13 0127 LL1299	370 MAGNOLIA WALK LN	BRADLEY LORETTA	\$69,200	\$173,000	R3	0.3449
13 0127 LL1703	0 MAGNOLIA WALK LN	MAGNOLIA WALK PHASE I HOMEOWNERS ASSN INC	\$40	\$100	R3	0.431
13 0128 LL0068	6160 BUFFINGTON RD	DEVELOPMENT AUTHORITY OF FULTON COUNTY	\$36,320	\$90,800	R4	6.97
13 0128 LL0191	0 BUFFINGTON RD	GARRETT GENTLE	\$3,800	\$9,500	R3	0.599
13 0128 LL0233	0 BUFFINGTON RD	DEVELOPMENT AUTHORITY OF FULTON COUNTY	\$7,120	\$17,800	R3	2
13 0128 LL0274	0 BUFFINGTON RD	SILVERSTONE RESIDENTIAL GA LLC	\$102,400	\$256,000	R5	35.217
13 0128 LL0308	6002 BIRDSEYE TRL	BINGHAM LORETTA	\$40,920	\$102,300	R3	0.221
13 0128 LL0316	6099 LAMP POST PL	WILLIAMS BRANTON B	\$44,160	\$110,400	R3	0.2171
13 0128 LL0324	6095 LAMP POST PL	SRP SUB LLC	\$38,720	\$96,800	R3	0.2146
13 0128 LL0332	6091 LAMP POST PL	WHITLOCK BINEKIA	\$39,440	\$98,600	R3	0.2082
13 0128 LL0340	6087 LAMP POST PL	GANT KENYETTA	\$46,360	\$115,900	R3	0.4231
13 0128 LL0357	6083 LAMP POST PL	2014 3 IH BORROWER L P	\$38,960	\$97,400	R3	0.2727
13 0128 LL0365	6079 LAMP POST PL	FRIERSON JOHN	\$51,680	\$129,200	R3	0.2617
13 0128 LL0373	6075 LAMP POST PL	BENNETT KALVIN	\$49,440	\$123,600	R3	0.2857
13 0128 LL0381	6071 LAMP POST PL	SKAIR GEORGE & DONNA	\$59,000	\$147,500	R3	0.7067
13 0128 LL0399	6067 LAMP POST PL	SRMZ 1 LLC	\$54,480	\$136,200	R3	0.6743
13 0128 LL0407	6063 LAMP POST PL	CRUM MELVIN L	\$43,280	\$108,200	R3	0.6419
13 0128 LL0415	6059 LAMP POST PL	SHANNON KENNY L & STEPHANIE R	\$63,720	\$159,300	R3	1.5091
13 0128 LL0910	6131 LAMP POST PL	HICKS JAMIE	\$38,560	\$96,400	R3	0.2197
13 0128 LL0928	6127 LAMP POST PL	DAVIS AUDREY	\$34,040	\$85,100	R3	0.3462
13 0128 LL0936	6123 LAMP POST PL	SRMZ 1 LLC	\$39,960	\$99,900	R3	0.2175
13 0128 LL0944	6119 LAMP POST PL	SMITH GROVER E	\$40,360	\$100,900	R3	0.2123
13 0128 LL0951	6115 LAMP POST PL	MISHTI HOMES LLC	\$39,400	\$98,500	R3	0.21



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13 0128 LL0969	6111 LAMP POST PL	EPH 2 ASSETS LLC	\$51,320	\$128,300	R3	0.2096
13 0128 LL1348	0 BUFFINGTON RD	BUFFINGTON PARK HOMEOWNERS ASSOCIATION INC	\$40	\$100	R4	4.5485
13 0128 LL1355	0 LAMP POST RD	BUFFINGTON PARK HOMEOWNERS ASSOCIATION INC	\$40	\$100	R3	1.345
13 0128 LL1728	0 LAMP POST PL	BUFFINGTON PARK HOMEOWNERS ASSOCIATION INC	\$40	\$100	R5	14.673
13 0128 LL1736	0 LAMP POST PL	BUFFINGTON PARK HOMEOWNERS ASSOCIATION INC	\$40	\$100	R3	1.066
13 0128 LL1744	6180 BUFFINGTON RD	DEVELOPMENT AUTHORITY OF FULTON COUNTY	\$3,702,780	\$18,513,900	I5	43.809
13 0132 LL0310	2505 NEVELS RD	KINGRAW HOMES LLC	\$11,880	\$29,700	R3	0.5464
13 0132 LL0336	6465 OLD NATIONAL HWY	ATLANTA COLLEGE PARK DISTRICT BOARD OF TRUSTEES INC	\$22,480	\$56,200	R3	1.0028
13 0132 LL0344	2464 WOODWARD RD	HOWARD NILA FAYE & HOWARD NICHOLAS ADAM	\$27,440	\$68,600	R3	0.9996
13 0132 LL0351	0 WOODWARD RD	HOWARD NILA FAYE & STEELY RHONDA HOWARD	\$4,640	\$11,600	R3	0.9996
13 0132 LL0385	2480 NEVELS RD	TINCH WILLIAM E	\$26,800	\$67,000	R3	1.2187
13 0132 LL0393	2470 NEVELS RD	ALEXANDER LINDA D	\$24,560	\$61,400	R3	1.2187
13 0132 LL0401	2460 NEVELS RD	NEVEL HOMES LLC	\$35,600	\$89,000	R3	1.2405
13 0132 LL0476	2490 NEVELS RD	CC ATL LLC	\$26,880	\$67,200	R4	2.44
13 0132 LL0591	6565 OLD NATIONAL HWY	DIALLO OUMAR & RAMATOULAYE	\$21,800	\$54,500	R3	0.7
13 0132 LL0799	2500 WOODWARD RD	BAKER LOUISE & HILL JOHN	\$27,600	\$69,000	R3	1.6985
13 0132 LL0807	6525 OLD NATIONAL HWY	NORTH GEORGIA CONFERENCE OF THE UNITED METHODIST CHURCH INC	\$31,400	\$78,500	R5	10.8
13 0132 LL0815	0 OLD NATIONAL HWY	MILLSTONE BUILDERS & DEVELOPERS INC	\$11,400	\$28,500	R3	1.8742
13 0132 LL0823	6575 OLD NATIONAL HWY	BALDE MAMADOU L	\$22,400	\$56,000	R3	1.5
13 0132 LL3348	6385 OLD NATIONAL HWY	INLAND ATLANTIC OLD NATIONAL PHASE I LLC	\$2,804,800	\$7,012,000	C5	17.283
13 0132 LL3363	6435 OLD NATIONAL HWY	MP OUTLOT A LLC	\$95,280	\$238,200	C3	1.029
13 0132 LL3371	6415 OLD NATIONAL HWY	MP OUTLOT B LLC	\$144,840	\$362,100	C3	1.016
13 0132 LL3389	6395 OLD NATIONAL HWY	INLAND ATLANTIC OLD NATIONAL PHASE I LLC	\$412,760	\$1,031,900	C3	1.283
13 0132 LL3397	6375 OLD NATIONAL HWY	MP OUTLOT D LLC	\$110,000	\$275,000	C3	1.242
13 0132 LL3405	6355 OLD NATIONAL HWY	MP OUTLOT E LLC	\$99,720	\$249,300	C3	1.092
13 0132 LL3413	6325 OLD NATIONAL HWY	MP OUTLOT F LLC	\$100,240	\$250,600	C3	1.098



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13 0132 LL3421	6305 OLD NATIONAL HWY	MP OUTLOT G LLC	\$135,280	\$338,200	C3	1.611
13 0132 LL3439	6445 OLD NATIONAL HWY	INVICTUS ATLANTA HOLDING LLC	\$422,280	\$1,055,700	C3	0.556
13 0156 LL0600	6896 OLD NATIONAL HWY	GREATER NEW LIFE BAPTIST CHURCH INC	\$0	\$17,600	E2	1.9
13 0157 LL0112	6715 OLD NATIONAL HWY	BK4U INC	\$56,840	\$142,100	R5	10.4
13 0157 LL0153	6645 OLD NATIONAL HWY	AOK NATIONAL HWY LLC	\$24,640	\$61,600	R4	2.7
13 0157 LL0179	2470 CREEL RD	BURNETT DERRICK & KELLEY	\$79,920	\$199,800	R4	8
13 0157 LL0351	2455 CREEL RD	OTTAWA MAYOLA ET AL	\$28,040	\$70,100	R3	2
13 0157 LL0369	2445 CREEL RD	ISOM LACONTE M	\$76,000	\$190,000	C3	1.3557
13 0157 LL0427	6675 OLD NATIONAL HWY	AOK NATIONAL HWY LLC	\$8,880	\$22,200	R3	1.8
13 0157 LL0435	6600 OLD NATIONAL HWY	NEW LIFE PRESBYTERIAN CHURCH UNLIMITED INC	\$0	\$770,300	E2	9.36
13 0157 LL0443	2475 CREEL RD	FLAMES OF FIRE MINISTRIES INTERNATIONAL INC	\$0	\$87,900	E2	5.12
13 015700010037	2425 THORNTON DR	OKOMA ALEXANDER O & CECILIA N	\$19,120	\$47,800	R3	0.4242
13 015700010276	6775 OLD NATIONAL HWY	VOVOC VENTURES LLC	\$32,600	\$81,500	R4	2.5
13 015700010284	6805 OLD NATIONAL HWY	STARR GARRY A & DONNA E	\$36,640	\$91,600	R4	3.71
13 015700010458	6885 OLD NATIONAL HWY	NGUYEN VAN	\$33,240	\$83,100	R3	1.8365
13 015700010466	0 OLD NATIONAL HWY	FAIRWAY HOMES INC	\$5,600	\$14,000	R3	0.4996
13 015700010474	0 OLD NATIONAL HWY	FAIRWAY HOMES INC	\$5,200	\$13,000	R3	0.4224
13 015700010482	0 OLD NATIONAL HWY	FAIRWAY HOMES	\$5,240	\$13,100	R3	0.4247
13 015700010490	0 OLD NATIONAL HWY	FAIRWAY HOMES INC	\$5,760	\$14,400	R3	0.5309
13 015700010508	0 OLD NATIONAL HWY	STARR GARRY A & DONNA E	\$6,320	\$15,800	R3	0.6446
13 015700010706	6755 OLD NATIONAL HWY	PRIME CARE LEARNING CENTER	\$157,160	\$392,900	C3	0.7169
13 0164 LL0121	7035 OLD NATIONAL HWY	WEBB JAMES L JR	\$165,200	\$413,000	C4	6.97
13 0164 LL0204	0 OLD NATIONAL HWY	SPRINGER IVY ET AL	\$42,920	\$107,300	C4	2.36
13 0164 LL0220	0 BETHSAIDA RD	SELAH PROP INC	\$121,520	\$303,800	C5	11.66
13 0164 LL0238	7055 OLD NATIONAL HWY	H ALLEN & MARGARET MARTIN GOODMAN LIVING TRUST THE	\$520,000	\$1,300,000	C3	1.25
13 0164 LL0246	7105 OLD NATIONAL HWY	SOMMER JTS ONE LLC ET AL	\$1,711,920	\$4,279,800	C4	5.966
13 0164 LL0279	0 BETHSAIDA RD	JUSU IDA	\$22,240	\$55,600	C3	1.78
13 016400020151	0 OLD NATIONAL HWY	FAIRWAY HOMES INC	\$4,400	\$11,000	R3	0.5207
13 016400020169	2405 HALLIE MILL RD	SIMMONS ANTHONY	\$23,320	\$58,300	R3	0.4505
13 016400020177	2400 HALLIE MILL RD	GRUBER STEPHEN ET AL	\$27,040	\$67,600	R3	0.403



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13 016400020193	0 OLD NATIONAL HWY	BRYANT MICHAEL A	\$5,040	\$12,600	R3	0.7623
13 0165 LL0435	6940 DODD RD	FAIRBURN BAPTIST MISSIONARY ASSOC INC	\$0	\$31,800	E2	0.6926
13 0165 LL0484	6940 OLD NATIONAL HWY	ADAMS MICHAEL & GINGER	\$24,480	\$61,200	R3	0.4981
13 0165 LL0500	7100 OLD NATIONAL HWY	SARA INC	\$271,160	\$677,900	C3	1.55
13 0165 LL0609	6930 DODD RD	GREATER NEW LIFE BAPTIST CHURCH INC	\$0	\$31,400	E2	0.1148
13 0165 LL0625	6930 DODD RD	GREATER NEW LIFE BAPTIST CHURCH INC	\$0	\$127,800	E2	2.93
13 0165 LL0633	0 BETHSAIDA RD	CROSS JOHN	\$2,400	\$6,000	C4	3
13 0165 LL0641	0 BETHSAIDA RD	SPRING GROVE PARTNERS LLC	\$185,160	\$462,900	C5	11.69
13 0165 LL0658	7160 CAMP VALLEY RD	SARA INC	\$4,480	\$11,200	R3	1
13 0165 LL0666	7180 OLD NATIONAL HWY	SARA INC	\$11,360	\$28,400	R4	3
13 0165 LL0690	7049 CAMP VALLEY RD	RCM PROPERTIES LLC	\$16,960	\$42,400	R4	4.47
13 0165 LL0708	6990 OLD NATIONAL HWY	LE JACKSON & HOANG TRANG MAI THI	\$6,760	\$16,900	R4	2.23
13 0188 LL0123	7210 OLD NATIONAL HWY	BOYNTON GARY J	\$34,560	\$86,400	R4	7.1
13 0188 LL0248	7485 OLD NATIONAL HWY	HERITAGE BANK	\$108,000	\$270,000	C4	2.25
13 0188 LL0297	7465 OLD NATIONAL HWY	HERITAGE BANK	\$9,640	\$24,100	R4	2.15
13 0188 LL0305	2385 WEST RD	ARNOLD KENNETH H & JUDY E	\$27,480	\$68,700	R3	1.5876
13 0188 LL0313	2365 WEST RD	STEPHENS BRIDGETTE	\$26,920	\$67,300	R3	1.4945
13 0188 LL0321	0 NEW WEST RD	EQUITY TRUST COMPANY	\$5,440	\$13,600	R3	1.343
13 0188 LL0354	7365 OLD NATIONAL HWY	WURSTER MARK	\$260,880	\$652,200	C4	2.23
13 0188 LL0420	2165 JONESBORO RD	CHRIST OUR HOPE LUTHERAN CH	\$0	\$311,100	E2	5.77
13 0188 LL0461	7335 OLD NATIONAL HWY	WEST VILLAGE HOLDINGS LLC	\$1,316,400	\$3,291,000	C4	2.88
13 0188 LL0479	0 OLD NATIONAL HWY	ACQUISITION SOLUTIONS LLC	\$129,200	\$323,000	C4	2.65
13 0188 LL0487	0 OLD NATIONAL HWY	GODBY JOHN A JR	\$26,840	\$67,100	R5	13.19
13 0188 LL0495	7375 OLD NATIONAL HWY	DRENNAN PAUL	\$26,160	\$65,400	R3	0.7897
13 0188 LL0503	0 OLD NATIONAL HWY	DRENNAN PAUL	\$5,800	\$14,500	R3	1.98
13 0188 LL0529	2195 JONESBORO RD	HEATHERWOOD FIRST BAPT CH INC	\$0	\$1,431,400	E2	16.04
13 0188 LL0537	7496 OLD NATIONAL HWY	FLOYD VERNON D & CASSANDRA	\$256,840	\$642,100	C3	1.189
13 0188 LL0560	0 OLD NATIONAL HWY	ITEM V TRUST & WEINSTOCK MICHAEL	\$50,880	\$127,200	C5	11.23
13 0188 LL0578	2225 JONESBORO RD	CITIZENS & SOUTHERN NATL BANK	\$417,560	\$1,043,900	C3	0.92
13 0188 LL0594	7480 OLD NATIONAL HWY	MC DONALDS CORP	\$401,520	\$1,003,800	C3	0.933



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13 0188 LL0602	7490 OLD NATIONAL HWY	JONES BRIDGE ROAD ASSOCIATES LLC	\$1,330,000	\$3,325,000	C4	9.66
13 0188 LL0610	2215 JONESBORO RD	SOUTH FULTON LLC	\$30,720	\$76,800	R4	4.1
13 0188 LL0651	7445 OLD NATIONAL HWY	DRYDEN DOUGLAS J & MARI JO	\$211,800	\$529,500	C3	0.75
13 0188 LL0669	0 OLD NATIONAL HWY	HERITAGE BANK	\$201,440	\$503,600	C4	3.88
13 0188 LL0677	0 JONESBORO RD	SAM'S COMMERCIAL PROPERTIES LLC	\$175,120	\$437,800	C3	1.541
13 0188 LL2335	7340 OLD NATIONAL HWY	MOST WORSHIPFUL PRINCE HALL GRAND LODGE,	\$0	\$3,395,100	E9	10.99
13 0188 LL2970	2275 JONESBORO RD	ROCK 11 LLC	\$617,720	\$1,544,300	C3	1.03
13 0196 LL0644	2220 JONESBORO RD	OLD NATIONAL RETAIL CENTER LLC	\$547,480	\$1,368,700	C4	3.7176
13 0196 LL0792	0 KENWOOD RD	ALI WEAM	\$70,840	\$177,100	C3	0.976
13 0196 LL0818	0 JONESBORO RD	CLIFTWOOD PROPERTIES LLC	\$267,560	\$668,900	C4	9.7
13 0196 LL0826	0 JONESBORO RD	CLIFTWOOD PROPERTIES LLC	\$153,160	\$382,900	C4	2.95
13 0196 LL0842	0 JONESBORO RD	CLIFTWOOD PROPERTIES LLC	\$60,760	\$151,900	C3	1.17
13 0196 LL0859	0 JONESBORO RD	OLD NATIONAL STATION LLC	\$5,240	\$13,100	C3	1.09
13 0196 LL0867	915 KENWOOD RD	WH CAPITAL L L C	\$133,760	\$334,400	C3	0.422
13 0196 LL0875	0 JONESBORO RD	OLD NATIONAL RETAIL CENTER LLC	\$114,800	\$287,000	C4	2.0289



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## TAD #2: West Side:

Parcel ID	Address	Owner	Assessed Value	Appraised Value	Class Code	Acreage
09C060000290033	4055 LANDHAM RD	GOLDEN TRIANGLE INC	\$ 50,000	\$125,000	R4	10
09C060000290066	8415 CAMPBELLT ON FAIRBURN RD	HENDERSON DOROTHY S	\$ 40,240	\$100,600	R4	5.05
09C060000290074	8415 CAMPBELLT ON FAIRBURN RD	VAUGHAN MATHILDE L	\$ 32,840	\$82,100	R3	1.91
09C060000290298	8540 CAMPBELLT ON FAIRBURN	FOUNTAIN DAREN	\$ 61,840	\$154,600	R4	4.94
09C060000290322	0 CAMPBELLT ON FAIRBURN RD	FOUNTAIN FAMILY TRUST THE	\$ 17,480	\$43,700	R4	3.4
09C060000290348	8470 HWY 92	BYRD HAROLD W & JOANN	\$ 45,960	\$114,900	R3	2
09C060000290355	0 CAMPBELLT ON FAIRBURN RD	FOUNTAIN DAREN	\$ 31,080	\$77,700	R4	7.4
09C060000290363	8450 CAMPBELLT ON FAIRBURN RD	PERRY CYNTHIA B & DENNIS JOE	\$ 92,320	\$230,800	R4	10
09C060000290512	3930 CASCADE PALMETTO HWY	JACKSON CHARLES	\$ 51,360	\$128,400	R4	2.5
09C060000290561	8460 CAMPBELLT ON FAIRBURN RD	FOUNTAIN DAREN G	\$ 75,520	\$188,800	R4	5
09C060000290579	8456 CAMPBELLT ON FAIRBURN RD	PRINGLE ROBERT	\$ 108,960	\$272,400	R5	13.4
09C060000290710	0 LANDHAM RD	LE JARDIN VCOFI LLC	\$ 210,880	\$527,200	A5	89
09C060000290744	3950 CASCADE PALMETTO HWY	YAZBAK OMAR	\$ 41,480	\$103,700	R3	1



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09C060000290751	3960 CASCADE PALMETTO HWY	YAZBAK OMAR	\$ 29,680	\$74,200	R4	3
09C060000290769	3940 CASCADE PALMETTO HWY	LEWALLEN PAMELA S	\$ 48,480	\$121,200	R4	3
09C060000290827	8435 CAMPBELL ON FAIRBURN RD	GREENE SELENA L & JIMMY H JR	\$ 42,600	\$106,500	R3	1.02
09C060000290918	8455 FAIRBURN RD	FOUNTAIN FAMILY TRUST THE	\$ 40,280	\$100,700	R4	4.98
09C060000300097	8355 CAMPBELL ON FAIRBURN	BPJ ENTERPRISES INC & TOOMPSTONE PUBLISHING INC	\$ 31,320	\$78,300	R3	1
09C060000300139	0 CAMPBELL ON FAIRBURN RD	FOUNTAIN MATTHEW W & PAULA M	\$ 12,400	\$31,000	R5	10.23
09C060000300477	0 CAMPBELL ON FAIRBURN RD	CANTRELL BETH DAVIS	\$ 9,880	\$24,700	R4	9.6
09C060000300527	8395 CAMPBELL ON FAIRBURN RD	PARKER CHASTY	\$ 29,040	\$72,600	R3	1
09C060000300543	0 CAMPBELL ON FAIRBURN RD	SULLIVAN WILLIAM H JR & TANISHA J	\$ 10,600	\$26,500	R4	5.5297
09C060000300642	0 CAMPBELL ON FAIRBURN RD	NEWTON ALLAN & RENEE	\$ 8,360	\$20,900	R4	7
09C060000300659	8335 CAMPBELL ON FAIRBURN RD	SMART MOVES INVESTMENT INC	\$ 40,080	\$100,200	R5	14.4
09C060000300667	0 CAMPBELL ON FAIRBURN RD	NEWTON ALLAN & RENEE	\$ 2,040	\$5,100	R3	1
09C060000300675	0 CAMPBELL ON FAIRBURN RD	NEWTON ALLAN & RENEE	\$ 5,080	\$12,700	R3	1



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09C060000300733	8370 CAMPBELL ON FAIRBURN RD	ROUECHE DANIEL B	\$ 55,960	\$139,900	R4	2.47
09C060000300790	0 CAMPBELL ON FAIRBURN RD	JONES JAMES C	\$ 89,200	\$223,000	R5	16.991
09C060000300816	0 CAMPBELL ON FAIRBURN RD	BPJ ENTERPRISES INC & TOOMPSTONE PUBLISHING INC	\$ 31,320	\$78,300	R5	15.6
09C060000300881	0 DOUGLASVIL LE FAIRBRN	MARK D JARRETT & SHELIA GAY JARRETT JOINT LIVING TRUST THE	\$ 7,420	\$230,400	V5	21.05
09C060000300899	4060 BETHLEHEM RD	JARRETT MARK D TR OF MARK DENNIS JARRETT & SHELIA GAY JARRETT JOINT LIVING TRUST	\$ 48,440	\$121,100	R3	1
09C060000300923	8305 CAMPBELL ON FAIRBURN RD	WILLIAMS MARIBEL	\$ 57,400	\$143,500	R3	1
09C060000300931	8315 CAMPBELL ON FAIRBURN RD	FOUNTAIN PAULA M & MATTHEW W	\$ 83,680	\$209,200	R4	6.3
09C060000300949	8380 CAMPBELL ON FAIRBURN RD	NALL JEFFREY DUANE	\$ 85,200	\$213,000	R4	7.08
09C060000300956	0 CAMPBELL ON FAIRBURN RD	HCL 3 LLC	\$ 44,280	\$110,700	A5	35.61
09C060000300972	8300 CAMPBELL ON FAIRBURN RD	JONES JAMES C & DETRIUS	\$ 94,960	\$237,400	R4	5
09C060100380189	3890 CASCADE PALMETTO HWY	FOUNTAIN FAMILY TRUST THE	\$ 113,720	\$284,300	C3	1
09C060100380270	0 CASCADE PALMETTO HWY	FOUNTAIN LANCE V & TALITHA C	\$ 1,200	\$3,000	R3	1.99
09C060100380346	8475 CAMPBELL ON FAIRBURN RD	LATHAM ILA FAYE	\$ 35,040	\$87,600	R4	7.5
09C060200360255	0 RATTEREE RD	DEMPSEY SEAN CHRISTOPHER	\$ 9,760	\$24,400	R4	6





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09C060200370015	3895 CASCADE PALMETTO HWY	WILSON DIANA S	\$ 31,000	\$77,500	R5	19.7
09C060200370023	0 CASCADE PALMETTO HWY	WILSON DIANA S	\$ 25,200	\$63,000	R4	7.5795
09C060200370031	3745 CASCADE PALMETTO HWY	WILSON DIANA S	\$ 8,720	\$21,800	R4	7.5
09C060200370056	3800 COCHRAN RD	LONG SHEILA & LONG JERRY	\$ 63,600	\$159,000	R3	1
09C060200370072	3735 CASCADE PALMETTO HWY	GADRIX RANDALL E	\$ 125,360	\$313,400	R4	5.9
09C060200370080	3725 CASCADE PALMETTO HWY	SWANSON JUDITH ANN	\$ 29,560	\$73,900	R4	5
09C060200370098	3715 CASCADE PALMETTO HWY	GALLOF EDWARD J & VALERIE A	\$ 28,280	\$70,700	R4	5
09C060200370148	0 CASCADE PALMETTO HWY	WILSON DIANA S	\$ 28,520	\$71,300	R4	8.95
09C060200370155	3750 COCHRAN RD	WILSON DIANA S	\$ 30,480	\$76,200	R4	2.8
09C060200370171	0 CASCADE PALMETTO HWY	RUSH TIMOTHY SCOTT	\$ 18,200	\$45,500	A5	10.5
09C060200370189	0 CASCADE PALMETTO HWY	GADRIX BARBARA A WARD & WARD KENNETH EUGENE	\$ 11,440	\$28,600	R4	6.7
09C060200370197	8275 COCHRAN RD	ROBINSON KELLY	\$ 130,080	\$325,200	R5	10.71
09C060200370221	8230 RATAREE RD	BARTA RAYMOND D	\$ 20,000	\$50,000	R4	4.8
09C060200370239	0 CASCADE PALMETTO HWY	SMITH HARRY VAUGHAN	\$ 7,000	\$17,500	R4	4.4
09C060200370262	8233 RATAREE RD	TILLMAN GABRIELLE	\$ 11,760	\$29,400	R4	3
09C060200370270	0 RATAREE RD	MUNSON PHILLIP WAYNE JR	\$ 2,080	\$5,200	R4	2.02
09C060200370288	0 CASCADE PALMETTO HWY	WILSON DIANA S	\$ 30,320	\$75,800	R5	12.1705
09C100100360011	3689 CASCADE PALMETTO HWY	PATTERSON JOHNITA	\$ 33,360	\$83,400	R4	5
09C100100360029	3685 CASCADE	PATTERSON JOHNITA	\$ 13,720	\$34,300	R4	4.3



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	PALMETTO HWY					
09C100100360151	0 CASCADE PALMETTO HWY	BECK SHIRLEY J	\$ 19,400	\$48,500	R5	12.02
09C100100360169	3661 CASCADE PALMETTO HWY	BECK SHIRLEY J	\$ 120,960	\$302,400	R4	5.65
09C110000420146	8105 COCHRAN RD	RUSSELL WILLIAM M III	\$ 23,950	\$294,000	V5	33.4
09C110000420161	0 COCHRAN RD	WILSON WARREN R	\$ 42,480	\$106,200	A5	70.62
09C110000420203	3573 COCHRAN RD	CHATTAHOOCHEE RIVER HUNTING CLUB LLC	\$ 70,120	\$175,300	A5	38.31
09C110000420252	0 NEW CASCADE PALMETTO	LIEU LON C	\$ 200,680	\$501,700	C5	30.84
09C110000420351	0 CASCADE PALMETTO HWY	CARROLL JOYCE MARIE	\$ 168,320	\$420,800	C5	26.3
09C110000420369	0 CASCADE PALMETTO HWY	CARROLL JOYCE MARIE	\$ 3,360	\$8,400	C4	4.22
09C110000420377	0 CASCADE PALMETTO HWY	RUSSELL WILLIAM M III	\$ 2,070	\$50,100	R4	6.7
09C110000430103	3485 CASCADE PALMETTO HWY	WILSON WARREN R	\$ 24,680	\$61,700	R3	1.9
09C110000430111	3475 CASCADE PALMETTO HWY	AITKEN CLIFTON & AITKEN ANN	\$ 27,640	\$69,100	R4	2.6
09C110000430285	0 CASCADE PALMETTO HWY	WALDEN PARK COMMUNITY ASSOCIATION INC	\$ 40	\$100	R5	20.28
09C110000430293	0 CASCADE PALMETTO HWY	WALDEN PARK L L C	\$ 3,640	\$9,100	R4	2.29
09C110000430301	0 CASCADE PALMETTO HWY	WALDEN PARK L L C	\$ 3,600	\$9,000	R3	1.7
09C110000460019	7955 COCHRAN RD	LEGACY AT PALMETTO FARMS HOMEOWNERS ASSN INC	\$ 42,280	\$105,700	A5	98.54
09C110000464672	0 WEST STUBBS RD	LEGACY AT PALMETTO FARMS HOMEOWNERS ASSN INC	\$ 40	\$100	R5	21.82
09C110000492046	0 ALLEGRINI DR	LEGACY INVESTMENT GROUP LLC	\$ 5,920	\$14,800	A5	44.83
09C120000480198	0 COCHRAN RD	FULTON COUNTY GEORGIA	\$ -	\$483,400	E1	221.83
09C120000490049	0 COCHRAN RD	OVER THATAWAY LLC	\$ 9,930	\$28,700	V5	25.91
09C120000490056	0 COCHRAN RD	AUTACO DEVELOPMENT LLC	\$ 4,080	\$10,200	R5	12.6



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09C120000490080	7600 COCHRAN RD	FULTON COUNTY	\$ -	\$160,100	E1	27.5
09C120000490106	7520 COCHRAN RD	FULTON COUNTY	\$ -	\$652,800	E1	2.02
09C120000490114	0 COCHRAN RD	FULTON COUNTY	\$ -	\$9,400	E1	2
09C120000490122	0 COCHRAN RD	FULTON COUNTY	\$ -	\$90,200	E1	19.8
09C120000490130	7605 COCHRAN RD	FULTON COUNTY	\$ -	\$56,800	E1	1
09C120000490163	0 WEST STUBBS RD	ANDREWS TIMOTHY R & GUERRA BLANCA	\$ 4,540	\$88,200	V5	13.27
09C120000490213	0 COCHRAN RD	FULTON COUNTY	\$ -	\$15,900	E1	1.4
09C120000490221	0 COCHRAN RD	CORNERSTONE MISSIONS INC	\$ 19,560	\$48,900	R5	12.78
09C120000490239	0 COCHRAN RD	SAPP CHARLES	\$ 6,880	\$17,200	R3	1.7
09C120000560205	0 COCHRAN RD	UNITED CONSOLIDATED MASTER L L C	\$ 74,480	\$186,200	A5	43.36
09C120000570014	0 CHATTAHOOCHEE RIVER	OVER THATAWAY LLC	\$ 23,560	\$138,700	V5	50
09C130000500101	0 CASCADE PALMETTO HWY	BUFFINGTON TONY & BUFFINGTON KIM	\$ 9,240	\$93,700	V5	25.18
09C130000500119	7500 COCHRAN RD	FULTON COUNTY	\$ -	\$49,300	E1	1.4
09C130000500127	0 COCHRAN RD	FULTON COUNTY	\$ -	\$11,700	E1	4.4
09C130000500135	0 COCHRAN RD	FULTON COUNTY	\$ -	\$6,100	E1	2.9
09C130000500143	2290 COCHRAN RD	FULTON COUNTY	\$ -	\$17,300	E1	1.6
09C130000500150	0 COCHRAN RD	FULTON COUNTY	\$ -	\$16,500	E1	1.4
09C130000500168	1950 COCHRAN RD	FULTON COUNTY	\$ -	\$45,200	E1	1.6
09C130000500176	0 CASCADE PALMETTO HWY	FULTON COUNTY	\$ -	\$37,700	E1	27.25
09C130000500200	0 CASCADE PALMETTO HWY	FULTON COUNTY	\$ -	\$25,300	E1	8.75
09C130000500283	0 COCHRAN RD	FULTON COUNTY	\$ -	\$22,900	E1	2.75
09C130000500317	0 COCHRAN RD	FULTON COUNTY	\$ -	\$2,200	E1	1.4287
09C130000510449	0 CASCADE PALMETTO HWY	FULTON COUNTY	\$ -	\$11,500	E1	0.75
09C130000513013	0 CHILKAT CT	FALLS AT CASCADE PALMS HOMEOWNERS ASSOCIATION INC THE	\$ 40	\$100	R5	16.41



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09C130000530033	2225 CASCADE PALMETTO HWY	BLUE HORIZON DEVELOPMENT INC	\$ 8,600	\$21,500	R4	2.7
09C130000540370	0 CASCADE PALMETTO HWY	GREYSTONE POWER CORPORATION	\$ -	\$0	U3	0
09C130000540388	0 CASCADE PALMETTO HWY	GEORGIA POWER COMPANY TAX DEPT BIN 10120	\$ -	\$983,700	U4	6.0719
09C130000540388	0 CASCADE PALMETTO HWY	GEORGIA POWER COMPANY TAX DEPT BIN 10120	\$ -	\$983,700	U4	6.0719
09C130000540404	0 CASCADE PALMETTO HWY	GEORGIA POWER COMPANY TAX DEPT BIN 10120	\$ -	\$0	U3	0
09C130000540412	0 CASCADE PALMETTO HWY	UNITED CONSOLIDATED MASTER L L C	\$ 320,000	\$800,000	A5	160.44
09C130000541865	0 ELKMONT RIDGE	LEGACY AT CASCADING CREEK HOMEOWNERS ASSOC INC.	\$ 40	\$100	R5	16.11
09C130000544315	0 CASCADE PALMETTO HWY	GEORGIA TRANSMISSION CORPORATION	\$ -	\$415,100	U3	2.05
09C130000544323	0 CASCADE PALMETTO HWY	GEORGIA POWER COMPANY TAX DEPT BIN 10120	\$ -	\$147,900	U3	0.4608
09C130100500092	0 CASCADE PALMETTO HWY	FULTON COUNTY	\$ -	\$19,900	E1	2.5
09C130100500100	7420 COCHRAN RD	FULTON COUNTY	\$ -	\$152,000	E1	2.5
09C130100500118	0 COCHRAN RD	FULTON COUNTY	\$ -	\$19,900	E1	2.5
09C130100500126	0 COCHRAN RD	FULTON COUNTY	\$ -	\$19,900	E1	2.5
09C130100500134	7580 COCHRAN RD	FULTON COUNTY	\$ -	\$134,100	E1	2.2
09C130100500142	7470 COCHRAN RD	FULTON COUNTY	\$ -	\$95,300	E1	2.1
09C130100500159	0 COCHRAN RD	UNITED CONSOLIDATED MASTER L L C	\$ 8,120	\$20,300	R4	3
09C130100500167	0 COCHRAN RD	UNITED CONSOLIDATED MASTER L L C	\$ 7,600	\$19,000	R4	3
09C130100500217	0 CASCADE PALMETTO HWY	FULTON COUNTY	\$ -	\$332,900	E1	66.77
09C140000530131	0 CAMPBELLT ON RD	CLIFTON & CLIFTON INC	\$ 1,281,040	\$3,202,600	C5	11.59
09C140000530172	0 CAMPBELLT ON RD	TUMMALA RADHA ET AL	\$ 3,560	\$8,900	C3	0.1
09C140000530248	0 CAMPBELLT ON RD	MOTE JACK E	\$ 36,640	\$91,600	C3	0.13



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09C140000530255	0 CASCADE PALMETTO HWY	CLIFTON & CLIFTON INC	\$ 73,880	\$184,700	C3	0.775
09C140000530263	0 CASCADE PALMETTO HWY	CLIFTON & CLIFTON INC	\$ 18,960	\$47,400	C3	0.473
09C140000600108	6926 CAMPBELLT ON RD SW	BLUE HORIZON DEVELOPMENT INC	\$ 44,720	\$111,800	R4	7.398
09C140000600157	0 CAMPBELLT ON RD	BLUE HORIZON DEVELOPMENT INC	\$ 880	\$2,200	R3	1.6
09C140000600272	0 CAMPBELLT ON RD SW	SMITH MARTHA ANN S ET AL	\$ 13,520	\$33,800	R4	4.07
09C150000540063	0 CAMPBELLT ON RD	JUPITER DEVELOPMENT INC	\$ 6,520	\$16,300	R4	5
09C150000540154	7200 CAMPBELLT ON RD	TURNER BROADCASTING SYSTEM INC	\$ 38,800	\$97,000	R5	24
09C150000540170	7250 CAMPBELLT ON RD	7250 CAMPBELLTON LLC	\$ 2,004,960	\$5,012,400	C5	11.73
09C150000540261	0 CAMPBELLT ON RD	FULTON COUNTY	\$ -	\$3,429,000	E1	31.75
09C150000540279	7350 CAMPBELLT ON RD	ALC OASIS RIVERVIEW LLC ET AL	\$ 9,260,000	\$23,150,000	C5	24.15
09C150000541566	0 CAPELLA CIR	WILSON PARKER HOMES OF ANATOLE INC	\$ 40	\$100	R5	15.98
14F0067 LL0568	2834 BUTNER RD SW	SMITH FREDERICK T & LINDA H	\$ 25,160	\$62,900	R3	0.4591
14F0068 LL0146	0 BUTNER RD REAR	SOUTHEASTERN TRUST FOR PARKS & LAND INC	\$ 16,280	\$2,933,800	V5	45.84
14F0073 LL0040	3265 BUTNER RD	GUILFORDS JEWEL INC	\$ 32,760	\$81,900	R5	15
14F0073 LL0131	0 BUTNER RD	GUILFORDS JEWEL INC	\$ 17,680	\$44,200	R4	10
14F0073 LL0156	3235 BUTNER RD	SHEFFIELD ROWENA	\$ 35,600	\$89,000	R3	0.4546
14F0073 LL0172	3215 BUTNER RD	SHEA INVESTMENT GROUP INC	\$ 24,360	\$60,900	R3	0.5402
14F0073 LL0214	3201 BUTNER RD	MOHAMMED ISAAC	\$ 33,640	\$84,100	R3	0.5739
14F0073 LL0297	3207 BUTNER RD	CORBITT CARROLL & MARCUS C	\$ 7,240	\$18,100	R3	0.4591
14F0073 LL0339	3015 BUTNER RD	MONTOYA JESSE	\$ 29,560	\$73,900	R3	1
14F0073 LL0347	3035 BUTNER RD	DRM & ASSOCIATES INC	\$ 43,720	\$109,300	R3	1.2
14F0073 LL0354	0 NEWTON DR	WILSON GLORIA L	\$ 960	\$2,400	R4	3
14F0073 LL0446	0 BUTNER RD	SB & T	\$ 18,200	\$45,500	R5	10.96
14F0073 LL0453	3332 BUTNER RD	BRANNU JOCKEY CLUB LLC	\$ 60,000	\$150,000	C5	27.74



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14F0073 LL0461	0 NEWTON DR	GUILFORDS JEWEL INC	\$ 51,600	\$129,000	C4	9.81
14F0073 LL0479	0 BUTNER RD	AJO AMOS A	\$ 45,080	\$112,700	R5	14.14
14F0073 LL0487	0 BUTNER RD	YANG CAMP CREEK PARKWAY PROPERTIES LTD	\$ 21,040	\$52,600	R5	16.51
14F0073 LL0792	0 CAMP CREEK PKWY	SOUTHEASTERN TRUST FOR PARKS & LAND INC	\$ 39,680	\$99,200	C3	1.53
14F0073 LL0800	3220 BUTNER RD	VISHAL CAMP CREEK LLC	\$ 413,440	\$1,033,600	C3	0.42
14F0073 LL0818	3220 BUTNER RD STE 136	VISHAL CAMP CREEK LLC	\$ 413,440	\$1,033,600	C3	0.42
14F0073 LL0966	0 BUTNER RD	ROCKLYN HOMES INC	\$ 112,040	\$280,100	R4	9.5993
14F0073 LL0974	0 BUTNER RD	VISHAL CAMP CREEK LLC	\$ 220,880	\$552,200	C4	3.3608
14F0074 LL0015	0 MERK RD	VANDIVER LAKES LLC	\$ 47,840	\$119,600	R5	23.03
14F0074 LL0023	0 MERK RD	VANDIVER LAKES LLC	\$ 120,840	\$302,100	A5	46.64
14F0074 LL0130	0 BUTNER RD	VANDIVER LAKES LLC	\$ 8,760	\$21,900	R5	12.7
14F0074 LL0189	2973 BUTNER RD SW REAR	CATHOLIC RETIREMENT FACILITIES INC	\$ -	\$1,150,800	E2	7.62
14F0074 LL0197	2969 BUTNER RD	HALLIMAN PAUL J ARCHBISHOP	\$ -	\$1,360,600	E2	40.4
14F0074 LL0221	0 BUTNER RD	LOSTER LONI & GAIL COCHRAN JOHNSON REVOCABLE TRUST THE	\$ 6,800	\$17,000	R3	1.67
14F0074 LL0247	0 MERK RD	VANDIVER LAKES LLC	\$ 16,280	\$40,700	R5	10.2
14F0075 LL0022	0 KENNY RD	VANDIVER LAKES LLC	\$ 360,680	\$901,700	C5	115.755
14F0095 LL0341	0 ENON RD	VANDIVER LAKES LLC	\$ 12,840	\$32,100	R4	4.4
14F0095 LL0358	0 ENON RD	VANDIVER LAKES LLC	\$ 4,240	\$10,600	R5	13.1
14F0095 LL0390	0 ENON RD	VANDIVER LAKES LLC	\$ 120,000	\$300,000	A5	58.26
14F0096 LL0084	0 MERK RD	FULTON COUNTY	\$ -	\$13,200	E1	1
14F0096 LL0134	2901 MERK RD	FULTON COUNTY	\$ -	\$36,600	E1	1
14F0096 LL0142	0 MERK RD	FULTON COUNTY	\$ -	\$40,000	E1	7
14F0096 LL0159	0 MERK RD # REAR	VANDIVER LAKES LLC	\$ 78,360	\$195,900	R5	40.7
14F0096 LL0167	0 MERK RD # REAR	VANDIVER LAKES LLC	\$ 254,000	\$635,000	R5	113.23
14F0096 LL0183	3225 MERK RD	FULTON COUNTY	\$ -	\$209,100	E1	15.11
14F0096 LL0191	2400 MERK RD	GREENBRIAR CHURCH OF CHRIST INC	\$ -	\$4,639,900	E2	14.59
14F0097 LL0083	3070 MERK RD	FULTON COUNTY	\$ -	\$812,500	E1	114.6
14F0097 LL0091	5301 ALDREDGE RD	FULTON COUNTY	\$ -	\$443,100	E1	57.06
14F0097 LL0125	0 MERK RD	FULTON COUNTY	\$ -	\$1,200	E1	0.4
14F0097 LL0133	3025 MERK RD	FULTON COUNTY	\$ -	\$104,400	E1	8.3



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14F0097 LL0141	3213 UNION RD	FULTON COUNTY	\$ -	\$68,100	E1	7.8
14F0097 LL0158	0 MERK RD REAR	WRIGHT HOWARD M	\$ 11,880	\$29,700	R5	15.2
14F0102 LL0037	0 ENON RD	FULTON COUNTY	\$ -	\$730,400	E1	153.32
14F0102 LL0045	3034 ENON RD	FULTON COUNTY	\$ -	\$353,100	E1	44.2
14F0103 LL0085	3034 ENON RD	FULTON COUNTY	\$ -	\$110,100	E1	10.7
14F0103 LL0093	0 VANDIVER RD REAR	VANDIVER LAKES LLC	\$ 82,000	\$205,000	R5	46.2
14F0103 LL0101	0 VANDIVER RD REAR	FULTON COUNTY	\$ -	\$28,580,000	E1	42.9
14F0103 LL0119	0 ENON RD	FULTON COUNTY	\$ -	\$314,300	E1	50.43
14F0103 LL0127	0 ENON RD	WARRIOR GOLF LLC	\$ 68,560	\$171,400	C5	29.15
14F0104 LL0068	5690 VANDIVER DR	WASHINGTON GENE R & JACQUELYN B	\$ 180,800	\$452,000	R3	2
14F0104 LL0084	0 ENON RD	VANDIVER LAKES LLC	\$ 73,600	\$184,000	R5	38
14F0104 LL0100	0 ENON RD	WYNCREEK LOTS LLC	\$ 52,080	\$130,200	R4	6.254
14F0104 LL0118	0 ENON RD	RCCR L L C	\$ 161,160	\$402,900	R5	47.8
14F0104 LL1991	0 ENON RD	WYNCREEK LOTS LLC	\$ 301,200	\$753,000	R5	36.176
14F0105 LL0158	0 WALLACE RD	FULTON COUNTY	\$ -	\$4,700	E1	2.1
14F0106 LL1064	0 VALLEY GREEN DR	CAMP CREEK CAPITAL LLC	\$ 160,000	\$400,000	R5	52.004
14F0118 LL0146	5746 CAMPBELLT ON RD	CARLTON WILLIAM D	\$ 24,200	\$60,500	R4	6
14F0118 LL0153	0 CAMPBELLT ON RD	OWL ROCK METHODIST CHURCH	\$ -	\$19,700	E2	0.5
14F0118 LL0187	1939 REYNOLDS RD	ADEOYE DELSON-OHI	\$ 67,400	\$168,500	R4	4.2
14F0118 LL0237	0 REYNOLDS RD # REAR	OLADAPO RUFUS	\$ 7,840	\$19,600	R3	1.5
14F0118 LL0377	5725 CAMPBELLT ON RD	MIDDLEBROOKS SHERLINE T	\$ 53,120	\$132,800	R3	1.8412
14F0118 LL0385	0 CAMPBELLT ON RD	OWL ROCK METHODIST CHURCH	\$ -	\$16,100	E2	0.241
14F0118 LL0393	0 CAMPBELLT ON RD	OWL ROCK UNITED METHODIST CH TRS	\$ -	\$700	E2	0.1251
14F0118 LL0435	5840 CAMPBELLT ON RD SW	BROWN OMEGA S	\$ 37,800	\$94,500	R3	1
14F0118 LL0443	0 CAMPBELLT ON RD	HARDAGE FAMILY TRUST THE	\$ 19,120	\$47,800	R4	5.2
14F0118 LL0468	5765 CAMPBELLT ON RD	CARLTON VIRGINIA W	\$ 55,520	\$138,800	R4	3.9



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14F0118 LL0476	5745 CAMPBELLT ON RD SW	GRIFFIN GLORIA A	\$ 49,240	\$123,100	R3	1.6391
14F0118 LL0526	0 UNION RD	OWL ROCK CEMETERY ASSN INC	\$ -	\$13,400	E4	1.0331
14F0118 LL0534	0 CAMPBELLT ON RD	OWL ROCK METHODIST CHURCH	\$ -	\$699,700	E2	3.0331
14F0118 LL0575	0 REYNOLDS RD	OLADAPO RUFUS	\$ 7,960	\$19,900	R4	4
14F0118 LL0682	5823 CAMPBELLT ON RD	SANDTOWN CROSSING LAND LLC	\$ 89,040	\$222,600	C3	1.018
14F0118 LL0708	0 SUBER RD	MIRACLE ON 34TH STREET LLLP	\$ 124,800	\$312,000	C4	2.69
14F0118 LL0724	0 RIVERSIDE DR	SOUTHEASTERN TRUST FOR PARKS & LAND INC	\$ 15,280	\$409,000	V5	39.38
14F0118 LL0732	0 PLUMMER RD	SOUTHEASTERN TRUST FOR PARKS & LAND INC	\$ 14,180	\$294,100	V5	42.169
14F0118 LL0765	0 CAMP CREEK PKWY	GILLES BERTHONY & DENISE T	\$ 14,720	\$36,800	R4	3
14F0118 LL0807	0 PLUMMER RD	SANDTOWN CROSSING INC	\$ 1,080	\$2,700	R4	2.163
14F0118 LL0815	5837 CAMPBELLT ON RD	SANDTOWN CROSSING INC	\$ 71,760	\$179,400	R5	8.667
14F0118 LL0856	5831 CAMPBELLT ON RD	SANDTOWN CROSSING INC	\$ 196,840	\$492,100	C4	3.037
14F0118 LL0872	5849 CAMPBELLT ON RD	SANDTOWN CROSSING INC	\$ 106,240	\$265,600	C3	1.64
14F0118 LL0989	5829 CAMPBELLT ON RD	SANDTOWN CROSSING NORTH SHOPS LLC	\$ -	\$0	C3	9.236
14F0119 LL0228	2130 UNION RD	PORTER CHARMAINE PATRICE ET AL	\$ 32,040	\$80,100	R3	1.6
14F0119 LL0269	2400 UNION RD	FULTON COUNTY BOARD OF EDUCATION	\$ -	\$38,553,4 00	E1	74.2
14F0119 LL0384	0 UNION RD # REAR	FULTON COUNTY	\$ -	\$174,900	E1	15
14F0119 LL0392	0 UNION RD	WEST LAKE HOLDINGS LLC	\$ 71,480	\$178,700	A5	41
14F0119 LL0400	2140 UNION RD SW	SHERARD PHYLLIS M	\$ 30,640	\$76,600	R3	1.1
14F0119 LL0418	2160 UNION RD	GADDY MICHAEL	\$ 32,680	\$81,700	R4	2.8
14F0119 LL0442	0 VALLEY GREEN DR	COLLINS FINANCIAL SERVICES GROUP LLC	\$ 29,600	\$74,000	R5	11.88
14F0120 LL0050	2675 UNION RD	GREEN DERRYL K	\$ 87,120	\$217,800	R4	8.42
14F0120 LL0126	2655 UNION RD	JAMES WILLENE L	\$ 48,000	\$120,000	R4	8.1
14F0120 LL0142	0 UNION RD	HAMILTON CLEVELAND P	\$ 11,640	\$29,100	R4	5.7
14F0120 LL0290	0 UNION RD	GREEN DERRYL	\$ 17,600	\$44,000	R4	6.9
14F0120 LL0324	2674 UNION RD	INGA ANDREW & SANDRA	\$ 18,000	\$45,000	R3	1.6
14F0120 LL0332	2690 UNION RD	HARDY ANNIE ESTELLE & HARDY DEXTER BERNARD	\$ 71,360	\$178,400	R3	1.12





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14F0120 LL0399	5870 VANDIVER RD	ZARIMBA FRANK A & MARILYN K	\$ 25,760	\$64,400	R3	2
14F0120 LL0431	5740 VANDIVER RD	THOMASON GLADYS & KENDRICK SHANITHIA S	\$ 54,360	\$135,900	R3	1.5
14F0120 LL0449	5730 VANDIVER RD	DENSON IVORY M	\$ 40,040	\$100,100	R3	1.5
14F0120 LL0480	5725 VANDIVER RD	INGRAM JOSEPH JR	\$ 61,240	\$153,100	R4	3.24
14F0120 LL0498	5735 VANDIVER RD	3D & COMPANY	\$ 55,920	\$139,800	R3	1.9
14F0120 LL0506	5710 VANDIVER RD	EQUITY TRUST CUSTODIAN IRA SHEILA JOHNSON	\$ 41,560	\$103,900	R3	1.2
14F0120 LL0514	0 VANDIVER DR	INGRAM MALEKA	\$ 7,040	\$17,600	R3	1.7
14F0120 LL0522	5815 VANDIVER RD	COOPER WILLIAM N & VELMA M	\$ 71,960	\$179,900	R4	2.1
14F0120 LL0530	5805 VANDIVER RD	DUMAS NANCY & NORMAN J	\$ 90,320	\$225,800	R3	2
14F0120 LL0548	0 UNION RD	HAMILTON ALICE B	\$ 5,720	\$14,300	R3	1.3
14F0120 LL0555	2640 UNION RD	BOYCE REGINALD SR & BOYCE ESTHER	\$ 6,080	\$15,200	R3	2
14F0120 LL0563	0 VANDIVER RD	GATHERED TRUST LLC	\$ 4,520	\$11,300	R3	1.1
14F0120 LL0589	0 VANDIVER RD	SHAW OTIS JR	\$ 6,400	\$16,000	R4	2.4
14F0120 LL0597	0 VANDIVER RD	ANACHEBE ERIC I & OKPALA CLEMENT E	\$ 5,640	\$14,100	R4	3.817
14F0120 LL0613	5801 VANDIVER RD	DUMAS ROBERT & KENYA	\$ 40,800	\$102,000	R4	9.13
14F0120 LL0969	5731 VANDIVER RD	QUINCHETT AARON S & MACHAMMA J	\$ 169,440	\$423,600	R3	1
14F0120 LL0977	0 VANDIVER RD	ANACHEBE ERIC I & OKPALA CLEMENT E	\$ 6,760	\$16,900	R4	2.12
14F0121 LL0067	3000 UNION RD	WARRIOR GOLF LLC	\$ 735,720	\$1,839,300	C5	163.44
14F0121 LL0091	5901 BUNTING LN	BENCHMARK ENTERPRISES INC	\$ 4,000	\$10,000	R3	0.5646
14F0121 LL0109	5907 BUNTING LN	BENCHMARK ENTERPRISES INC	\$ 4,000	\$10,000	R3	0.424
14F0121 LL0117	5913 BUNTING LN	BENCHMARK ENTERPRISES INC	\$ 12,930	\$32,331	R3	0.4241
14F0121 LL0125	5919 BUNTING LN	PUGH ALLEN	\$ 169,400	\$423,500	R3	0.4242
14F0121 LL0133	5925 BUNTING LN	BENCHMARK ENTERPRISES INC	\$ 12,940	\$32,347	R3	0.4243
14F0121 LL0141	5931 BUNTING LN	BENCHMARK ENTERPRISES INC	\$ 12,940	\$32,356	R3	0.4244
14F0121 LL0158	5937 BUNTING LN	BENCHMARK ENTERPRISES INC	\$ 12,980	\$32,459	R3	0.4258



**TAX ALLOCATION DISTRICTS NUMBER 1 & 2  
CITY OF SOUTH FULTON**

14F0121 LL0166	5943 BUNTING LN	BENCHMARK ENTERPRISES INC	\$ 13,880	\$34,703	R3	0.4552
14F0121 LL0729	5942 BUNTING LN	BENCHMARK ENTERPRISES INC	\$ 15,770	\$39,433	R3	0.5173
14F0121 LL0737	5936 BUNTING LN	BENCHMARK ENTERPRISES INC	\$ 12,980	\$32,457	R3	0.4258
14F0121 LL0745	5930 BUNTING LN	BENCHMARK ENTERPRISES INC	\$ 12,980	\$32,454	R3	0.4257
14F0121 LL0752	5918 BUNTING LN	BAILEY GILBERT & VERNA	\$ 188,560	\$471,400	R3	0.442
14F0121 LL0760	115 JUNCO WAY	BENCHMARK ENTERPRISES INC	\$ 14,770	\$36,916	R3	0.4843
14F0121 LL0778	135 JUNCO WAY	BENCHMARK ENTERPRISES INC	\$ 12,610	\$31,528	R3	0.4136
14F0121 LL0786	145 JUNCO WAY	BENCHMARK ENTERPRISES INC	\$ 16,760	\$41,906	R3	0.5497
14F0121 LL0794	215 DOWITCHER PT	BENCHMARK ENTERPRISES INC	\$ 4,000	\$10,000	R3	0.6192
14F0121 LL0802	225 DOWITCHER PT	BENCHMARK ENTERPRISES INC	\$ 13,680	\$34,202	R3	0.4487
14F0121 LL0810	230 DOWITCHER PT	BENCHMARK ENTERPRISES INC	\$ 20,130	\$50,313	R3	0.66
14F0121 LL0828	220 DOWITCHER PT	BENCHMARK ENTERPRISES INC	\$ 4,000	\$10,000	R3	0.4826
14F0121 LL0836	210 DOWITCHER PT	BENCHMARK ENTERPRISES INC	\$ 4,000	\$10,000	R3	0.413
14F0121 LL0844	200 DOWITCHER PT	BENCHMARK ENTERPRISES INC	\$ 4,000	\$10,000	R3	0.4596
14F0121 LL0851	185 JUNCO WAY	BENCHMARK ENTERPRISES INC	\$ 12,600	\$31,509	R3	0.4133
14F0121 LL0869	190 JUNCO WAY	BENCHMARK ENTERPRISES INC	\$ 12,600	\$31,507	R3	0.4133
14F0121 LL0877	180 JUNCO WAY	BENCHMARK ENTERPRISES INC	\$ 4,000	\$10,000	R3	0.4133
14F0121 LL0885	170 JUNCO WAY	BENCHMARK ENTERPRISES INC	\$ 12,960	\$32,391	R3	0.4249
14F0121 LL0893	160 JUNCO WAY	BENCHMARK ENTERPRISES INC	\$ 4,000	\$10,000	R3	0.4367
14F0121 LL0901	150 JUNCO WAY	BENCHMARK ENTERPRISES INC	\$ 4,000	\$10,000	R3	0.4317
14F0121 LL0919	140 JUNCO WAY	BENCHMARK ENTERPRISES INC	\$ 15,130	\$37,818	R3	0.4961
14F0121 LL0927	120 JUNCO WAY	BENCHMARK ENTERPRISES INC	\$ 12,750	\$31,878	R3	0.4182
14F0121 LL0935	110 JUNCO WAY	BENCHMARK ENTERPRISES INC	\$ 12,600	\$31,500	R3	0.4132
14F0121 LL0943	100 JUNCO WAY	BENCHMARK ENTERPRISES INC	\$ 13,000	\$32,492	R3	0.4262
14F0121 LL0950	0 BUNTING LN	CANAAN RIDGE AT WOLF CREEK HOMEOWNERS ASSOCIATION INC	\$ 40	\$100	R4	2.48
14F0121 LL0968	0 JUNCO WAY	CANAAN RIDGE AR WOLF CREEK HOMEOWNERS ASSOCIATION INC	\$ 40	\$100	R3	1.15



**TAX ALLOCATION DISTRICTS NUMBER 1 & 2  
CITY OF SOUTH FULTON**

14F0121 LL0992	0 BUNTING LN	CANAAN RIDGE AT WOLF CREEK HOMEOWNERS ASSOCIATION INC	\$ 40	\$100	R3	0.38
14F0122 LL0256	3000 ENON RD	WARRIOR GOLF LLC	\$ 157,360	\$393,400	C5	24.6
14F0122 LL0264	3000 ENON RD	FULTON COUNTY	\$ -	\$533,600	E1	46.4
14F0122 LL0280	0 ENON RD	FULTON COUNTY	\$ -	\$267,800	E1	13.5
14F0127 LL0095	0 STONEWALL TELL RD # R	D R HORTON CROWN LLC	\$ 28,400	\$71,000	R5	11.87
14F0127 LL0756	0 ENON RD # REAR	DEPARTMENT OF TRANSPORTATION	\$ -	\$74,200	E1	0.702
14F0127 LL1309	0 STONEWALL TELL RD	REGENCY OAKS NEIGHBORHOOD ASSOC INC	\$ 40	\$100	R4	5.18
14F0128 LL0011	0 CAMP CREEK PKWY	D R HORTON INC	\$ 5,840	\$14,600	R5	37.368
14F0128 LL0037	0 ENON RD REAR	GEORGIA POWER COMPANY TAX DEPT BIN 10120	\$ -	\$0	U3	0
14F0128 LL0052	0 STONEWALL TELL RD	CANAAN RIDGE AT WOLF CREEK HOMEOWNERS ASSOCIATION INC	\$ 40	\$100	R5	10.2
14F0128 LL2215	0 BLUESTONE DR	SUMMIT AT STONEWALL TELL HOMEOWNERS ASSN INC	\$ 40	\$100	A5	31.79
14F0129 LL0176	0 CAMPBELLT ON RD # REAR	GEORGIA POWER COMPANY TAX DEPT BIN 10120	\$ -	\$0	U3	0
14F0139 LL0117	0 STONEWALL TELL RD	STONEWALL CAMPBELLTON LLC	\$ 19,120	\$47,800	R4	7.5
14F0139 LL0190	0 STONEWALL TELL RD	GEORGIA POWER COMPANY TAX DEPT BIN 10120	\$ -	\$0	U3	0
14F0139 LL0224	0 CAMPBELLT ON RD	HT CAMPBELLTON LLC	\$ 11,840	\$29,600	R4	3.71
14F0139 LL0232	0 CAMPBELLT ON RD	STONEWALL CAMPBELLTON LLC	\$ 7,000	\$17,500	R4	3.52
14F0139 LL2832	0 CAMPBELLT ON RD	DR HORTON INC	\$ 99,440	\$248,600	R5	14.4
14F0140 LL0775	0 BROOKFORD LN	JOL LLC	\$ 40	\$100	R5	13.217
14F0140 LL2425	0 STONEWALL TELL RD	SUMMIT AT STONEWALL TELL HOMEOWNERS ASSOCIATION INC	\$ 40	\$100	R4	8.16
14F0140 LL3183	0 WATERTON AVE	WATERFORD COMMONS HOMEOWNERS ASSOCIATION INC	\$ 8,960	\$22,400	R5	31.15
14F0140 LL3191	0 STONEWALL TELL RD	DEPARTMENT OF TRANSPORTATION	\$ -	\$74,200	E1	0.702
14F0141 LL0014	0 STONEWALL TELL RD	D R HORTON CROWN LLC	\$ 83,680	\$209,200	R5	46



**TAX ALLOCATION DISTRICTS NUMBER 1 & 2**  
**CITY OF SOUTH FULTON**

14F0146 LL0142	3073 DEMOONEY RD	RHINEHART SABRINA D & BROWN FELIX	\$ 360,360	\$900,900	R4	2.26
14F0146 LL0159	120 RUSSELL DR	RBC TRUST COMPANY DE LTD OF THE VERNA LDO JALEN GRAHAM TRUST THE	\$ 339,520	\$848,800	R5	11.19
14F0146 LL0167	3143 DEMOONEY RD	LEIGHTON MICHELLE M & WILLIAMS LAURA J	\$ 38,560	\$96,400	R5	10.5
14F0146 LL0175	0 HATHAWAY RD	MC INERNEY OLYNN O	\$ 11,080	\$27,700	R4	4.2
14F0146 LL0563	3123 DEMOONEY RD	WASHINGTON APRIL	\$ 5,880	\$14,700	R3	1
14F0146 LL0605	3113 DEMOONEY RD	DENVER SOLUTIONS GROUP INC	\$ 8,400	\$21,000	R4	2.8
14F0146 LL0613	3131 DEMOONEY RD	JOHNSON CHARLENE E	\$ 7,320	\$18,300	R3	1
14F0146 LL0621	3107 DEMOONEY RD	ASKIA KWAME & BURGMAN CONNIE	\$ 12,560	\$31,400	R3	2
14F0146 LL0647	3103 DEMOONEY RD	JNB DEVELOPMENT COMPANY	\$ 10,720	\$26,800	R4	2.2
14F0146 LL0712	0 DEMOONEY RD	ROWE SAMUEL J & DOROTHY F	\$ 42,760	\$106,900	R5	10.73
14F0146 LL0720	3093 DEMOONEY RD	TRUITT LUCY L & BEN J	\$ 103,220	\$327,200	R4	8.4
14F0146 LL0993	100 RUSSELL DR	RBC TRUST COMPANY DE LTD OF THE VERNA LDO JALEN GRAHAM TRUST THE	\$ 13,480	\$33,690	R3	1.97
14F0146 LL1009	110 RUSSELL DR	RBC TRUST COMPANY DE LTD OF THE VERNA LDO JALEN GRAHAM TRUST THE	\$ 13,680	\$34,200	R3	2
14F0147 LL0018	0 CAMP CREEK PKWY	CASCADE PALMS INVESTORS LLC	\$ 144,880	\$362,200	R5	43.1
14F0147 LL0059	0 CAMP CREEK PKWY	ASKIA KWAME & BURGMAN R CONNIE	\$ 26,800	\$67,000	R5	15
14F0147 LL0067	0 DEMOONEY RD REAR	TRUITT LUCY L & BEN J	\$ 3,800	\$48,400	R4	9.1
14F0147 LL0075	0 CAMP CREEK PKWY	ROWE DOROTHY F	\$ 15,360	\$38,400	R4	7
14F0147 LL0083	3030 DEMOONEY RD	LEIGHTON MICHELLE M & WILLIAMS LAURA J	\$ 75,560	\$188,900	R5	23.7
14F0147 LL0091	0 CAMP CREEK PKWY	OHRTMANN ARTHUR H & MARJORIE G	\$ 27,760	\$69,400	R5	16
14F0147 LL0422	0 WATERTON AVE	WATERFORD COMMONS HOMEOWNERS ASSOCIATION INC	\$ 2,000	\$5,000	R5	18.15
14F0147 LL1701	0 DAYVIEW LN	WATERFORD COMMONS HOMEOWNERS ASSOCIATION INC	\$ 40	\$100	R5	25.946



**TAX ALLOCATION DISTRICTS NUMBER 1 & 2  
CITY OF SOUTH FULTON**

14F0148 LL0157	6770 CAMPBELLT ON RD	JENKINS WILLIAM	\$ 124,280	\$310,700	C3	1
14F0148 LL0470	0 CAMPBELLT ON RD	DR HORTON INC	\$ 59,240	\$148,100	R5	28.608
14F0148 LL0512	0 CAMPBELLT ON RD	DR HORTON INC	\$ 102,200	\$255,500	R5	49.35
14F0148 LL0553	0 CAMPBELLT ON CIR	SANDTOWN CENTER LLC	\$ 274,480	\$686,200	C5	42.89
14F0148 LL0561	0 CAVENDER DR	FULTON COUNTY GEORGIA	\$ -	\$868,600	E1	83.63
14F0152 LL0085	3000 HATHCOCK RD	MASSEY CARL STEPHEN	\$ 30,760	\$76,900	R3	0.9
14F0152 LL0093	0 HATHCOCK RD	KNOWLES STANLEY	\$ 12,970	\$261,800	V5	31.04
14F0152 LL0531	0 CHILHOWEE DR	LEGACY AT CASCADING CREEK HOMEOWNERS ASSOC INC.	\$ 40	\$100	R5	16.98
14F0153 LL0464	0 AMHURST PKWY	AMHURST HOMEOWNERS ASSOCIATION INC	\$ 40	\$100	R5	12.26
14F0153 LL0472	0 GLASPIE WAY	3 KINGS CONSTRUCTION DEVELOPMENT LLC	\$ 121,160	\$302,900	A5	27.3597
14F0158 LL2481	0 HIGHGREEN TRC	AMHURST HOMEOWNERS ASSN INC	\$ 40	\$100	R5	25.939
14F0159 LL0013	0 INDIAN TREATY LINE	BUFFINGTON TONY & BUFFINGTON KIM	\$ 8,950	\$34,500	V5	24.9



**TAX ALLOCATION DISTRICTS NUMBER 1 & 2  
CITY OF SOUTH FULTON**

**APPENDIX B: BOND PROCEED ESTIMATES FOR TAD #1 AND TAD #2**

<b>With School Participation</b>				
<b>East Side</b>	<b>5 Years</b>	<b>10 Years</b>	<b>15 Years</b>	<b>25 Years</b>
<b>Total Accumulated Revenue</b>	<b>\$5,115,167</b>	<b>\$25,265,823</b>	<b>\$60,916,983</b>	<b>\$179,650,849</b>
Bondable Value (95%)	\$4,859,408	\$24,002,531	\$57,871,134	\$170,668,306
Debt Coverage (125%)	(\$1,214,852)	(\$6,000,633)	(\$14,467,784)	(\$42,667,077)
Bondable Revenue	\$3,644,556	\$18,001,899	\$43,403,351	\$128,001,230
Interest Rate	6%	6%	6%	6%
Bond Term (years)	5	10	15	25
<b>Estimated Bond Amount</b>	<b>\$3,108,880</b>	<b>\$13,391,140</b>	<b>\$28,357,494</b>	<b>\$65,868,829</b>
Issuance Costs (3%)	(\$93,266)	(\$401,734)	(\$850,725)	(\$1,976,065)
Capitalized Interest (24 months)	(\$373,066)	(\$1,606,937)	(\$3,402,899)	(\$7,904,259)
Debt Reserve (10%)	(\$310,888)	(\$1,339,114)	(\$2,835,749)	(\$6,586,883)
<b>Net Bond Proceeds</b>	<b>\$2,331,660</b>	<b>\$10,043,355</b>	<b>\$21,268,121</b>	<b>\$49,401,622</b>
<b>West Side</b>	<b>5 Years</b>	<b>10 Years</b>	<b>15 Years</b>	<b>25 Years</b>
<b>Total Accumulated Revenue</b>	<b>\$6,404,217</b>	<b>\$31,632,949</b>	<b>\$76,268,398</b>	<b>\$224,923,850</b>
Bondable Value (95%)	\$6,084,006	\$30,051,301	\$72,454,978	\$213,677,658
Debt Coverage (125%)	(\$1,521,001)	(\$7,512,825)	(\$18,113,745)	(\$53,419,414)
Bondable Revenue	\$4,563,004	\$22,538,476	\$54,341,234	\$160,258,243
Interest Rate	6%	6%	6%	6%
Bond Term (years)	5	10	15	25
<b>Estimated Bond Amount</b>	<b>\$3,892,335</b>	<b>\$16,765,781</b>	<b>\$35,503,739</b>	<b>\$82,468,136</b>
Issuance Costs (3%)	(\$116,770)	(\$502,973)	(\$1,065,112)	(\$2,474,044)
Capitalized Interest (24 months)	(\$467,080)	(\$2,011,894)	(\$4,260,449)	(\$9,896,176)
Debt Reserve (10%)	(\$389,234)	(\$1,676,578)	(\$3,550,374)	(\$8,246,814)
<b>Net Bond Proceeds</b>	<b>\$2,919,251</b>	<b>\$12,574,335</b>	<b>\$26,627,804</b>	<b>\$61,851,102</b>
<b>Total Bond Proceeds</b>	<b>\$5,250,912</b>	<b>\$22,617,690</b>	<b>\$47,895,925</b>	<b>\$111,252,723</b>



**TAX ALLOCATION DISTRICTS NUMBER 1 & 2  
CITY OF SOUTH FULTON**

<b>Without School Participation</b>				
<b>East Side</b>	<b>5 Years</b>	<b>10 Years</b>	<b>15 Years</b>	<b>25 Years</b>
<b>Total Accumulated Revenue</b>	<b>\$2,485,482</b>	<b>\$12,276,773</b>	<b>\$29,599,828</b>	<b>\$87,293,132</b>
Bondable Value (95%)	\$2,361,208	\$11,662,935	\$28,119,837	\$82,928,475
Debt Coverage (125%)	(\$590,302)	(\$2,915,734)	(\$7,029,959)	(\$20,732,119)
Bondable Revenue	\$1,770,906	\$8,747,201	\$21,089,878	\$62,196,356
Interest Rate	6%	6%	6%	6%
Bond Term (years)	5	10	15	25
<b>Estimated Bond Amount</b>	<b>\$1,510,619</b>	<b>\$6,506,813</b>	<b>\$13,779,030</b>	<b>\$32,005,951</b>
Issuance Costs (3%)	(\$45,319)	(\$195,204)	(\$413,371)	(\$960,179)
Capitalized Interest (24 months)	(\$181,274)	(\$780,818)	(\$1,653,484)	(\$3,840,714)
Debt Reserve (10%)	(\$151,062)	(\$650,681)	(\$1,377,903)	(\$3,200,595)
<b>Net Bond Proceeds</b>	<b>\$1,132,964</b>	<b>\$4,880,110</b>	<b>\$10,334,273</b>	<b>\$24,004,464</b>
<b>West Side</b>	<b>5 Years</b>	<b>10 Years</b>	<b>15 Years</b>	<b>25 Years</b>
<b>Total Accumulated Revenue</b>	<b>\$3,111,837</b>	<b>\$15,370,588</b>	<b>\$37,059,148</b>	<b>\$109,291,481</b>
Bondable Value (95%)	\$2,956,245	\$14,602,059	\$35,206,190	\$103,826,907
Debt Coverage (125%)	(\$739,061)	(\$3,650,515)	(\$8,801,548)	(\$25,956,727)
Bondable Revenue	\$2,217,184	\$10,951,544	\$26,404,643	\$77,870,180
Interest Rate	6%	6%	6%	6%
Bond Term (years)	5	10	15	25
<b>Estimated Bond Amount</b>	<b>\$1,891,303</b>	<b>\$8,146,566</b>	<b>\$17,251,422</b>	<b>\$40,071,627</b>
Issuance Costs (3%)	(\$56,739)	(\$244,397)	(\$517,543)	(\$1,202,149)
Capitalized Interest (24 months)	(\$226,956)	(\$977,588)	(\$2,070,171)	(\$4,808,595)
Debt Reserve (10%)	(\$189,130)	(\$814,657)	(\$1,725,142)	(\$4,007,163)
<b>Net Bond Proceeds</b>	<b>\$1,418,477</b>	<b>\$6,109,924</b>	<b>\$12,938,566</b>	<b>\$30,053,720</b>
<b>Total Bond Proceeds</b>	<b>\$2,551,441</b>	<b>\$10,990,034</b>	<b>\$23,272,839</b>	<b>\$54,058,184</b>



**TAX ALLOCATION DISTRICTS NUMBER 1 & 2  
CITY OF SOUTH FULTON**

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**APPENDIX C: CITY OF SOUTH FULTON CITY COUNCIL AND FULTON COUNTY BOARD OF COMMISSIONERS**

Mayor and City of South Fulton City Council as of October 2020



Mayor  
William Edwards



CoSF Councilwoman  
Catherine Foster-Rowell



CoSF Councilwoman  
Carmalitha Gumbs



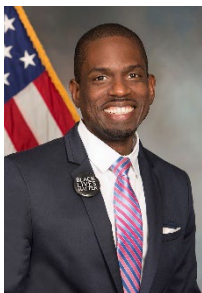
CoSF Councilwoman  
Helen Z. Willis



CoSF Councilwoman  
Naeema Gilyard



CoSF Councilman  
Corey A. Reeves



CoSF Councilman  
Khalid Kamau



CoSF Councilman  
Mark Baker





**TAX ALLOCATION DISTRICTS NUMBER 1 & 2  
CITY OF SOUTH FULTON**

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Fulton County Board of Commissioners as of October 2020



**ROBB PITTS**  
Chairman



**MARVIN S. ARRINGTON  
JR.**  
Vice Chairman, District 5



**LIZ HAUSMANN**  
District 1



**BOB ELLIS**  
District 2



**LEE MORRIS**  
District 3



**NATALIE HALL**  
District 4



**JOE CARN**  
District 6



**TAX ALLOCATION DISTRICTS NUMBER 1 & 2  
CITY OF SOUTH FULTON**

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**APPENDIX D: FULTON COUNTY SCHOOLS BOARD OF EDUCATION**

As of October 2020



Julia Bernath  
Board President



Linda Bryant  
Board Vice President



Katha Stuart



Katie Reeves



Gail Dean



Linda McCain



Kimberly Dove



**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** Council Discussion on Economic Development

**DATE OF MEETING:** 10/13/2020

**DEPARTMENT:** City Clerk

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**ATTACHMENTS:**

Description	Type	Upload Date
Memo_DSFS Open Houses_Strategic Plan	Cover Memo	10/8/2020
Economic Development Strategic Plan Update	Cover Memo	10/7/2020

# GOVERNMENT OF THE CITY OF SOUTH FULTON


## Office of the City Manager

WILLIAM "BILL" EDWARDS  
MAYOR



ODIE DONALD II  
CITY MANAGER

## MEMORANDUM

**TO:** Honorable Mayor William "Bill" Edwards & City Council Members  
**FROM:** Odie Donald II   
City Manager  
**DATE:** October 8, 2020  
**SUBJECT: Destination South Fulton Open House Meetings**

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Destination South Fulton: Department of Economic Development will host a series of virtual open houses to discuss the City's Economic Development Strategic Plan and Tax Allocation District Redevelopment Plan. The meetings are designed to allow for public comment and feedback prior to adoption by Mayor and Council.

The meetings will take place on the following dates:

Thursday, October 15, 2020 at 6PM

Tuesday, October 20, 2020 at 6PM

Thursday, October 22, 2020 at 6PM

Participants are asked to register at [DSFopenhouserevents.com](https://www.dsfopenhouserevents.com) to join the meetings.

Should you need further information regarding this correspondence, please contact Christopher Pike at [christopher.pike@cityofsouthfultonga.gov](mailto:christopher.pike@cityofsouthfultonga.gov).



# Destination South Fulton **OPEN HOUSE**

## **DISCUSSION**

## **Tax Allocation District & Economic Development Strategic Plan**

Destination South Fulton: Department of Economic Development will host a series of virtual open houses to discuss the City's Economic Development Strategic Plan and Tax Allocation District Redevelopment Plan. Meetings are designed to allow for public comment and feedback.

### **Online Registration Required**

**Thursday - October 15, 2020 | 6:00PM**

Register: [DSFopenhouse.eventbrite.com](https://www.eventbrite.com/e/destination-south-fulton-open-house-tickets-121212121212)

**Tuesday - October 20, 2020 | 6:00PM**

Register: [DSFopenhouse.eventbrite.com](https://www.eventbrite.com/e/destination-south-fulton-open-house-tickets-121212121212)

**Thursday - October 22, 2020 | 6:00PM**

Register: [DSFopenhouse.eventbrite.com](https://www.eventbrite.com/e/destination-south-fulton-open-house-tickets-121212121212)



**DESTINATION SOUTH FULTON**  
—Department of Economic Development—

[DSF@CityOfSouthFultonGa.Gov](mailto:DSF@CityOfSouthFultonGa.Gov) | Ph: 470-809-7211

bae urban economics

## Economic Development Strategic Plan

Prepared for the City of South Fulton

June 2020



# bae urban economics

August 17, 2020

Christopher Pike  
Economic Development Director  
City of South Fulton  
5440 Fulton Industrial Blvd. SW  
Atlanta, GA 30336

Dear Mr. Pike:

BAE Urban Economics is pleased to submit this Economic Development Strategic Plan for the city of South Fulton. This report includes an assessment of demographic and economic conditions, a discussion of special opportunity areas, a review of results of extensive community input obtained through surveys, focus groups, SWOT analysis sessions, and stakeholder interviews, and finally, an action plan for the near and long term, five years and beyond.

The recommendations in this plan are specific and include organizational roles, timeline, and guidance on implementation strategies. These recommendations are not platitudes that are unrealistic but rather steps that can be taken making full use of tools and resources that are currently available from public and private sources, supplemented by new initiatives that help set up synergistic economic growth.

Please contact me with questions or comments on the plan. Thank you again for the opportunity to participate in this important work on behalf of South Fulton.

Sincerely,



Mary Burkholder  
Associate Principal

San Francisco  
2600 10<sup>th</sup> St., Suite 300  
Berkeley, CA 94710  
510.547.9380

Sacramento  
803 2<sup>nd</sup> St., Suite A  
Davis, CA 95616  
530.750.2195

Los Angeles  
448 South Hill St., Suite 701  
Los Angeles, CA 90013  
213.471.2666

Washington DC  
700 Pennsylvania Ave. SE, 2<sup>nd</sup> Floor  
Washington, DC 20003  
202.588.8945

New York City  
234 Fifth Avenue  
New York, NY 10001  
212.683.4486

# ACKNOWLEDGMENTS

*We gratefully acknowledge the following people for their assistance in producing this Economic Development Strategic Plan.*

**City Council:**

William "Bill" Edwards, Mayor  
Catherine Foster-Rowell, District 1  
Carmalitha Gumbs, District 2  
Helen Willis, District 3  
Naeema Gilyard, District 4  
Rosie Jackson, District 5  
khalid kamau, District 6  
Mark Baker, District 7

**City Staff:**

Odie Donald II, City Manager  
Melanie D. Winfield, Assistant City Manager  
Christopher G. Pike, Economic Development Director  
Shayla Reed, Community Development & Regulatory Affairs Director

**With special thanks to the City of South Fulton Economic Development Strategic Plan Steering Committee:**

Shannon James, Aerotropolis Atlanta Alliance	Stanley Knowles, Cliftdale Community Club
Gerald McDowell, Aerotropolis CID	Debbie S. Davis, Sandtown Community Association
Kyana Cannon, Aerotropolis CID	Joyce Armster, Old National Area Residence United
Gil Prado, Fulton Industrial CID	Derek Pollard, District 1 Citizen Appointment
Joddie Gray, South Fulton CID	Steve Langford, District 2 Citizen Appointment
Darris Rollins, Camp Creek Business Association	LaShandra Little, District 3 Citizen Appointment
Bobbie Powell, Cascade Business & Merchants Association	Sir Jose Bright, District 4 Citizen Appointment
Donald Winbush, Old National Merchants Association	John Jones, District 5 Citizen Appointment
Deanna H. Butler, Simply Produce	Derrick Burnett, District 6 Citizen Appointment
Nick Byers, South Fulton Parkway Alliance	<i>District 7 Citizen Appointment</i>
Eliese Fisher, Cedar Grove Community Association	

*We also gratefully acknowledge the 664 South Fulton residents as well as the 111 business owners and representatives who responded to the 2019 community input surveys or participated in interviews. The information gathered was invaluable in the development of the action plan.*



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# INTRODUCTION

The City of South Fulton was incorporated from previously unincorporated land in Fulton County, Georgia in 2017. The newly established City issued an RFP for an Economic Development Strategic Plan in October 2018. In March 2019, the City commissioned BAE Urban Economics to prepare the South Fulton Economic Development Strategic Plan that would provide a framework to increase the City's tax base, enhance the local business climate, promote entrepreneurship, and help create high-paying, high-quality jobs. The study scope, as prepared by BAE, includes the following elements:

- A demographic and economic conditions assessment
- A Strengths, Weaknesses, Opportunities and Threats (SWOT) analysis informed by community input
- An industry sector analysis informed by business and resident surveys
- Strategies, goals, and recommendations in an Economic Development Strategic Plan

# EXECUTIVE SUMMARY

This comprehensive study provides a strategic, actionable plan for the economic development of the city of South Fulton. Our approach to developing recommendations involves using both quantitative and qualitative research methods. This report is organized into three main sections. The first section details the existing demographic, economic and real estate market conditions in city of South Fulton and provides projections for future growth. The second section provides the analysis of our multi-faceted approach to community input, including a summary of a resident survey, a business survey, business interviews as well as focus group and 'SWOT' analysis sessions with community members. Findings from our analysis of the data describing existing conditions and trends and our analysis of community input serves as the basis of the action plan, which is the third and final section of this report. All three sections of the report are summarized below.

## Existing Conditions and Trends

- The city of South Fulton has approximately 100,176 residents and 36,171 households, and has experienced particularly fast growth in recent years
- By 2040, the city of South Fulton's population is expected to grow to 124,114, which would represent a 23.9 percent increase since 2019. Household growth is projected to be 29.2 percent by 2040. These rates are comparable to, but slightly lower than, rates in Fulton County and metro Atlanta
- The city of South Fulton is comprised of a relatively larger share of family households than Fulton County and the Atlanta Metro Area, which results in relatively large average household size of 2.76. This is also reflected in the age distribution in the city of South Fulton, where the largest age cohorts are under 18 and those aged between 35 and 44
- The fastest growing age cohort in the city of South Fulton is comprised of residents 65 or older, with other growing age cohorts including those between ages 18 and 24, 45 and 54, and 55 and 64
- The population of the city of South Fulton is predominantly comprised of black/African American residents (89.5 percent). Approximately 5.1 percent of residents identify as white, while 2.5 percent identify as Hispanic/Latino
- From 2010 to 2019, the number of black/African American residents in the city of South Fulton increased by 19.3 percent, the number of white residents increased by 9.3 percent, and the number of Hispanic/Latino residents increased by 7.1 percent

- The city of South Fulton has a larger percentage of households in middle income categories than both Fulton County and the Atlanta Metro Area, which have greater number of households in very low- and very high-income categories
- A larger portion of the city of South Fulton homeowner households are spending more than 30 percent of their gross income on housing costs (i.e. “cost-burdened”) than Fulton County or the Atlanta Metro Area. The city of South Fulton renter households are also disproportionately cost-burdened as compared to the surrounding geographies
- Nearly 92 percent of the city of South Fulton residents aged 25 or older have at least a high school diploma. This is comparable to the high school diploma attainment rate in Fulton County and slightly higher than that of the Atlanta Metro Area
- While slightly higher than the county, metro area and nationally, the city of South Fulton experienced the steepest decline in unemployment, falling from 10.4 percent in 2013 to 5.2 percent in 2018
- The city of South Fulton has a notably larger share of residents working in transportation and warehousing than surrounding geographies, and these industries also accounted for most of the job growth in the city
- Approximately half of city of South Fulton residents work in Fulton County. However, only 3 percent of the city of South Fulton residents work in the city itself, while 30.6 percent work in the city of Atlanta. Approximately 26.9 percent of city of South Fulton workers commute from locations within Fulton County. Approximately 7.9 percent of city of South Fulton workers also live in the city of South Fulton, while 9.8 percent live in Atlanta
- Approximately two-thirds of housing units in the city of South Fulton are owner-occupied while 26.3 percent are renter-occupied. By contrast, the county and metro area have larger proportions of renter-occupied housing units, although they also have much higher rate of vacant housing units
- From 2010 to 2018 the number of owner-occupied and renter-occupied units increased while vacant units decreased in the city of South Fulton, Fulton County and the Atlanta metro area. However, in the city of South Fulton, the growth rate of owner-occupied units was markedly higher than in the county and metro area
- In the city of South Fulton, nearly three quarters of market-rate multifamily rental units have two or more bedrooms, which is a much higher rate than in Fulton County and the metro area. As of the first quarter of 2019, the average rent for a two-bedroom unit in



the city of South Fulton was \$1,019, as compared to \$1,502 in Fulton County and \$1,286 in the Atlanta Metro Area

- From 2010 to 2018, the city of South Fulton experienced no market-rate multifamily unit development. By contrast, Fulton County and the Atlanta Metro Area experienced significant rates of multifamily development every year from 2013 to 2018
- In the city of South Fulton, more than 88 percent of homes sold between April 2018 to March 2019 were single family homes, while 10.4 percent were townhomes and 1.2 percent were condominiums. This is similar to the Atlanta Metro Area
- The median sale price of a single family home in the city of South Fulton was \$186,450 during the April 2018 – March 2019 period, as compared to \$279,000 in Fulton County and \$223,000 in the Atlanta Metro Area. The highest priced homes sold in Q1 of 2019 were in the northwest section of the city of South Fulton
- According to CoStar, there are approximately 2.6 million square feet of retail space in the city of South Fulton. From 2010 to 2016, retail rents in the city of South Fulton were relatively stable; however, between 2016 and 2017, the average annual retail rent declined by 31 percent, falling from \$13.56 to \$9.36. In the first quarter of 2019, the average annual retail rent per square foot was lower in South Fulton (\$10.44) than in Fulton County (\$17.76) and in the Atlanta Metro Area (\$14.40)
- Office vacancy rates in the city of South Fulton are significantly lower than in the surrounding geographies (5.5 percent), although this also reflects the limited supply of office space in the city
- Industrial/flex rents in the city of South Fulton fluctuated between 2010 – 2018. As of the first quarter of 2019, the average annual industrial/flex rent in the city of South Fulton was \$3.60, as compared to \$5.04 in Fulton County and \$4.80 in the Atlanta Metro Area. In the first quarter of 2019, the city of South Fulton’s industrial/flex vacancy rate was 10.0 percent, as compared to 5.5 percent in both the county and the metro area
- Westlake High School earned the highest Career and College Readiness Index (CCRI) Single Score in the city of South Fulton in 2018; this score was equivalent to the median score in Fulton County as a whole. Overall, the city of South Fulton schools performed lower on career- and college-readiness than other schools in the county. However, the graduation rate at Westlake High School and was above the median for Fulton County at 92.3 percent.

- Among the city of South Fulton’s elementary schools, seven out of 13 obtained scores at or above the county median. Two out of the five middle schools in the city performed above the county median
- While there is access to public transportation in east and north city of South Fulton, the central-west and southwest portions of the city lack convenient access to these services
- City of South Fulton residents have access to several Atlanta-region workforce development opportunities, including state and federal programs. The city of South Fulton provides business support, and will open a Small Business Resource Center & Incubator in Spring 2020
- Notable planned development in the city include a 220-apartment workforce housing project a \$27 million expansion of Halpern’s Steak and Seafood company manufacturing and distribution center that will support 46 new jobs, a 67,000 square foot Publix, a senior living community and a \$60 million Job Corps campus
- Nine focus areas within the city of South Fulton have been identified for development, redevelopment and/or revitalization, and are dispersed throughout the City. Each focus area is associated with projects that are either ongoing or planned for in the near to long-term future
- The city of South Fulton’s peer localities enjoy a range of economic development support. In some places, such as Union City, state-level programs (notably the Georgia State Opportunity Zone tax credit program) account for the majority of economic incentives available to businesses; others, such as College Park and Sandy Springs, offer more robust incentive programs through local economic development departments or authorities. Most municipalities offer some form of site selection assistance, though the range and type of that assistance varies

## Community Input

- Residents and businesses identified the proximity to Hartsfield-Jackson Airport as the main strength of the city, as well its proximity to Atlanta and the active engagement of residents
- Residents and business were critical of number of warehouses in the city of South Fulton, especially compared to the lack of other kinds of businesses

- Both residents and businesses identified crime as a weakness and something to be addressed, in terms of both the physical presence of crime and as a potential threat to the reputation of the city
- In general, businesses and residents see great potential for new development based on the availability of land
- Restaurants are seen as a particularly viable opportunity for the city, as the city currently lacks the kinds of restaurants residents would like to see and also because of the strength of the farming industry in the city

## Action Plan: Recommendations

- The proposed Action Plan builds on the identified strengths and opportunities of the city, while also addressing weaknesses and vulnerabilities that the city is facing
- There are five overall recommendations that include both program and practice aspects. Each overall recommendation is broken down into an actionable list of specific recommendations that includes proposed lead parties for executing and implementing the item, as well as timing.
- The five overall recommendations in the Action Plan are:
  - Expand marketing and promotion of the city's business assets and development potential
  - Prime existing businesses in the city South Fulton for growth and expansion
  - Strengthen partnerships between city of South Fulton and the business community to augment economic development effort and address community issues
  - Work to attract more technology and professional services and other high value industries
  - Expand the city of South Fulton's economic development organization
- Recommendations are also proposed for specific sites, primarily those identified as Economic Opportunity Focus Areas. The city will incorporate these site-specific recommendations, to the extent possible, into the zoning recommendations also being put forward in January 2020
- For each site, the establishment of a Tax Allocation District (TAD) would greatly increase the odds of development or redevelopment of Economic Opportunity Focus Areas

- One notable site recommendation is regarding the construction of a permanent city hall. The city wishes to make the government offices part of a town center with mixed uses potentially including residential (medium-high density), restaurants, retail, office, and possibly a hotel and conference center. After reviewing a number of sites for the town center, a 400-acre parcel located along Camp Creek Parkway and Enon Road, that lies in both Council District 2 and District 4, would be the most suitable location for the town center
- The Town Center would be a public-private partnership (P3), that could take five plus years to fully implement. The city should consider hiring a P3 expert to advise the city on planning process and negotiating development agreements between the government and developers
- The city of South Fulton has been notified of designation as a Main Street programs for the Red Oak Historic District and Old National Highway. Immediate steps to be taken include hiring Main Street Managers and implementing the program. Benefits include the opportunity to connect and network with other downtown and commercial district revitalization professionals from across the country

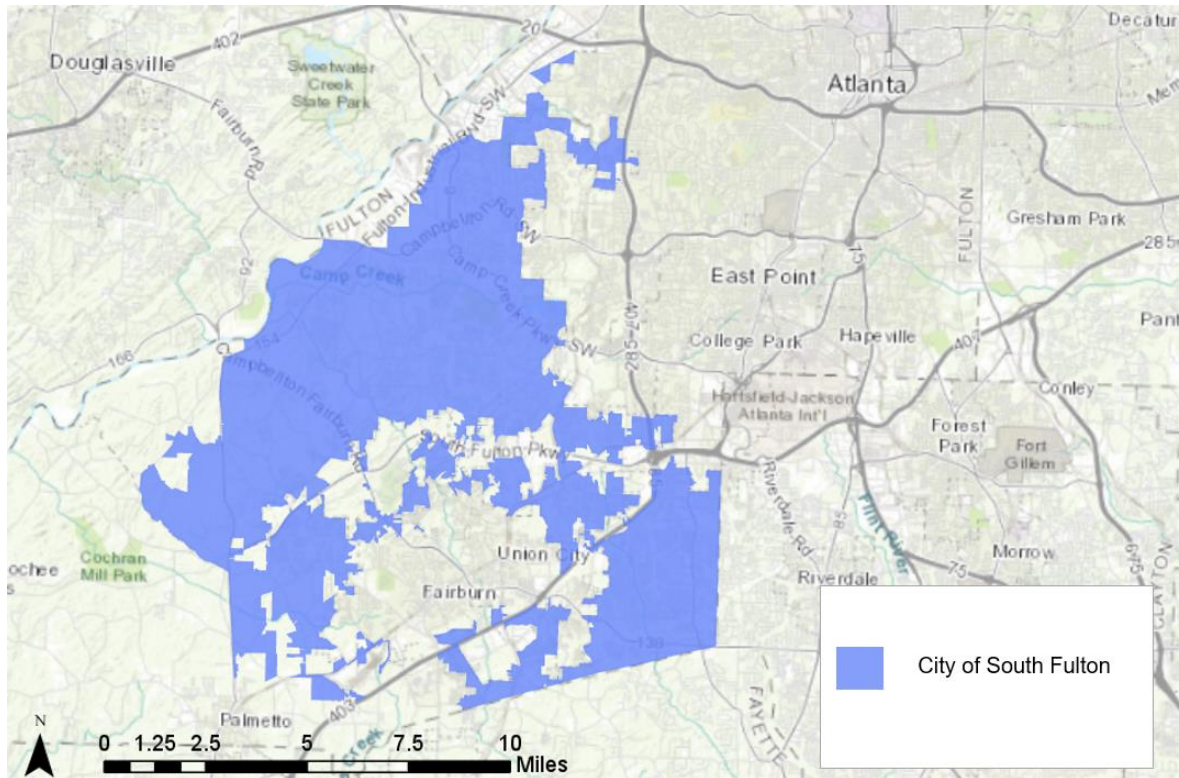
# METHODOLOGY

The subsections below discuss the geographies that the analysis focuses on as well as the data sources that were used.

## Geographies

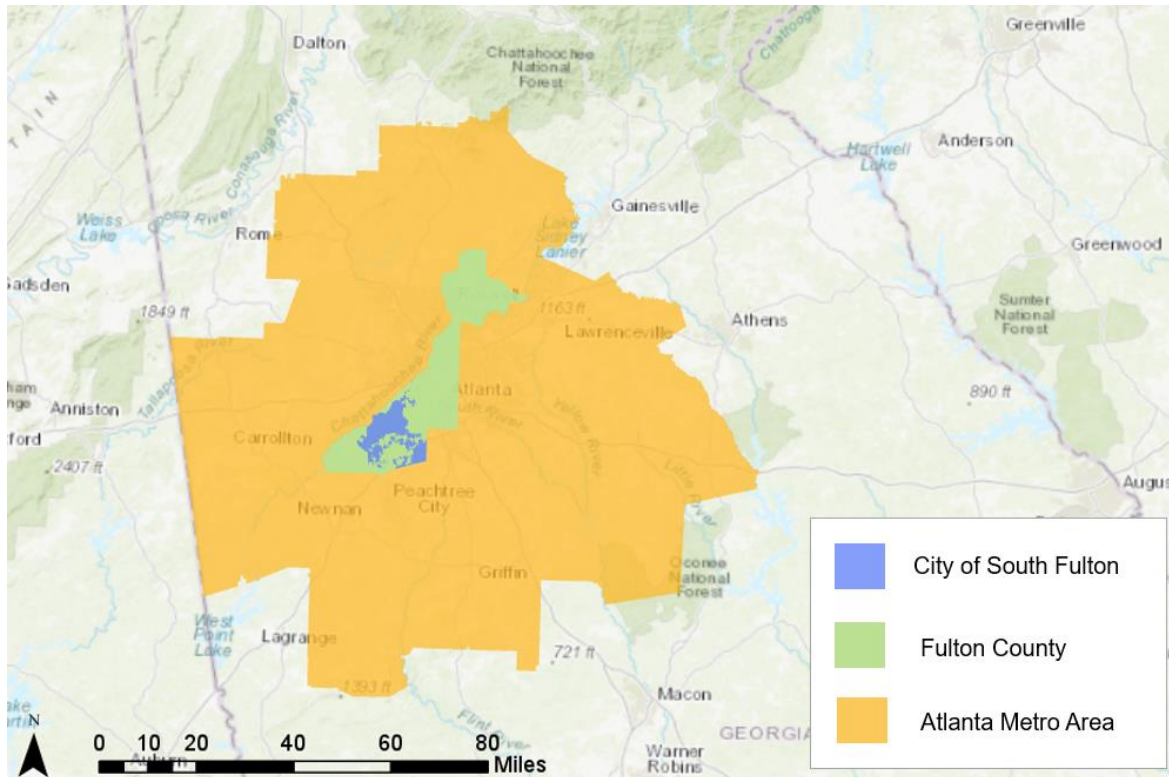
The analysis studies demographic, economic, and real estate market conditions and trends in the city of South Fulton (shown in Figure 1). For purposes of comparison, conditions and trends were also analyzed in Fulton County and the Atlanta Metro Area (shown in Figure 2). The Atlanta Metro Area consists of the 29 counties that make up the Atlanta-Sandy Springs-Roswell Metropolitan Statistical Area, which are listed in Exhibit A-1 in the Appendix.

**Figure 1: City of South Fulton**



Sources: City of South Fulton; Arc GIS Pro; BAE, 2019.

**Figure 2: City of South Fulton, Fulton County, and the Atlanta Metro Area**



Sources: U.S. Census Bureau; City of South Fulton; Arc GIS Pro; BAE, 2019.

## Data Sources

BAE utilized the following data sources to complete the analysis and plan:

- **U.S. Census Bureau:** Jurisdictional boundaries were obtained from the U.S. Census Bureau Geography Program. BAE also utilized demographic data from the U.S. Census Bureau American Community Survey (ACS) as well as commute data from the U.S. Census Bureau Longitudinal Employer-Household Dynamics program (LEHD)
- **Esri Business Analyst:** Demographic data was obtained from Esri Business Analyst, a third-party tool that provides demographic, economic, and spatial data which is verified against U.S. Census data as well as other public sources
- **Georgia Department of Labor:** Information about the city of South Fulton’s top employers was obtained from the Georgia Department of Labor
- **Atlanta Regional Commission:** Population, household, and employment growth projections for the city of South Fulton, Fulton County, and the Atlanta region are based on the most recent projections published by the Atlanta Regional Commission (ARC)

- **RealtyTrac:** Estimated home foreclosure Rates for the city of South Fulton, Fulton County, and the Atlanta metro area were obtained from RealtyTrac, a real estate information company and an online marketplace for foreclosed and defaulted properties
- **CoStar:** Data about multifamily rental housing, retail and office inventory, rents, vacancy rates, and absorption rates were obtained through CoStar, a third-party provider of real estate market data
- **CoreLogic Group:** Data about home sales were obtained from CoreLogic, a third-party vendor of property sales data. BAE purchased the CoreLogic data sets from DQNews, an aggregator of CoreLogic data sets

# EXISTING CONDITIONS AND TRENDS

## Demographic and Economic Conditions and Trends

The following section reviews demographic conditions and trends in the city of South Fulton, Fulton County, and Atlanta Metro Area. This includes information about population and households, household composition, age, race/ethnicity, educational attainment, household income, housing cost burdens, resident employment and commute patterns, and local jobs.

### Population and Households

As shown in Table 1, the city of South Fulton has approximately 100,176 residents and 36,171 households. From 2010 to 2019, the city’s population grew by 19 percent. This population growth rate is notably higher than that of Fulton County and the Atlanta Metro Area during the same period, which experienced population growth rates of 15.2 percent and 13.2 percent, respectively. The city of South Fulton’s household growth rate during the 2010 – 2019 time period was 17.8 percent, as compared to 16.1 percent in the county and 12.9 percent in the Atlanta Metro Area.

The average household size in the city of South Fulton is 2.76, which is larger than the average household in Fulton County (2.35) and the Atlanta Metro Area (2.69). From 2010 to 2019, the average household size grew in all three geographies.

**Table 1: Population and Households, 2010 – 2019**

<b>Population</b>	<b>2010</b>	<b>2019</b>	<b>% Change 2010-2019</b>
South Fulton (a)	84,211	100,176	19.0%
Fulton County (b)	920,581	1,060,373	15.2%
Atlanta Metro Area (c)	5,286,728	5,986,262	13.2%

<b>Households</b>	<b>2010</b>	<b>2019</b>	<b>% Change 2010-2019</b>
South Fulton	30,694	36,171	17.8%
Fulton County	376,377	436,970	16.1%
Atlanta Metro Area	1,943,885	2,195,115	12.9%

<b>Average Household Size</b>	<b>2010</b>	<b>2019</b>
South Fulton	2.73	2.76
Fulton County	2.36	2.35
Atlanta Metro Area	2.68	2.69

**Notes:**

- (a) City of South Fulton, Georgia. Boundaries obtained through Fulton County GIS Portal.
- (b) Fulton County, Georgia. U.S. Census Bureau.
- (c) Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area. U.S. Census Bureau.

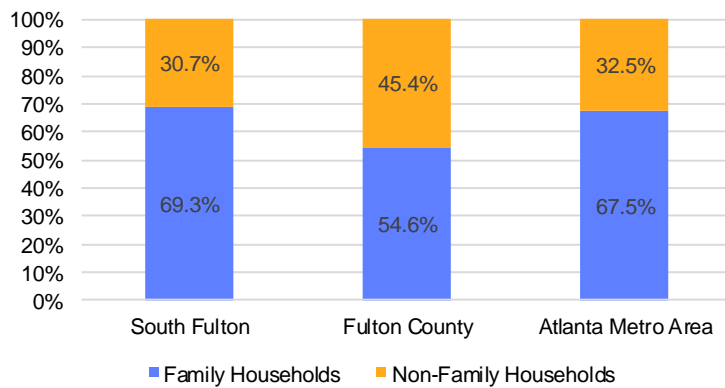
Sources: U.S. Census Bureau, 2010 Census; Esri Business Analyst; BAE, 2020.



### Household Composition

As illustrated by Figure 3, over 69 percent of households in the city of South Fulton are comprised of families. In contrast, only 54.6 percent of households in the city of Fulton County are family households. The breakdown of family households versus non-family households in the Atlanta metro area is comparable to that of the city of South Fulton, where 67.5 percent of households are family households. This is likely driven by the fact that a significant portion of Fulton County is comprised of urbanized areas likely to attract young people and single-person households, while the metro area contains a larger share of suburban areas that are likely to attract families.

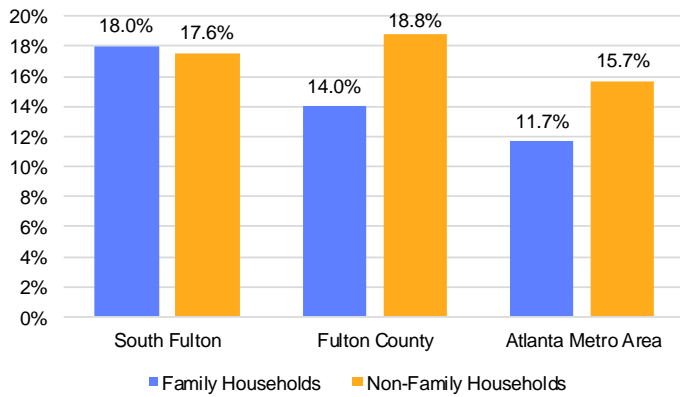
**Figure 3: Household Composition, 2019**



Sources: Esri Business Analyst; BAE, 2020.

As shown in Figure 4, from 2010 to 2019, family households and nonfamily households in the city of South Fulton grew at almost the exact same rate (between 18 and 17.6 percent). In contrast, in both Fulton County and the Atlanta metro area, nonfamily households grew at significantly higher rates than family households.

**Figure 4: Percent Change in Number of Households by Household Composition, 2010 – 2019**

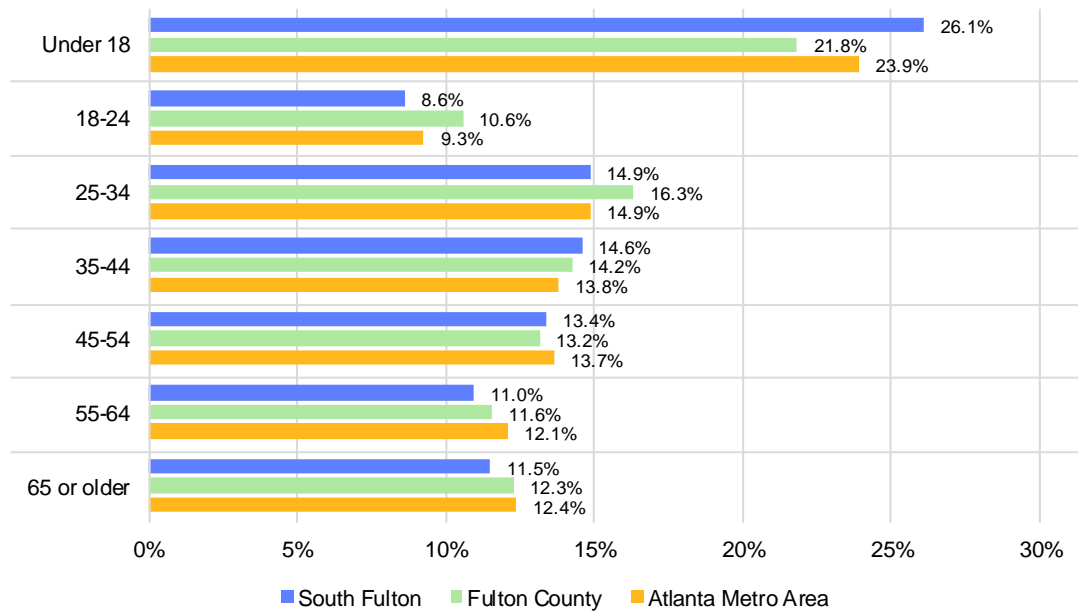


Sources: U.S. Census Bureau, 2010 Census; Esri Business Analyst; BAE, 2020.

**Age**

Figure 5 illustrates the breakdown of the population of each geography by age group. In the city of South Fulton, 26.1 percent of residents are under the age of 18, as compared to 21.8 percent of residents in Fulton County and 23.9 percent of residents in the Atlanta Metro Area. The city of South Fulton also has a slightly larger share of residents aged 35 to 44 than the county and metro area. The city of South Fulton’s relatively large proportions of children and adults aged 35 to 44 is attributable to the city’s relatively large share of family households.

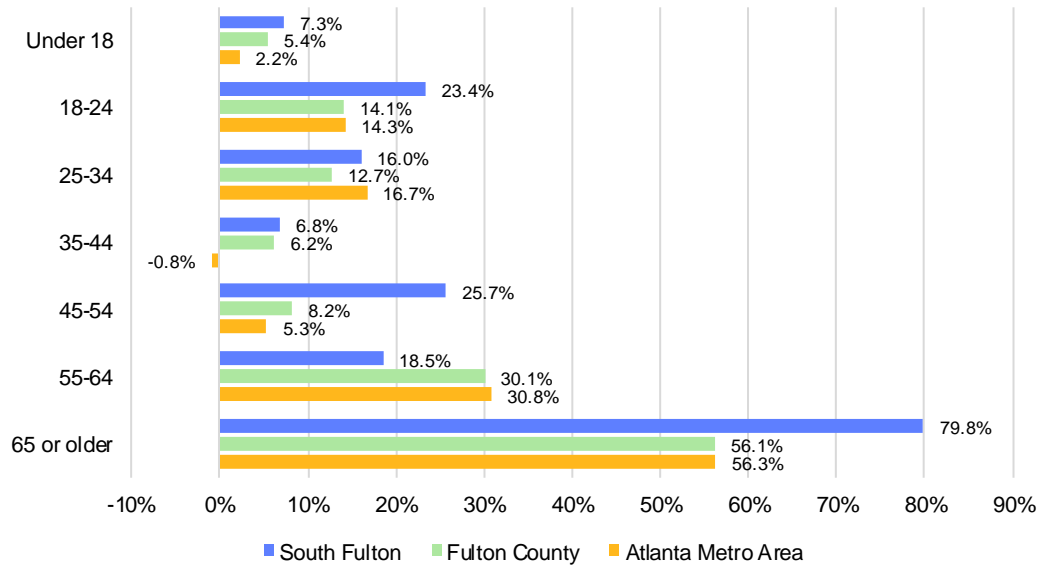
**Figure 5: Age Distribution, 2019**



Sources: Esri Business Analyst; BAE, 2020.

Figure 6 illustrates the percent change in residents by age group from 2010 to 2019. The city of South Fulton experienced population growth across all age groups during this period. The city's fastest-growing age cohort is comprised of residents aged 65 or older (68.5 percent growth). Other age groups that experienced relatively high growth during this period are 18 to 24 (24.0 percent growth) and 45 to 54 (22.0 percent growth), and 55 to 64 (18.2 percent growth).

**Figure 6: Percent Change in Population by Age Group, 2010 – 2019**

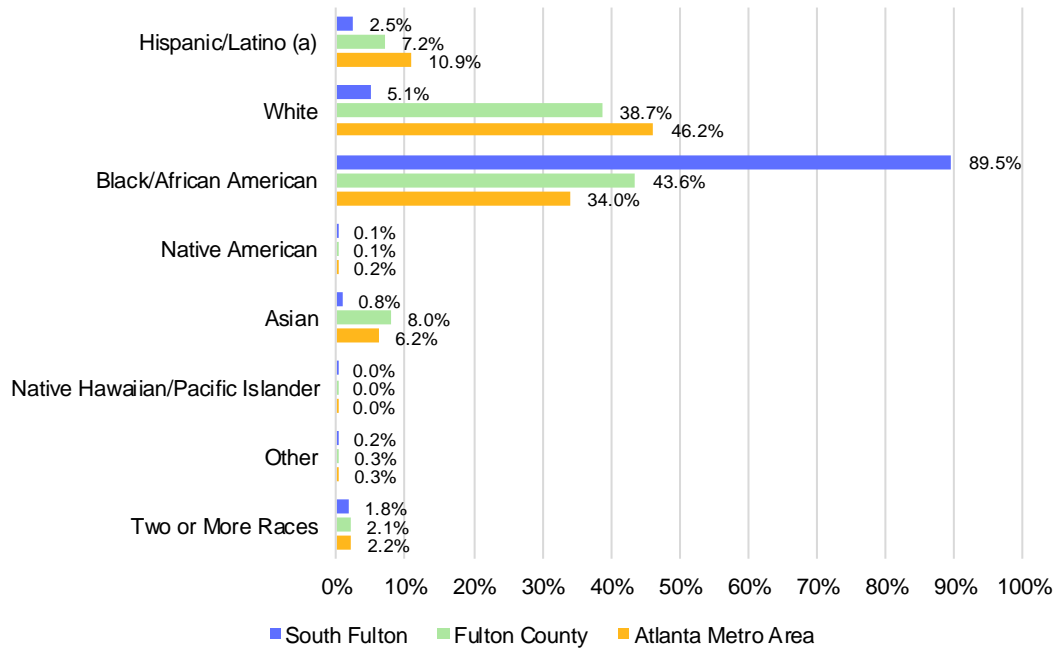


Sources: U.S. Census Bureau, 2010 Census; Esri Business Analyst; BAE, 2020.

**Race and Ethnicity**

Figure 7 illustrates the population distribution by race and ethnicity in all three geographies. The city of South Fulton is predominantly black/African-American (89.5 percent). Approximately 5.1 percent of residents identify as white, while 2.5 percent identify as Hispanic/Latino.

**Figure 7: Race and Ethnicity, 2019**



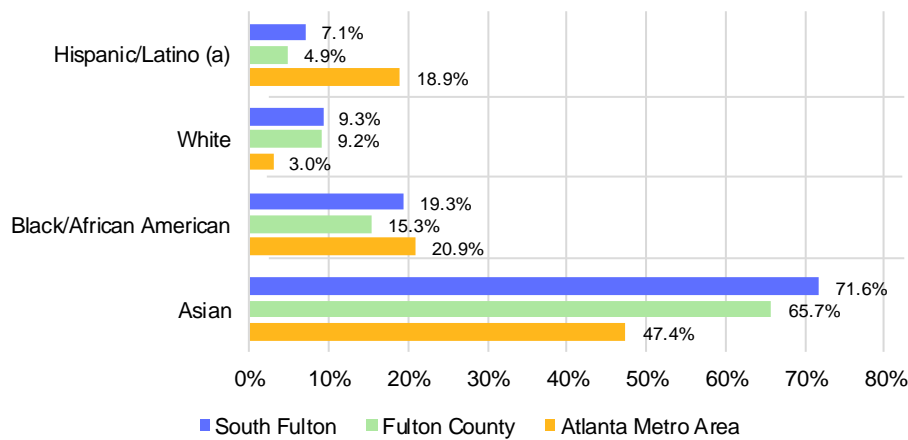
Notes:

(a) Includes all races for those of Hispanic/Latino background.

Sources: U.S. Census Bureau, 2010 Census; Esri Business Analyst; BAE, 2020.

Figure 8 shows the percent change in residents by race and ethnicity from 2010 to 2019 for major racial/ethnic groups.<sup>1</sup> In the city of South Fulton, the Asian population grew by 71.6 percent; however, this group only comprised 0.8 percent of city of South Fulton residents in 2019 and so the actual increase in the number of Asian residents is minimal. From 2010 to 2019, the number of black/African-American residents in the city of South Fulton increased by 19.3 percent, the number of white residents increased by 9.3 percent, and the number of Hispanic/Latino residents increased by 7.1 percent. This shows the city of South Fulton is becoming increasingly ethnically and racially diverse.

**Figure 8: Percent Change in Population by Race/Ethnicity, 2010 – 2019**



**Notes:**

Only includes race/ethnicity groups that comprise at least three percent of the population in at least one geography.  
 (a) Includes all races for those of Hispanic/Latino background.

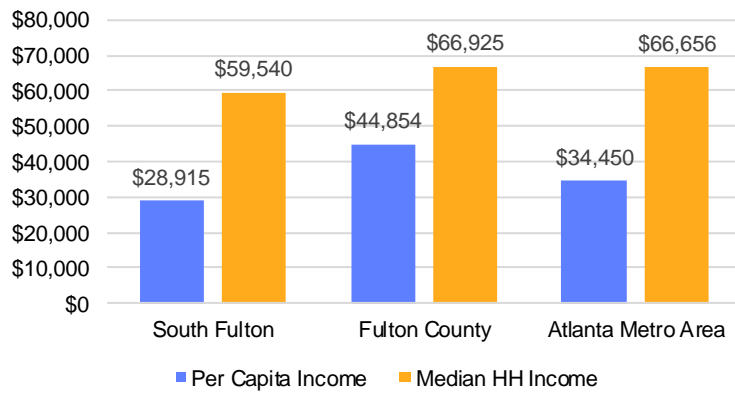
Sources: U.S. Census Bureau, 2010 Census; Esri Business Analyst; BAE, 2020.

<sup>1</sup> Major racial/ethnic groups are defined as groups that comprise at least three percent of the population in at least one of the three geographies.

**Income**

As shown in Figure 9, the per capita income in the city of South Fulton is \$28,915, which is 33.5 percent lower than that of Fulton County as a whole (\$44,854) and 13.4 percent lower than that of the Atlanta Metro Area (\$34,450). The city of South Fulton’s median household income is \$59,540. While this is lower than the median household incomes of the county (\$66,925) and the metro area (\$66,656), the income gap between the city of South Fulton and the surrounding geographies is less pronounced with respect to household incomes than it is with respect to per capita incomes. This is driven by the relatively large proportion of family households in the city of South Fulton, which results in fewer single-earner households.

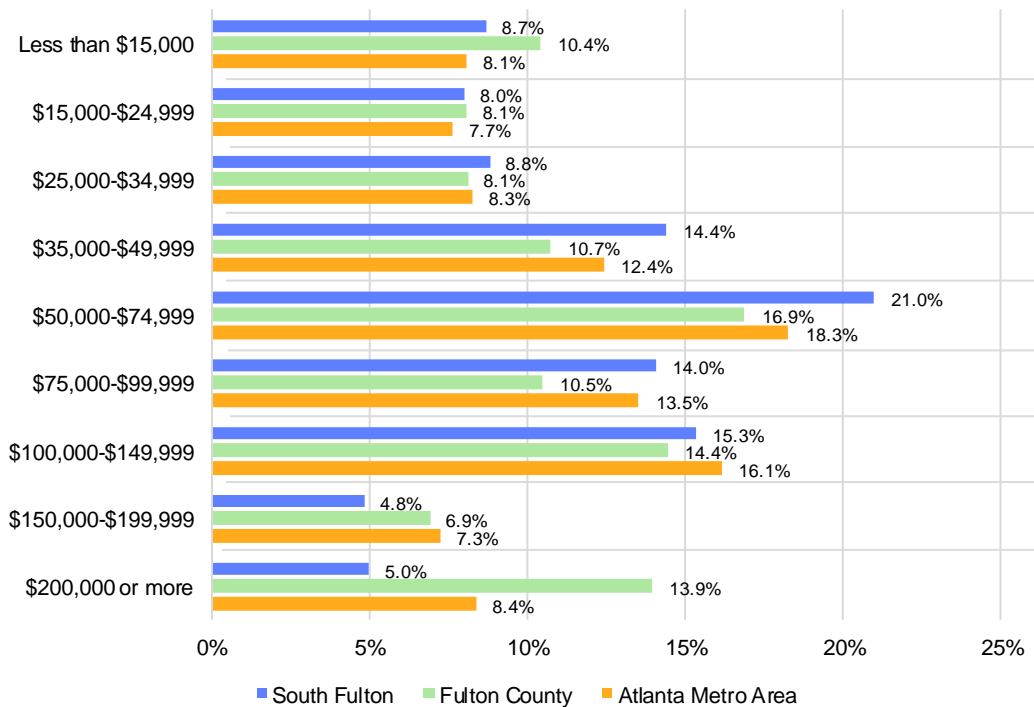
**Figure 9: Per Capita Income and Median Household Income**



Sources: Esri Business Analyst; BAE, 2020.

As shown in Figure 10, while half (50.3 percent) of city of South Fulton households earn between \$50,000 and \$150,000 annually, as compared to 41.8 percent of Fulton County households and 47.9 percent of Atlanta metro area households, the city of South Fulton has a smaller proportion of households that earn more than \$150,000 annually as compared to the surrounding geographies. However, Fulton County has a larger percentage of households earning less than \$15,000 annually than the city of South Fulton or the metro area. In addition, while all three geographies have similar numbers of households earning between \$15,000 and \$34,999, the city of South Fulton has a greater number of households earning between \$35,000 and \$49,999. Therefore, the city of South Fulton has a larger percentage of households in middle income categories than both Fulton County and the Atlanta metro area, which have greater number of households in very low- and very high-income categories.

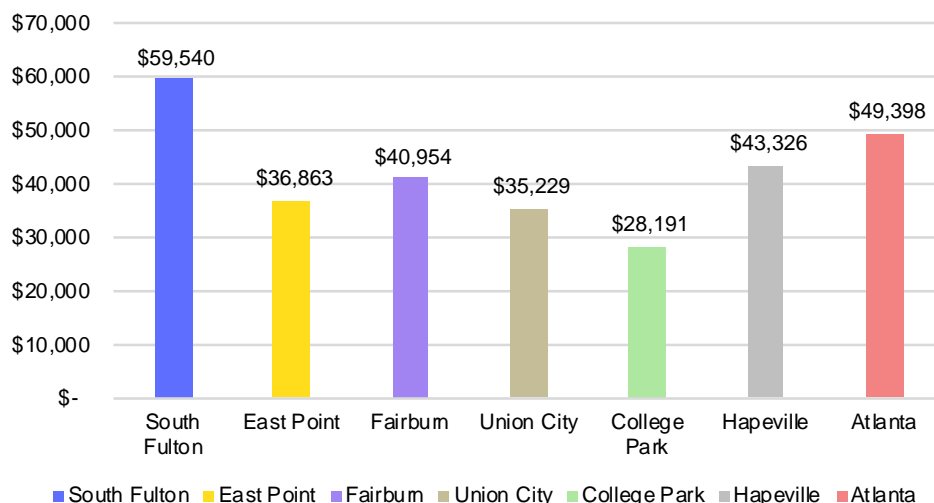
**Figure 10: Household Income Distribution, 2019**



Sources: Esri Business Analyst; BAE, 2020.

The median household income in the city of South Fulton is notably higher than peer cities in the Atlanta metro area. The median household income in the city of South Fulton is over \$10,000 higher than in the city of Atlanta, Hapeville, College Park, Union City, Fairburn, and East Point. This is shown in Figure 11.

**Figure 11: Median Household Income of Peer Regional Cities, 2018**



Source: City of South Fulton; BAE 2020

### Poverty Rates

As shown in Table 2, approximately 12.2 percent of households in the city of South Fulton are below the poverty line (3,815 households). The city of South Fulton’s poverty rate is slightly lower than that of Fulton County (14.0 percent) and the Atlanta metro area (12.5 percent).

**Table 2: Poverty Rates, 2013 – 2017 Five-Year Sample Data**

<u>Geography</u>	<u># of HHs with Income Below Poverty Line</u>	<u>Total # of HHs (a)</u>	<u>% of HHs in Poverty</u>
South Fulton	3,850	31,662	12.2%
Fulton County	54,843	391,850	14.0%
Atlanta Metro	253,099	2,029,045	12.5%

Notes:

(a) Includes only the households for which income data are known.

Sources: U.S. Census Bureau, American Community Survey 2013-2017 5-Year Sample Data; Esri Business Analyst; BAE, 2020.

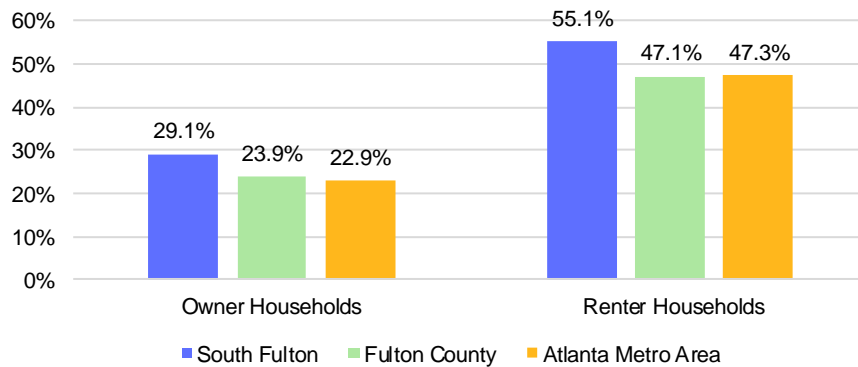
### Housing Cost Burdens

According to criteria defined by the U.S. Department of Housing and Urban Development (HUD), a household is considered housing cost-burdened if it spends more than 30 percent of its gross income on housing costs. For renters, this includes rent and utilities; for homeowners this includes mortgage payments, property taxes, insurance, and other associated costs.



Figure 12 indicates the percentage of households that are cost-burdened by tenure in each geography. In the city of South Fulton, approximately 29.1 percent of homeowner households are housing cost-burdened, as compared to 23.9 percent of Fulton County homeowner households and 22.9 percent of Atlanta metro area households. The city of South Fulton renter households are also disproportionately cost-burdened as compared to the surrounding geographies. Approximately 55.1 percent of renter households in the city of South Fulton are cost-burdened, as compared to 47.1 percent of renter households in Fulton County and 47.3 percent of renter households in the Atlanta metro area.

**Figure 12: Cost-Burdened Households by Tenure, 2013 – 2017 Five-Year Data**



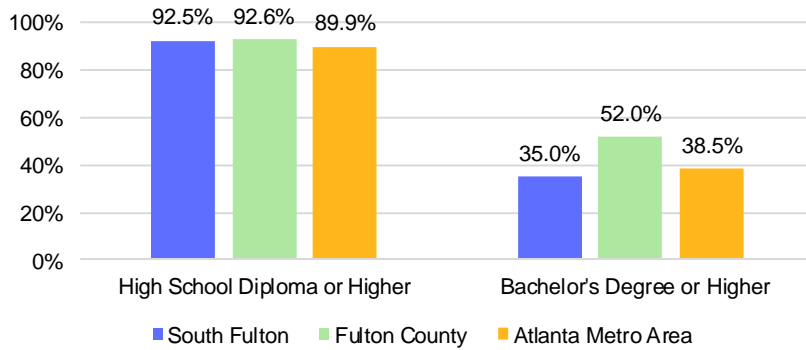
Note: "Cost-burdened" households are those which pay at least 30% of their income in rent or homeowner costs.

Sources: U.S. Census Bureau, American Community Survey 2013-2017 5-Year Sample Data; Esri Business Analyst; BAE, 2020.

**Educational Attainment**

As shown in Figure 13, over 92 percent of city of South Fulton residents aged 25 or older have at least a high school diploma. This is comparable to the high school diploma attainment rate in Fulton County (92.6 percent) but slightly higher than that of the Atlanta metro area (89.9 percent). Approximately 35 percent of city of South Fulton residents aged 25 or older hold a bachelor’s degree or higher; this is significantly lower than in Fulton County (52 percent) and slightly lower than in the metro area (38.5 percent).

**Figure 13: Educational Attainment Rates, Residents Aged 25 or Older, 2019**



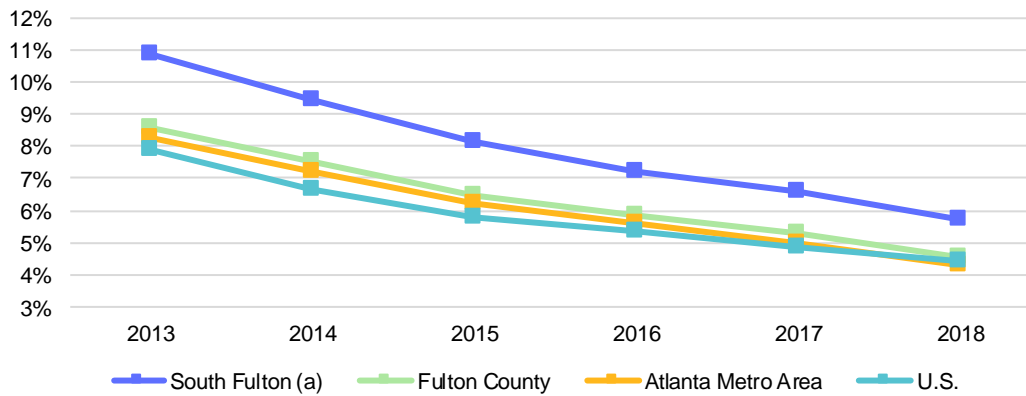
Note:  
Universe is population age 25 or older. "High School Diploma or Higher" includes GED/high school equivalency.

Sources: Esri Business Analyst; BAE, 2020.

### Resident Unemployment

Figure 14 illustrates the annual unemployment rates from 2013 to 2018 in the city of South Fulton, the county, the metro area, and in the nationally. The unemployment rate declined significantly in all four geographies over the six-year time period, and the steepest decline was in the city of South Fulton. As of 2018, the unemployment rate in the city of South Fulton was 5.2 percent (as compared to 10.4 percent in 2013). In the county, metro area, and U.S., the 2018 unemployment rates were between 3.8 and 4.0 percent.

**Figure 14: Unemployment Rate, 2013 – 2018**



Notes:

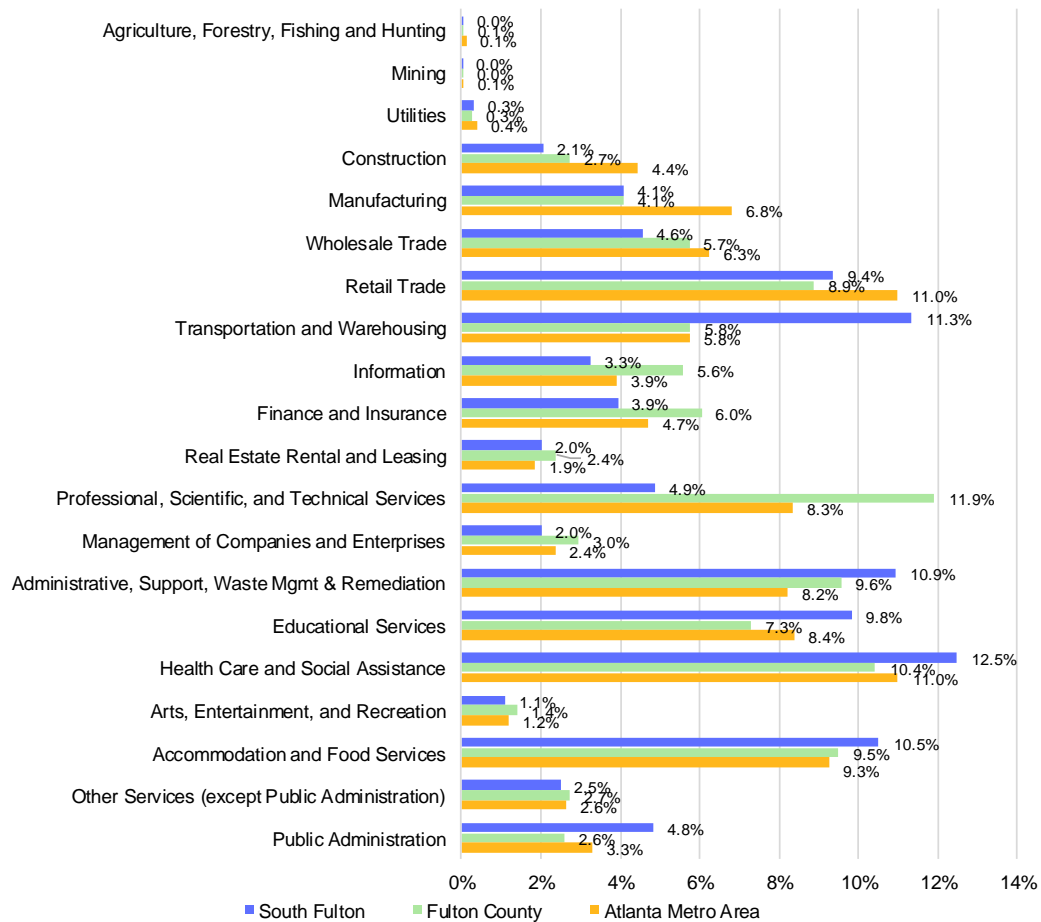
(a) City of South Fulton unemployment rate reflects balance of Fulton County after subtracting Atlanta and other cities and towns for which BLS reports unemployment.

Source: Bureau of Labor Statistics; BAE 2020.

**Resident Employment**

Figure 15 illustrates the industries of employed residents in the city of South Fulton, Fulton County, and the Atlanta metro area in 2017. The sectors with the largest proportions of employed city of South Fulton residents are health care and social assistance (12.5 percent), administrative, support, waste and management and remediation (10.9 percent), educational services (9.8 percent), transportation and warehousing (11.3 percent), accommodation and food services (10.5 percent), and retail trade (9.4 percent). As compared to the county and metro area, the city of South Fulton has notably larger proportions of residents employed in transportation and warehousing, healthcare and social assistance, and public administration, as well as notably smaller proportions of residents employed in professional, scientific, and technical services.

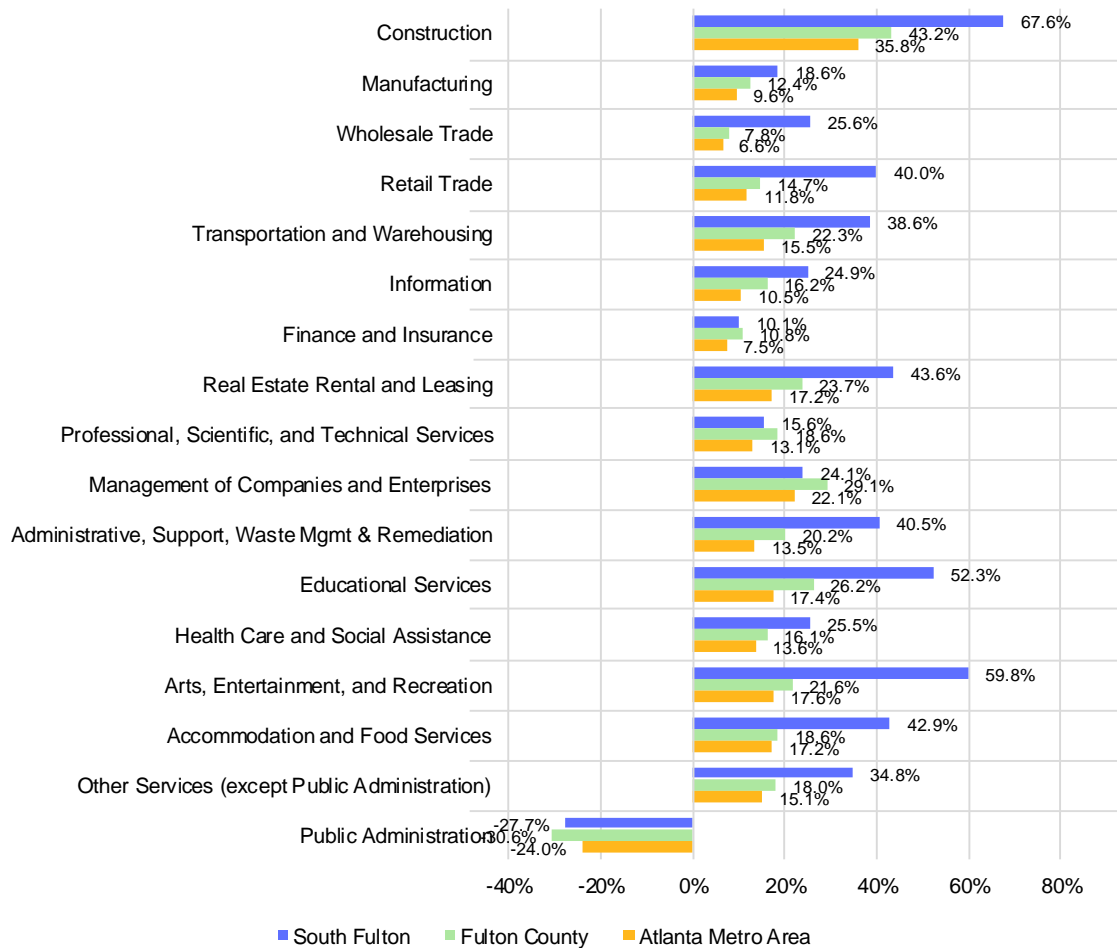
**Figure 15: Resident Employment, 2017**



Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.

Figure 16 shows the percent change in the number of employed residents in top industries<sup>2</sup> in the city of South Fulton, Fulton County, and the Atlanta metro area from 2013 to 2017. In the city of South Fulton, resident employment in nearly every job sector increased significantly during this period, with the exception of educational services and public administration. These high growth rates are driven by the city of South Fulton’s relatively high rates of population growth in recent years.

**Figure 16: Change in Resident Employment by Industry, 2013 – 2017**



Note: Excludes industries employing less than 0.5% of residents in any geography in 2017.

Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.

<sup>2</sup> Top industries are considered those that employ more than 0.5 percent of employed residents in at least one of the three geographies.

## ***Jobs***

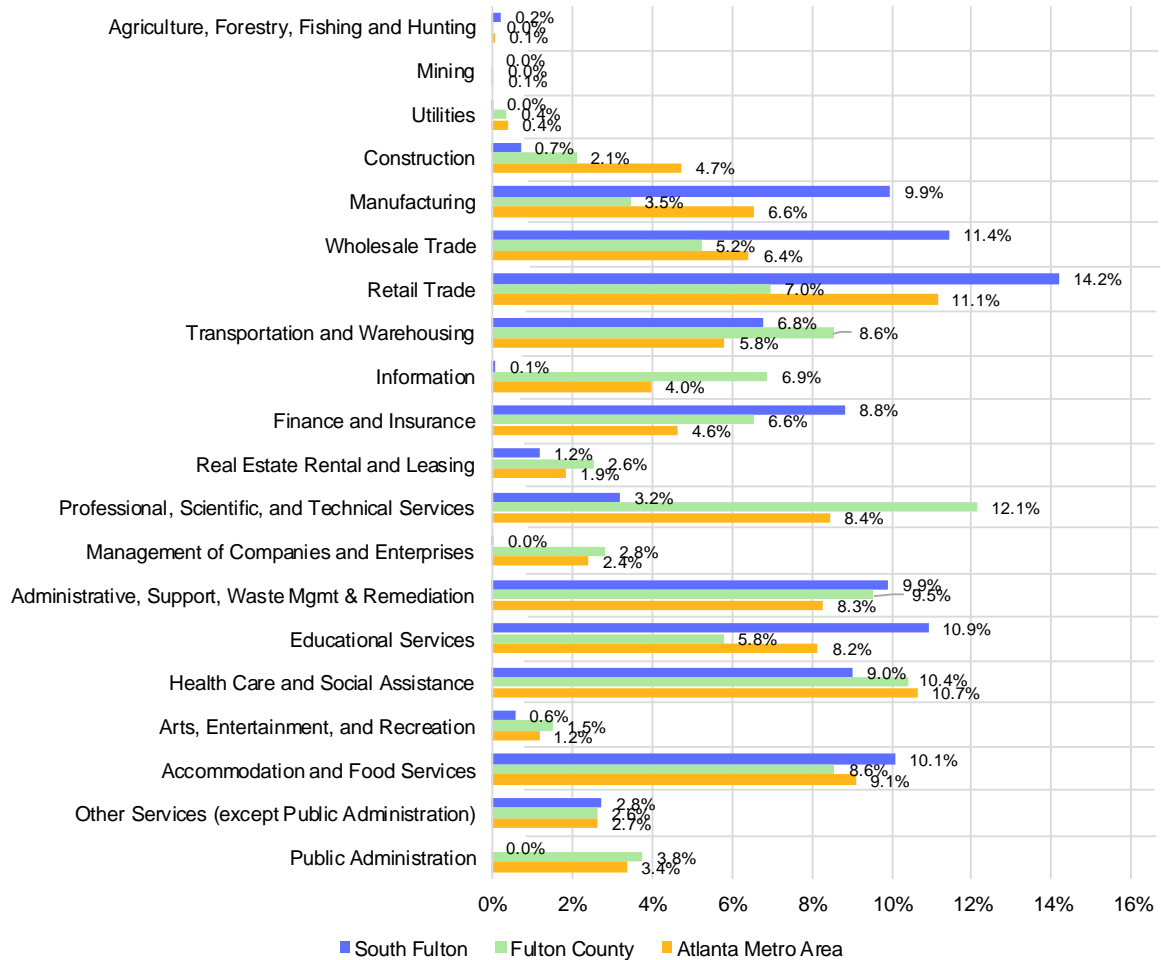
The following section discusses local jobs within the boundaries of each geography. This includes information about the percent distribution of jobs by industry, changes in local jobs by industry over time, and a summary of major employers in the city of South Fulton.

### **Jobs by Industry**

Figure 17 shows the distribution of local workers by industry in the city of South Fulton, Fulton County, and the Atlanta metro area in 2017. Over 14 percent of jobs in the city of South Fulton are in the retail sector, compared to 7 percent in Fulton County and 11.1 percent in the Atlanta metro area.

The city of South Fulton's second-largest industry is the wholesale trade industry, which employs 11.4 percent of the city of South Fulton's workers as compared to 5.2 percent of Fulton County workers and 6.4 percent of Atlanta Metro Area workers. Other sectors that constitute relatively large proportions of the city of South Fulton's total jobs include finance and insurance (8.8 percent of jobs), and accommodation and food services (10.1 percent).

**Figure 17: Worker Jobs by Industry, 2017**

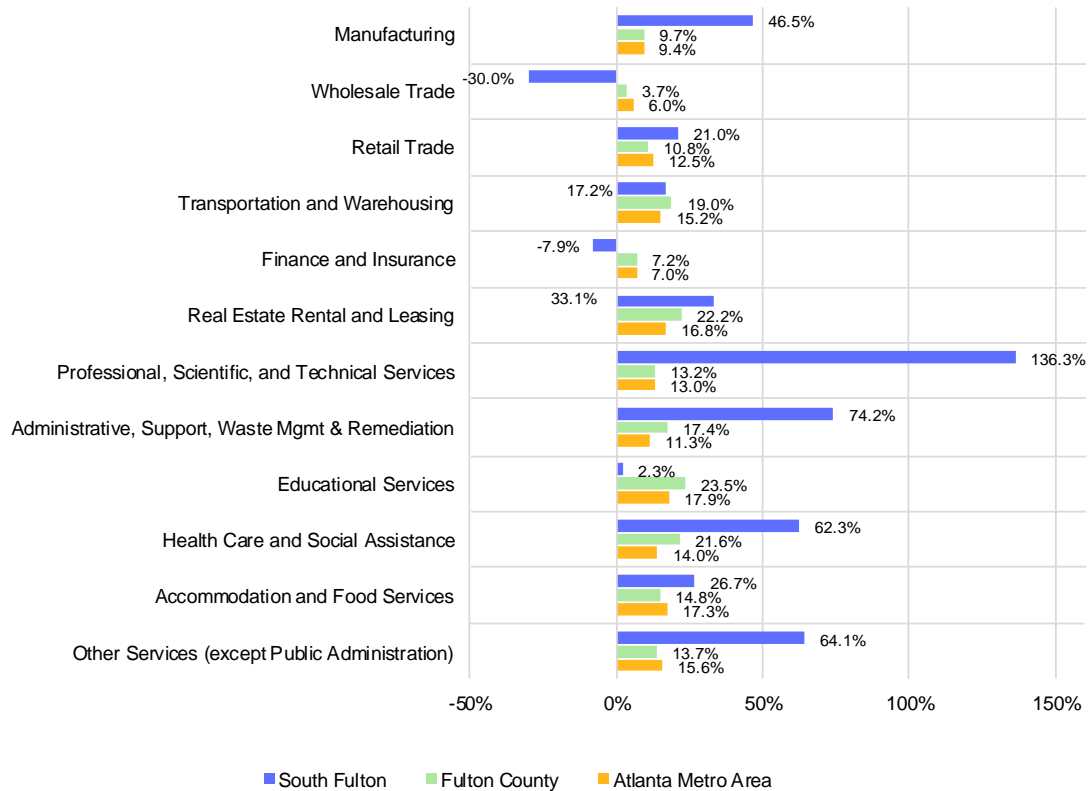


Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.

Figure 18 illustrates the percent change in jobs in top industries<sup>3</sup> in each geography from 2013 to 2017 by sector. In the city of South Fulton, the industries that experienced the most job growth during this period included professional, scientific, and technical services (136.3 percent growth); administrative, support, waste management and remediation (74.2 percent growth); and other services (64.1 percent growth). Although the growth in professional, scientific, and technical services jobs reflects the relatively low number of jobs in the sector as an overall share of city of South Fulton jobs. The number of jobs grew from 199 to 471 in that sector between 2013 and 2017.

<sup>3</sup> Top industries are considered those that account for more than 0.5 percent of jobs in at least one of the three geographies.

**Figure 18: Percent Change in Workers by Industry, 2013 – 2017**



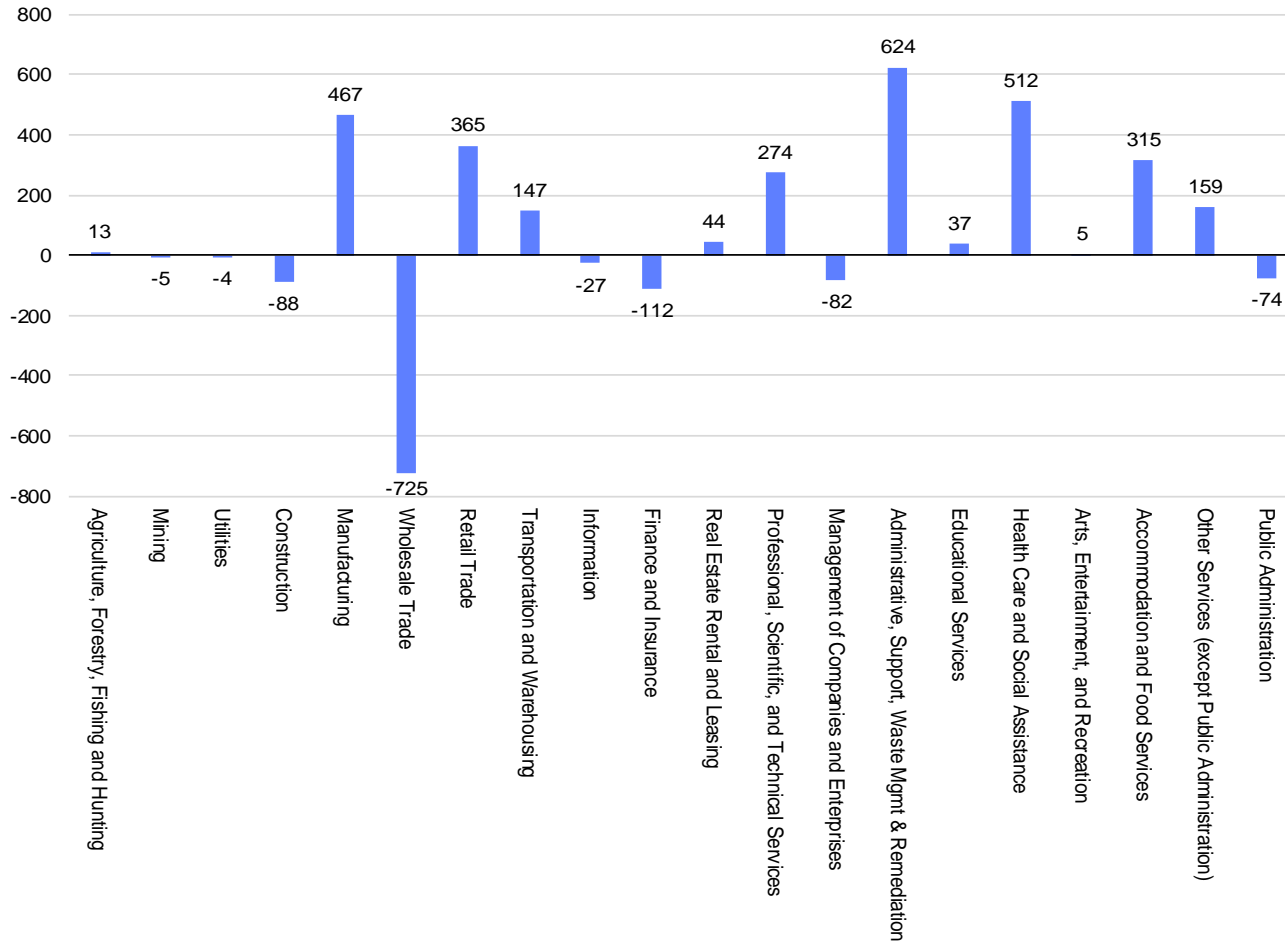
Note: Excludes industries that employed less than 0.5% of workers in all geographies in 2017.

Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.

Figure 19 shows the change in number of jobs in each sector over the 2013 – 2017 time period. The administrative, support, waste management and remediation sector gained the most jobs (624 jobs). Other industries that gained relatively large numbers of jobs include health care and social assistance (489 jobs), manufacturing (467 jobs), and retail trade (365 jobs).



**Figure 19: Change in Workers by Industry in City of South Fulton, 2013 – 2017**



Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.

Major Employers

Table 3 provides a list of the city of South Fulton’s major employers. The largest private employers include Bank of America, Walmart Supercenter, Kroger, and Home Depot (categorized by the Bureau of Labor Statistics as retail businesses); United Natural Foods (categorized as a wholesale business); Miller Zell (categorized as a professional services business); and World Changers Church International (categorized as “other services except for public administration”). Additionally, there are a variety of relatively large public sector organizations; most of these are schools (categorized as educational service providers).

**Table 3: Major Employers in the City of South Fulton, 2019**

<u>Employer</u>	<u>Size Range (a)</u>
<i>Private/Nonprofit Sector</i>	
Bank of America (b)	1,000 +
Walmart Supercenter (c)	250 to 499
World Changers Church International	250 to 499
United Natural Foods	250 to 499
Miller Zell, Inc.	250 to 499
Publix Super Market	250 to 499
Kroger	100 to 249
Kroger Pharmacy (d)	100 to 249
Home Depot	100 to 249
<i>Public Sector</i>	
Sandtown Middle School	250 to 499
Evoline C. West Elementary School	100 to 249
Camp Creek Middle School	100 to 249
Ronald E. McNair Middle School	100 to 249
Creekside High School	100 to 249
Cliftondale Elementary School	100 to 249
Atlanta Youth Development Center	100 to 249
South Fulton Police Department (e)	100 to 249
Bear Creek Middle School	100 to 249
S.L. Lewis Elementary School	100 to 249
Mary M. Bethune Elementary School	100 to 249
Heritage Elementary School	100 to 249
Oakley Elementary School	100 to 249
A. Philip Randolph Elementary	100 to 249
Westlake High School	100 to 249

Notes:

- (a) Size information drawn from Employer Profiles obtained through Georgia Labor Market Explorer, Georgia Department of Labor. May not reflect current employment totals.
- (b) As reported by the City of South Fulton in the Georgia Power/Esri City Snapshot
- (c) Two Walmart Supercenter locations exist in the city of South Fulton, each in the 250-499 employee range.
- (d) Located at same address as Kroger, above.
- (e) Appears in Labor Market Explorer as Fulton County Police Southside.

Sources: Georgia Department of Labor; City of South Fulton; BAE, 2020.

**Commute Patterns**

The following section reviews commute flow data, resident commute times, and resident means of transportation to work.

Commute Flows

As shown in Table 4, approximately half of city of South Fulton residents work in Fulton County. Only 3 percent of city of South Fulton residents work in the city of South Fulton, while 30.6 percent work in the city of Atlanta. Other counties to which significant proportions of city of South Fulton residents commute include DeKalb County (10 percent), Cobb County (9.5 percent), and Clayton County (8.1 percent).

Meanwhile, approximately 26.9 percent of city of South Fulton workers commute from locations within Fulton County. Approximately 7.9 percent of city of South Fulton workers also live in the city of South Fulton, while 9.8 percent live in Atlanta. Other counties from which significant proportions of city of South Fulton workers commute include Clayton County (11 percent), Cobb County (8.7 percent), and DeKalb County (8.5 percent).

**Table 4: Commute Flows, 2017**

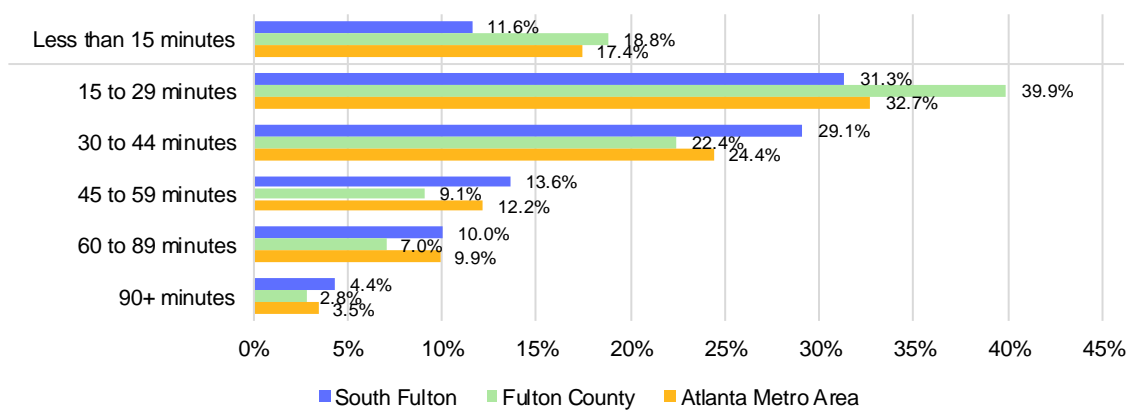
<b>Residents by Place of Work</b>			<b>Workers by Place of Residence</b>		
<b>Place of Work</b>	<b>Employed Residents</b>		<b>Place of Residence</b>	<b>Workers</b>	
	<b>Number</b>	<b>Percent</b>		<b>Number</b>	<b>Percent</b>
<b>Fulton County</b>	<b>19,550</b>	<b>51.2%</b>	<b>Fulton County</b>	<b>3,974</b>	<b>26.9%</b>
Atlanta	11,696	30.6%	Atlanta	1,451	9.8%
Sandy Springs	1,603	4.2%	South Fulton	1,166	7.9%
College Park	1,405	3.7%	Union City	328	2.2%
South Fulton	1,163	3.0%	East Point	286	1.9%
East Point City	876	2.3%	Fairburn	210	1.4%
Union City	772	2.0%	College Park	131	0.9%
Alpharetta	585	1.5%	<b>Clayton County</b>	<b>1,620</b>	<b>11.0%</b>
Hapeville	551	1.4%	<b>Cobb County</b>	<b>1,289</b>	<b>8.7%</b>
<b>Cobb County</b>	<b>3,821</b>	<b>9.5%</b>	Mableton	152	1.0%
Marietta	647	1.4%	Smyrna	151	1.0%
<b>DeKalb County</b>	<b>3,623</b>	<b>10.0%</b>	<b>DeKalb County</b>	<b>1,259</b>	<b>8.5%</b>
Dunwoody	544	1.7%	<b>Douglas County</b>	<b>673</b>	<b>4.5%</b>
<b>Clayton County</b>	<b>3,098</b>	<b>8.1%</b>	Douglasville	183	1.2%
<b>Gwinnett County</b>	<b>1,544</b>	<b>4.0%</b>	<b>Gwinnett County</b>	<b>666</b>	<b>42.0%</b>
<b>All Other Places</b>	<b>6,533</b>	<b>17.1%</b>	<b>All Other Places</b>	<b>5,313</b>	<b>42.0%</b>
<b>Total</b>	<b>38,169</b>	<b>100.0%</b>	<b>Total</b>	<b>14,794</b>	<b>100.0%</b>
<b>Live and Work in South Fulton</b>		<b>3.1%</b>	<b>Live and Work in South Fulton</b>		<b>7.9%</b>
<b>Live in South Fulton but Work Elsewhere</b>		<b>96.9%</b>	<b>Work in South Fulton but Live Elsewhere</b>		<b>92.1%</b>

Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2019.

Resident Commute Times

Figure 20 illustrates the percent distribution of resident commute times in the city of South Fulton, Fulton County, and the Atlanta metro area. In the city of South Fulton, 42.9 percent of employed residents spend less than 30 minutes commuting to work. By contrast, nearly 60 percent of Fulton County residents spend less than 30 minutes commuting to work, while the same is true for over half of Atlanta Metro Area residents. The majority of employed city of South Fulton residents (60.4 percent) spend between 15 and 44 minutes commuting to work. Nationally, the average commute time is 25.4 minutes, according to the United States Census Bureau.

**Figure 20: Resident Commute Times, 2013 – 2017 Five-Year Data**

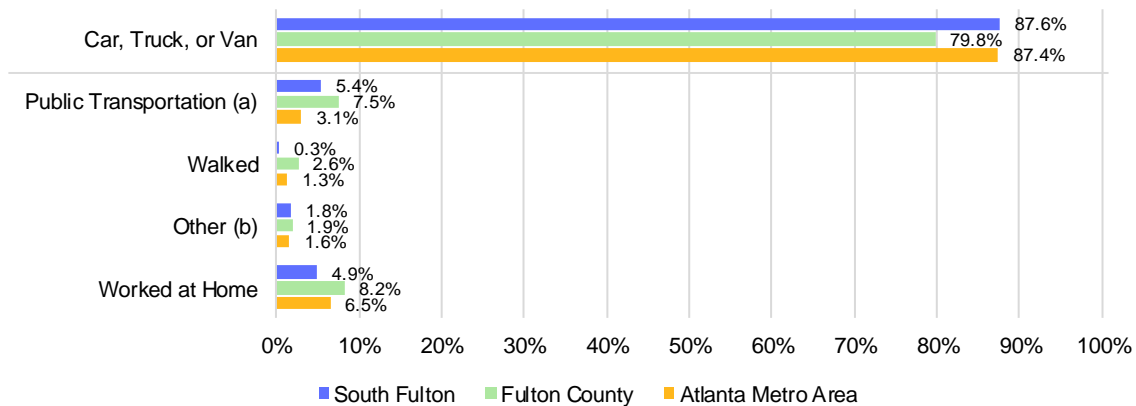


Sources: U.S. Census Bureau, American Community Survey 2013-2017 5-Year Sample Data; Esri Business Analyst; BAE, 2020.

### Means of Transportation to Work

As shown in Figure 21, approximately 87.6 percent of employed city of South Fulton residents drive to work, while 5.2 percent use public transportation. These trends are comparable to those observed in the county and metro area. Public transportation usage is slightly higher in Fulton County (7.2 percent) than in the city of South Fulton and the Atlanta metro area; this is driven by the concentration of MARTA's rail network in the city of Atlanta.

**Figure 21: Resident Means of Transportation to Work, 2013 – 2017 Five-Year Data**



Sources: U.S. Census Bureau, American Community Survey 2013-2017 5-Year Sample Data; Esri Business Analyst; BAE, 2020.

### Projections

Table 5 shows the projected growth in population, households, and employment in all three geographies from 2018 through 2040. During this time period, the population of the city of South Fulton is expected to grow from 100,176 to 124,114, representing an increase of 23.9 percent. The number of households is expected to grow from 36,171 to 46,195, representing an increase of 27.7 percent.

These expected growth rates are comparable to – but slightly lower than – projected rates of population and household growth in Fulton County. By contrast, the Atlanta region<sup>4</sup> is expected to grow at significantly faster rates. From 2018 to 2040, the region's population is expected to increase by 35.5 percent and its households are expected to increase by 48.5 percent.

<sup>4</sup> Atlanta Regional Commission (ARC) projection data is not available for the 29-county area defined as the Atlanta Metro Area in this report. The above data reflects projected growth for the Atlanta Region, defined as the 20 counties for which ARC produces forecasts. Exhibit A-2 in the Appendix contains a list of these 20 counties.

**Table 5: Population, Household, and Employment Projections, 2018 – 2040**

					# Change	% Change	Average Annual Change
<b>South Fulton (a)</b>	<b>2019 (c)</b>	<b>2020</b>	<b>2030</b>	<b>2040</b>	<b>2018-2040</b>	<b>2018-2040</b>	<b>2018-2040</b>
Population	100,176	101,070	113,357	124,114	23,938	23.9%	1.0%
Households	36,171	36,596	41,704	46,195	10,024	27.7%	1.2%
Jobs	23,467	23,925	27,892	30,205	6,738	28.7%	1.2%
<b>Fulton County</b>							
Population	1,060,373	1,070,581	1,197,954	1,329,810	269,437	25.4%	1.1%
Households	436,970	441,799	499,699	564,087	127,117	29.1%	1.2%
Jobs	892,594	908,674	989,538	1,061,399	168,805	18.9%	0.8%
<b>Atlanta Region (b)</b>							
Population	5,986,262	6,080,275	7,109,421	8,110,531	2,124,269	35.5%	1.5%
Households	2,195,115	2,232,127	2,634,529	3,039,274	844,159	38.5%	1.6%
Jobs	2,743,280	2,800,650	3,132,680	3,424,595	681,315	24.8%	1.1%

**Notes:**

Projected growth in population, households, and jobs was calculated by applying the Atlanta Regional Commission's average annual growth rates for the five-year/ten-year periods provided in the most recent 2015 - 2040 projections (2015 - 2020, 2020 - 2030, 2030 - 2040), assuming a 2018 base year as reported by Esri.

(a) Defined as all Traffic Analysis Zones (TAZs) that intersect with city of South Fulton. TAZ-level projections weighted by percentage of area overlapping the city of South Fulton.

(b) Atlanta Region represents the sum of 20 counties for which ARC produces forecasts. This area is smaller than the 29-county Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area used elsewhere in this report.

(c) According to 2018 Esri estimates.

Sources: Atlanta Regional Commission, 2015; BAE, 2020.

## Real Estate Market Conditions and Trends

The following section reviews the real estate markets for a variety of land uses including residential, retail, office, and industrial/flex.

### *Residential*

The residential real estate market conditions and trends discussed below are presented in three subsections. The first subsection covers general housing stock characteristics, the second subsection reviews the multifamily rental market, and the last subsection reviews the for-sale residential real estate market.

#### *General Housing Stock Characteristics*

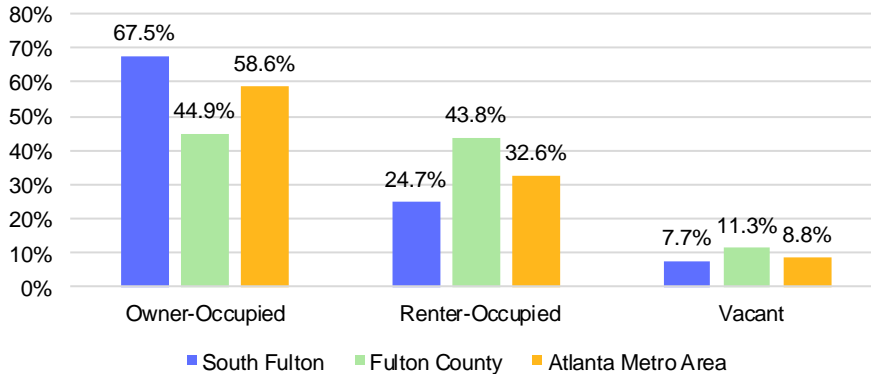
##### Housing Tenure

As shown in Figure 22, over 67 percent of housing units in the city of South Fulton are owner-occupied while 24.7 percent are renter-occupied. By contrast, the county and metro area have larger proportions of renter-occupied housing units (43.8 percent and 32.6 percent, respectively). In the city of South Fulton, a smaller proportion of housing units are vacant (7.7 percent as compared to 11.3 percent in the county and 8.8 in the metro area).

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**Figure 22: Housing Units by Tenure, 2019**

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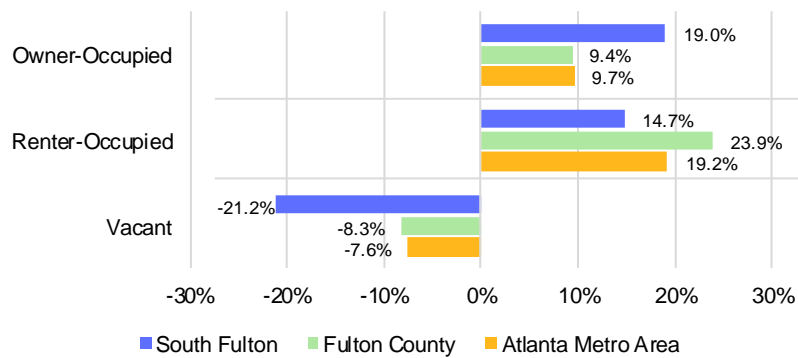


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Sources: Esri Business Analyst; BAE 2020.

Figure 23 illustrates the percent change in occupied housing units by tenure from 2010 to 2019. In all three geographies, both owner-occupied and renter-occupied units increased during this time period, while vacant units decreased. However, in the city of South Fulton, the growth rate of owner-occupied units was markedly higher than in the county and metro area (19 percent in the city of South Fulton versus 9.4 percent in Fulton County and 9.7 percent in the Atlanta metro area). The percent decline in vacant units was also significantly more pronounced in the city of South Fulton during this time period than in the county and metro area.

**Figure 23: Percent Change in Occupied Housing Units by Tenure, 2010 – 2019**



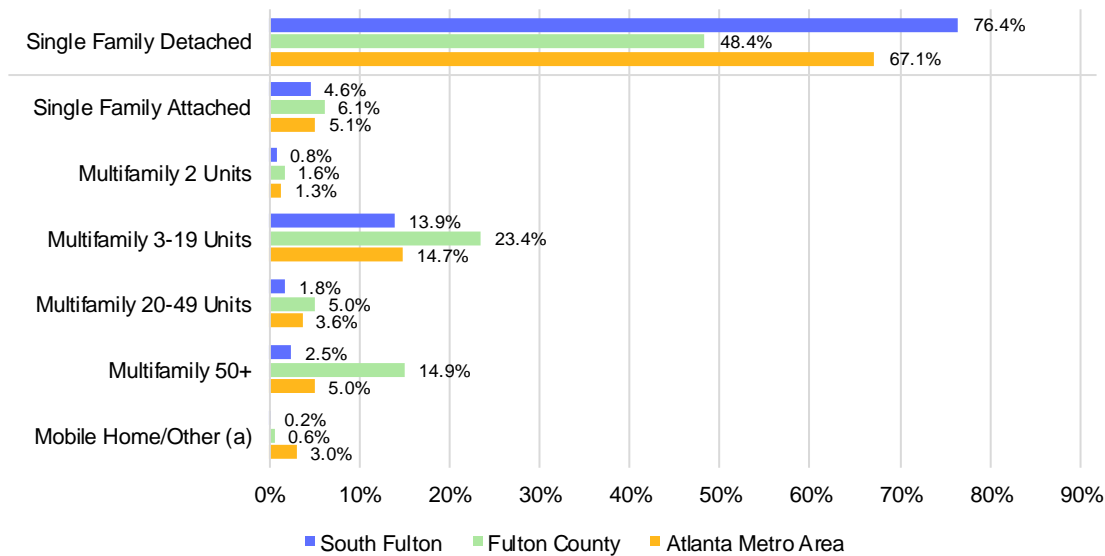
Sources: Esri Business Analyst; BAE 2020.



Units in Structure

Figure 24 illustrates the percent distribution of housing units in each geography by number of units in the building structures. In the city of South Fulton, more than three quarters of housing units are single family homes, while 20.1 percent are in multifamily buildings. As expected, Fulton County has a larger proportion of units in multifamily units than the city of South Fulton (44.9 percent), due to the urbanized environment of large portions of the county. The breakdown of housing units in the Atlanta metro area is more comparable to that of the city of South Fulton.

**Figure 24: Housing Units by Number of Units in Structure, 2013 – 2017 Five-Year Data**



Notes:

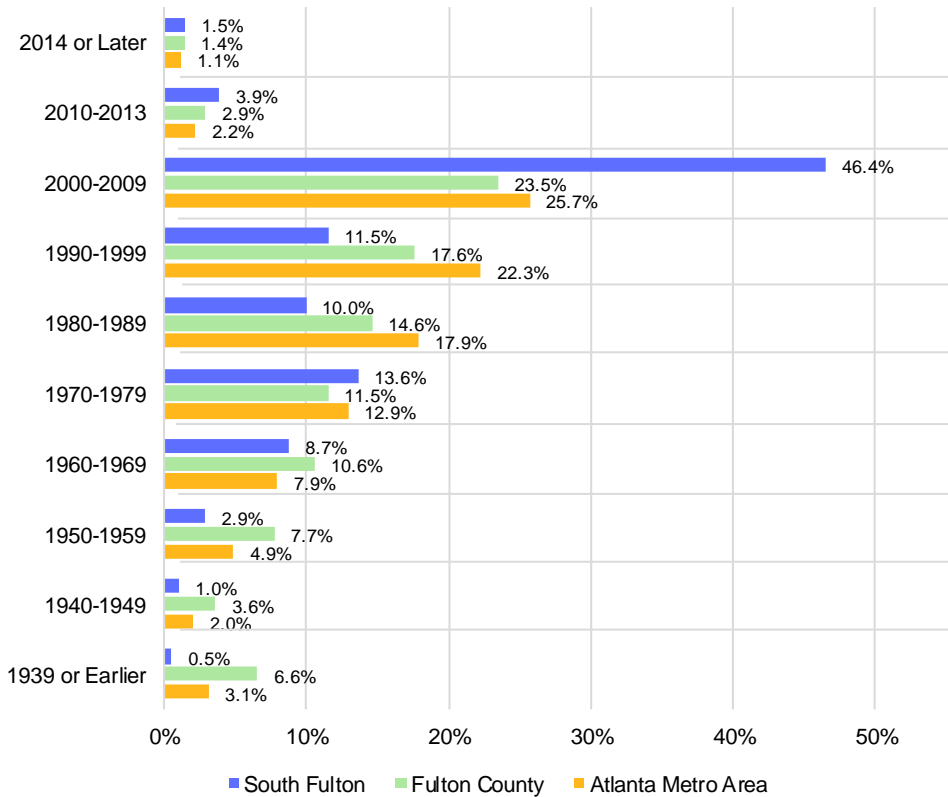
(a) Includes boats, RVs, vans, or any other non-traditional residences.

Sources: U.S. Census Bureau, American Community Survey 2013-2017 5-Year Sample Data; Esri Business Analyst; BAE, 2020.

Age of Housing Stock

Figure 25 illustrates the breakdown of housing units by year built. In the city of South Fulton, more than 50 percent of housing units were constructed in 2000 or later. By contrast, only 28 percent of units in Fulton County and 29 percent of housing units in the Atlanta Metro Area were constructed in 2000 or later. It is notable that all three geographies experienced a relatively large amount of new residential development between 2000 and 2009, particularly the city of South Fulton.

**Figure 25: Housing Units by Year Built, 2013 – 2017 Five-Year Data**



Sources: U.S. Census Bureau, American Community Survey 2013-2017 5-Year Sample Data; Esri Business Analyst; BAE, 2020.

*Multifamily Rental Market*

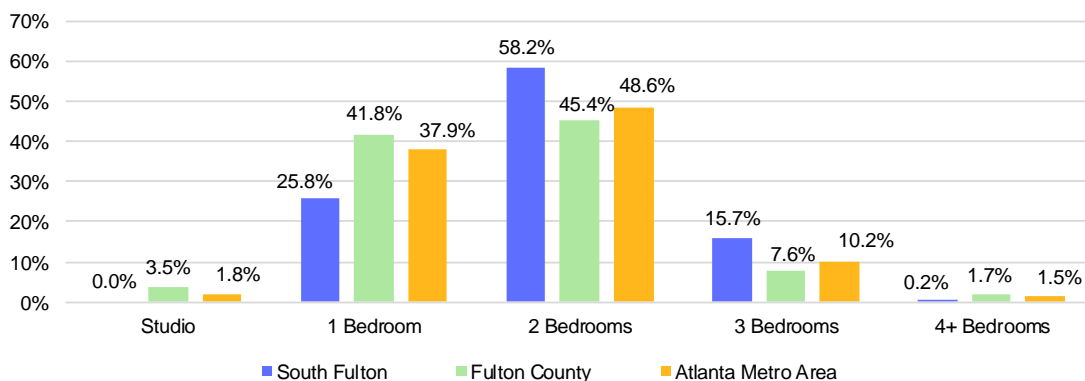
The following section reviews the characteristics and trends of the multifamily rental markets in each geography. Exhibit A-20 in the Appendix contains additional detailed information. According to CoStar, there are 3,986 market-rate multifamily units in the city of South Fulton.

Multifamily Rental Units by Bedroom Count

Figure 26 shows the percent distribution of market-rate multifamily housing units in all three geographies by number of bedrooms. The city of South Fulton has large proportions of two- and three-bedroom units relative to the county and metro area, which have larger shares of

one-bedroom apartments. In the city of South Fulton, nearly three quarters of market-rate multifamily rental units have two or more bedrooms, as compared to 54.7 percent of units in Fulton County and 60.3 percent of units in the Atlanta metro area. This is likely driven by the relatively large share of family households in the city of South Fulton.

**Figure 26: Distribution of Units by Bedroom Count, Q1 2019**



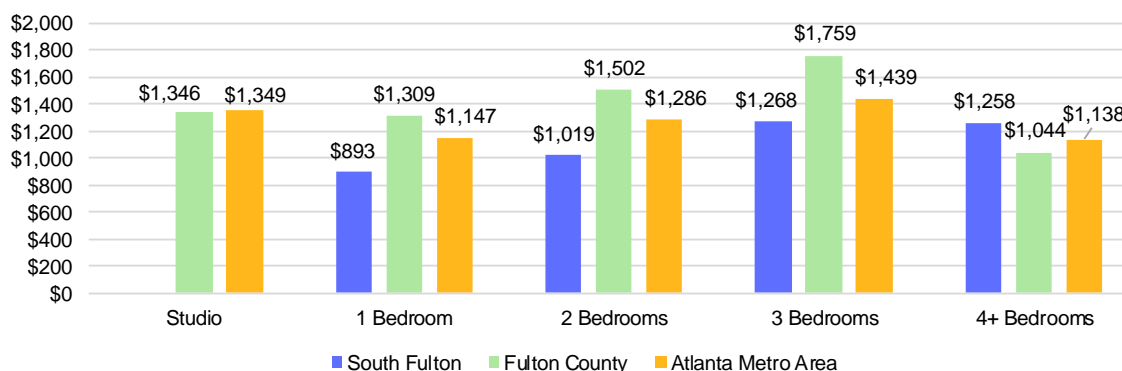
Note: Market-rate units only.

Sources: CoStar; BAE, 2019.

### Multifamily Rents

Figure 27 depicts average monthly rents for market-rate multifamily units by bedroom size. Overall, rents are lower in the city of South Fulton as compared to the county and metro area. While the average rent of a four-bedroom apartment in the city of South Fulton is higher than that of the county and state, there are only eight four-bedroom units in the city of South Fulton.

**Figure 27: Average Multifamily Rents by Number of Bedrooms, Q1 2019**

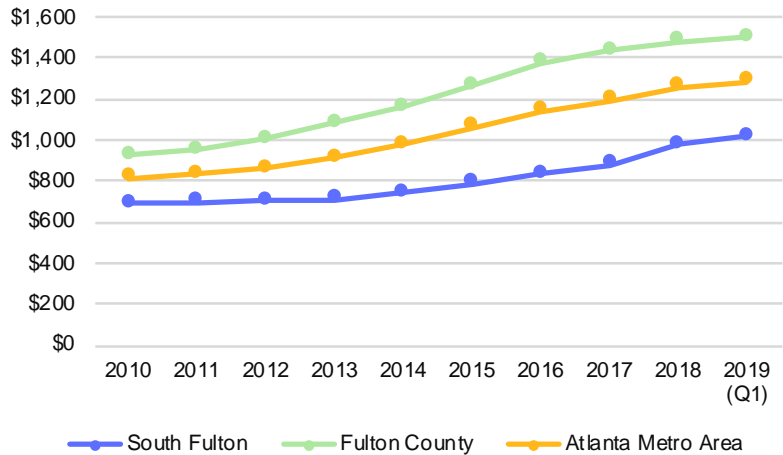


Note: Rents are effective rents; market-rate units only.

Sources: CoStar; BAE, 2019.

Figure 28 shows the average rent for a market-rate two-bedroom unit in each geography from 2010 to the first quarter of 2019. While rents have consistently been lower in the city of South Fulton than the surrounding geographies since 2010, the price gap has widened over the 2010 – 2019 time period. As of the first quarter of 2019, the average rent for a two-bedroom unit in the city of South Fulton was \$1,019, as compared to \$1,502 in the city of Fulton County and \$1,286 in the Atlanta metro area.

**Figure 28: Average Multifamily Rent, Two-Bedroom Unit, Q1 2019**



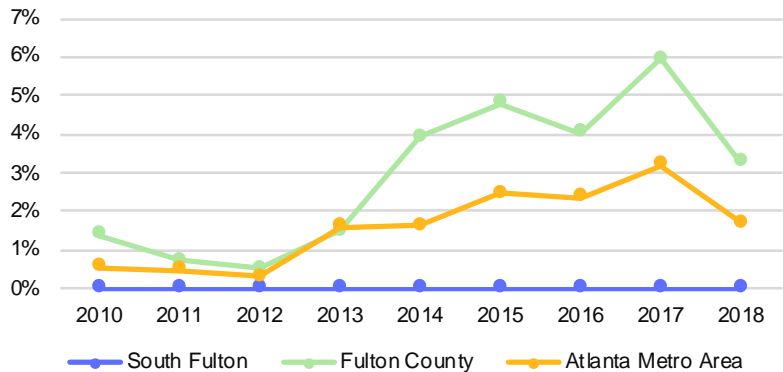
Note: Rents are effective rents; market-rate units only.

Sources: CoStar; BAE, 2019.

### Multifamily Rental Inventory Growth

Figure 29 illustrates annual market-rate multifamily unit deliveries as a share of the total multifamily inventory in each geography from 2010 to 2018. In the city of South Fulton, there were no market-rate multifamily unit deliveries during this timeframe. By contrast, Fulton County and the Atlanta Metro Area experienced significant rates of multifamily development every year from 2013 to 2018.

**Figure 29: Annual Market-Rate Multifamily Unit Deliveries as a Share of Total Market-Rate Units, 2010 – 2018**



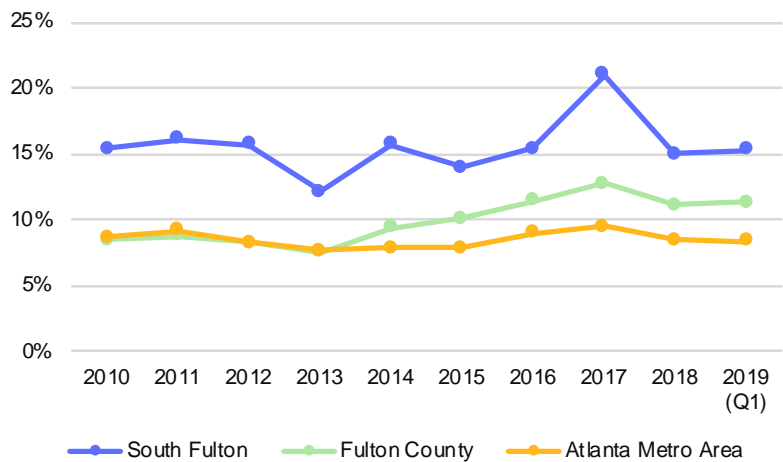
Note: Market-rate units only.

Sources: CoStar; BAE, 2019.

Multifamily Rental Vacancy

Figure 30 illustrates average market-rate multifamily vacancy rates in each geography from 2010 to the first quarter of 2019. Multifamily vacancy rates in the city of South Fulton have consistently been higher than in the county and metro area. During the 2010 – Q1 2019 time period, the average annual multifamily vacancy rate in the city of South Fulton has ranged from a low of 12.2 percent (in 2013) to a high of 21.0 percent (in 2017). As of the first quarter of 2019, the average multifamily rental vacancy rate in the city of South Fulton was 15.3 percent, as compared to 11.3 percent in Fulton County and 8.4 percent in the Atlanta metro area.

**Figure 30: Average Multifamily Rental Vacancy Rates, 2010 – Q1 2019**



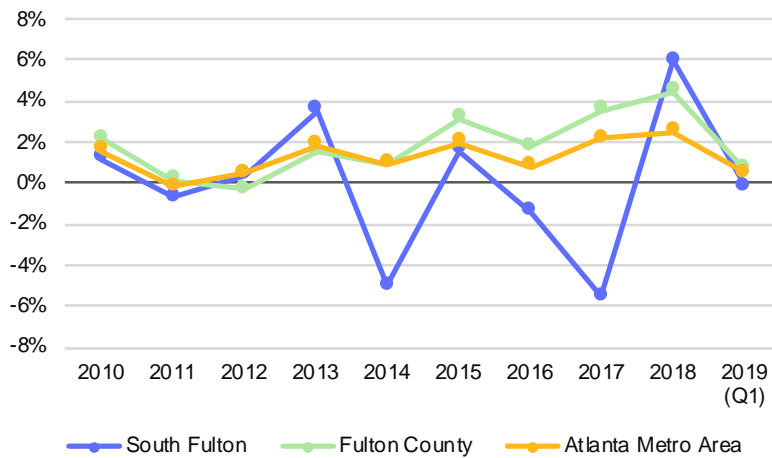
Note: Market-rate units only.

Sources: CoStar; BAE, 2019.

### Multifamily Rental Absorption

As shown in Figure 31, multifamily absorption rates in the city of South Fulton have been erratic in recent years, alternating between positive and negative net absorption. In Fulton County and the Atlanta metro area, annual net absorption has been consistently positive since 2013. In the first quarter of 2019, the net absorption rate in South Fulton was negative 0.2 percent, while it was 0.7 percent in Fulton County and 0.5 percent in the metro area.

**Figure 31: Net Absorption Rates, 2010 – Q1 2019**



Note: Market-rate units only.

Sources: CoStar; BAE, 2019.

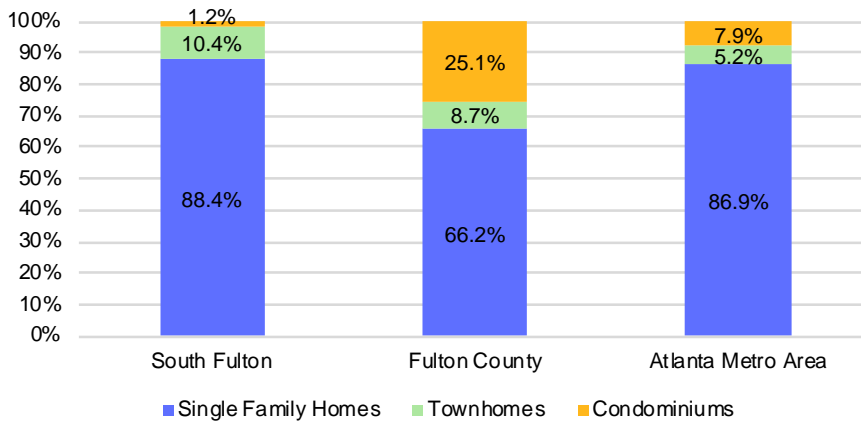
### *For-Sale Housing*

The following section discusses the for-sale housing markets in the city of South Fulton's Fulton County, and the Atlanta metro area. This portion of the analyses relies on home sale records from April 2018 to March 2019 and reveals findings related to the for-sale housing stock by unit type, unit size, sale prices, and foreclosure rates. Additional home sale data can be found in the Appendix in Exhibit A-21 through Exhibit A-24.

Home Sales by Type

Figure 32 illustrates the percent distribution of homes sold in each geography from April 2018 to March 2019 by type. In the city of South Fulton, more than 88 percent of homes sold during this period were single family homes, while 10.4 percent were townhomes and 1.2 percent were condominiums. This breakdown is comparable to that of the Atlanta metro area, although in the metro area, a slightly larger proportion of homes sold during this period were condominiums (7.9 percent). In Fulton County, a significantly smaller proportion of units sold during this period were single family homes than in the city of the city South Fulton and the Atlanta metro area.

**Figure 32: Homes Sold by Type, April 2018 – March 2019**



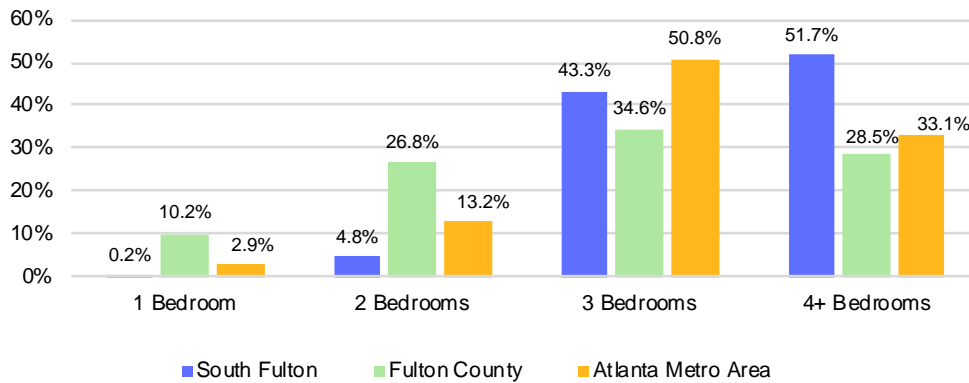
Note: Only Includes sales for which sale price data are available

Sources: ListSource/CoreLogic; DQNews/Corelogic; BAE, 2019.

### Home Sales by Number of Bedrooms

As shown in Figure 33, over half of single family homes sold in the city of South Fulton during the April 2018 – March 2019 period had four or more bedrooms, as compared to only 28.5 percent of homes sold in Fulton County and 33.1 percent of homes sold in the Atlanta metro area during this timeframe. Meanwhile, only 5.0 percent of homes sold in the city of South Fulton had two or fewer bedrooms, as compared to 37.0 percent of homes sold in the city of South Fulton and 16.1 percent of homes sold in Atlanta metro area during this period.

**Figure 33: Homes Sold by Number of Bedrooms, April 2018 – March 2019**



Notes: Only Includes sales for which data regarding sale price and number of bedrooms are available.

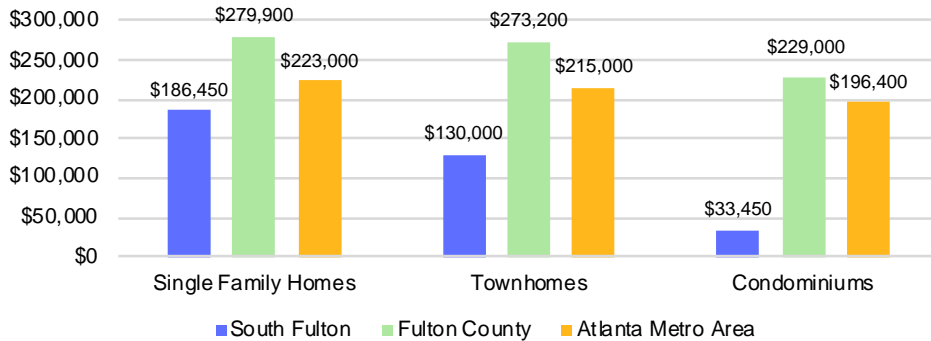
Sources: ListSource/CoreLogic; DQNews/Corelogic; BAE, 2019.



### Home Sale Prices

Figure 34 shows the median home sale price by unit type in each geography from April 2018 to March 2019. The median sale price of a single family home in the city of South Fulton was \$186,450 during this period, as compared to \$279,000 in Fulton County and \$223,000 in the Atlanta metro area. The price gap between homes in the city South Fulton and homes in the surrounding geographies is more pronounced for townhomes and condominiums. In the city of South Fulton, the median sale price of a townhome during this period was \$130,000, as compared to \$273,200 in Fulton County and \$215,000 in the Metro Atlanta Area. The median sale price of a condominium in the city of South Fulton during the period was only \$33,450; however, it should be noted that only 12 condominiums sold in the city of South Fulton during this time period, and nine of those units were located in the Camelot Condominium residential community located off of Old National Highway east of I-85.

**Figure 34: Median Home Sale Price by Unit Type, April 2018 – March 2019**

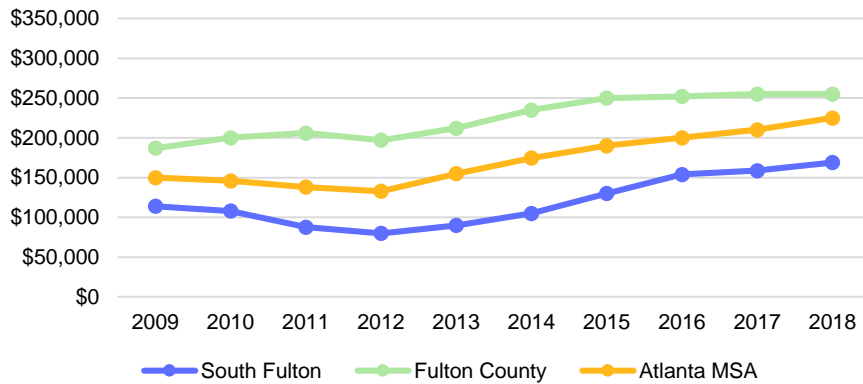


Note:  
Only Includes sales for which sale price and square footage data are available.

Sources: ListSource/CoreLogic; DQNews/Corelogic; BAE, 2019.

Figure 35 illustrates the annual median home sale price in each geography from 2009 to 2018. All three areas began experiencing consistent post-recession median home price increases in 2013, which have continued each year since then. In the city of South Fulton, annual increases in the median home sale price were relatively steep from 2013 to 2016 (more than 10 percent annually each year); in 2017 and 2018 increases were more modest (3.1 percent and 6.4 percent, respectively).

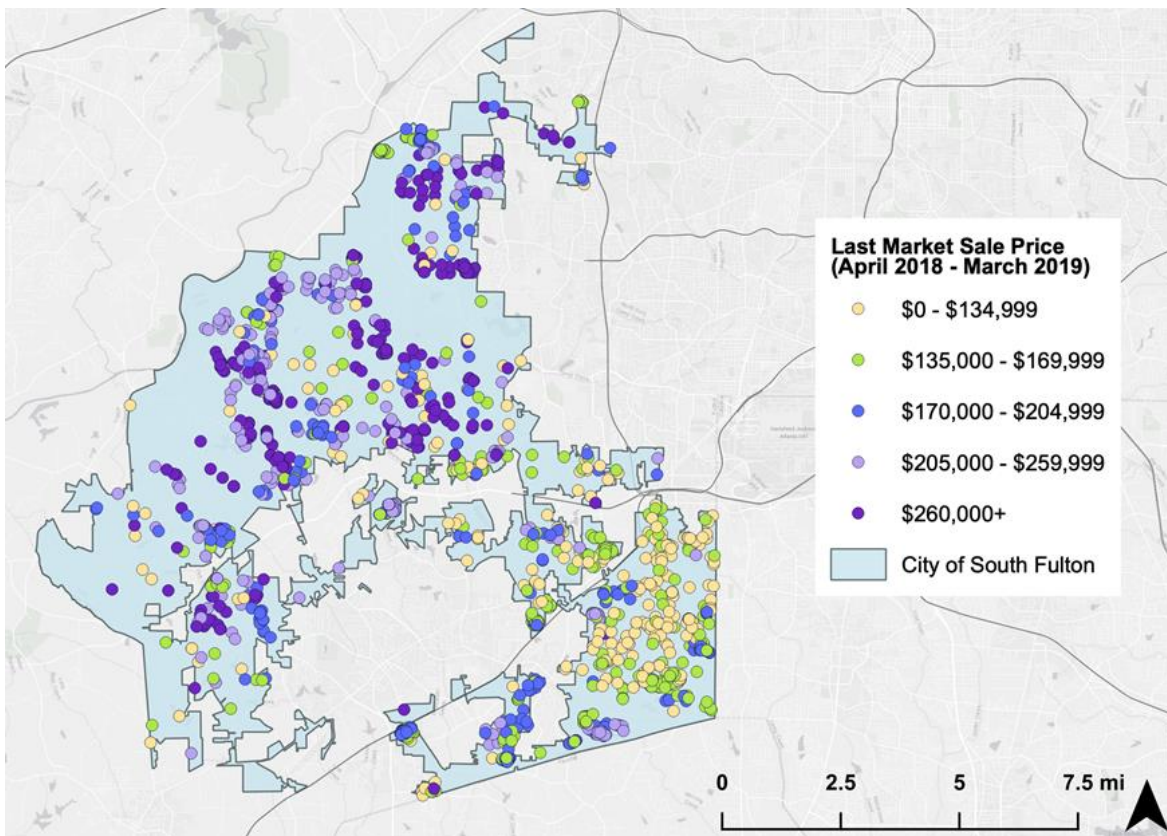
**Figure 35: Median Home Sale Price, 2009 – 2018**



Note: Includes all unit types -- single family homes, townhomes, and condominiums.  
Sources: DQNews/CoreLogic; BAE, 2019.

Figure 36 illustrates home sales in the city of South Fulton from April 2018 to March 2019 by sale price and location. More expensive homes (those that sold for between \$205,000 and \$259,999 and those that sold for more than \$260,000) are generally located in the northwest portion of the city, west of I-85. Meanwhile, homes that sold for less than \$135,000 and homes that sold for between \$135,000 and \$169,000 are generally located in the southeast portion of the city, east of I-85.

**Figure 36: Home Sales in the City of South Fulton by Sale Price and Location, April 2018 – March 2019**



Sources: City of South Fulton; Arc GIS Pro; CoreLogic via ListSource; BAE, 2019.

### Home Foreclosure Rates

Table 6 shows April 2019 home foreclosure rates in each geography in according to RealtyTrac, a real estate information company that provides monthly foreclosure data reports. In the city of South Fulton, one in every 1,427 homes was in a state of foreclosure (0.07 percent of all homes in the city), as compared to one in every 2,890 homes in Fulton County (0.03 percent of all homes in the county) and one in every 2,842 homes in the Atlanta metro area (0.04 percent of all homes in the metro area).

**Table 6: Home Foreclosure Rates, April 2019**

<b>Geography</b>	<b>Foreclosure Rate (a)</b>
South Fulton (b)	1 in every 1,427 housing units
Fulton County	1 in every 2,890 housing units
Atlanta Metro Area	1 in every 2,842 housing units

**Notes:**

(a) Rates were calculated as weighted averages based on home foreclosure rates in each County and/or ZIP code and number of households in each county and/or ZIP code

(b) Foreclosure rates are not available at the Census block group level; ZIP codes that lie at least 5% within South Fulton were used instead.

Sources: RealtyTrac; Esri; BAE, 2019.

### **Retail**

Table 7 provides an overview of the retail markets in the city of South Fulton, Fulton County, and the Atlanta metro area. According to CoStar, there are approximately 2.6 million square feet of retail space in the city of South Fulton. The following section reviews trends related to retail rents, new retail development, vacancy, and absorption.

**Table 7: Retail Market Overview**

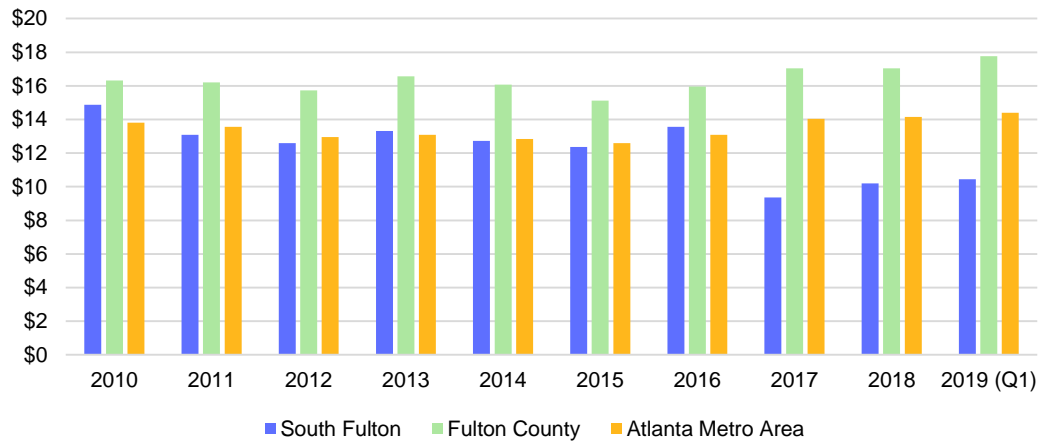
<b>Summary, Q1 2019</b>	<b>South Fulton</b>	<b>Fulton County</b>	<b>Atlanta Metro Area</b>
Inventory (SF)	2,604,767	74,066,942	356,647,387
Occupied Stock (SF)	2,483,488	70,884,094	339,488,485
Vacant Stock (SF)	121,279	3,182,848	17,158,902
Vacancy Rate	4.7%	4.3%	4.8%
Under Construction (SF)	0	506,775	1,600,288
<b>Annual Asking Rents, PSF</b>			
Avg Asking Rent, NNN Direct, Q1 2018	\$10.56	\$17.52	\$14.40
Avg Asking Rent, NNN Direct, Q1 2019	\$10.44	\$17.76	\$14.40
% Change	-1.1%	1.4%	0.0%

Sources: CoStar; BAE, 2019.

*Retail Rents*

Figure 37 illustrates the average annual triple net retail rent per square foot in each geography from 2010 through the first quarter of 2019. From 2010 to 2016, retail rents in the city of South Fulton were relatively stable; however, between 2016 and 2017, the average annual retail rent declined by 31 percent, falling from \$13.56 to \$9.36. In the first quarter of 2019, the average annual retail rent per square foot was \$10.44 in the city of South Fulton, \$17.76 in Fulton County, and \$14.40 in the Atlanta metro area.

**Figure 37: Average Annual Retail Rent PSF, 2010 – Q1 2019**



Note:

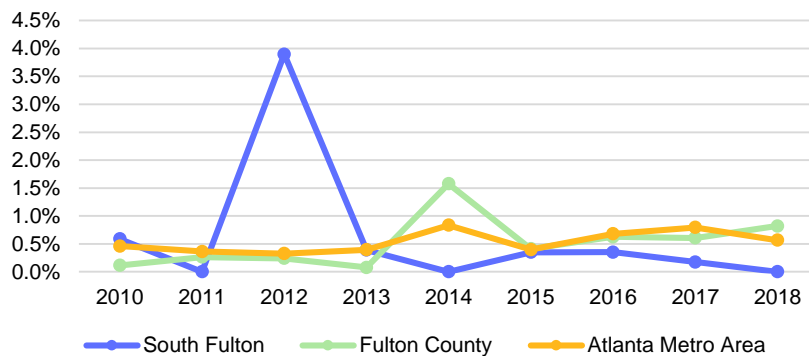
Rents reflect direct triple-net leases. Rents are for Q4 unless indicated otherwise.

Sources: CoStar; BAE, 2019.

*Development of New Retail Space*

As shown in Figure 38, in 2012, the city of South Fulton experienced a significant amount of retail development in (100,853 square feet, the equivalency of 3.9 percent of the city’s total retail inventory that year). Relatively modest amounts of retail development (between 4,000 and 15,000 square feet) also occurred in 2010, 2015, 2016, and 2017. Fulton County and the Atlanta metro area experienced modest amounts of retail development (between 0.1 percent to 1.6 percent of total inventory annually) on a relatively regular basis over the 2010 – 2018 period.

**Figure 38: Annual Retail Deliveries (SF) as a Share of Total Retail Inventory (SF), 2010 – 2018**

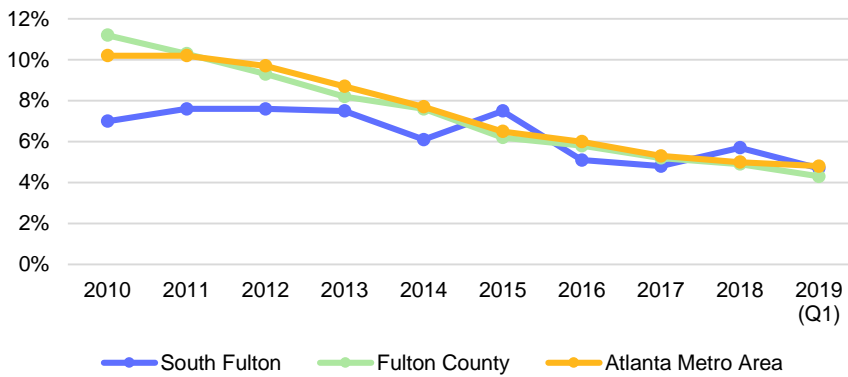


Note:  
Inventory and deliveries measured in square feet.  
Sources: CoStar; BAE, 2019.

*Retail Vacancy Rates*

Figure 39 shows the average retail vacancy rates in each geography from 2010 through the first quarter of 2019. From 2010 to 2014, retail vacancy rates in the city of South Fulton were lower than those in the surrounding geographies. However, since 2015, retail vacancy rates have been similar in all three geographies. In the first quarter of 2019, the average retail vacancy rate in the city of South Fulton was 4.7 percent, while it was 4.3 percent in Fulton County and 4.8 percent in the Atlanta metro area.

**Figure 39: Average Retail Vacancy Rate, 2010 – Q1 2019**

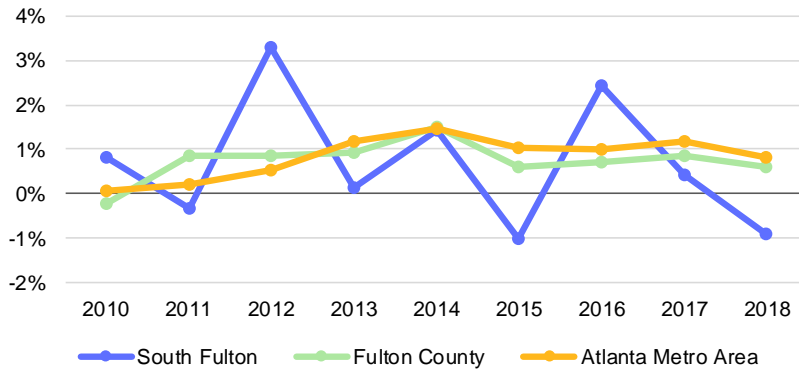


Note: Vacancy rates are for Q4 unless indicated otherwise.  
Sources: CoStar; BAE, 2019.

*Retail Absorption Rates*

As shown in Figure 40, from 2010 to 2018, annual retail absorption rates in the city of South Fulton were mostly positive. However, in 2013, 2015, and 2018, retail net absorption fell slightly below zero. By contrast, annual net absorption rates in the surrounding geographies were consistently above zero every year from 2011 through 2018. In 2018, the annual net absorption rate was negative 0.9 in the city of South Fulton, as compared to 0.6 percent in Fulton County and 0.8 percent in the Atlanta metro area.

**Figure 40: Net Retail Absorption Rates, 2010 – 2018**



Sources: CoStar; BAE, 2019.

**Office**

Table 8 provides an overview of the office markets in the city of South Fulton, Fulton County, and the Atlanta metro area. According to CoStar, there are 750,871 square feet of office space in the city of South Fulton. The following section reviews trends related to retail rents, new office development, vacancy, and absorption.

**Table 8: Office Market Overview**

	South Fulton	Fulton County	Atlanta Metro Area
<b>Summary, Q1 2019</b>			
Inventory (SF)	750,871	155,727,223	312,103,107
Occupied Stock (SF)	709,523	138,087,898	276,655,120
Vacant Stock (SF)	41,348	17,639,325	35,447,987
Vacancy Rate	5.5%	11.3%	11.4%
Under Construction (SF)	0	2,961,480	5,136,738
<b>Annual Asking Rents, PSF</b>			
Avg Asking Rent, NNN Direct, Q1 2018	\$14.52	\$25.92	\$22.56
Avg Asking Rent, NNN Direct, Q1 2019	\$14.64	\$27.72	\$24.12
% Change	0.8%	6.9%	6.9%

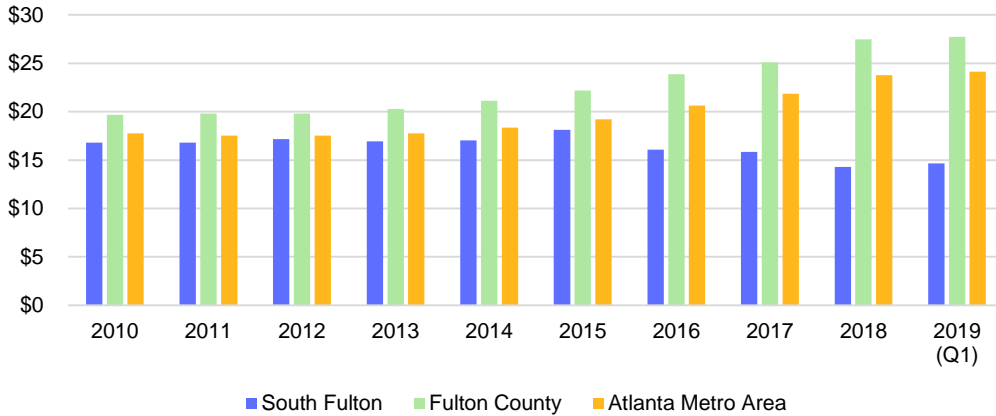
Sources: CoStar; BAE, 2019.



*Office Rents*

Figure 41 illustrates the average annual office rent per square foot in the city of South Fulton, Fulton County, and the Atlanta metro area from 2010 through the first quarter of 2019. From 2010 to 2014, office rents in the city of South Fulton were relatively stable. From 2014 to 2015, the average office rent increased by 6.3 percent (from \$17.04 to \$18.12); over the following three years, the average office rent decreased by 21.2 percent (from \$16.08 to \$14.28). By contrast, average office rents in the county and metro area have consistently increased since 2011. As of Q1 2019, the average annual office rent in the city of South Fulton was \$14.64, as compared to \$27.72 in Fulton County and \$24.12 in the Atlanta Metro Area.

**Figure 41: Average Annual Office Rent PSF, 2010 – Q1 2019**



Notes:

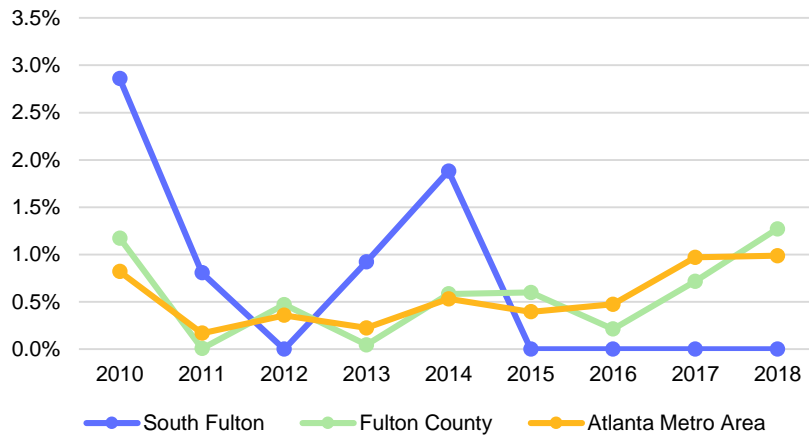
Rents reflect base rent on direct leases. Rents are for Q4 unless indicated otherwise.

Sources: CoStar; BAE, 2019.

*Development of New Office Space*

Figure 42 illustrates annual office deliveries as a share of total office inventory in each geography from 2010 to 2018. The city of South Fulton experienced significant spikes in office development in 2010 (20,700 square feet, representing nearly 3.0 percent of total office inventory that year), as well as 2014 (14,132 square feet, representing nearly 2.0 percent of total office inventory that year). The city of South Fulton also experienced modest amounts of new office development (between 0.8 and 0.9 percent of total office inventory) in 2011 and 2013. From 2015 to 2018, the city of South Fulton did not experience any new office development. By contrast, during this same period, Fulton County and the Atlanta Metro Area consistently added office square footage equivalent to between 0.2 and 1.0 percent of total office inventory.

**Figure 42: Annual Office Deliveries (SF) as a Share of Total Office Inventory (SF), 2010 – 2018**

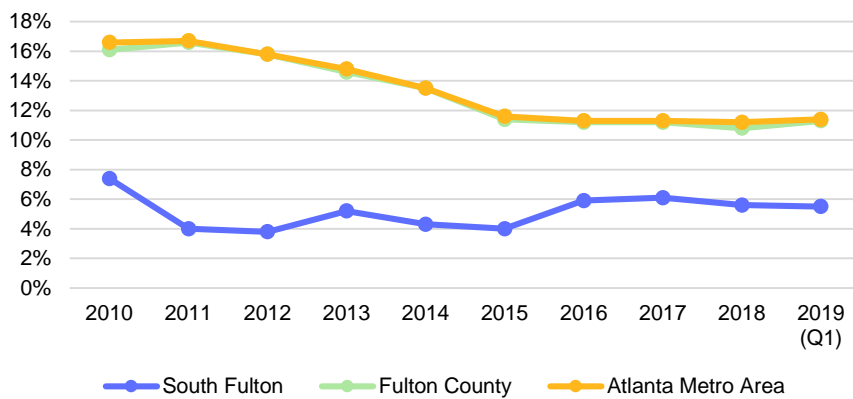


Note:  
Inventory and deliveries measured in square feet.  
Sources: CoStar; BAE, 2019.

### Office Vacancy Rates

As shown in Figure 43, office vacancy rates in the city of South Fulton are significantly lower than in the surrounding geographies. From 2010 through the first quarter of 2019, the average office vacancy rate in the city of South Fulton ranged from 3.8 percent to 7.4 percent. By contrast, the average office vacancy rates in the county and metro area – which closely mirrored each other each year from 2010 through Q1 2019 – have ranged from approximately 11 percent to approximately 17 percent. As of Q1 2019, the average office vacancy rate was 5.5 percent in the city of South Fulton, as compared to 11.3 percent in Fulton County and 11.4 percent in the Atlanta Metro Area.

**Figure 43: Average Office Vacancy Rate, 2010 – Q1 2019**



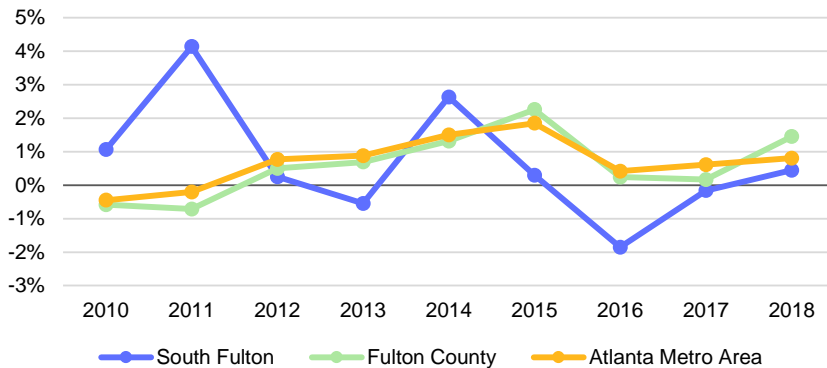
Note: Vacancy rates are for Q4 unless indicated otherwise.

Sources: CoStar; BAE, 2019.

### Office Absorption Rates

As shown in Figure 44, from 2010 to 2018, annual office net absorption rates in the city of South Fulton were mostly positive. However, in 2013, 2016, and 2017, office net absorption fell below zero. By contrast, annual net absorption rates in the surrounding geographies were consistently above zero every year from 2012 through 2018. In 2018, the annual net absorption rate was 0.4 in the city of South Fulton, as compared to 1.5 percent in Fulton County and 0.8 percent in the Atlanta metro area.

**Figure 44: Net Office Absorption Rates, 2010 – 2018**



Sources: CoStar; BAE, 2019.

### Industrial

Table 9 provides an overview of the industrial and flex markets in the city of South Fulton, Fulton County, and the Atlanta metro area. According to CoStar, there are approximately 8.4 million square feet of office space in the city of South Fulton. The following section reviews trends related to industrial/flex rents, new industrial/flex development, vacancy, and absorption.

**Table 9: Industrial/Flex Market Overview**

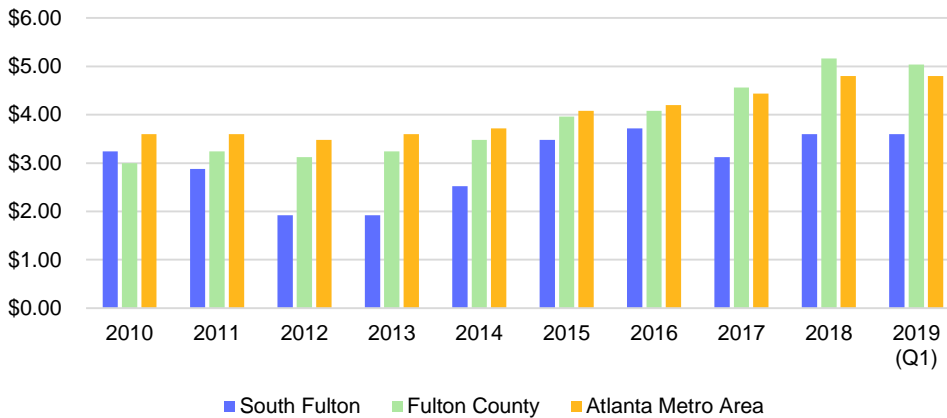
<b>Summary, Q1 2019</b>	<b>South Fulton</b>	<b>Fulton County</b>	<b>Atlanta Metro Area</b>
Inventory (SF)	8,368,568	164,457,321	710,168,248
Occupied Stock (SF)	7,530,461	155,430,398	671,232,178
Vacant Stock (SF)	838,107	9,026,923	38,936,070
Vacancy Rate	10.0%	5.5%	5.5%
Under Construction (SF)	0	3,196,308	15,153,551
<b>Annual Asking Rents, PSF</b>			
Avg Asking Rent, NNN Direct, Q1 2018	\$3.00	\$4.80	\$4.56
Avg Asking Rent, NNN Direct, Q1 2019	\$3.60	\$5.04	\$4.80
% Change	20.0%	5.0%	5.3%

Sources: CoStar; BAE, 2019.

*Industrial/Flex Rents*

Figure 45 illustrates the average annual rents for industrial/flex space in each geography from 2010 through the first quarter of 2019. Industrial/flex rents in the city of South Fulton fluctuated during this period, first decreasing by 40.7 percent from 2010 to 2012, and then increasing by 93.8 percent from 2013 to 2016. As of the first quarter of 2019, the average annual industrial/flex rent in the city of South Fulton was \$3.60, as compared to \$5.04 in Fulton County and \$4.80 in the Atlanta metro area.

**Figure 45: Average Annual Industrial/Flex Rent PSF, 2010 – Q1 2019**

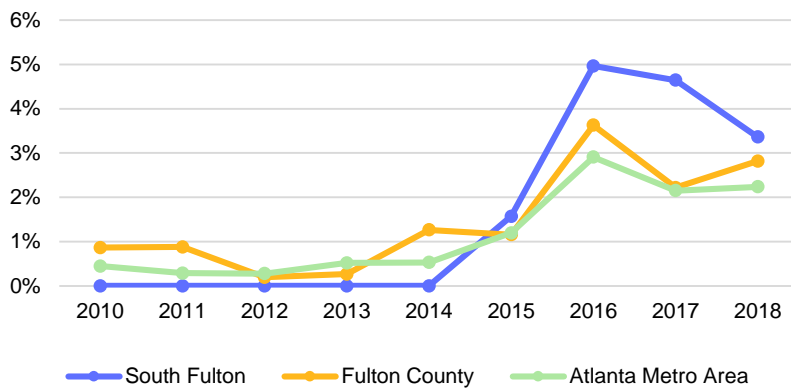


Note:  
Rents reflect direct triple-net leases.  
Rents are for Q4 of each year unless indicated otherwise.  
Sources: CoStar; BAE, 2019.

*Development of New Industrial/Flex Space*

Figure 46 shows the annual amount of industrial/flex development as a share of total inventory in each geography from 2010 to 2018. All three geographies experienced relatively significant amounts of industrial/flex development from 2015 to 2018, particularly in the city of South Fulton. From 2015 through the first quarter of 2019, the city of South Fulton added approximately 1.4 million square feet of industrial/flex space. This includes the Graham Logistics Center, the Airport-West Distribution Center, Lakeview Business Park, and the Flat Shoals Distribution Center.

**Figure 46: Annual Industrial/Flex Deliveries (SF) as a Share of Total Industrial/Flex Inventory (SF), 2010 – 2018**

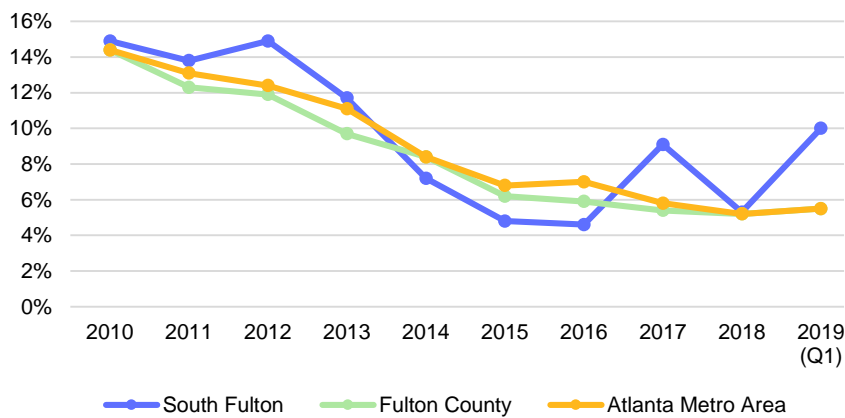


Note: Inventory and deliveries measured in square feet.  
Sources: CoStar; BAE, 2019.

*Industrial/Flex Vacancy Rates*

Figure 47 illustrates the average vacancy rates for industrial and flex space in the city of South Fulton, the county, and the metro area from 2010 through the first quarter of 2019. From 2010 to 2016, vacancy rates followed a relatively consistent downward trend in all three geographies. The city of South Fulton experienced a spike in vacancy in 2017, and again in 2019, likely due to the sharp increase in available industrial/flex space in recent years. In the first quarter of 2019, the city of South Fulton's industrial/flex vacancy rate was 10.0 percent, as compared to 5.5 percent in both the county and the metro area.

**Figure 47: Industrial/Flex Vacancy Rate, 2010 – Q1 2019**

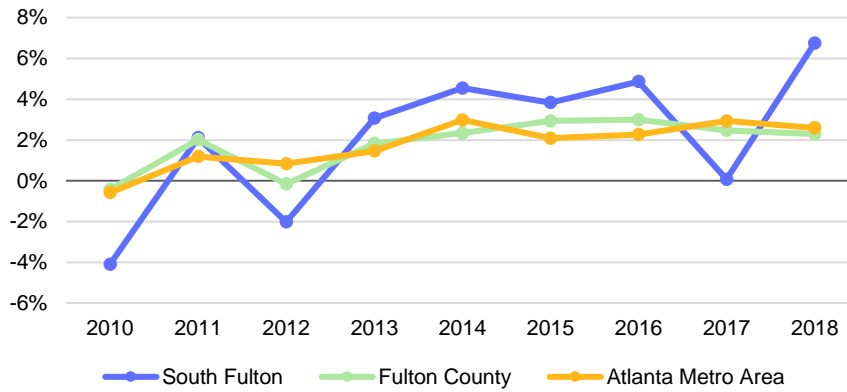


Note:  
Vacancy rates are for Q4 of each year unless indicated otherwise.  
Sources: CoStar; BAE, 2019.

*Industrial/Flex Absorption Rates*

Figure 48 illustrates the annual net absorption rates for industrial/flex space from 2010 to 2018. From 2013 to 2016, net absorption rates were higher in the city of South Fulton than in the surrounding geographies. In 2018, the city of South Fulton experienced a significant boost in absorption, reaching an annual net absorption rate of 6.8 percent.

**Figure 48: Net Industrial/Flex Absorption Rates, 2010 – 2018**



Sources: CoStar; BAE, 2019.



## Education

This section provides an overview of the city of South Fulton’s primary and secondary educational institutions, with a particular focus on career and technical education at the high school level. The city is served by Fulton County Schools; its three public high schools served 6,457 students in 2018. Enrollment at the city of South Fulton’s five public middle schools in 2018 was 4,645, while the city’s 13 public elementary schools served 8,477 students. In addition, the Arlington Christian School, which is religiously affiliated and serves Pre-K through 12<sup>th</sup> grade, is also in the city. See Table 10 for a full list of schools.

**Table 10: Public and Private Schools in the City of South Fulton, 2019**

<b>Public and Charter Schools</b>			
	<b>Enrollment (2018)</b>	<b>College and Career Ready Performance Index Single Score (a)</b>	<b>Four-Year HS Graduation Rate</b>
<b>High Schools</b>	<b>6,457</b>		
Westlake High School	2,164	84.5	92.30%
Langston Hughes High School	1,898	68.2	88.80%
Creekside High School	1,720	66.2	86.50%
<i>County Median</i>	<i>1,801</i>	<i>72.5</i>	<i>89.90%</i>
<b>Middle Schools</b>	<b>4,645</b>		
Sandtown Middle School	861	81	-
Camp Creek Middle School	595	78.7	-
Bear Creek Middle School	1,195	65.7	-
Renaissance Middle School	1,195	62.7	-
McNair Middle School	799	70.5	-
<i>County Median</i>	<i>861</i>	<i>76.7</i>	<i>-</i>
<b>Elementary Schools</b>	<b>8,477</b>		
Wolf Creek Elementary School	680	79.5	-
Seaborn Lee Elementary School	440	70.8	-
Stonewall Tell Elementary School	683	75.4	-
A. Philip Randolph Elementary School	526	66	-
Oakley Elementary School	788	74	-
Heritage Elementary School	599	61.8	-
Evoline C. West Elementary School	759	78	-
Renaissance Elementary School	639	78.7	-
Cliftdale Elementary School	659	81.2	-
Mary M. Bethune Elementary School	663	53.2	-
S. L. Lewis Elementary School	600	64.1	-
Love T. Nolan Elementary School	708	62.4	-
Feldwood Elementary School	733	69	-
<i>County Median</i>	<i>666</i>	<i>70.2</i>	<i>-</i>
<b>Private Schools</b>			
	<b>Grade Levels</b>	<b>Description</b>	
Arlington Christian School	Pre K-12	Religiously affiliated.	

Notes:

(a) CCRPI scores take into account factors including state test scores, student academic growth on these tests, and graduation rates.

Sources: GA Governor’s Office of Student Achievement; GA Department of Education; BAE 2019.

Westlake High School earned the highest Career and College Readiness Index (CCRI) Single Score in the city of South Fulton in 2018; this score was equivalent to the median score in Fulton County as a whole. Overall, South Fulton schools performed lower on career- and college-readiness than other schools in the county. However, the graduation rate at Westlake High School and was above the median for Fulton County at 92.3 percent.

For middle and elementary schools, the CCRI Single Score provides an overall gauge of student performance and improvement on state standardized tests. Among the city of South Fulton's elementary schools, seven out of 13 obtained scores at or above the county median of 70.2 in 2019. Two out of the five middle schools in the city performed above the county median of 76.7.

## High School Career and Technical Education

Fulton County Career, Technical, and Agricultural Education (CTAE). Students in Fulton County public schools have the option of enrolling in CTAE coursework during high school. Students select one of 16 Career Clusters, each of which contains up to three specific “pathways” tailored to a particular career. After completing a pathway, students may take a professional certification exam and/or participate in on-the-job training through the Work-Based Learning (WBL) program, discussed below. See Table 11 for a list of clusters and pathways available in public and charter high schools.

**Table 11: Career Clusters and Pathways in Fulton County Schools**

	Architecture and Construction	Arts, AV, Technology, and Communications		Agriculture, Food, and Natural Resources			
	Architectural Drawing and Design	AV Technology and Film	Graphic Design	Agriscience Systems	Horticulture and Animal Systems	Companion Animal Systems	
Westlake High School	x	x					
Langston Hughes High School			x				
Creekside High School				x	x	x	
	Education and Training	Hospitality and Tourism	Human Services	Government and Public Administration	Law, Public Safety, Corrections, and Security	Business Management and Administration	
	Early Childhood Care and Education	Sports and Entertainment Marketing	Food and Nutrition	JROTC Army Leadership Education	Law Enforcement Services/Criminal Investigation	Entrepreneurship	
Westlake High School		x		x		x	
Langston Hughes High School		x	x	x		x	
Creekside High School	x	x	x	x	x	x	
	Healthcare Science						
	Emergency Medical Responder	Pharmacy	Exercise Physiology	Sports Medicine	Allied Health and Medicine	Patient Care/ Nursing	
Westlake High School	x	x	x	x	x	x	
Langston Hughes High School							
Creekside High School							
	Information Technology			Science, Technology, Engineering, and Math	Finance	Transportation, Distribution, and Logistics	Manufacturing
	Computer Science	Web and Digital Design	Programming	Engineering and Technology	Advanced Accounting	Automobile Maintenance and Light Repair	
Westlake High School		x	x	x			x
Langston Hughes High School		x		x	x	x	x
Creekside High School	x	x					x

Sources: Fulton County Schools; BAE 2019.

Fulton Schools College and Career Academy. In addition to completing pathways at their home schools over the course of three years, students at Westlake, Creekside, and Langston Hughes High Schools may also apply to attend the Fulton Schools College and Career Academy part-time, and, in doing so, complete specialized pathways in one year.

FSCCA offers the following career clusters and pathways:

- Architecture and Construction – Construction/Carpentry pathway
- Arts, A/V, Technology, and Communications – A/V Film and Animation pathway
- Education and Training Services – Teaching as a Profession pathway
- Hospitality and Tourism – Culinary Arts pathway
- Transportation, Distribution, and Logistics – Flight Operations pathway

Work-Based Learning. After completing pathway coursework, students may participate in a Work-Based Learning (WBL) placement. The WBL program is designed to complement in-school instruction with field experience, allowing students to receive credit for working in an environment related to their pathway.

The program includes several types of field placement, including:

- Employability Skills Development – Placement does not directly relate to student’s career cluster of choice but focuses on teaching transferrable job skills. May last for up to one school year.
- Cooperative Education (Co-Op) – Structured program connecting ongoing school-based occupational instruction to related, paid workplace experiences in a chosen career specialty.
- Internship – Placement allowing student to apply skills and knowledge developed through pathway courses.
- Youth Apprenticeship: A program providing students with a minimum of 720 hours of on-the-job training and mentorship by a working professional, resulting in the student’s attainment of a post-secondary credential in a related occupational field.

### ***Other Opportunities***

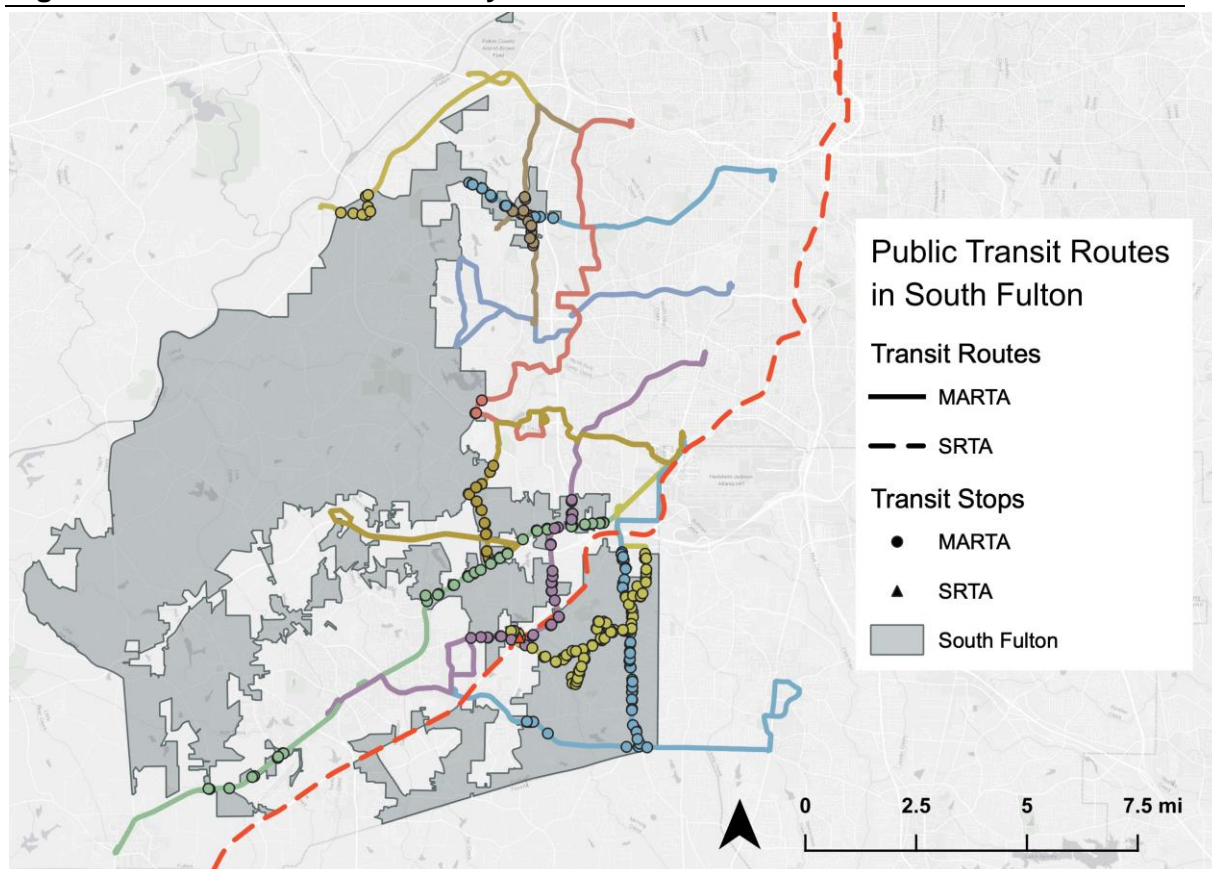
Dual Enrollment. At participating high schools, students may dual-enroll with a local college or technical school, earning both high school and college credit for coursework. By the time of graduation, students are able to complete an associate's degree, a technical diploma, or technical certificate programs. Dual enrollment is available to any Georgia student in grades nine through 12 enrolled in a public, private, or home school program. All schools actively promote the dual enrollment program and have standing partnerships with the local post-secondary schools. For example, Langston Hughes provides transportation to Georgia Military College for students to take courses and the Fulton School College and Career Academy has dual enrollment courses, on site, with Atlanta Technical College.

Triumph Transitions Institute Career Education. Triumph Transitions Institute, which serves middle and high schoolers with learning disabilities, offers work and life skills training. In some cases, students are eligible to take state licensure exams for positions including Child Development Assistant and Certified Home Health Aide. Students may also enroll in a cosmetology apprenticeship.

## Transportation

This section examines current public transportation offerings in the city of South Fulton. The city is served primarily by MARTA bus routes. In addition, the State Road and Tollway Authority (SRTA) operates the Xpress bus service connecting downtown Atlanta to surrounding areas; the system's Union City stop lies on the border of the city of South Fulton.

**Figure 49: Public Transit in the City of South Fulton**



Sources: Fulton County; MARTA; GA State Roadway and Toll Authority; ESRI; BAE 2019.

As shown in Figure 49, public transportation access is richest in the portion of eastern city of South Fulton that lies south of South Fulton Parkway. MARTA's No. 82, 89, 180 181, and 189 buses make numerous stops in this area, which also contains the SRTA Xpress bus's Union City stop. All but the 180 connect to MARTA's Red and Gold light rail lines.

North of South Fulton Parkway, MARTA's No. 71, 73, and 165 buses make stops in the northernmost part of the city, while the No. 66 bus makes two stops at the city's eastern edge. The No. 183 bus crosses through the city of South Fulton briefly and stops just outside of the city's borders. Of these routes, the 71 provides direct service to central Atlanta and connects with the Red and Gold lines, while the 73, 66, and 165 buses connect to MARTA's Blue light rail line. The No. 82, 89, 180 181, 189 also make a small number of stops north of South

Fulton Parkway in the eastern portion of the city. However, the western-central and southwestern portions of the city of South Fulton contain no public transportation

## **Workforce Development Programs**

This section provides an overview of existing workforce development programs in the city of South Fulton. The city is focused on developing workforce solutions for employers and designing training and recruitment programs to generate a productive talent pipeline and support continued business growth. A key component of the workforce development strategy is the city's Small Business Resource Center & Incubator, which will be a part of the South Fulton Economic Development Resource Center, East Campus that will also include co-working space. The city is also hosting career fairs and coordinates with other local, state, and federal workforce programs.

### ***Small Business Resource Center & Incubator***

The city of South Fulton's Small Business Resource Center & Incubator, opening in Spring 2020, will provide small and emerging businesses with resources that cover all aspects of starting and operating a business, including accounting, finance, human resources, management, marketing, tax, and more. The center will also provide access to affordable office space. With a mission to facilitate entrepreneurship, the center will partner with essential service providers for businesses, including CPAs, bookkeepers, attorneys, and marketing.

The network also includes support service partners that help with training and provide one-on-one counseling, certifications, and other supportive services to help enhance the growth and success of small businesses. These diverse and well-established partners include private, public, governmental, and educational institutions, such as the South Fulton Chamber of Commerce, Atlanta Technical College, Aerotropolis Atlanta Alliance, and the Small Business Development Center at Georgia State University.

### ***South Fulton Co-working Space***

Co-working space in the city of South Fulton allows entrepreneurs the opportunity to utilize shared resources in order to help them gain access to equipment, space, and services that they could not otherwise afford. As a business services provision model, it cultivates local talent by allowing entrepreneurs to work independently or collaboratively in shared office space.

### ***City of South Fulton Career Expo***

Career expos provide an opportunity for the city of South Fulton to connect local companies to the community. Career expos can help connect seasoned executive-level professionals and those beginning their careers. Key partners include Fulton County Schools, Miller Zell, and Georgia Power.

### ***South Fulton Career Center***

In addition to local programs, Fulton County provides workforce development opportunities within the city of South Fulton. The Fulton County Housing and Community Development Workforce Development Division operates a Career Center in South Fulton, providing job search and placement services, supportive services, post-employment services and soft skills training. The county also manages a workforce development program for young people that connects young residents to job opportunities and encouraging leadership and independent thinking.

### ***Atlanta Job Corps Center***

The city of South Fulton will be home to Atlanta's Job Corps Center, as part of the U.S. Department of Labor's Job Corps program. Job Corps is the largest free residential education and job training program for young adults ages 16–24. The program provides enrollees, who must meet income eligibility requirements, free room and board, clothing, a living allowance, health care, childcare, books and supplies. Job Corps centers also serve as employment centers for the local area, and the Atlanta Job Corps Center's decision to locate in the city of South Fulton will have a beneficial impact on attracting and retaining businesses in the city.

### ***Aerotropolis Atlanta***

Aerotropolis Atlanta is a public-private partnership that promotes workforce and economic development of the south side of metro Atlanta. Aerotropolis Atlanta connects industry, community, and education and training stakeholders to develop and implement workforce solutions such as training and recruitment programs that maintain a pipeline of support to local businesses. Key industry sectors that Aerotropolis Atlanta focuses on include aerospace, bio-life sciences, agri-business, logistics and multimedia production.

## **Notable Planned Developments**

### ***Vesta Red Oak Apartments***

The \$19 million Vesta Red Oak Apartments project will increase the supply of clean, safe, and high-quality workforce housing units in the city of South Fulton. The project consists of redeveloping the currently 100 percent vacant multifamily development that exists on the site with 220 new apartment units in 12 apartment buildings, as well as a clubhouse. The development will be situated on over 19 acres with approximately 221 thousand rentable square feet and will incorporate environmentally responsible design features such as energy efficient appliances, new HVAC units, electrical systems, water heaters, and windows.

The Vesta Red Oaks Apartments will have rents between 60 and 80 percent of area median income (AMI) and will contribute to the economic development of the city and Fulton County through generated sales tax and business license revenues. The developer, Middleburg Communities LLC, has extensive experience developing and operating high-quality workforce housing, with residential rental housing projects in Tennessee, North Carolina, South Carolina,



Kentucky, Georgia, and Texas, as well as 1,400 units in development. Notably, Middleburg is committed to supporting the community and manages a “Local Heroes Program” that provides a rent discount to firefighters, police officers, emergency medical technicians, and public-school teachers.

***Halpern’s Steak and Seafood Company***

The expansion of the Halpern’s Steak and Seafood Company’s manufacturing and distribution facility represents a \$27 million investment in the city of South Fulton. The company will acquire and expand the facility it currently leases and add a new 47,000 square foot building. The project will add 46 new permanent full-time jobs to the existing 260 employees of the company’s city of South Fulton location, as well as create 90 temporary construction jobs. The overall economic impact of the project is estimated to be over \$119 million for the city of South Fulton and Fulton County.

***Publix and Sandtown Crossing***

A new 67,000 square foot Publix is slated to open in Fall 2020 at the 35-acre mixed use development, Sandtown Crossing, located at the corner of Camp Creek Parkway and Campbellton Road. The Publix is planned to be a new prototype for the store. The Publix will also include additional suites on its east and west wings with over 11,000 square feet available for restaurant use. It will also include a drive-through pharmacy.

***The Anthem at Riverside***

Situated at the intersection of Waycrest Drive and Riverside Drive, The Anthem at Riverside is a senior-oriented rental community that will open by the end of 2020. The project will have 80 units and is financed in part with Low Income Housing Tax Credits (LIHTC). Of the 80 units, 16 will be market-rate. The newly constructed units will have kitchens equipped with a range, a refrigerator, dishwasher, garbage disposal, and microwave. Each unit will also include washer and dryer connections, ceiling fans, central heating and air-conditioning, window blinds, grab bars, and emergency pull cords. Amenities include a community room, an exercise/fitness center, a computer center, an outdoor garden, covered picnic pavilion and a medical office.

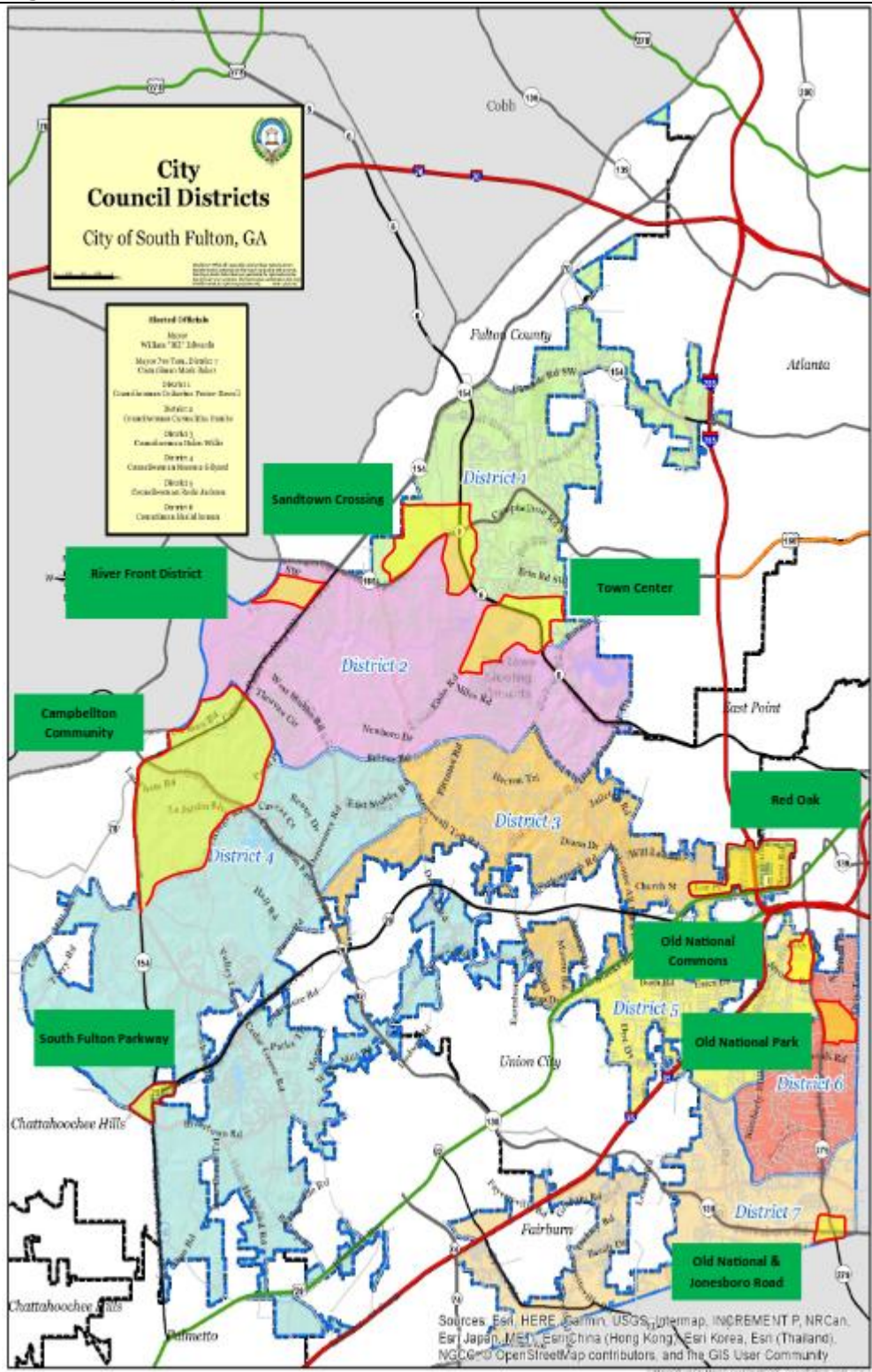
***Atlanta Job Corps Center***

As described in the previous section, the city of South Fulton will be home to Atlanta’s Job Corps Center, as part of the U.S. Department of Labor’s Job Corps program. The Center represents a nearly \$60 million investment in the city. The city of South Fulton campus is expected to be one of the top employment centers in the area. With students spending nearly 18 months in the program, the center is an opportunity to attract talent from around the region to create a pipeline for employers in the city of South Fulton and the Atlanta metro broadly.

## **Economic Opportunity Focus Areas**

Since the city of South Fulton's incorporation in 2017, several primary focus areas have been identified for development, redevelopment, and/or revitalization. Each of these areas, shown in Figure 50, has a project or projects planned for the near- to long-term future. Accordingly, each area is included in the recommendations section of this strategic plan. Below is a brief description of both the plans as of early 2020 as well as of each of the areas as they exist presently.

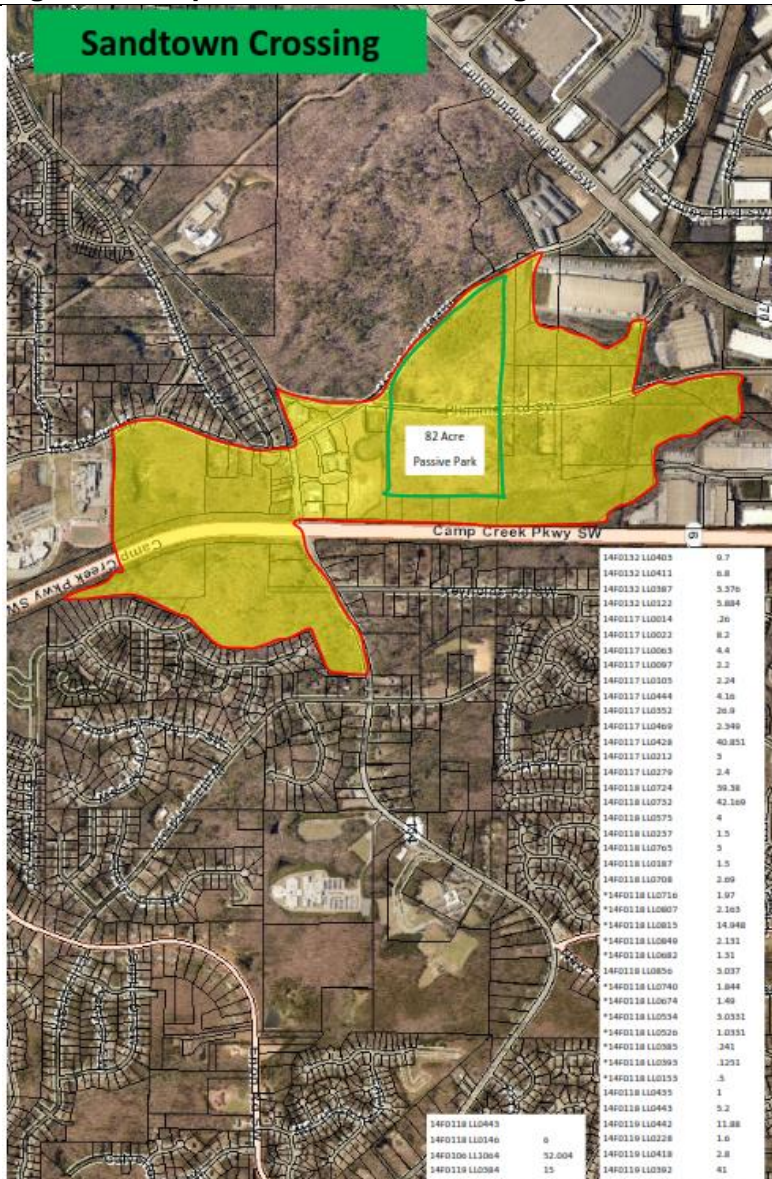
**Figure 50: Map of Focus Areas**



**Sandtown Crossing**

Located in City Council District 1 in the northern part of the city of South Fulton, the Sandtown Crossing focus area includes a new 82-acre passive park, and the Sandtown Crossing Shopping Plaza with a 35-acre mixed use development that includes a Publix scheduled to open in November 2020, as well as a new senior citizen development and other amenities. Current uses include retail, office, and daycare. This focus area is located close to the many businesses on Fulton Industrial Boulevard and lies between three major Fulton County schools. See Figure 51 for a map of this area.

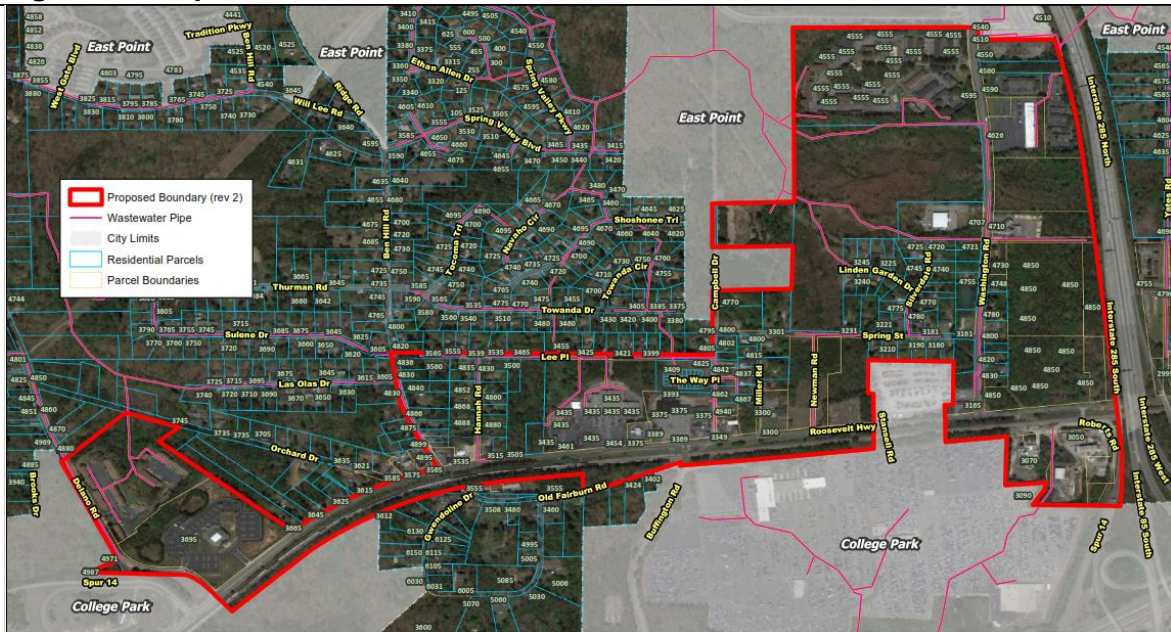
**Figure 51: Map of Sandtown Crossing Focus Area**



### Red Oak Historic District

The Red Oak Historic District is a commercial area located in the City Council District 3 near College Park and East Point. The city recently received notice of inclusion into the Georgia Main Street Program and will be hiring a Main Street Manager to lead the revitalization effort for the Red Oak Historic District. The Georgia Main Street Program follows the National Main Street Approach using “Transformation Strategies” that stress economic vitality, design, promotion, and organization to revitalize historic downtowns and commercial districts. See Figure 52 for a map of this area.

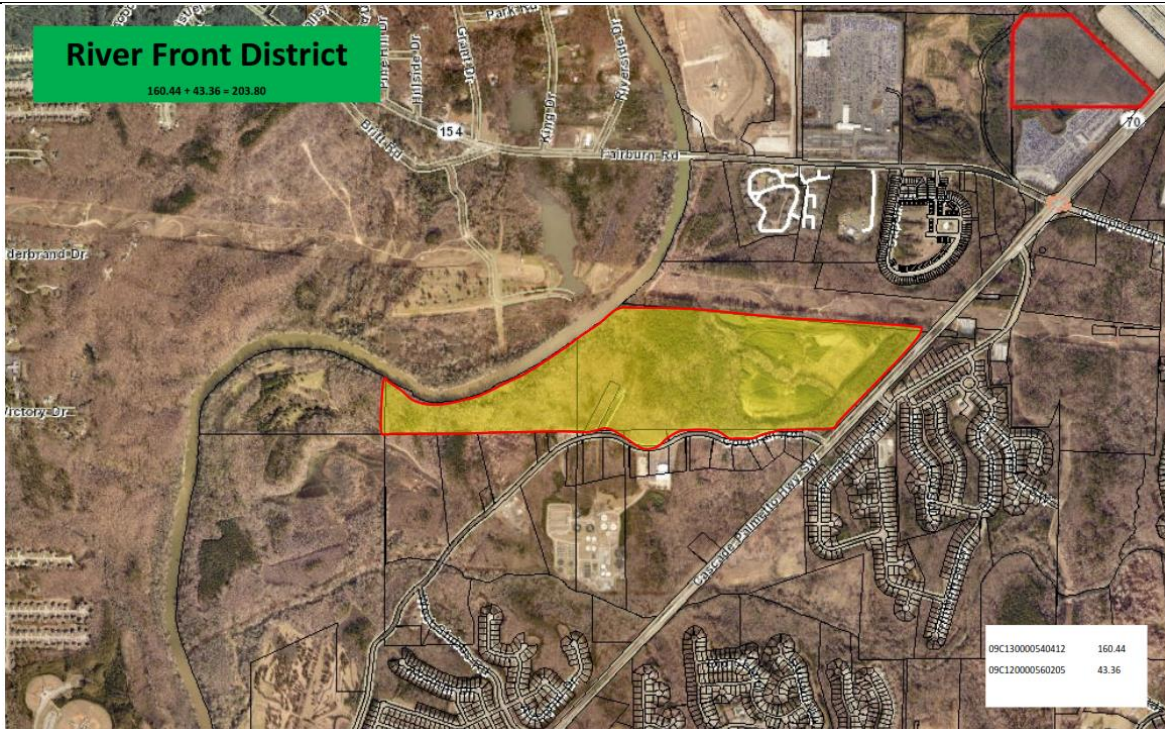
**Figure 52: Map of Red Oak Historic District**



**River Front District**

The River Front District is a 200-acre area located in City Council District 2 along the Chattahoochee River. A developer has plans to build a high-density mixed-use development in this focus area that features walkable blocks and streets with shopping, restaurants, and residences, with public spaces and public access to the Chattahoochee River. This development may be similar in design to the Avalon development in Alpharetta. See Figure 53 for a map of this area.

**Figure 53: Map of River Front District Focus Area**



**South Fulton Parkway-Cedar Grove**

The South Fulton Parkway-Cedar Grove focus area is located in City Council District 4 in the southwest part of the city of South Fulton. Longer term plans for this area include local neighborhood-serving retail and restaurants, possibly some residential uses and small professional offices. See Figure 54 for a map of this area.

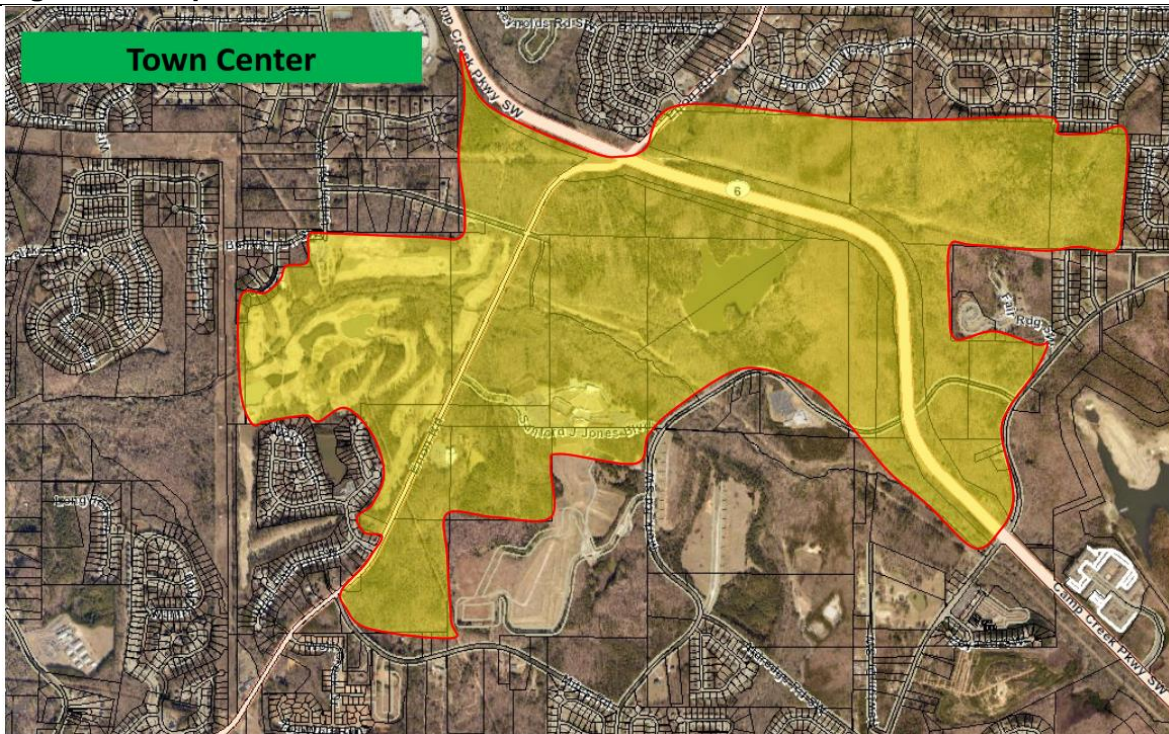
**Figure 54: Map of South Fulton Parkway-Cedar Grove Focus Area**



**Town Center**

The Town Center district is a 600-acre area located along Camp Creek Parkway that features a water amenity, Vandiver Lake. Most of this focus area (400 acres) lies in City Council District 2, but the remainder of the area is in District 1. A public-private partnership development is proposed for this district which will likely feature a government complex, public spaces, amenities, public parking, and a mix of commercial and residential development. The development will serve as a catalyst for the area by creating a market-based destination that will enhance the built environment, create jobs, improve mobility, and be sustainable through the years. The area is well served by major roads and easily accessible from all parts of the city of South Fulton and much of the Atlanta metropolitan area. See Figure 55 for a map of the area.

**Figure 55: Map of Town Center Focus Area**

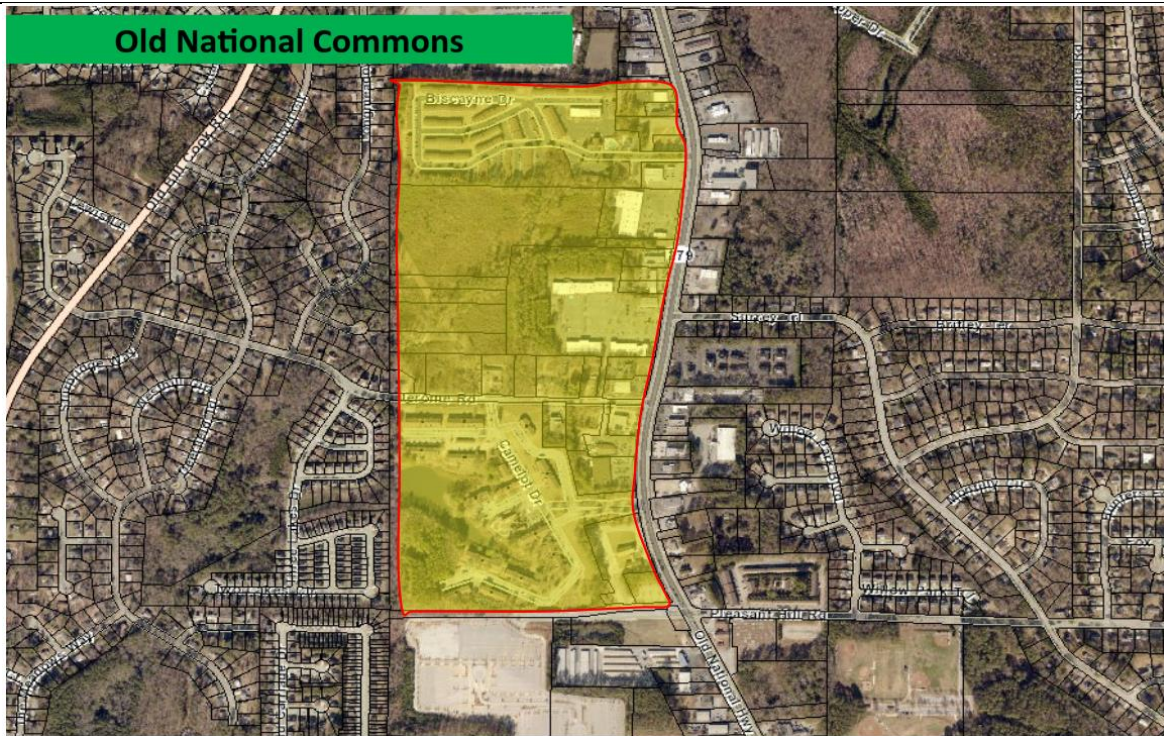




**Old National Commons**

The Old National Commons district, located in City Council District 5 near the eastern edge of the city of South Fulton, is one of three focus areas located along Old National Highway. Presently, this area has two apartment complexes in need of major rehabilitation. The area also has vacant land with potential for infill development. The city recently received notice of designation in the Georgia Main Street Program and will be hiring a Main Street Manager to lead the revitalization effort for Old National as a whole (i.e., all three of the Economic Opportunity Focus Areas on Old National). The Georgia Main Street Program follows the National Main Street Approach using “Transformation Strategies” that stress economic vitality, design, promotion, and organization to revitalize historic downtowns and commercial districts. See Figure 56 for a map of this area. There is also potential for a major hotel and meeting space directly across from World Changers Church.

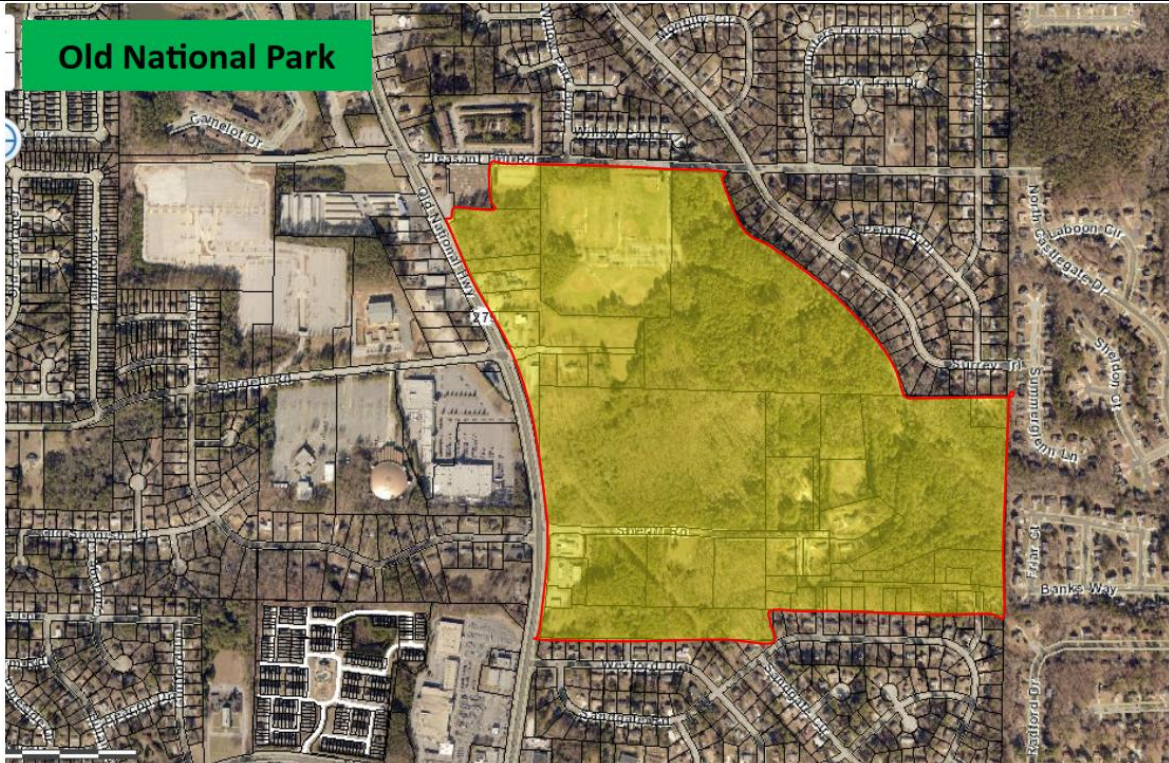
**Figure 56: Map of Old National Commons Focus Area**



**Old National Park**

The Old National Park district is located south of Old National Commons on the east side of Old National Highway in City Council District 6. Old National Park is a mostly vacant 80-acre site. This focus area is well-suited for a new high-density mixed-use development over the long term. As noted above this area is part of the Old National Main Street area. See Figure 57 for a map of this area.

**Figure 57: Map of Old National Park Focus Area**



**Old National and Jonesboro Road**

The Old National and Jonesboro Road District is located in the southeastern corner of the city of South Fulton in City Council District 7. The area is relatively small in size but sufficient enough for a small new development over the long-term that would include primarily neighborhood serving retail. As with the other two Old National focus areas, this stretch of Old National is part of the Old National Main Street area in the process of designation. See Figure 58 for a map of this area.

**Figure 58: Map of Old National and Jonesboro Road Focus Area**



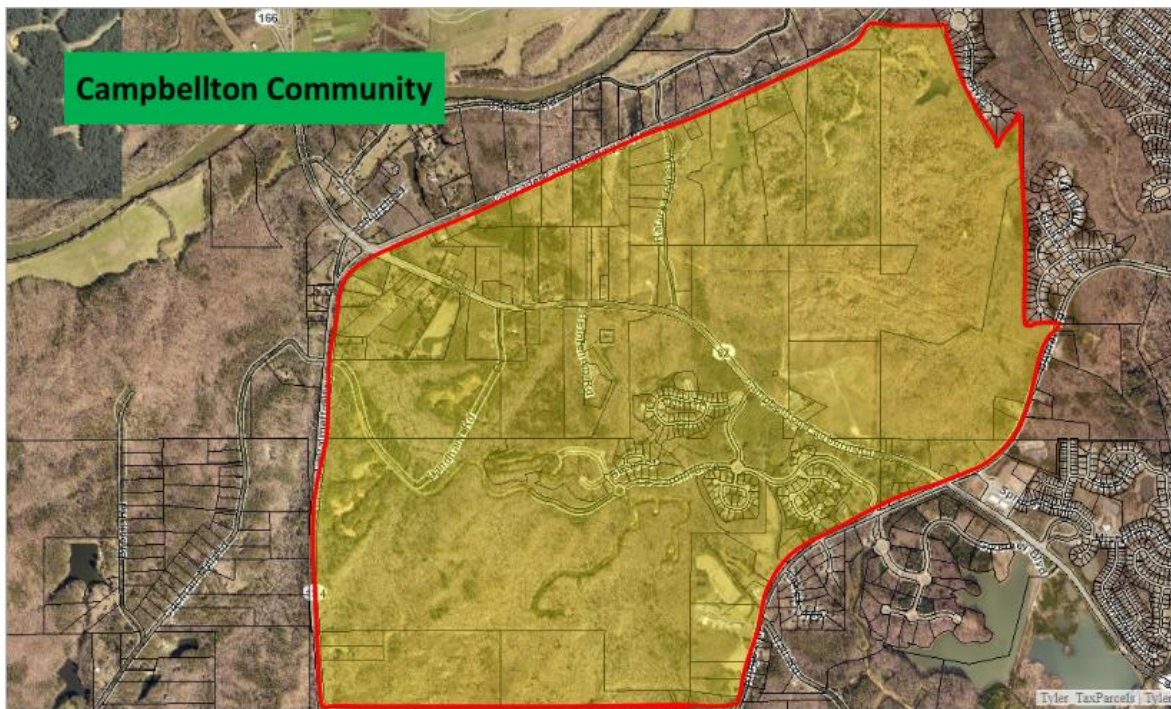
***Campbellton Community District***

This focus area is partly located in the city of Chattahoochee Hills and partly in the city of South Fulton. The city of South Fulton portion is in City Council District 4. The idea behind the Campbellton Community District is to reconstitute Campbellton, the historic county seat of former Campbell County. The new Campbellton is a multi-jurisdictional project on the site of the historic town center location. A plan is being developed in 2020 (an RFP for a planning team was issued in December 2019) for a mixed-use village with shops, restaurants, other places of employment, housing and recreational opportunities including collaboration with the concurrent Chattahoochee Riverlands project. See Figure 59 for a map of this area.

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**Figure 59: Map of Campbellton Community District Focus Area**

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## Competitive Assessment

### Introduction to Competitive Areas

The city of South Fulton’s leadership and steering committee has identified six jurisdictions in the Atlanta metro area as “peer localities”: Douglasville, College Park, Union City, Sandy Springs, Stonecrest, and Coweta County. This section examines these localities’ demographics, recent employment trends, and economic development programs.

As shown in Table 12, the city of South Fulton’s peer localities range in size. By population, these localities range from roughly 15,000 to 149,000; total employment ranges from 7,600 to 103,000.

**Table 12: Summary of Comparison Geographies, 2019**

Geography	Total Primary Jobs		Change	
	2013	2017	Number	Percent
Douglasville	17,190	18,183	993	6%
College Park	26,272	27,503	1,231	5%
Union City	5,790	8,794	3,004	52%
Sandy Springs	103,880	121,771	17,891	17%
Stonecrest	15,558	16,584	1,026	7%
Coweta County	31,010	34,837	3,827	12%
South Fulton	12,859	14,705	1,846	14%

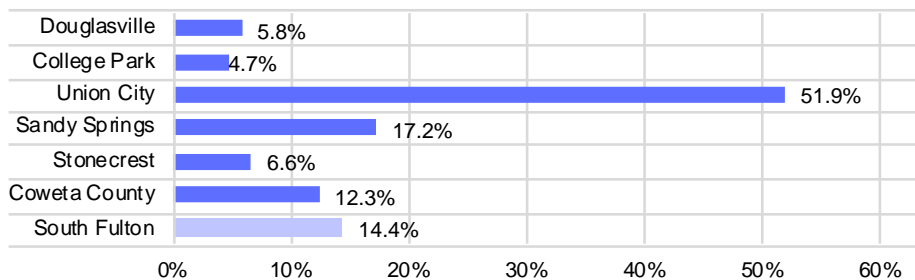
Notes:

(a) For College Park, Union City, and the city of South Fulton, unemployment rate represents unemployment rate for balance of Fulton County outside BLS-identified localities with populations over 25,000. For Stonecrest, a similar calculation was performed for DeKalb County.

Sources: Esri Business Analyst; Fulton County, GA; Bureau of Labor Statistics; BAE 2020.

Most of these localities gained jobs between 2010 and 2015, with employment growing at rates ranging from 4.7 percent to 51.9 percent, as shown in Figure 60. The city of South Fulton logged 14.4 percent growth in jobs over the same period.

**Figure 60: Percent Change in Local Jobs, 2013 – 2017**



Note: Includes primary jobs only.

Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.

As shown in Table 13, the peer localities with the largest job gains in both absolute terms – Sandy Springs and Coweta County – benefitted from a diverse industrial mix that includes a range of service-sector enterprises. In Sandy Springs, enterprises in the healthcare and social assistance, and finance and insurance category experienced the largest growth in employment between 2013 and 2017, equivalent to 40.8 percent of the city’s total increase in employment. In Coweta County, administration & support, waste management and remediation added the largest number of jobs, though growth in the manufacturing and construction jobs was also notable. In Union City, the large growth in transportation and warehousing jobs is accompanied by a corresponding loss of transportation and warehousing jobs in the city of South Fulton (2,002 new jobs in Union City versus loss of 722 jobs in the city of South Fulton). Thus, there seems to be a shift regionally in the location of these jobs, and some modest growth in the industry regionally.

**Table 13: Top Growth Industries of Peer Localities and City of South Fulton**

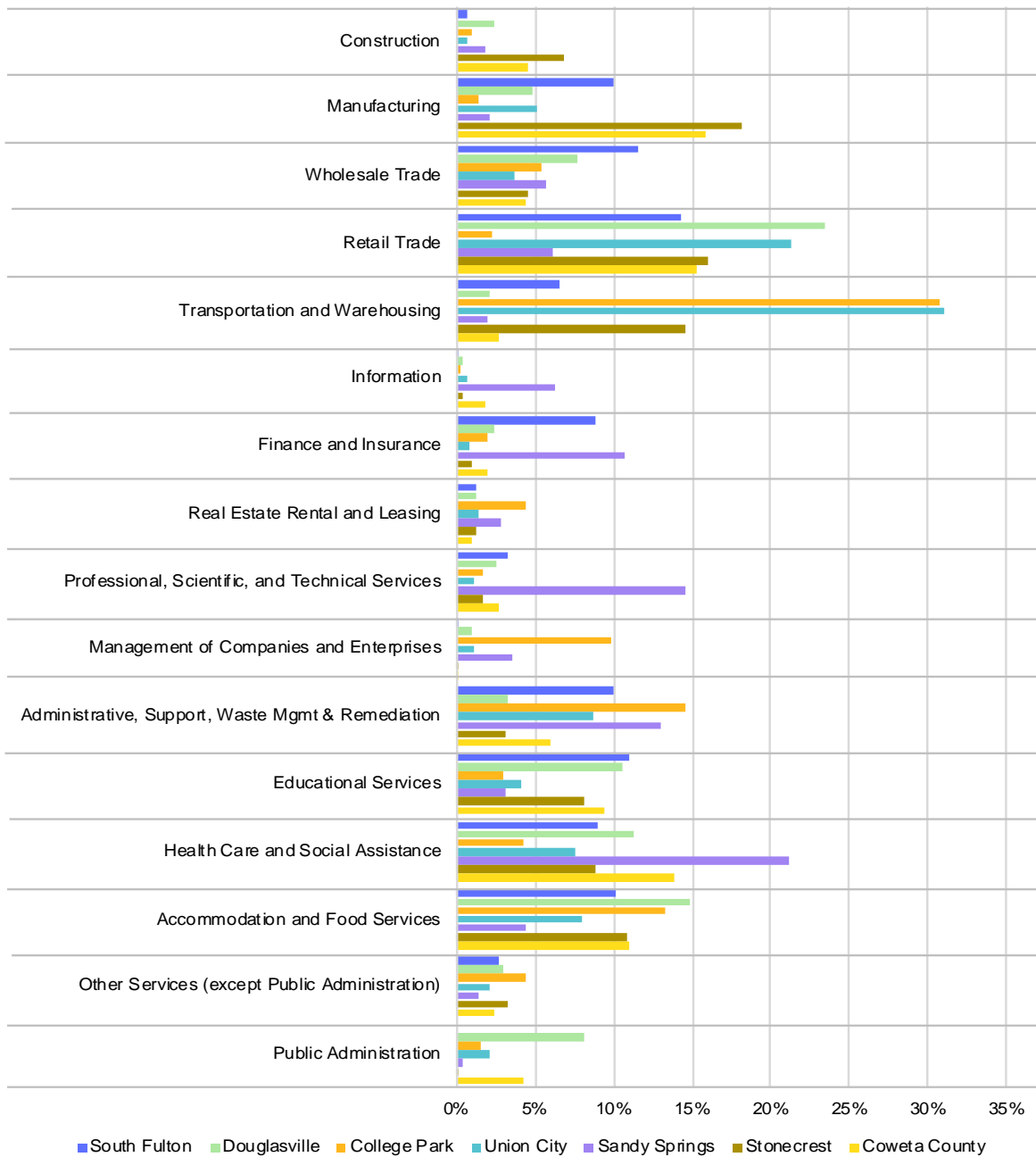
Geography / Top Growth Industries	Total Jobs		Change	
	2013	2017	Number	Percent
<b>Douglasville</b>	<b>17,190</b>	<b>18,183</b>	<b>993</b>	<b>5.8%</b>
Management of Companies and Enterprises	20	164	144	720.0%
Wholesale Trade	470	1,411	941	200.2%
Retail Trade	3,565	4,260	695	19.5%
<b>College Park</b>	<b>26,272</b>	<b>27,503</b>	<b>1,231</b>	<b>4.7%</b>
Management of Companies and Enterprises	1,171	2,701	1,530	130.7%
Administration & Support, Waste Management and Remediation	3,575	4,013	438	12.3%
Other Services (excluding Public Administration)	806	1,196	390	48.4%
<b>Union City</b>	<b>5,790</b>	<b>8,794</b>	<b>3,004</b>	<b>51.9%</b>
Transportation and Warehousing	728	2,730	2,002	275.0%
Health Care and Social Assistance	321	664	343	106.9%
Retail Trade	1,562	1,870	308	19.7%
<b>Sandy Springs</b>	<b>103,880</b>	<b>121,771</b>	<b>17,891</b>	<b>17.2%</b>
Health Care and Social Assistance	20,608	25,736	5,128	19.9%
Finance and Insurance	10,309	13,025	2,716	20.9%
Management of Companies and Enterprises	2,293	4,356	2,063	47.4%
<b>Stonecrest</b>	<b>15,558</b>	<b>16,584</b>	<b>1,026</b>	<b>6.6%</b>
Manufacturing	2,324	3,020	696	29.9%
Educational Services	985	1,351	366	37.2%
Retail Trade	2,297	2,655	358	15.6%
<b>Coweta County</b>	<b>31,010</b>	<b>34,837</b>	<b>3,827</b>	<b>12.3%</b>
Manufacturing	4,137	5,547	1,410	34.1%
Health Care and Social Assistance	3,783	4,843	1,060	28.0%
Construction	973	1,577	604	62.1%
<b>South Fulton</b>	<b>12,859</b>	<b>14,705</b>	<b>1,846</b>	<b>14.4%</b>
Administration & Support, Waste Management and Remediation	841	1,461	624	74.2%
Health Care and Social Assistance	822	1,311	489	59.5%
Manufacturing	1,005	1,472	467	46.5%

Note:  
Includes primary jobs only.

Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.

Sandy Springs' economy remains diverse and service-driven. As shown in Figure 61, health care and social assistance is Sandy Springs' top employer, accounting for more than 20 percent of jobs; professional, scientific, and technical services provide roughly 15 percent of jobs. Coweta County's industry mix is similarly diverse: no one sector accounts for more than about 15 percent of jobs. Retail trade is the top job-creating sector in Douglasville (more than 20 percent of jobs). In both College Park and Union City, transportation and warehousing enterprises account for 30 percent of jobs.

**Figure 61: Local Jobs by Industry, 2017**



Note:  
Industries that account for one percent of jobs or less in all six geographies are not shown (Agriculture, Forestry, Fishing and Hunting; Mining; Utilities; and Arts, Entertainment, and Recreation).

Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.



### ***Economic Development Incentives and Resources***

The city of South Fulton's peer localities enjoy a range of economic development support. In some places, such as Union City, state-level programs (notably the Georgia State Opportunity Zone tax credit program) account for the majority of economic incentives available to businesses; others, such as College Park and Sandy Springs, offer more robust incentive programs through local economic development departments or authorities.

Most municipalities offer some form of site selection assistance, though the range and type of that assistance varies. The availability of bond financing through a local or county development authority is also a point of commonality.

The economic development infrastructure and resources available to city of South Fulton's peers are described below.

#### *Douglasville, Douglas County, GA*

The City of Douglasville has access to economic development resources on both the city and county level, though the bulk of the incentives available to incoming businesses operate through the Douglas County Economic Development Authority, which is charged with economic development for both Douglas County and Douglasville.

The City of Douglasville has two dedicated economic development staff: an Economic Development Manager within the Community Development Department, and a Main Street Coordinator associated with the Main Street Program, also overseen by Community Development.

The Douglas County Economic Development Authority has three staff: an executive director, a project manager in charge of existing industry and talent partnerships, and an executive assistant. Members of the authority's nine-person board, consisting of local business officials, also appear to carry some administrative responsibility.

Major programs and resources for businesses are outlined below.

State Opportunity Zones. Douglasville has several Georgia State Opportunity Zones. This designation gives portions of Douglasville an advantage in attracting businesses by increasing the value of state tax incentives – namely, the Job Tax Credit. In these areas, companies may qualify for the Job Tax Credit by creating two or more new jobs (as opposed to 15 new jobs in Tier Three counties such as Fulton and Douglas outside of opportunity zones). The value of the credit in these areas is \$3,500 per job per year (compared to \$1,750 in Tier Three areas). Credits may be applied to 100 percent of state corporate income tax liability (up from 50 percent), with the excess applied to state payroll tax withholding liability.

Federal Opportunity Zones. A small portion of Douglasville lies within census tracts that have been designated Federal Opportunity Zones under the Tax Cuts and Jobs Act of 2017. By investing in these areas through specially designated “Opportunity Funds,” investors may defer tax on past capital gains, reduce their eventual capital gains tax liability, and, by remaining invested for 10 years, pay no tax on the return to their Opportunity Fund investments. This designation gives Douglasville an advantage in attracting investment capital, albeit only in the small portion of the city that lies within an Opportunity Zone.

Main Street Programs through Downtown Development Authority. Douglasville has created a Downtown Development Authority to stimulate the downtown area’s retail sector and provide guidance and assistance on design to maintain the area’s historic character. Monetary assistance is provided primarily through two small-dollar grant programs: a Façade Grant Program, which offers businesses up to \$3,000 with which to renovate storefronts, and a Retail Incentive Program, which reimburses retailers who help diversify the downtown retail landscape with new store or product types for up to \$1,000 in rent or mortgage expenses and up to \$500 in marketing expenses. These grant programs account for the bulk of the City of Douglasville’s direct provision of business incentives. The Department of Community Development also keeps a list of available properties in the downtown area. However, this list is not easily available online for perusal by incoming businesses.

Expedited Permitting. Douglasville’s economic development staff have a limited ability to expedite permits when necessary, although there is no formal process for doing so. Under normal circumstances, permit requests are processed within seven to 10 days of submittal.

Site Selection and Temporary Office Space. The Douglas County Economic Development Authority works with businesses to locate suitable sites in Douglas County, using a database of available properties, GIS tools, and other resources. In addition, companies relocating to Douglas County have access to temporary office space in Douglasville while their facilities are being constructed.

Local Tax Incentive Program. Douglas County offers property tax abatements on five- and ten-year schedules to new and existing businesses that qualify based on a combination of capital investment, job creation, and wage standards. The level of abatement offered in each year of the incentive plan is set on a case-by-case basis. To qualify, a business must score at least three points on the following rubric:

- Minimum Wage: one point for a \$15 per hour minimum wage, plus one additional point for every \$2.50 over the \$15 level
- Capital Investment: one point for every \$7.5 million invested
- Employment: one point for every 35 employees
- Existing industries receive two points

Bond Financing. In the same manner as Fulton County, the Douglas County Economic Development Authority offers taxable and tax-exempt bonds backed by personal and real property as a means of providing low-cost financing to economic development projects.

Workforce Solutions and Employee Training. The Douglas County EDA serves as an intermediary between incoming businesses and a host of workforce development programs offered by local institutions and the state and federal governments. These include Georgia's QuickStart program, which provides customized workforce training for companies creating jobs in the state; training tax credits; and employee screening services.

Freeport Tax Exemption. Like the city of South Fulton, Douglas County has enacted a 100 percent exemption from local inventory taxes for all goods in the process of being manufactured or produced; inventory of finished goods manufactured or produced in Georgia and held by the manufacturer or producer for up to a year; inventory of finished goods on January 1 that are stored in a warehouse, dock, or wharf and are destined for shipment outside Georgia within the year; and inventory held in a fulfillment center.

#### *College Park, Fulton County, GA*

The College Park Office of Economic Development consists of three full-time staff – a director, an economic development program manager, and a Main Street manager – and one part-time project manager, who also serves as director of airport affairs. Incentives that include bond financing and property tax abatements are administered through the College Park Business and Industrial Development Authority (BIDA); a separate entity led by a board of local business representatives. Major programs and resources for businesses are outlined below.

Site Location Assistance. College Park offers in-person tours and assistance to businesses seeking sites and facilities in the city. They do not, however, offer an online site-location portal as some other municipalities do.

Architectural Guideline for Priority Areas. The city has enacted a set of Downtown Design Standards to help guide new development in the Main Street/Virginia Avenue area. A separate zoning overlay provides architectural standards for the Old National Highway area.

State Enterprise Zones. College Park contains two Georgia Enterprise Zones – one in the city's downtown, and another containing parts of the Old National Highway and Godby Road corridor. Companies located in these zones may obtain real and personal business property tax abatements through an agreement with the city in return for meeting minimum employment requirements (set on a case-by-case basis).

State Opportunity Zone. A portion of College Park lies within a State Opportunity Zone, offering businesses an enhanced Job Tax Credit as described above. This zone is adjacent to

Hartsfield-Jackson Atlanta International Airport and is therefore likely to attract businesses with a need for ready access to air transportation.

Federal Opportunity Zone. College Park contains a Federal Opportunity Zone that is adjacent to Hartsfield-Jackson Atlanta International Airport. This designation gives College Park an advantage in attracting investment capital, which, due to the location of the Opportunity Zone, may be particularly useful in developing industries such as trade that are reliant on easy air access.

Tax Allocation Districts. College Park has created a process for incoming businesses to seek authorization for Tax Allocation Districts, which provide a stream of development funding backed by future property tax revenues. This involves submitting a letter of intent, obtaining consent from the city's mayor and council, and approval by the College Park BIDA.

Bond Financing. The College Park BIDA offers Industrial Revenue Bond financing under the same conditions as the Development Authority of Fulton County.

Property Tax Abatements. The College Park BIDA offers property tax abatements to incoming businesses on a per-project, negotiated basis. These are extended only when they are necessary for a project to proceed, and when that project would bring substantial investment to the city.

#### *Union City, Fulton County, GA*

Union City has neither a full-time economic development staff, nor a formal economic development department. Economic development functions are handled on an ad-hoc basis by the Department of Community Development. Following is a list of major programs and resources for local businesses.

State Opportunity Zone. Much of Union City lies within a State Opportunity Zone, offering businesses an enhanced Job Tax Credit as described above. This designation is due to expire in 2019; however, the city is currently seeking a renewal.

Georgia Foreign Trade Zone (FTZ). Sections of Union City along South Fulton Parkway lie in a federally designated Georgia Foreign Trade Zone, within which companies enjoy delayed or reduced duties on imported components and merchandise and duty-free exports. These reduced effective duty rates are intended to make companies within the FTZ more competitive with foreign enterprises and have the effect of attracting foreign and domestic import-export businesses to the designated area.

Freeport Tax Exemption. Like the city of South Fulton, Union City has enacted a 100 percent exemption from local inventory taxes for all goods in the process of being manufactured or

produced; inventory of finished goods manufactured or produced in Georgia and held by the manufacturer or producer for up to a year; inventory of finished goods on January 1 that are stored in a warehouse, dock, or wharf and are destined for shipment outside Georgia within the year; and inventory held in a fulfillment center.

Tax Allocation Districts. Union City currently contains one tax allocation district that includes industrial, commercial, and residential development, including Atlanta Metro Studios.

Business License Fee Cap. Union City caps annual business license fees for various types of business at a level dependent upon the profitability ratio for that category of business. At maximum, annual fees are capped at \$35,000, plus a \$25 processing charge.

Vacant Site Directory. Union City maintains an attractive “look book” of vacant commercial properties on its website, as well as an interactive ArcGIS-hosted parcel map, with commercial and industrial parcels prominently featured.

#### *Sandy Springs, Fulton County, GA*

Sandy Springs’ Office of Economic Development consists of a staff of two – one director, and one economic development specialist – that works closely with the city’s Community Development department. The department oversees the Sandy Springs Development Authority, a seven-member body that meets on an ad-hoc basis to issue financing for qualifying projects. The department offers several resources and incentives for incoming companies, described below and on the following pages.

Economic Incentive Program. Companies making at least \$1 million in capital investments and creating at least 15 jobs that pay at least \$75,000/year qualify for an incentive package that includes expedited permitting (described below) and waivers for business license, building, and impact fees for up to three years.

Small Business Incentive Program. Small businesses located in the city’s seven Priority Redevelopment Areas have access to the same incentives offered under the Economic Incentive Program with lower investment and employment requirements. Notably, there is no wage requirement attached to the jobs that must be created to qualify. This program is structured in three tiers:

1. Companies investing at least \$250,000, creating at least five jobs, and committing to remain in Sandy Springs for at least four years receive expedited permitting and a one-year fee waiver.
2. Companies investing at least \$500,000, creating at least ten jobs, and committing to remain in Sandy Springs for at least seven years receive expedited permitting and a two-year fee waiver.

3. Companies investing at least \$750,000, creating at least 15 jobs, and committing to remain in Sandy Springs for at least ten years receive expedited permitting and a three-year fee waiver.

Expedited Permitting. Subject to City Council approval, the Economic Development department may authorize expedited permitting for an incoming business. This moves a company's permit application to the front of the queue; currently, processing time for non-expedited permits is roughly 14 days.

Site Location Services. In place of a static site catalog or a custom site location platform, Sandy Springs directs those seeking a list of available sites to custom search results from a selection tool hosted by Georgia Power.

Research Support. In addition to incentive programs, Sandy Springs' economic development department offers to conduct research for incoming businesses on topics including available real estate, financial incentives and business taxes, permits and licenses, and demographic and economic data. The department also offers to arrange for introductions to community leaders and tours of the community, including potential sites.

State Opportunity Zone. A portion of Sandy Springs surrounding the intersection of Roswell Road and I-285 constitutes a State Opportunity Zone, offering businesses an enhanced Job Tax Credit as described above. This designation is due to expire in 2020 but may be renewed at the discretion of the Commissioner of the Department of Community Affairs.

Bond Financing. The Sandy Springs Development Authority offers taxable and tax-exempt bond financing under conditions identical to those offered by the Development Authority of Fulton County. In practice, the SSDA handles projects whose primary impact is in the city, while the DAFC plays a role in financing larger projects (such as Mercedes-Benz USA's headquarters, which opened in 2018).

#### *Stonecrest, DeKalb County, GA*

The City of Stonecrest, GA, was incorporated in 2016. It has a small economic development department, consisting of one full-time director. The economic development department offers limited assistance to companies searching for real estate in the city of Stonecrest. Companies locating in Stonecrest also have at their disposal DeKalb County's robust set of economic development incentives and tools, most of which are managed through the Decide DeKalb Development Authority (DDDA), the county's economic development arm. The DDDA consists of a two-person executive team and five staff and is overseen by a seven-person board that fulfills limited administrative duties.

Major tools and resources offered at the county and city levels are described below.

DeKalb County Economic Incentive Policy. DeKalb County offers incentives to support new investment and job creation in the areas of Professional and Business Services, Life Sciences, Tourism, Logistics, Construction and Support Trades, and Advanced Manufacturing. To secure permit fee reductions and tax abatements, projects must meet investment and job creation thresholds outlined in Table 14. **Error! Reference source not found..** Developers may also secure matching funds for water and sewer capacity upgrades by providing a certain level of new water and sewer revenues, as outlined in Table 14. Applicants must demonstrate that the relevant investments would not occur but for incentives offered by the county.

**Table 14: DeKalb County Economic Incentive Program Outline**

Tier	Taxable Investment Range	Job Creation Minimum	Water/Sewer Revenue Threshold	Incentives
I	\$10 million to \$15 million	20	\$100,000	Permit discounts of 50% on General Contractor Fees; Business occupation taxes capped at \$1,000 for one year; Up to \$100,000 in matching funds for water/sewer improvements costing no more than \$200,000
II	\$16 million to \$20 million	30	\$200,000	Permit discounts of 60% on General Contractor Fees; Business occupation taxes capped at \$1,000 for two years; Up to \$200,000 in matching funds for water/sewer improvements costing no more than \$400,000
III	\$21 million to \$30 million	40	\$300,000	Permit discounts of 70% on General Contractor Fees; Business occupation taxes capped at \$1,000 for three years; Up to \$300,000 in matching funds for water/sewer improvements costing no more than \$600,000
IV	\$31 million to \$50 million	60	\$400,000	Permit discounts of 80% on General Contractor Fees; Business occupation taxes capped at \$1,000 for four years; Up to \$400,000 in matching funds for water/sewer improvements costing no more than \$800,000
V	\$51 million to \$75 million	100	\$500,000	Permit discounts of 100% on General Contractor Fees; Business occupation taxes capped at \$1,000 for five years; Up to \$500,000 in matching funds for water/sewer improvements costing no more than \$1 million
VI	\$76 million and above	100	\$750,000	Permit discounts of 100% on General Contractor Fees; Business occupation taxes capped at \$1,000 for five years; Up to \$750,000 in matching funds for water/sewer improvements costing no more than \$1. million

Source: DeKalb County Board of Commissioners; BAE 2019.

Applicants obtaining one or more sustainable building certification receive a 15 percent credit toward the required investment to obtain all incentives. In addition, projects where sewer usage is 30 percent or less of water usage will receive 50 percent discount in sewage rates for five years.

Projects investing at least \$10 million may request an expedited permit process. If agreed to, DeKalb County will agree to do a ten-day review for all land development and building permits and will designate a single point of contact for the developer within county government.

Any company receiving incentives must cooperate with DeKalb County Workforce Development Agency to advertise the jobs created during the development process. These companies are also required to take advantage of agency services as appropriate. These services include job candidate recruitment and screening, occupational skills and work-based training, skills assessments for new and existing employees, and layoff aversion solutions.

Property Tax Abatements. Through the Decide DeKalb Development Authority (DDDA), the county offers tax abatements on property developed or acquired in the course of new investments. The level of tax abatement is decided based on the project's direct economic impact on DeKalb County. Incentives may be applied across 10, 15, or 20 years.

Bond Financing. Like the Development Authority of Fulton County, DDDA serves as a conduit issuer for companies and institutions seeking taxable or tax-exempt bond financing.

Freeport Exemptions. Like the city of South Fulton, DeKalb County has enacted a 100 percent exemption from local inventory taxes for all goods in the process of being manufactured or produced; inventory of finished goods manufactured or produced in Georgia and held by the manufacturer or producer for up to a year; inventory of finished goods on January 1 that are stored in a warehouse, dock, or wharf and are destined for shipment outside Georgia within the year; and inventory held in a fulfillment center.

Down Payment Assistance. Through the WE DeKalb program, DDDA offers down payment grants of up to five percent to applicants seeking to purchase or refinance a home in the county. Buyers using the Freddie Mac HFA Advantage loan are eligible for an additional \$2,500 in grant funding.

The WE DeKalb program was specifically designed to assist employers in DeKalb County in their efforts to attract and retaining talent and is targeted at potential homebuyers whose incomes exceed levels needed to qualify for affordable housing subsidies. The maximum qualifying income of a two-person household is currently \$81,900; for a household of three or more people it is \$95,600.

#### *Coweta County, GA*

Coweta County conducts economic development activities primarily through the Coweta County Development Authority, which is staffed by a president and a director of existing industries and workforce development. Members of the authority's seven-person board, which consists of local business and community leaders, also fulfill administrative functions. Following is a list of incentives and resources available to businesses in Coweta County.

Bond Financing. As in Fulton County, the Coweta County Development Authority serves as conduit for taxable and tax-exempt Industrial Revenue Bond issuance. These serve as a



source of low-cost financing for economic development projects and may be used for the purchase or development of land, buildings, machinery, and equipment.

Property Tax Reduction. Communities may choose to offer property tax reductions for economic development projects on a discretionary basis. The length of time that these reductions are offered typically depends on such factors as the number of jobs a business will create in a particular community.

Freeport Exemptions. Like the city of South Fulton, Coweta County has enacted a 100 percent exemption from local inventory taxes for all goods in the process of being manufactured or produced; inventory of finished goods manufactured or produced in Georgia and held by the manufacturer or producer for up to a year; inventory of finished goods on January 1 that are stored in a warehouse, dock, or wharf and are destined for shipment outside Georgia within the year; and inventory held in a fulfillment center.

Expedited Local Permitting. Municipalities in Coweta County are “committed to expediting local permitting” for incoming companies, according to the Coweta County Development Authority, though the extent to which permits are expedited varies by locality. Cities may schedule pre-submittal meetings to help companies navigate permitting processes and may provide qualified projects a single point of contact within local government to address questions and concerns as the project progresses.

Coweta Job Creation Grant Program. Overseen by the Coweta County Development Authority, the Coweta Job Creation Grant Program awards funds on a discretionary basis to “key” projects in the county. Award decisions are made in reference to the number of jobs a project creates, and at what wage rate. Grants made through this program may be used to reduce construction costs.

Central Educational Center (CEC). Companies located in Coweta County have the opportunity to work with the Central Education Center, a career-focused charter school formed through a partnership of industry representatives, the Coweta County School System, and West Georgia Technical College. The school’s curriculum is designed to meet the current and projected needs of business in the county, with the aim of developing a workforce suited to those needs.

## Summary of Key Findings – Existing Conditions

### *Demographic and Economic Conditions and Trends*

- The city of South Fulton has approximately 100,176 residents and 36,171 households, experiencing relatively high population and household growth rates in recent years. From 2010 to 2019, the city's population grew faster than Fulton County and the Atlanta metro area. The City of South Fulton's household growth rate during this period was also higher than the surrounding geographies
- While nonfamily households grew at a faster rate than family households in Fulton County and the metro Atlanta area, the rate of growth for both family households and nonfamily households was almost the same in the city of South Fulton. Additionally, family households comprise 69.3 percent of all households in the city of South Fulton, which is higher than in the Atlanta Metro Area and much higher than in Fulton County
- The large proportion of family households in the city of South Fulton translates into a relatively large average household size. The average household size in the city of South Fulton is 2.76, as compared to 2.35 in Fulton County and 2.69 in the Atlanta Metro Area
- The city of South Fulton has a greater share of residents under 18 than Fulton County and the Atlanta Metro Area as well as a slightly greater share of residents aged 35 to 44. This corresponds to the relatively large share of family households in South Fulton
- From 2010 to 2019, the city of South Fulton experienced population growth across all age groups. The city's fastest-growing age cohort is comprised of residents aged 65 or older. Other age groups that experienced relatively high growth during this period are 18 to 24, 45 to 54, and 55 to 64
- The population of the city of South Fulton is predominantly comprised of black/African American residents (89.5 percent). Approximately 5.1 percent of residents identify as white, while 2.5 percent identify as Hispanic/Latino. From 2010 to 2018, the number of black/African American residents in the city of South Fulton increased by 19.3 percent, the number of white residents increased by 9.3 percent, and the number of Hispanic/Latino residents increased by 7.1 percent
- The city of South Fulton has a larger percentage of households in middle income categories than both Fulton County and the Atlanta metro area, which have greater number of households in very low- and very high-income categories. The city of South Fulton has a smaller proportion of households that earn more than \$150,000 annually as compared to the surrounding geographies. However, Fulton County has a larger percentage of households earning less than \$15,000 annually than the city of South

Fulton or the Atlanta metro area. The median household income in the city of South Fulton is \$59,540, compared to \$66,925 in Fulton County and \$66,656 in the Atlanta Metro Area

- Approximately 12.2 percent of households in the city of South Fulton are below the poverty line (3,850 households). The city of South Fulton's poverty rate is slightly lower than that of Fulton County and the Atlanta metro Area
- A larger portion of city of South Fulton homeowner households are cost-burdened than Fulton County or the Atlanta metro area. The city of South Fulton renter households are also disproportionately cost-burdened as compared to the surrounding geographies.
- More than 92 percent of city of South Fulton residents aged 25 or older have at least a high school diploma. This is comparable to the high school diploma attainment rate in Fulton County and slightly higher than that of the Atlanta metro area. Approximately 35 percent of city of South Fulton residents aged 25 or older hold a bachelor's degree or higher; this is significantly lower than in Fulton County (52.0 percent) and just slightly lower than in the metro area
- As of 2018, the unemployment rate in the city of South Fulton was 5.2 percent. In the county, metro area, and U.S., the 2018 unemployment rates were between 3.8 and 4.0 percent. While slightly higher than the county, metro area and nationally, the city of South Fulton experienced the steepest decline in unemployment, falling from 10.4 percent in 2013
- As compared to the county and metro area, the city of South Fulton has larger proportions of residents employed in transportation and warehousing, healthcare and social assistance, and accommodation and food service, but notably smaller proportions of residents employed in professional, scientific, and technical services
- In the city of South Fulton during the 2013 – 2017 time period, the administrative support, waste management and remediation sector gained the most jobs (624). Other industries that gained relatively large numbers of jobs include health care and social assistance, manufacturing, and retail trade
- The largest private employers in the city of South Fulton include Bank of America, several retail businesses (Walmart Supercenter, Kroger, and Home Depot), a wholesale trade business (United Natural Foods), a professional services firm (Miller Zell) and the World Changers Church International. Additionally, there are a variety of relatively large public sector organizations; most of these are schools (categorized by

the Bureau of Labor Statistics as educational service providers).

- Approximately half of city of South Fulton residents work in Fulton County. However, only 3.0 percent of city of South Fulton residents work in the city itself, while 30.6 percent work in the city of Atlanta. Other counties to which significant proportions of city of South Fulton residents commute include DeKalb County, Cobb County, and Clayton County
- Approximately 26.9 percent of city of South Fulton workers commute from locations within Fulton County. Approximately 7.9 percent of city of South Fulton workers also live in the city of South Fulton, while 9.8 percent live in Atlanta. Other counties from which significant proportions of city of South Fulton workers commute include Clayton County (11.0 percent), Cobb County (8.7 percent), and DeKalb County (8.5 percent)
- The majority of employed city of South Fulton residents spend between 15 and 44 minutes commuting to work. The vast majority of employed city of South Fulton residents drive to work, although 5.4 percent use public transportation

### ***Projections***

- From 2018 to 2040, the population of city of South Fulton is expected to grow from 100,176 to 124,114, representing an increase of 23.9 percent. The number of households is expected to grow from 36,171 to 46,195, representing an increase of 27.7 percent.
- These expected growth rates are comparable to – but slightly lower than – projected rates of population and household growth in Fulton County. By contrast, the Atlanta Region<sup>5</sup> is expected to grow at significantly faster rates. From 2018 to 2040, the region’s population is expected to increase by 37.6 percent and the number of households are expected to increase by 40.8 percent

### ***Real Estate Market Conditions and Trends***

#### ***General Housing Stock Characteristics***

- Approximately two-thirds of housing units in the city of South Fulton are owner-occupied while 26.3 percent are renter-occupied. By contrast, the county and metro

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<sup>5</sup> Atlanta Regional Commission (ARC) projection data is not available for the 29-county area defined as the Atlanta Metro Area in this report. The above data reflects projected growth for the Atlanta Region, defined as the 20 counties for which ARC produces forecasts. Exhibit A-2 in the Appendix contains a list of these 20 counties.

area have larger proportions of renter-occupied housing units, although they also have much higher rate of vacant housing units

- From 2010 to 2018 the number of owner-occupied and renter-occupied units increased while vacant units decreased in all three geographies. However, in the city of South Fulton, the growth rate of owner-occupied units was markedly higher than in the county and metro area. The percent decline in vacant units was also significantly more pronounced in the city of South Fulton during this time period than in the county and metro area.
- In the city of South Fulton, more than three quarters of housing units are single family homes. Indeed, Fulton County has a larger proportion of units in multifamily units than the city of South Fulton, due to the urbanized environment of large portions of the county. However, the breakdown of housing units in the Atlanta Metro Area is more comparable to that of South Fulton.
- In the city of South Fulton, more than half of housing units were constructed in 2000 or later. By contrast, only 26.7 percent of units in Fulton County and 28.5 percent of housing units in the Atlanta Metro Area were constructed in 2000 or later. All three geographies experienced a relatively large amount of new residential development between 2000 and 2009, particularly the city of South Fulton.

#### *Multifamily Rental Market*

- According to CoStar, there are 3,986 market-rate multifamily units in the city of South Fulton. In the city of South Fulton, nearly three quarters of market-rate multifamily rental units have two or more bedrooms, which is a much higher rate than in Fulton County and the metro area. This is likely driven by the relatively large share of family households in the city of South Fulton.
- While rents have consistently been lower in the city of South Fulton than the surrounding geographies since 2010, the price gap has widened over the 2010 – Q1 2019 time period. As of the first quarter of 2019, the average rent for a two-bedroom unit in the city of South Fulton was \$1,019, as compared to \$1,502 in Fulton County and \$1,286 in the Atlanta Metro Area.
- From 2010 to 2018, South Fulton experienced no market-rate multifamily unit development. By contrast, Fulton County, and the Atlanta Metro Area experienced significant rates of multifamily development every year from 2013 to 2018.

- Since 2010, multifamily vacancy rates in the city of South Fulton have consistently been higher than in the county and metro area. During the 2010 – Q1 2019 time period, the average annual multifamily vacancy rate in the city of South Fulton has ranged from a low of 12.2 percent (in 2013) to a high of 21.0 percent (in 2017). As of the first quarter of 2019, the average multifamily rental vacancy rate in the city of South Fulton was 15.3 percent, as compared to 11.3 percent in Fulton County and 8.4 percent in the Atlanta Metro Area.

#### *For-Sale Housing Market*

- In the city of South Fulton, more than 88 percent of homes sold between April 2018 to March 2019 were single family homes, while 10.4 percent were townhomes and 1.2 percent were condominiums. This is similar to the Atlanta Metro Area
- Over half of single family homes sold in the city of South Fulton during the April 2018 – March 2019 period had four or more bedrooms, which was a much higher rate than in Fulton County and the Atlanta metro area. On the other hand, a small percentage of homes sold in the city of South Fulton had two or fewer bedrooms, compared to much higher rates in the other geographies
- The median sale price of a single family home in the city of South Fulton was \$186,450 during the April 2018 – March 2019 period, as compared to \$279,000 in Fulton County and \$223,000 in the Atlanta Metro Area
- The price gap between homes in the city of South Fulton and homes in the surrounding geographies is more pronounced for townhomes and condominiums than for single family homes. The median sale price of a condominium in the city of South Fulton during was only \$33,450; however, it should be noted that only 12 condominiums sold in the city of South Fulton during this time period, and nine of those units were located in the Camelot Condominium residential community located off of Old National Highway east of I-85
- The city of South Fulton, Fulton County, and the Atlanta Metro Area began experiencing consistent post-recession median home price increases in 2013, which have continued each year since. In the city of South Fulton, annual increases in the median home sale price were relatively steep from 2013 to 2016 (more than 10 percent annually each year); in 2017 and 2018 annual median home sale price increases were more modest (3.1 percent and 6.4 percent, respectively)
- In the city of South Fulton, homes that sold for relatively high prices from April 2018 – March 2019 (between \$205,000 and \$259,999 and more than \$260,000) were generally located in the northwest portion of the City, west of I-85. Meanwhile, homes

that sold for less than \$135,000 and homes that sold for between \$135,000 and \$169,000 were generally located in the southeast portion of the city, east of I-85

### *Retail Market*

- According to CoStar, there are approximately 2.6 million square feet of retail space in the city of South Fulton. From 2010 to 2016, retail rents in the city of South Fulton were relatively stable; however, between 2016 and 2017, the average annual retail rent declined by 31 percent, falling from \$13.56 to \$9.36. In the first quarter of 2019, the average annual retail rent per square foot was lower in the city of South Fulton than in Fulton County and in the Atlanta Metro Area
- In 2012, the city of South Fulton experienced a significant amount of retail development in (100,853 square feet, the equivalent of 3.9 percent of the city's total retail inventory that year). Relatively modest amounts of retail development (between 4,000 and 15,000 square feet) also occurred in 2010, 2015, 2016, and 2017
- From 2010 to 2014, retail vacancy rates in the city South Fulton were lower than those in the surrounding geographies. However, since 2015, retail vacancy rates have been similar in all three geographies
- From 2010 to 2018, annual retail absorption rates in the city of South Fulton were mostly positive. However, in 2013, 2015, and 2018, retail net absorption fell slightly below zero. By contrast, annual net absorption rates in the surrounding geographies were consistently above zero every year from 2011 through 2018. In 2018, the annual net absorption rate was negative 0.9 in the city of South Fulton, as compared to 0.6 percent in Fulton County and 0.8 percent in the Atlanta Metro Area

### *Office Market*

- The asking rent in in the first quarter of 2019 in the city of South Fulton was \$14.64, which is less than in Fulton County (\$27.72) and the Atlanta Metro Area (\$24.12)
- From 2010 to 2014, office rents in the city of South Fulton were relatively stable. From 2014 to 2015, the average office rent increased by 6.3 percent; over the following three years, the average office rent decreased by 21.2 percent. By contrast, average office rents in the county and metro area have consistently increased since 2011
- The city of South Fulton experienced significant spikes in office development in 2010, as well as 2014. The city of South Fulton also experienced modest amounts of new office development in 2011 and 2013. From 2015 to 2018, the city of South Fulton

did not experience any new office development

- Office vacancy rates in the city of South Fulton are significantly lower than in the surrounding geographies, although this also reflects the limited supply of office space in the city

#### *Industrial Market*

- Industrial/flex rents in the city of South Fulton fluctuated during the 2010 – 2018 period, first decreasing by 40.7 percent from 2010 to 2012, and then increasing by 93.8 percent from 2013 to 2016. As of the first quarter of 2019, the average annual industrial/flex rent in South Fulton was \$3.60, as compared to \$5.04 in Fulton County and \$4.80 in the Atlanta Metro Area
- All three geographies experienced relatively significant amounts of industrial/flex development from 2015 to 2018, particularly in the city of South Fulton. From 2015 through the first quarter of 2019, the city of South Fulton added approximately 1.4 million square feet of industrial/flex space. This includes the Graham Logistics Center, the Airport-West Distribution Center, Lakeview Business Park, and the Flat Shoals Distribution Center
- From 2010 to 2016, industrial/flex vacancy rates followed a relatively consistent downward trend in all three geographies. The city of South Fulton experienced a spike in vacancy in 2017, and again in 2019, likely due to the sharp increase in available industrial/flex space in recent years. In the first quarter of 2019, the city of South Fulton’s industrial/flex vacancy rate was 10.0 percent, as compared to 5.5 percent in both the county and the metro area

#### *Education*

- High schools located in the city of South Fulton performed at or below Fulton County high schools on Career and College Readiness Index (CCRI) Single Scores. Two out of five middle schools in the city of South Fulton performed above median scores for Fulton County middle schools, while seven out of the thirteen elementary schools in South Fulton are at or above the Fulton County median
- Fulton County schools have robust career and technical education opportunities, including special ‘pathways’ for subjects including architecture and construction, technology and communications, agriculture and business administration.



### ***Transportation***

- Two agencies provide public transportation service to the city of South Fulton (MARTA and SRTA) including both bus and light rail service. While there is access to public transportation in the east and north in the city of South Fulton, the central-west and southwest portions of the city lack convenient access to these services

### ***Workforce Development***

- City of South Fulton residents have access to several Atlanta-region workforce development opportunities, including state and federal programs. The city of South Fulton itself plans to provide a Small Business Resource Center & Incubator early in 2020 that equips small and emerging businesses with resources that cover all aspects of starting and operating a business

### ***Notable Planned Developments***

- The Vesta Red Oak Apartments project is a planned workforce housing development of 220 apartments that will have rents aimed at those earning between 60 and 80 percent of area median income (AMI). The developer, Middleburg Communities, has extensive experience developing and operating high quality, energy efficient workforce housing
- Halpern's Steak and Seafood Company is planning a \$27 million investment in the city of South Fulton that will add a new 47,000 square foot building to the company's current manufacturing and distribution center in the city. The expansion will support 46 new jobs and is estimated to have an economic impact of \$119 million on the city of South Fulton and Fulton County.
- Other notable planned developments include a new 67,000 square foot Publix at Sandtown Crossing, a Senior Community, and the Atlanta regions Jobs Corps Training Center

### ***Economic Opportunity Focus Areas***

- Nine focus areas within the city of South Fulton have been identified for development, redevelopment and/or revitalization, and are dispersed throughout the city. Each focus area is associated with projects that are either ongoing or planned for in the near to long-term future.
- Planned developments include a new Publix, the revitalization of a historic district, the development of a riverfront district, commercial and mixed-use projects with new retail and restaurants, and a new Town Center. Planned developments will create new

housing and recreation opportunities throughout the city as well as an increase in public spaces.

### ***Competitive Assessment***

- The city of South Fulton’s leadership and steering committee has identified six jurisdictions in the Atlanta Metro Area as “peer localities”: Douglasville, College Park, Union City, Sandy Springs, Stonecrest, and Coweta County.
- All of these localities gained jobs between 2013 and 2017, with employment growing at rates that mostly ranged from 4.7 percent to 17.2 percent. The city of South Fulton experienced 14.4 percent growth in jobs over the same period. The exception to this trend is Union City, which increased jobs by 51.9 percent between 2013 and 2017. This large percentage gain is due to a low base number of employees in 2013 and the addition of several new large warehouse/distribution facilities added in recent years in Union City.
- In Sandy Springs, the health care and social assistance industry accounts for over 20 percent and was also one of the two fastest growing job sectors in the City, with the finance and insurance adding 2,719 (20.9%) more jobs. Coweta County’s industry mix is similarly diverse: no one sector accounts for more than 15 percent of jobs. Wholesale Trade is the top job-creating sector in Douglasville (adding 941 jobs) and in Union City, which added 2,002 new jobs in this sector, representing a 275 percent growth. In College Park, the management of companies and enterprises added 1,530 new jobs. In the city of South Fulton, administration & support, waste management and remediation, health care and social assistance and manufacturing added a similar number of jobs (over 1,300 each), with administration & support, waste management and remediation showing the fastest rate of growth at 74.2 percent.
- The city of South Fulton’s peer localities enjoy a range of economic development support. In some places, such as Union City, state-level programs (notably the Georgia State Opportunity Zone tax credit program) account for the majority of economic incentives available to businesses; others, such as College Park and Sandy Springs, offer more robust incentive programs through local economic development departments or authorities. Most municipalities offer some form of site selection assistance, though the range and type of that assistance varies. The availability of bond financing through a local or county development authority is also a point of commonality.

## COMMUNITY INPUT

Community input regarding the strengths, weaknesses, opportunities, and threats is critical to understanding the existing economic conditions facing the city of South Fulton and served as a guide for developing economic development recommendations for the city. Community input was obtained from residents and businesses. A resident survey yielded 664 responses. Businesses responded to a survey or participated in an interview. Between the two methods, BAE collected 111 responses for business owners or representatives. Finally, resident and business input were also collected from three focus group sessions and three SWOT analysis sessions.

### **Resident Input**

The resident survey was designed and developed with input from city of South Fulton staff and the Steering Committee. The resident survey was administered mid-July to mid-September 2019 and made available online through the city's website and at city-sponsored meetings throughout the period. (The resident survey can be found in the Appendix A-25.)

### Resident Survey Results

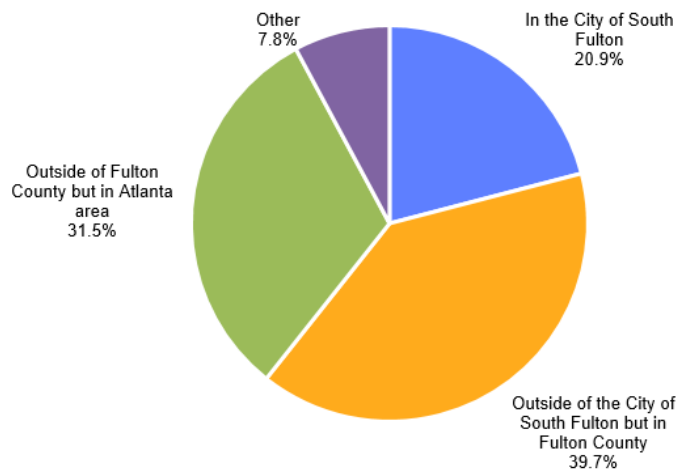
The resident survey received a total of 664 individual responses. The key demographic data of the residential respondents is as follows:

- 72 percent of the residential respondents work outside the city of South Fulton (See Figure 62).
- 69 percent of the respondents are 45 and older with almost 23 percent 65 or older (See Figure 63)
- 67 percent of the respondents have college degrees and/or post-secondary or professional degrees. (See Figure 64)
- 65 percent of the respondents have annual incomes greater than \$75,000. (See Figure 65)
- 55 percent of the respondents have lived in the city of South Fulton boundaries for more than 10 years, and another 6 percent are lifelong residents. (See Figure 66)

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**Figure 62: Resident Survey Respondent Workplace**

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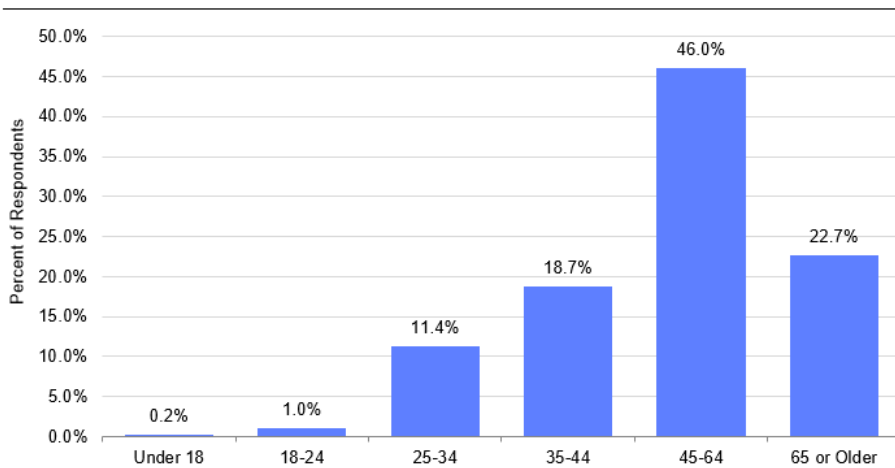
Notes:

Respondents who answered the question = 511

Respondents who skipped the question or for whom it was not applicable = 153

Source: BAE, 2019.

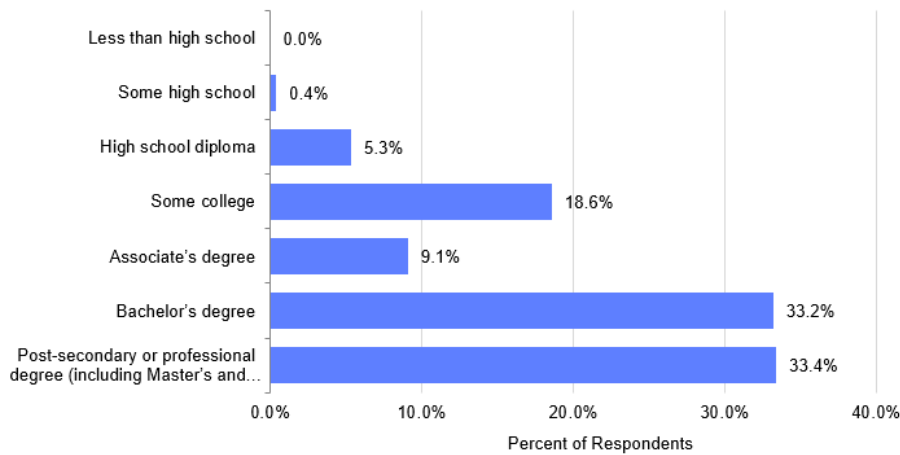
**Figure 63: Resident Survey Respondent Age**



Notes:  
Survey takers who answered the question = 502  
Survey takers who skipped the question = 162

Source: BAE, 2019.

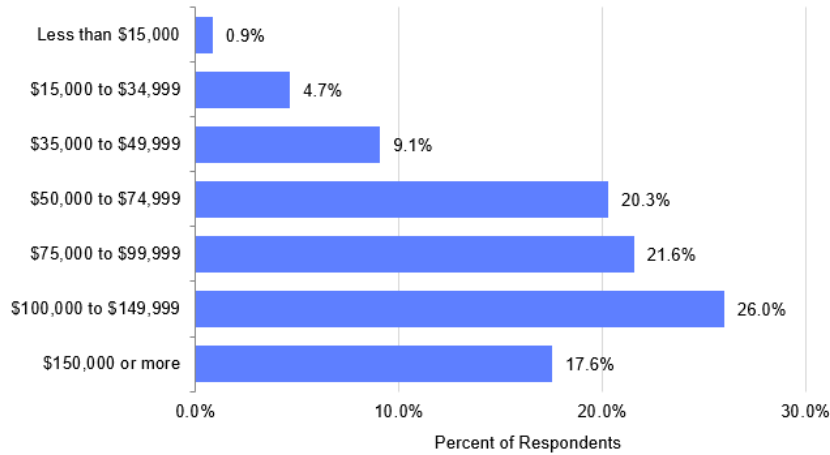
**Figure 64: Resident Survey Respondent Educational Level**



Notes:  
Survey takers who answered the question = 506  
Survey takers who skipped the question = 158

Source: BAE, 2019.

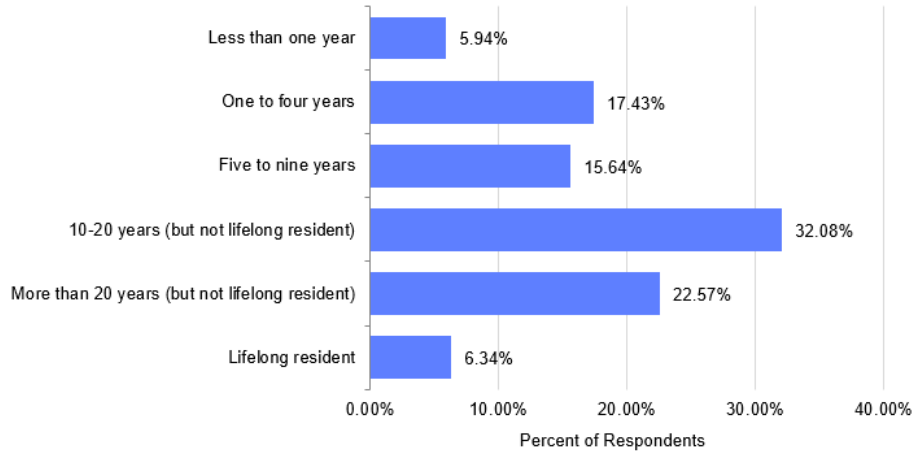
**Figure 65: Resident Survey Respondent Annual Income Level**



Notes:  
Survey takers who answered the question = 473  
Survey takers who skipped the question = 191

Source: BAE, 2019.

**Figure 66: Resident Survey Respondent Tenure in the City of South Fulton**

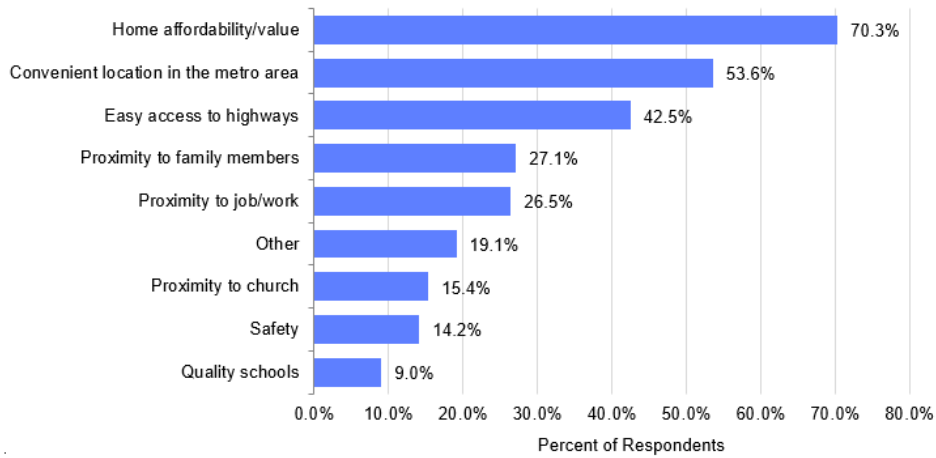


Notes:  
Survey takers who answered the question = 505  
Survey takers who skipped the question = 159

Source: BAE, 2019.

As shown in Figure 67 the main reason resident respondents cited for living in the city of South Fulton is the affordability and value proposition of its housing.

**Figure 67: Resident Survey Respondent Reasons for Living in the City of South Fulton**



Notes:  
Respondents were instructed to select all responses that apply to them.  
Survey takers who answered the question = 586  
Survey takers who skipped the question = 78

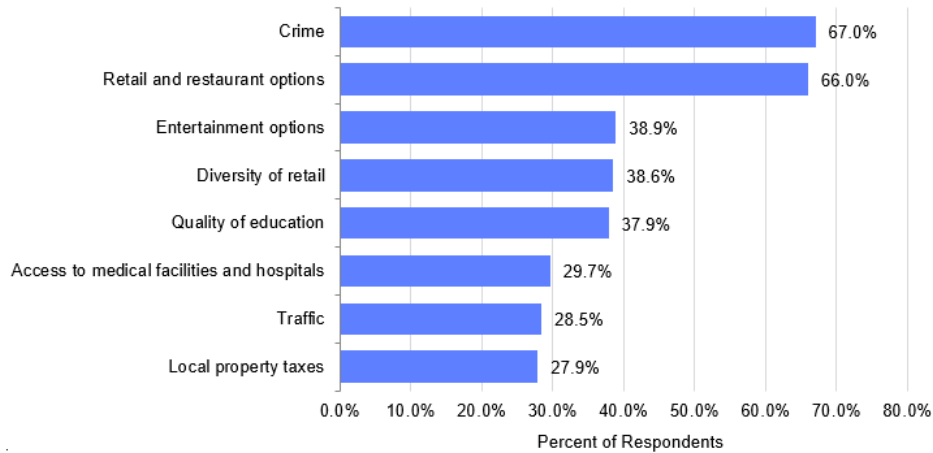
Source: BAE, 2019.

Their top responses for the city's assets among resident respondents are:

1. Location
2. Housing affordability
3. People/Community
4. Green space
5. Potential

As shown in Figure 68, for resident survey respondents crime or the perception of crime is perceived to be the most significant challenge for the city, followed very closely by lack of retail and restaurant options.

**Figure 68: Resident Survey Respondent – City of South Fulton’s Significant Challenges**



Notes:  
Respondents were instructed to select up to three responses that apply to them.  
Survey takers who answered the question = 573  
Survey takers who skipped the question = 91

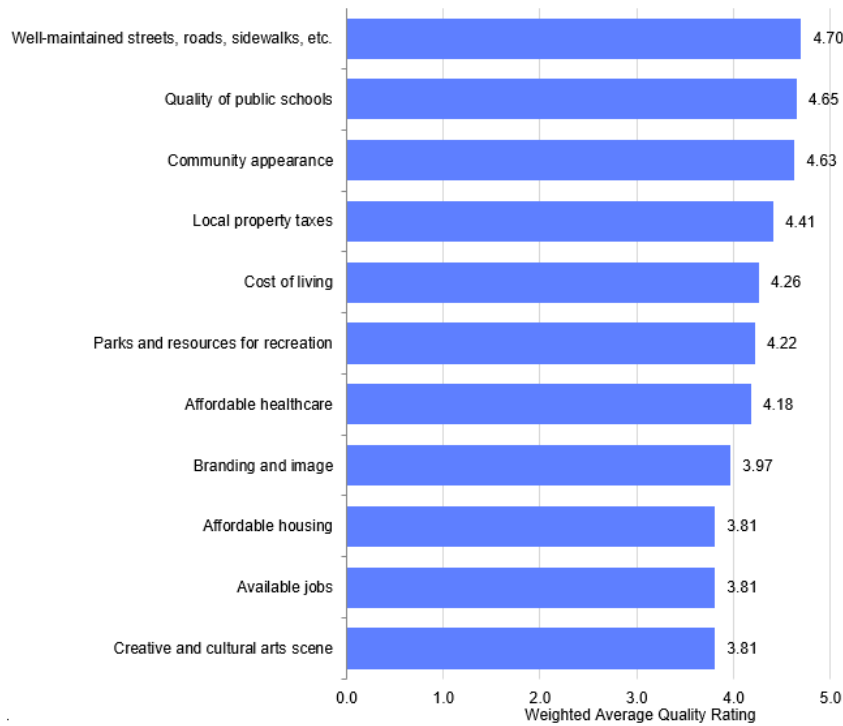
Source: BAE, 2019.



As shown in Figure 69, respondents believe that the following factors will contribute to vibrant community and economic growth for a city:

- Well maintained streets, roads, and sidewalks
- High quality public schools
- Good community appearance (overall)
- Lower taxes, cost of living
- Parks and recreation resources

**Figure 69: Resident Survey Respondent - Factors Make for a Vibrant, Economically Strong City**

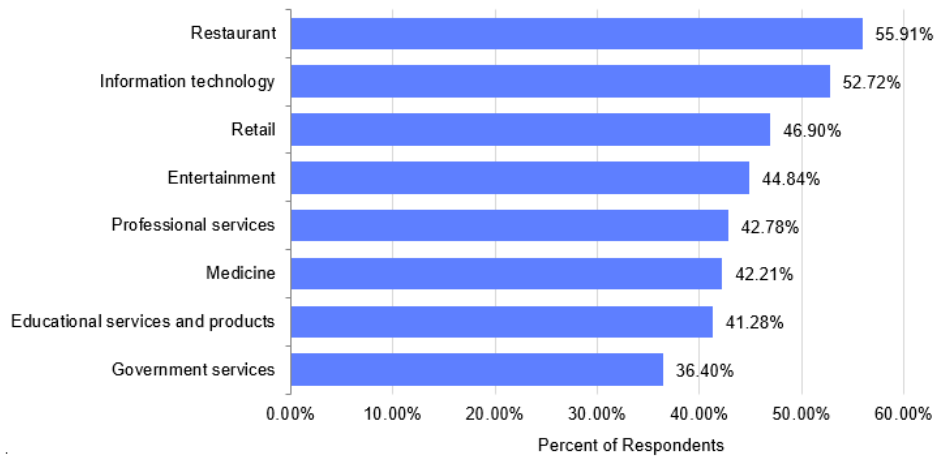


Notes:  
 Respondents were asked to rate each factor from 1 ("Not Important") to 5 ("Extremely Important"). This figure shows the weighted average of respondents' numerical ratings for each factor.  
 Survey takers who answered the question = 563  
 Survey takers who skipped the question = 101

Source: BAE, 2019.

As shown in Figure 70, the most desired employers were Restaurant, Information Technology, and Retail. The choice of restaurant and retail here may be misleading as it is probably more reflective of a strong desire among respondents for more restaurants and retail within the city of South Fulton, than for the jobs associated with them. Many respondents also indicated that medicine and professional services jobs are highly desired.

**Figure 70: Resident Survey Respondent - Desired Employers in the City of South Fulton**

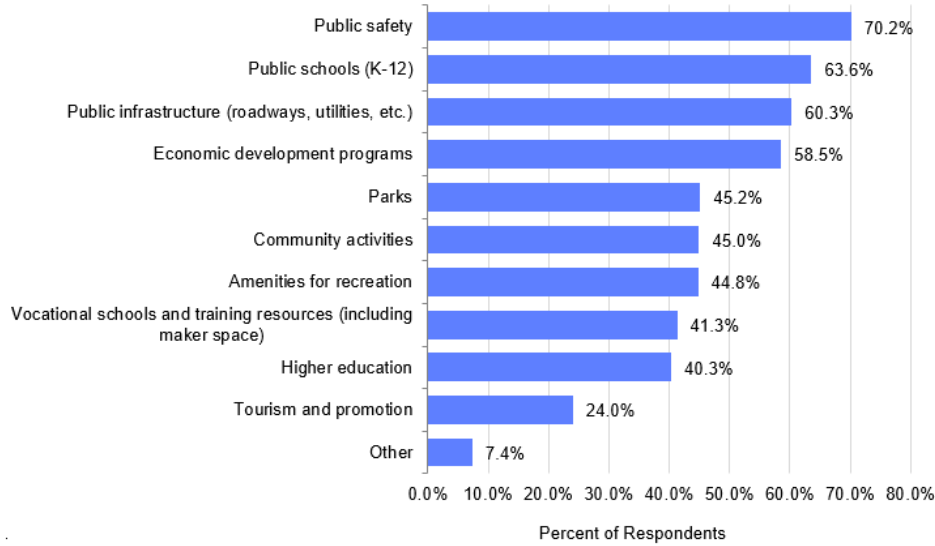


Notes:  
 Respondents were instructed to select up to five responses that apply to them.  
 Survey takers who answered the question = 533  
 Survey takers who skipped the question = 131

Source: BAE, 2019.

In response to a question about what investments the city of South Fulton should be making, the largest number of resident survey respondents chose public safety (See Figure 71). Other areas with a large number of responses include public schools (which are managed by Fulton County), public infrastructure including roadways and utilities, and economic development programs.

**Figure 71: Resident Survey Respondent - Suggested Investments for City**

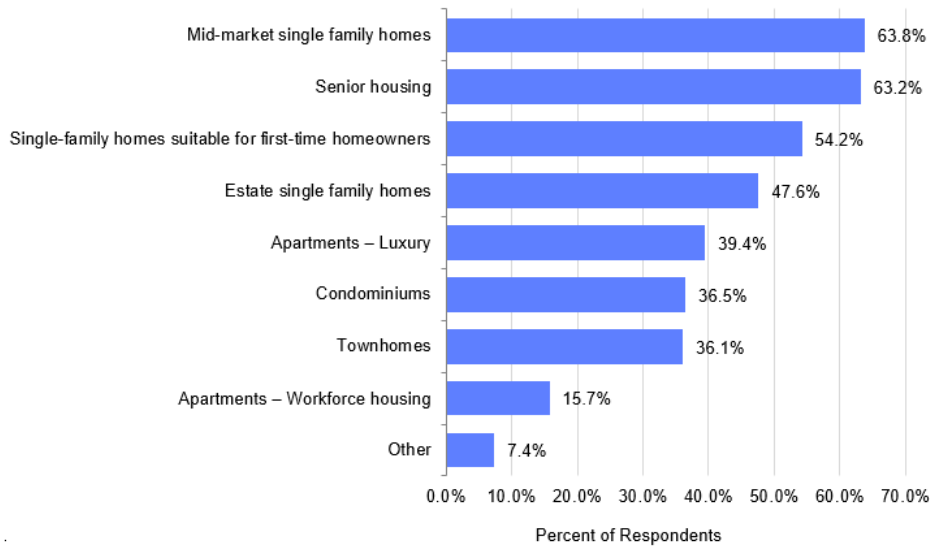


Notes:  
 Respondents were instructed to select up to five responses that apply to them.  
 Survey takers who answered the question = 516  
 Survey takers who skipped the question = 148

Source: BAE, 2019.

As shown in Figure 72, when asked what types of housing is needed, mid-market single-family homes and senior housing top the list for housing needs in the city. The responses to these questions may be influenced by the age of the population sample that responded to the survey. Three of the four top responses are different types of single-family homes, which are more typically occupied by older residents. The other type of housing respondents strongly indicate is needed is senior housing.

**Figure 72: Resident Survey Respondent - Housing Needs in City of the South Fulton**



**Notes:**

Respondents were instructed to select all responses that apply to them.

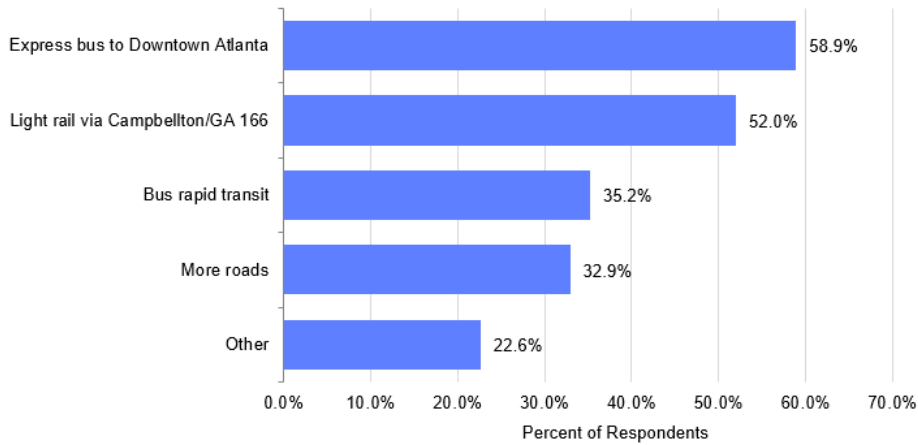
Survey takers who answered the question = 502

Survey takers who skipped the question = 162

Source: BAE, 2019.

The resident survey included a question about what types of transportation improvement are needed in the city of South Fulton. As shown in Figure 73, express bus service to downtown Atlanta from the city of South Fulton tops the list of desired transportation improvements, followed by light rail via Campbellton/GA 166.

**Figure 73: Resident Survey Respondent - Transportation Improvement Needs**



Notes:  
Respondents were instructed to select all responses that apply to them.  
Survey takers who answered the question = 477  
Survey takers who skipped the question = 187

Source: BAE, 2019.

## Business Input

Business input for the economic development strategic plan was gathered through surveys (both a long and short version) as well as interviews with business owners and representatives. A total of 111 business owners or representatives provided input through one of these two methods. Input from these methods is summarized in the sections below.

### ***Business Surveys***

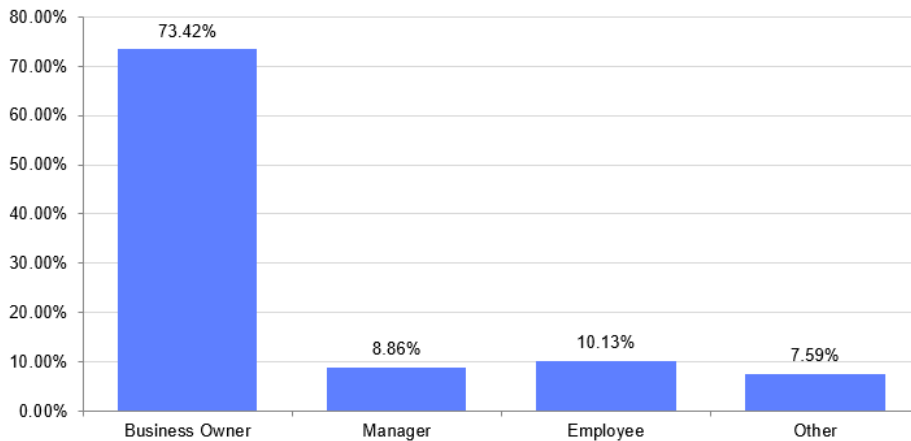
The two business surveys administered received a total of 90 responses. The combined responses to the surveys are summarized below.

As shown in Figure 74, more than 74 percent of the respondents are business owners. About 19 percent are either managers or employees of a city of South Fulton business.

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**Figure 74: Business Survey Respondents – Number by Role at Company**

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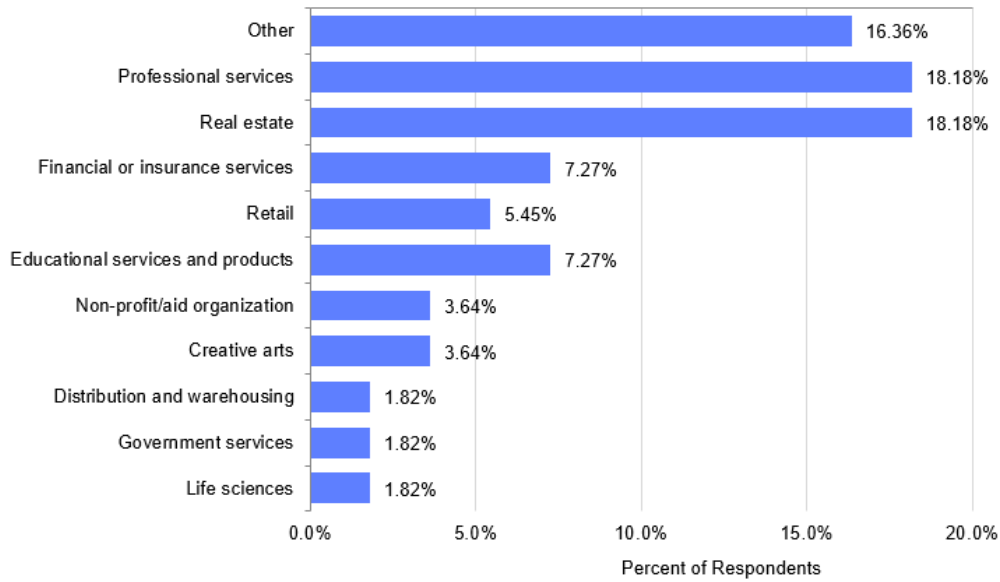


Note: Respondents were instructed to select all responses that apply to them.

Source: BAE, 2019.

As shown as Figure 76 the largest blocks of respondents to the business survey worked in professional services or real estate, more than 36 percent of total. Several respondents checked “other” and other could mean anything from tire recycling to landscape services and agriculture. None of the individual “other” industries totaled up to a meaningful number for survey analysis.

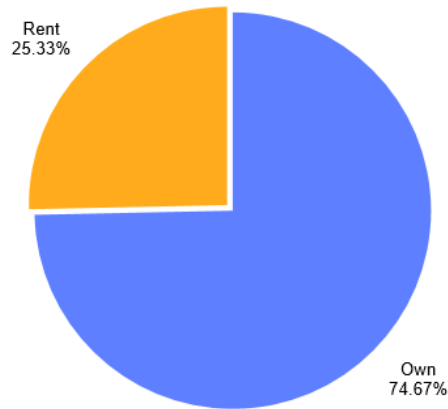
**Figure 75: Business Survey Respondents' Primary Industries**



Source: BAE, 2019.

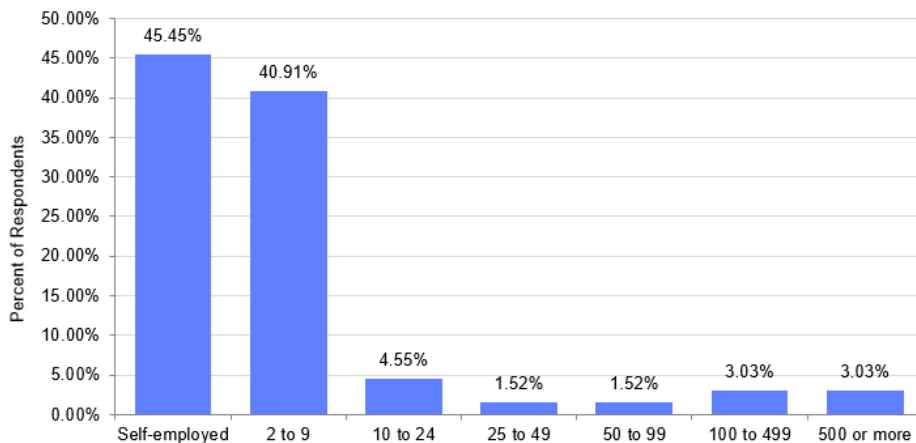
Most of the business survey respondents, nearly 75 percent, own the property where their business is located, as shown in Figure 76 below. This is not surprising given the large percentage of respondents that identify as self-employed, as shown in Figure 77. Of the businesses responding to the survey, most (more than 86 percent) have nine or fewer employees, as shown in Figure 77.

**Figure 76: Business Survey Respondents – Rent or Own Business Location?**



Source: BAE, 2019.

**Figure 77: Business Survey Respondents - Number of Workers in the Business**



Source: BAE, 2019.

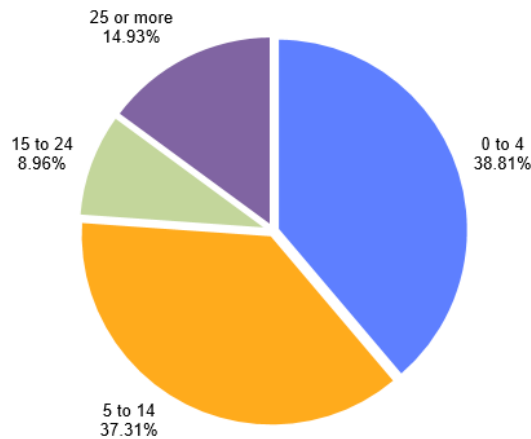


Most of the business survey respondents represent businesses that have operated less than 15 years, as shown in Figure 78. The largest block of survey respondents, 38.8 percent, represented businesses with less than four years of tenure in the city of South Fulton. The next largest block of businesses responding to the survey have operated between five and 14 years.

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**Figure 78: Business Survey Respondents - Number of Years Businesses Has Operated in the City of South Fulton**

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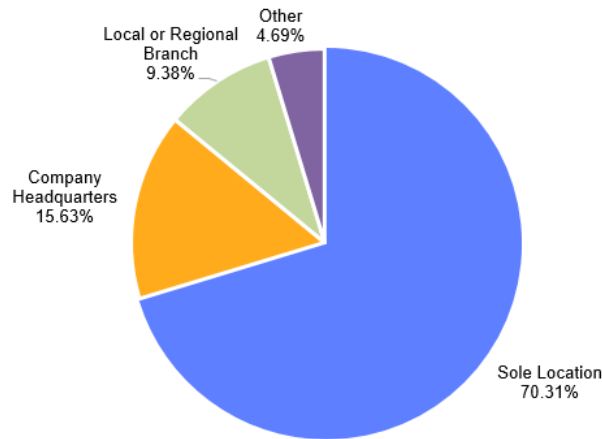
Source: BAE, 2019.

As shown in Figure 79, most of the business survey respondents represented businesses with just one location, in the city of South Fulton. Another 16 percent of responding businesses had more than one location but called their city of South Fulton location the company headquarters.

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**Figure 79: Business Survey Respondents - By Type of Operation in the City of South Fulton**

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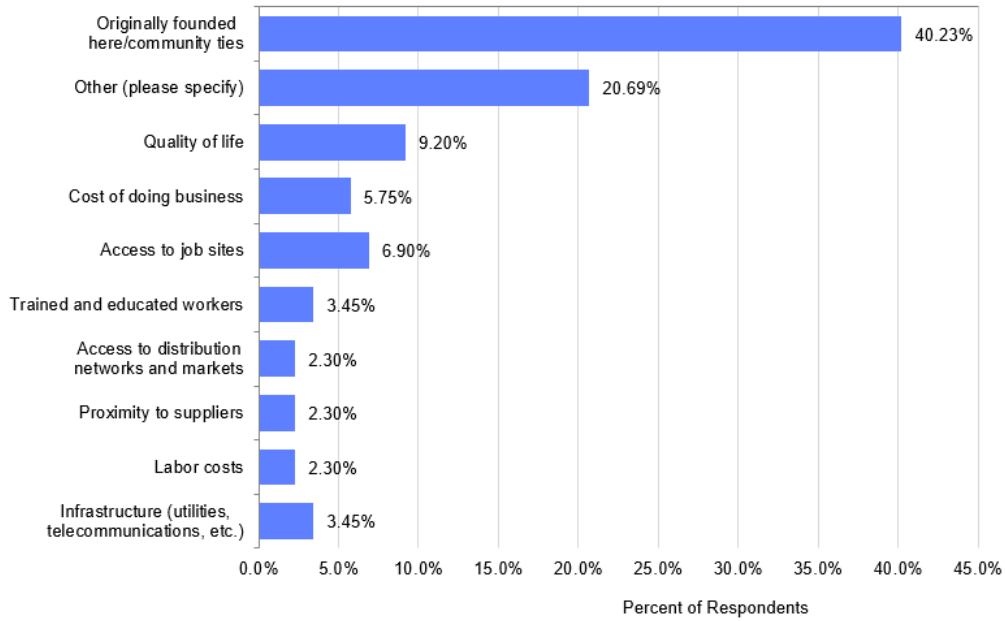


Source: BAE, 2019.

Sho

In reply to a question asking why the business respondents located their business in the city of South Fulton, many (40.2 percent) said that the business was originally founded in the city and/or they had community ties there, as shown in Figure 80. A significant percentage (more than nine percent) cited “quality of life” as the primary reason their businesses are located in the city of South Fulton.

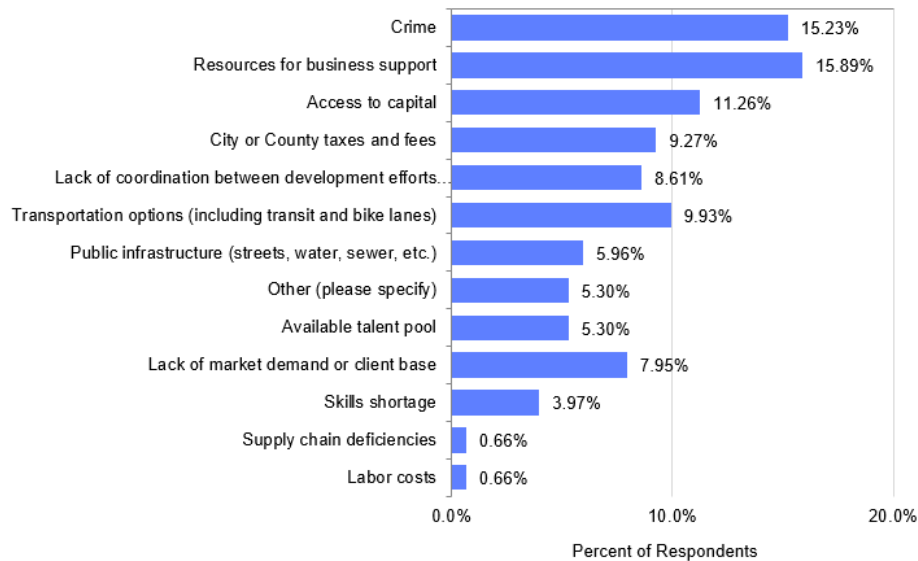
**Figure 80: Business Survey Respondents – Why is Business Located in the City of South Fulton?**



Note: Respondents were instructed to select all responses that apply to them.  
Source: BAE, 2019.

As shown in Figure 81, the responding businesses consider the primary challenges city of South Fulton businesses face to be 1) resources for business support, 2) crime, and 3) access to capital. Other challenges indicated by a significant number of respondents include limited transportation options and city and county taxes and fees.

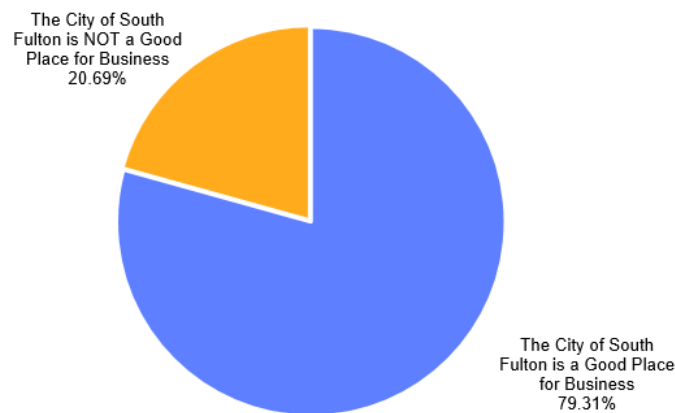
**Figure 81: Business Survey Respondents - Primary Challenges Facing Businesses in the City of South Fulton**



Note: Respondents were instructed to select all responses that apply to them.  
Source: BAE, 2019.

Despite the challenges noted by business survey respondents, most, nearly 80 percent, indicated that the city of South Fulton is a “good place for business,” as shown in Figure 82

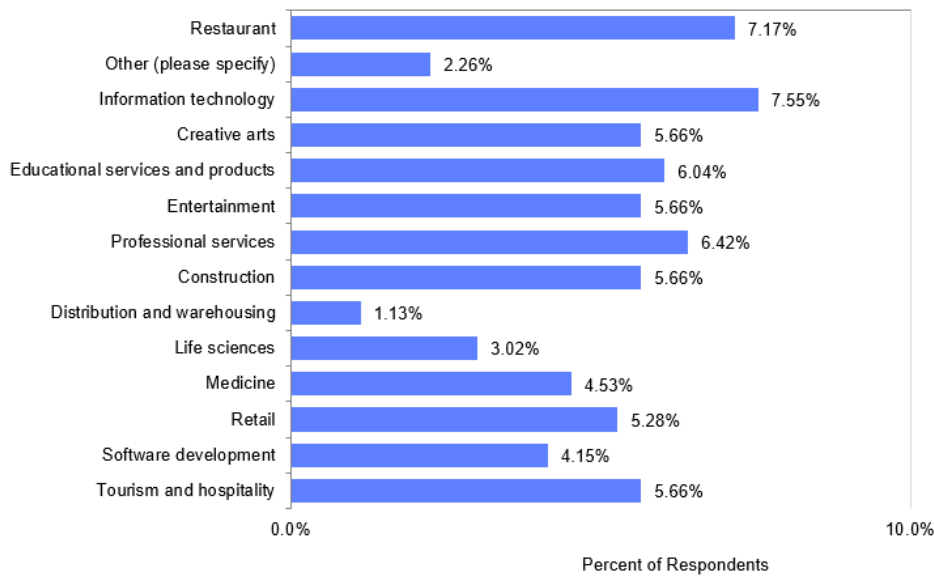
**Figure 82: Business Survey Respondents – Is the City of South Fulton a Good Place for Business?**



Source: BAE, 2019.

When asked what types of businesses the city of South Fulton should work to attract, business respondents picked a broad mix of business types, as shown in Figure 83 below. The types of businesses the business survey respondents picked most frequently included information technology, followed by restaurants, professional services, and educational services and products. The reason why restaurants is near the top of the list as most desired by the business respondents is similar to resident survey respondents—that many in the city of South Fulton community believe there are not enough quality restaurants in the city. The business respondents certainly know that wages in the restaurant industry are not usually family-supporting, but they so much want to see more restaurant options, it affects the response to this question, as it does in the resident survey.

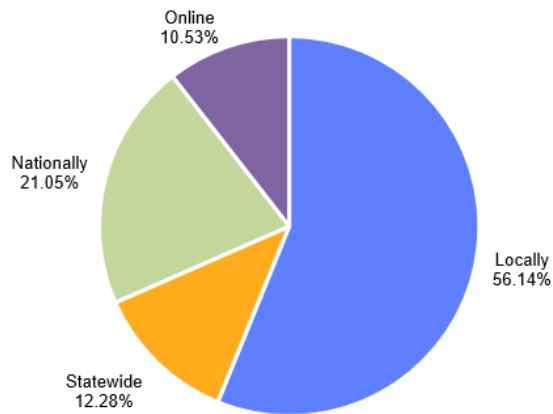
**Figure 83: Business Survey Respondents – Business Types the City of South Fulton Should Try to Attract**



Note: Respondents were instructed to select all responses that apply to them.  
 Source: BAE, 2019.

As shown in Figure 84, when asked where most of the responding businesses' business activity occurs, the majority of respondents, more than 56 percent, indicated that most of their business activity occurs locally as opposed to statewide, nationally or online.

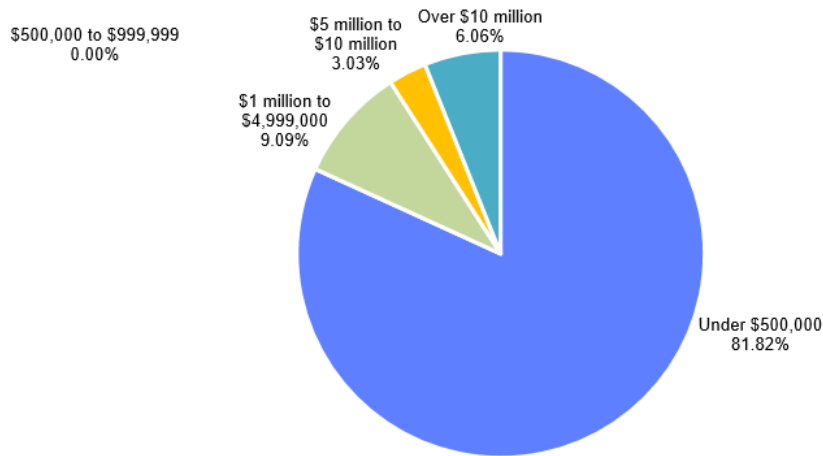
**Figure 84: Business Survey Respondents - Where Does Most of Business Activity Occur?**



Source: BAE, 2019.

Annual net revenues for most the business survey respondents (nearly 82 percent) are less than \$500,000, as shown below in Figure 85. Another nine percent indicate that their annual net revenues are between 1 million and \$5 million, with none reporting revenues between \$500,000 and \$999,999.

**Figure 85: Business Survey Respondents - Approximate Annual Net Revenues**



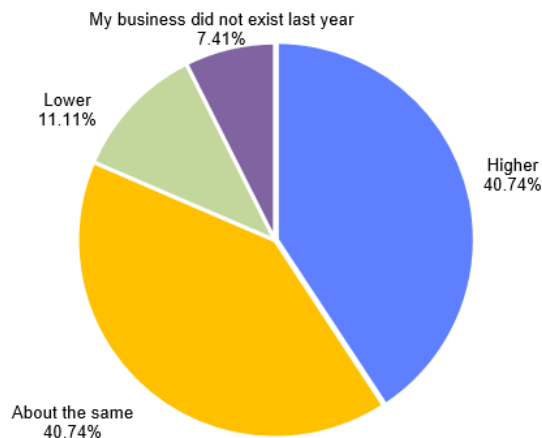
Source: BAE, 2019.

Most of the businesses surveyed have revenues either about the same or higher than their revenues in the past year. As shown in Figure 86, more than 80 percent of business respondents checked either higher revenues than last year or about the same. This is consistent with a generally healthy economy in the Atlanta region and the country as a whole. Just 11 percent indicated that their revenues are lower than they were in the past year.

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**Figure 86: Business Survey Respondents - Revenues This Year Versus Same Time Last Year**

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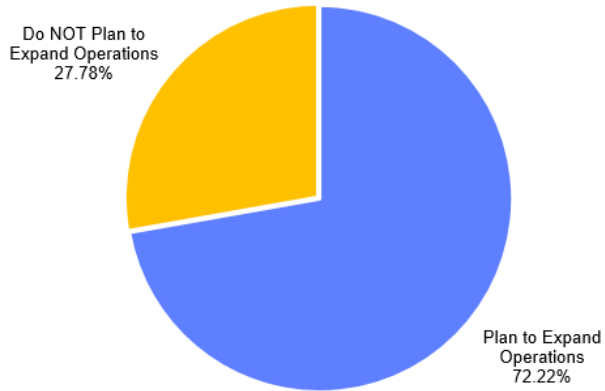
Source: BAE, 2019.

Strong or stable business revenues often result in business expansion and that appears to be a likely direction for the business survey respondents. As shown in Figure 87 more than 72 percent of the businesses participating in the survey indicate they plan to expand within the next two years. The business respondents that say they will likely expand indicate that expansion will take place by adding more employees, as shown in Figure 88.

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**Figure 87: Business Survey Respondents - Business Expansion Plans for the Next Two Years**

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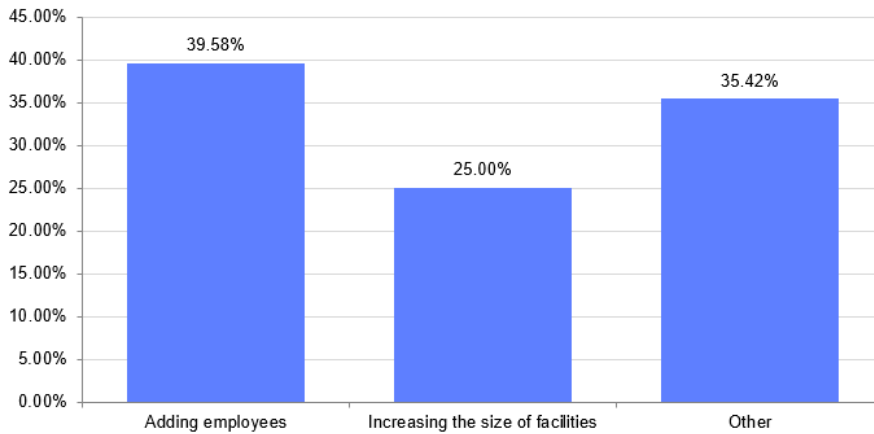


Source: BAE, 2019.

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**Figure 88: Business Survey Respondents - Business Expansion Plans**

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Source: BAE, 2019.

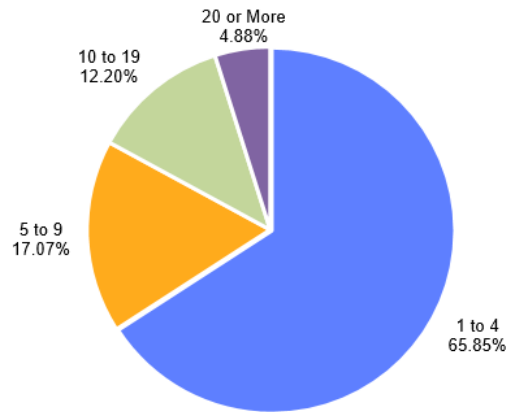


Of the businesses that plan to add employees the numbers are fairly modest. Most of the businesses (about 65 percent) would add one to four employees, as shown in Figure 89. Just over 17 percent say they would add five to nine employees.

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**Figure 89: Business Survey Respondents - Number of Employees Respondents Anticipate Adding to Their Businesses**

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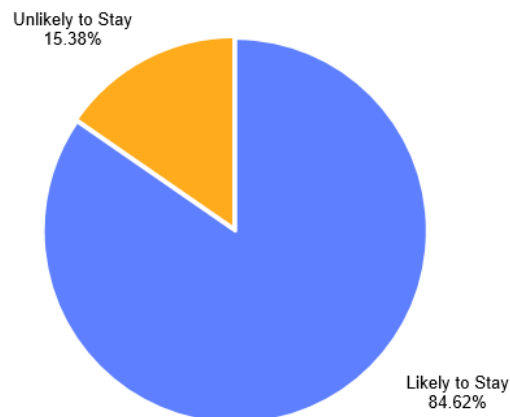
Source: BAE, 2019.

Finally, businesses were asked how likely they are to stay in the city of South Fulton for the next five years. As shown in Figure 90 below, the vast majority of respondents, about 85 percent, indicate they plan to stay where they are, which demonstrates general satisfaction with operating their businesses in the city of South Fulton.

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**Figure 90: Business Respondents - Likelihood of Staying in the City of South Fulton for the Next Five Years**

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Source: BAE, 2019.

### ***Business Interviews***

As part of the economic development strategic plan process in the time frame of May through November, 27 business owners or representative were interviewed either in-person or by telephone. A summary of some of the key findings from those interviews is provided below.

- Business representatives interviewed most frequently identified the following as top assets or strengths for the city of South Fulton for business:
  - Proximity to airport
  - Access to interstates
  - Convenient location within Atlanta metropolitan area
  - Most undeveloped land in the Atlanta region
  - Strong business organization and Community Improvement Districts (CIDs)
  - Opportunities for redevelopment in certain areas.
  
- Business representatives interviewed most frequently identified the following as challenges (weaknesses or threats) that need to be addressed to move the city of South Fulton's economic development agenda forward:
  - Roadside trash, debris lack of cleanliness and upkeep of commercial corridors
  - Crime or perception of crime, especially theft
  - Current zoning does not always support business development or growth
  - Uneven code enforcement over the years
  - General beautification of landscaping, right-of-way is needed for CIDs)
  - Lack of regional coordination with neighboring cities, particularly College Park and Union City
  - Lack of restaurants and hotels in the city of South Fulton
  - Lack of a regional transportation and transit strategy
  - Lack of space (i.e., co-working or incubator) and resources for new and growing businesses and entrepreneurs
  - Lack of workforce training programs for some job types (e.g., forklift operators)
  - Vacant or poorly maintained buildings in certain areas.
  
- Some noteworthy observations from business interviews include the following:
  - Real estate industry representatives note that most of their business activity in the city of South Fulton results from existing business expansion or contraction
  - Real estate industry representatives note that most of the businesses renting or owning commercial real estate are regional companies as opposed to national companies
  - Wide agreement among nearly all business interviewees that logistics, distribution, and light manufacturing/assembly are the strongest industry sectors in the city of South Fulton and that more professional services and technology businesses are needed, as well as more restaurants and quality retail, especially grocery stores

- Theft can be a challenge in some retail areas in the city, but businesses and business associations can do a better job preparing for and preventing it.

## **Focus Groups and SWOT Analysis Sessions**

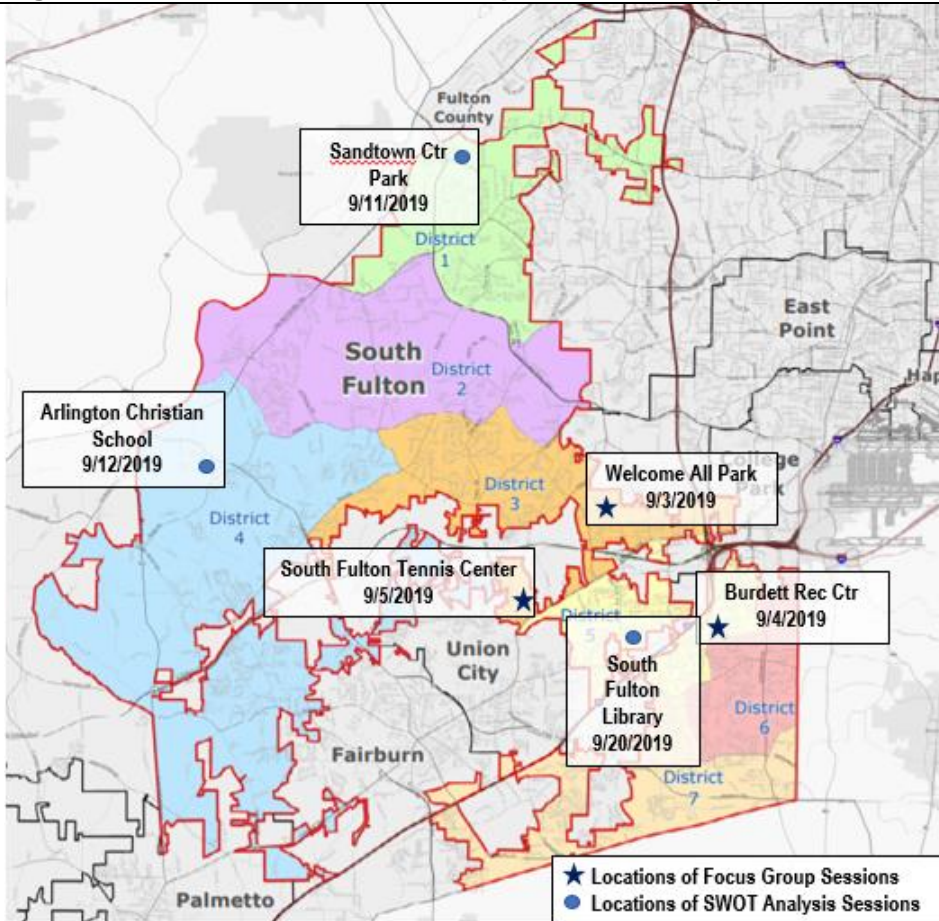
In September 2019, the city of South Fulton hosted six community input sessions to provide opportunities for both residents and businesses to directly weigh in on what is most important to address in the economic development strategic plan. These sessions were open to the public and a notice of the meeting schedule was posted on the city's website and in community newsletters several weeks in advance. In order to maximize participation, the three focus group meetings and the three SWOT Analysis Sessions took place across the geography of the city of South Fulton. A summary of the results of each type of session is provided below.

### ***Focus Groups***

Three focus groups were held in the city of South Fulton in September 2019 for the purpose of obtaining community input on the economic development strategic plan. These sessions were attended by both residents and representatives of local businesses. (The location of these sessions is illustrated in Figure 91 below.) The schedule of the focus groups was as follows:

- September 3 – Welcome All Park (27 attendees)
- September 4 – Burdett Community Center (8 attendees)
- September 5 – South Fulton Tennis Center (24 attendees)

**Figure 91: Locations of Focus Group & SWOT Analysis Sessions**



Source: BAE, 2019

The focus group sessions, led by a member of the consulting team with assistance from city staff, were conducted as open discussions actively encouraging candid input from attendees. Leading questions were developed with the existing conditions assessment and survey results to date. Questions posed to the assembled group included:

1. What are the city of South Fulton's strengths?
2. What are the city of South Fulton's greatest challenges?
3. What type of businesses/employers would you like to see in the city of South Fulton?
4. What types of retail and/or restaurants would you like to see in the city?

The discussion at each focus group meeting varied somewhat by the geographic location of the session but there were some common themes across all. Strengths noted at each of the three focus groups included:

- Good location in the metropolitan area
- Good access to Atlanta Hartsfield International Airport (ATL)
- Affordable homes

- Green spaces and parks (sometimes referred to as “country living in the city”)
- Strong sense of community
- Rich African American culture

Common challenges discussed at the focus groups included:

- Crime
- City appearance
- Not enough retail, especially grocery stores
- Lack of sit-down restaurants
- Too much fast food (especially along Old National)
- Land use/zoning policy
- Too few housing types

In response to the question about what is needed in the city of South Fulton, common themes at each focus group session included:

- More businesses with family-supporting wages
- Hospital or health center
- Sit-down restaurants, both casual and higher end
- More grocery stores
- Pet stores
- Entertainment venues

### ***SWOT Analysis Sessions***

After the focus groups sessions were completed, the city hosted three SWOT analysis sessions. The purpose of these sessions was to provide an opportunity for resident and business representative attendees to review strengths, weaknesses, opportunities, and threats (SWOTs) identified through the focus groups and survey results to date and prioritize their importance. For each session City staff prepared listings of the primary SWOTs that were noted in the focus groups and in survey responses, posted these to the wall and allowed attendees to “vote” on which were most important in their respective categories. Staff and consultants present at these sessions emphasized there was no right answer on the votes and that the point was to get input from the attendees on what are the most important strengths and opportunities to capitalize on as well as the most critical weaknesses and threats to address. Attendees were also invited to add SWOTs they felt were missing from the lists.

Once the SWOT analysis sessions were complete, the votes were tallied. The results from the compilation are listed below.

Top **strengths** of the city South Fulton identified:

1. Proximity to airport
2. Home affordability

3. Convenient location
4. Good community/good people
5. Nature, green, country living in the city
6. Good community engagement

Main **weaknesses** of the city of South Fulton identified:

1. Too many warehouses vs. other types of businesses
2. Crime issues (whether real or perceived)
3. Limited access to medical care; no hospital
4. Lack of quality restaurants
5. Lack of diversity of retail
6. Land use policy and zoning

Top **opportunities** for the city of South Fulton identified:

1. New town center-hub
2. Lots of potential for new restaurants
3. Lots of land available for development
4. Farms/farmers market
5. Expansion of entertainment options
6. Home-based businesses, co-working

Main **threats** of the city of South Fulton identified:

1. Crime, perception of crime
2. Quality of schools
3. Trash, debris along roadside
4. Loss/leakage of restaurant and retail business to region
5. Limited public transportation options
6. Limited housing types

## Key Findings

The range of comments and responses were consistent between residents and businesses, providing specific guidance as recommendations were developed. Key findings from the community input include:

- Residents and businesses identified the proximity to Hartsfield-Jackson Airport as the main strength of the city, as well its proximity to Atlanta
- The strength of the community and active engagement of residents was also considered an asset to the City
- Residents and business were critical of the number of warehouses in the city of South Fulton, especially compared to the lack of other kinds of businesses
- Crime was a common theme among weaknesses identified by both residents and businesses, in terms of both the physical presence of crime and as a potential threat to the reputation of the city. Most recognized that crime issue may perception versus reality.
- The new town center-hub is seen as a top opportunity for the city
- In general, businesses and residents see great potential for new development based on the availability of land
- Restaurants are seen as a particularly viable opportunity for the city, as the city currently lacks the kinds of restaurants residents would like to see and also because of the strength of the farming industry in the city.

# ACTION PLAN: RECOMMENDATIONS

The action plan provided below is designed to maximize the city of South Fulton's economic potential allowing the city to be more competitive in the region and beyond. The action plan includes both program and practice recommendations and site-specific recommendations for the Economic Opportunity Focus Areas summarized above. The actions proposed build on the identified strengths and will enable the city to capitalize on opportunities. The plan also addresses the identified weaknesses and lays out strategies to mitigate possible threats. The lead party is identified for each item, as well as other parties that may provide assistance. The suggested timing for implementation is also estimated. Timing is either short-term (within 18 months), or medium-term (18 months to three years), or long-term, (three years and beyond). More specific time frames for the actions are noted when possible.

## Program and Practice Recommendations

### *Expand Marketing and Promotion of the City's Business Assets and Development Potential*

From the economic and demographic analysis and the community input from residents and businesses, it is clear that the city of South Fulton has many notable strengths and opportunities ranging from its convenient location near the world's busiest airport and major highways to affordable quality homes to ample land available for development and redevelopment. As a young city, just incorporated in 2017, many are still unaware of what the city of South Fulton has to offer. Suggested specific actions to broaden awareness of community's strengths and potential include:

1. **Conduct a focused marketing campaign to introduce the city of South Fulton to the region and beyond.**

**Party:** Department of Economic Development with guidance from marketing specialists, as well as the Office of Communications and External Affairs.

**Timing:** Immediate short-term blitz of positive messaging and ongoing frequent updates highlighting accomplishments.

The city should consider developing messaging about the adoption of the Economic Development Strategic Plan, the establishment of National Main Street Programs and generally providing updates and announcements of new economic development programs and initiatives and new development projects. Messaging can be executed via the city's website, social media (i.e., Facebook, Twitter), email blasts, links from the South Fulton Chamber of Commerce, Aerotropolis Atlanta CIDs, other associations/organizations' websites, radio or local television spots (features not ads when possible), and in print.



2. **Perform direct outreach at business association meetings, events, receptions, etc.**

**Party:** Director of the Department of Economic Development, and staff.

**Timing:** Immediate and ongoing.

The Department of Economic Development must continue to participate in as many Chamber of Commerce and other business association meetings and events (including ones involving businesses associated with the airport) as possible. It is best to get on the agenda to present updates, especially good news, directly.

3. **Host business networking events with time for short presentations about new economic development initiatives and programs.**

**Party:** The City of South Fulton - Department of Economic Development as lead agency.

**Timing:** Short-term, immediate, and ongoing.

These could be one off business networking events, such as the Business Showcase held in September at the South Fulton Tennis Center, or a series of networking events sponsored by the City. Ideally, these would be either breakfast or early evening events to maximize attendance.

4. **Launch a special initiative to attract “creative class” workers and residents, many of whom are under 35, to the city of South Fulton.**

**Party:** The City of South Fulton Department of Economic Development as lead agency in conjunction with the South Fulton Chamber and young professional groups in Atlanta Metro area such as the Technology Association of Georgia – Young Leaders, Social Media Club Atlanta, and others.

**Timing:** Short-term, immediate, and ongoing.

This initiative would be aimed at attracting knowledge workers, innovators, and various types of artists to live and work in the city of South Fulton. It could include special programs touring new developments in areas that would be appealing to these young creatives including the Red Oak and Old National Main Street Districts, or featuring a local celebrity, as there are several prominent young creatives, especially in the music and film industries that live in the area. Given the city’s strong African-American heritage, it is appropriate to couple this programming with a marketing campaign to highlight resources and opportunities for African-American young creatives.

***Create or Expand the City's Economic Development Tools, Programs, and Resources to Enable the City of South Fulton To Be More Competitive in the Region***

Since its incorporation in 2017, the city of South Fulton has made considerable progress in establishing programs and tools to incentivize new and expanding businesses to locate in the city of South Fulton. New tools or programs added since the city of South Fulton incorporated as a city include the Freeport Tax Exemption (approved by voters in November 2018) and establishment of the South Fulton Development Authority (adopted by resolution in November 2018). Other suggested changes include:

**1. Establish a Tax Allocation District (TAD) to provide a stream of funding for new development or redevelopment within the designated district.**

**Party:** Department of Economic Development, City Council

**Timing:** Short-term, within 18 months.

The city of South Fulton has the authority to establish a Tax Allocation District (TAD) on up to 10 percent of its tax digest. TADs can provide a stream of funding backed by future property revenues, meaning it is a potentially powerful and useful tool to enable development or redevelopment in the Economic Opportunity Focus Areas described above. Potentially, two TADs could be adopted in the city of South Fulton to cover different geographies up to 10 percent limit as noted.

**2. Implement Main Street Programs for Red Oak and Old National.**

**Party:** Department of Economic Development with coordination from the Georgia Main Street Program

**Timing:** Short-term, immediate within three to four months and ongoing effort

The City of South Fulton has received a notice of inclusion in the Main Street program for the Red Oak Historic District and Old National. The programs, which will be led by Main Street Managers to be hired, will help revitalize the corridor and assist businesses along the corridors. The Main Street "Transformation Strategies" stress economic vitality, design, promotion, and organization to revitalize historic downtowns and commercial districts.

**3. Create an online site location portal.**

**Party:** Department of Economic Development in coordination with local real estate brokers and developers.

**Timing:** Short- to medium-term, within two years.

An online site location portal can provide information about available commercial buildings for sale or rent, space for rent, as well as vacant land suitable for commercial use. This portal should be easy to access and use and serve as a tool for economic developers and new and/or expanding businesses.

**4. Establish expedited permitting for economic development projects.**

**Party:** City of South Fulton, Department of Economic Development and Permitting Center

**Timing:** Short-term and ongoing

The city of South Fulton should institute expediting permitting for economic development that will result in net new jobs and/or new capital investment in the city. of Economic Development to help navigate the permitting process as necessary. The ombudsman can be a point of contact who can help address questions and concerns as the project progresses.

**5. Develop limited small business financing programs.**

**Party:** Department of Economic Development and South Fulton Economic Development Authority.

**Timing:** Medium- to long-term, likely in three plus years

As the city of South Fulton's economic development program matures, it may prove helpful to enable small business financing directly or via the U.S. Small Business Administration lending programs. This could include façade financing programs in the Main Street areas or other small financing programs. Such funding could serve as a match for any state financing programs as this is sometimes needed or requested.

**6. Support and host workforce development programs.**

**Party:** Department of Economic Development with WorkSource Fulton, Fulton County's workforce development agency.

**Timing:** Immediate, short-term, and ongoing

The city of South Fulton will support the programs of WorkSource Fulton and will help to direct workers and employers to the programs provided by the agency. This would include both the basic career services as well as individualized workforce development services, both offered at the South Fulton Career Center in College Park.

The city also plans to augment workforce development and training programs and resources at its new Small Business Resource Center and Incubator. This could include special training and tailored programs for new and expanding employers.

### ***Prime Existing Businesses in the City of South Fulton for Growth and Expansion***

Economic developers know that most business growth comes from existing businesses rather than the high-profile corporate relocations that grab the headlines. It is important for economic developers to establish strong relationships with existing businesses in the community and stay on the pulse of particular industry trends and markets and any issues or concerns about current locations.

#### **1. Initiate a regular business visit program**

**Party:** The Department of Economic Development with involvement of city administration on occasion.

**Timing:** Short-term, immediate, and ongoing

The city, led by economic staff development, should institute a regular business visit program. Ideally, this should include at least six to eight business visits each month. For larger businesses, those with 50 or more employees, the City Manager or Mayor could also participate in the meeting. This will reinforce the importance of the business to the city of South Fulton. It is important to get a sense of how the business is doing and if they are satisfied where they are or have concerns that might lead them to leave a location. These visits also provide the opportunity for staff to discuss tools, programs, and resources available to the businesses.

#### **2. Fully implement business support programs at the Small Business Resource Center**

**Party:** Department of Economic Development, in conjunction with the Small Business Development Center (SBDC)

**Timing:** Short-term and ongoing

The city is in the process of implementing a business assistance program at the soon to be established Small Business Resource Center. The center will also provide support services to small businesses and entrepreneurs. It can be an auxiliary setting for business counseling and programs provided by the local SBDC (a program of SBA) and SCORE, a 501 (c) 3 non-profit organization (also a resource partner of SBA) with a network of business mentors. The regional SBDC is based in Atlanta at Georgia State University but routinely provides counseling and education sessions at auxiliary locations in the metro area. There is a SCORE chapter in nearby College Park and like SBDC, SCORE volunteers will provide counseling and conduct workshops at other locations to meet the needs of the community.

***Strengthen Partnerships Between the City of South Fulton and the Business Community to Augment Economic Development Effort and Address Community Issues***

By all indications, many businesses and business organization are strong supporters of the city of South Fulton and the effort to grow the local economy. Through the planning process for the economic development strategic plan, especially during the community input period, several business and business organization representatives came forward offering to help advance the city's economic development program. In addition, there are ways that businesses and business organizations can assist the city with addressing issues and concerns (the weaknesses and threats identified in the SWOT process) including crime and trash/cleanliness. Left unaddressed, crime and trash concerns could impede economic development momentum in the city.

**1. Create a business ambassador program.**

**Party:** Department of Economic Development with business/community improvement organizations including the chamber and CIDs

**Timing:** Short-term and ongoing

Enlist business and business association representatives who support the mission of the Department of Economic Development to be available to help with business prospects potentially interested in relocating or expanding operations in the city of South Fulton. The business ambassadors would be available "on call" to reinforce the assets and strengths of the city to prospective businesses. Some of the business ambassadors could provide special insight and guidance to businesses that are in similar industry sectors, such as certain professional services, technology businesses, or manufacturers. The business ambassadors could be representatives of large businesses, such as Georgia Power or Miller Zell, or small businesses of various types or representatives of the business organizations and CIDs.

**2. Host a business appreciation week**

**Party:** Department of Economic Development in lead with other city agencies participating, as well as business ambassadors

**Timing:** Short-term, hold first business appreciation week within 18 months and annually thereafter

The Department of Economic Development should lead a three to four day focused calling initiative on existing businesses in the city of South Fulton annually starting last quarter 2020 or first quarter 2021. This would involve the Office of Economic Development as team leaders with team members from other city agencies as well as the business ambassadors to visit businesses of all sizes to briefly present the city's programs, tools and resources available to businesses and ask if the business has any questions or concerns. The teams all together will call on eight to 10 businesses each day of the business appreciation week. The team leader would need to provide follow-

up to any questions or concerns from business owners. Business appreciation week has been used successfully to establish and/or strengthen relationships between business and government in cities and counties across the country.

**3. Form partnerships between local business organizations and CIDs and the city of South Fulton's Police Department to help address concerns with and perception of crime in neighborhoods and commercial areas.**

**Party:** City of South Fulton, Department of Economic Development working in close conjunction with the Police Department and business organizations.

**Timing:** Short-term and ongoing

The South Fulton Police Department is working hard to reduce crime in all parts of the city. Working with Georgia Tech, the Police Department is in the process of redesigning police beats to better balance police workload among different zones in the city of South Fulton according to population and economic growth. The police beats have not been updated since the 1970s. Recalibration of beats and an increase in the number of police officers will help to balance the workload and ultimately reduce crime. Businesses and business organizations should vocally support these measures and work with the Police Department to form local business-police partnerships to get businesses and property owners to be proactive in taking measures to prevent and reduce crimes, especially opportunity crimes, like theft. These partnerships have worked well in other cities, and the city does plan to have an officer who is responsible for coordinating these business-police partnerships.

**4. Form partnerships with the city and local business organizations and CIDs to address trash and cleanliness issues along commercial corridors.**

**Party:** Department of Economic Development in conjunction with the Department of Public Works with business organizations and CIDs.

**Timing:** Short-term and ongoing

The appearance and cleanliness of any city, especially the commercial corridors, may deter businesses from locating or investing there. Accordingly, there needs to be a special effort in the city of South Fulton to reduce trash and debris, especially in business districts. Though the Department of Public Works is not charged with removing commercial trash, it can assist business organizations with setting up regular voluntary clean-ups (e.g., two to three times per year) in commercial areas and may be able to help provide supplies and follow-up services on a limited basis.

***Work to Attract More High Value Industry including Technology Business, Professional Services, Health Care/Medical Uses, Corporate Headquarters Operations, and Significant Mixed-Use Developments with Much Needed Restaurant and Retail Uses***

While the city of South Fulton and surrounding cities have a significant amount of wholesale trade businesses and jobs—11 percent of the city’s jobs are in this sector— it needs to attract more high value industries, including technology, professional services businesses, health care/medical establishments, advanced manufacturing, corporate headquarters operations, and significant mixed-use developments/redevelopments with restaurants and retail. Restaurants and retail were identified as needs by a large number of survey respondents and attendees at the focus groups and SWOT session. Adding these uses and developments to the city of South Fulton will contribute to the long term sustainability of the local economy. The city needs to go after these types of businesses more proactively, in conjunction with the Georgia Office of Economic Development and other groups.

1. **Aggressively pursue certain targeted industries to locate in the city of South Fulton, using development inducements that could include fee reductions, acceleration of development review, and other incentives authorized by the Redevelopment Powers Act and the Development Authorities Act of the state of Georgia.**

**Party:** Department of Economic Development staff and other city agencies

**Timing:** Short-term and ongoing

This effort should focus on attracting specific targeted businesses and developments include the following:

- Medical and health care facilities – this could include a hospital;
- Corporate headquarters operations – preferably a national or regional operations center of a Fortune 1000 company;
- Advanced manufacturing – defined as manufacturing that uses innovative technology to improve products and processes;
- Development/redevelopment projects in Designated Development Areas - mixed use developments with restaurant, retail, and other uses in high demand in the city of South Fulton.

2. **Participate in programs of local and state technology councils to keep abreast of technology trends in the area and network with technology company principals.**

**Party:** Department of Economic Development staff

**Timing:** Short-term and ongoing

Attend and participate in workshops, meet-ups, receptions and other events sponsored by local and state technology councils including the Technology Association of Georgia and the Technology Leadership Council (part of Metro Atlanta Chamber) and other local technology groups. By participating in such meetings, staff will stay informed of

technology trends in the region and be able to network with the regional tech community to promote the city of South Fulton as a business location.

3. **Participate in joint marketing and business development efforts led by the Georgia Department of Economic Development to attract technology and other businesses.**

**Party:** Department of Economic Development with the Georgia Office of Economic Development

**Timing:** Short-term and ongoing

The Georgia Department of Economic Development engages in marketing and business development efforts nationally and internationally. The state agency provides opportunities for local economic development agencies to participate in these endeavors. This could include participating in local and national trade shows and business organization conferences as an exhibitor as well a chapter and national meetings of real estate site selector organizations, e.g., CoreNet. It is best to work with the state and regional partners to share costs of this type of activity.

***Make Special Effort to Attract Restaurants and Retail Offerings in the City of South Fulton***

In the community input sessions, both residents and businesses strongly voiced a need for more restaurants, particularly sit down restaurants, as well as more quality retail and entertainment offerings. While the jobs associated with these types of businesses do not typically have high wages, having more and better restaurants, retail and entertainment has the potential to improve quality of life for residents and be a positive for businesses, too. While there are measures that can be taken to attract more of these types of businesses, it should be noted that decisions to locate stores and restaurants are often driven by population density, and there are many parts of the city of South Fulton that are not densely populated. With that in mind, suggested actions include:

1. **Take advantage of Main Street marketing and promotion efforts to attract restaurants and retail to the Red Oak Historic District and Old National Districts.**

**Party:** Department of Economic Development and Georgia Main Street

**Timing:** Short-term and ongoing

The Main Street model already includes a business development approach to attracting retail and restaurants, as these are typically located on Main Street commercial areas. The Department of Economic Development can take full advantage of the Main Street toolbox and review and adopt best practices in this area from other Main Streets in Georgia and other parts of the country.

2. **Once plans for significant residential expansion in a given area are approved and population density is set to increase, the city should prepare and deliver pitches to certain retailers (primarily grocers) and restaurants known to be expanding to promote the city of South Fulton as a location.**



**Party:** Department of Economic Development, possibly in conjunction with mixed-use project developers

**Timing:** Short- to medium-term, as needed, and appropriate.

There are a number of potential mixed-use developments proposed in the city of South Fulton in the short- to long-term. As these new developments are approved, economic development staff should prepare and present demographic and economic information, including population projections about the areas, to decisionmakers for new retail and restaurant locations. This type of presentation can be made in a small meeting with one or two decisionmakers or before a group of restaurateurs or retailers at a special forum. This type of pitch has worked well in successfully attracting both grocery stores and restaurants in other cities in the United States, including locations in Prince George's County and Baltimore in Maryland.

### ***Work to Build Convention and Visitor Business in the City of South Fulton***

With its location so close to the Hartsfield-Jackson Atlanta International Airport, the city of South Fulton has potential to develop much more tourism industry, whether it is for convention, meeting, trade show or sports tournament business or to tourists visiting area attractions. In October 2019, the South Fulton Convention and Visitors Bureau was created by resolution to lead the efforts to attract more visitors. The Department of Economic Development should aid in this effort as tourism business helps to diversify and make the local economy more resilient. Suggested actions that could help build tourism and visitor business include:

1. **Attract a hotel from well-known hospitality group (e.g., Marriott, Hilton, IHG, etc.) to the city of South Fulton.**

**Party:** Department of Economic Development, working with South Fulton Convention and Visitors Bureau

**Timing:** Medium- to long-term

Having a hotel with meeting space in the city of South Fulton would help to build more tourism business into the local economy. Additionally, in the business interviews, several business representatives of national companies cited the need for a hotel closer to their operations for company visitors. As with the restaurant and retail attraction strategy above, the Department of Economic Development could work with the CVB to make the case for a new hotel in South Fulton with data, and pitch that to the hotel groups. The demand potential will be clearer once new mixed-use developments are announced and approved, so this action will likely not be needed until the medium-term, in two or more years. There is currently a Fairfield Inn & Suites, of the Marriott Group, on Senoia Road, near I-85, and there are two more hotels planned for that area. Fairburn Hospitality will manage and operate the new hotels, which will represent a necessary increase in quality lodging, and jobs. Nevertheless,

demand for more lodging throughout the city arising from the planned mixed-use developments must be an important consideration for the city.

2. **Help to develop African-American tourism in the city of South Fulton.**

**Party:** CVB as lead with Department of Economic Development support

**Timing:** Start in the short-term and continue to help build more attractions and visitors over the long-term

African- American tourism is growing in popularity across the country. The recently opened National Museum of African American History and Culture in Washington DC, the Harriett Tubman Museum and Educational Center in Maryland (managed by the National Park Service) and new Civil Rights museums in Birmingham, Alabama, Jackson, Mississippi and Memphis, Tennessee have all attracted thousands of visitors, to say nothing of the long-established Martin Luther King, Jr. National Historical Park in Atlanta. The city of South Fulton is home to several African-American Civil Rights leaders including Congressman John Lewis, as well as many other leading African-American entertainment and sports figures. There is great potential to leverage this rich history and develop an African-American attraction or heritage trail in the city of South Fulton and the opportunity to link any attractions to heritage sites in Atlanta. Economic Development can assist the CVB in making the case for new investment in such an attraction which will contribute to local tourism industry and the economy.

***Expand the City of South Fulton's Economic Development Organization***

With the addition of Main Street designated areas and several new programs and initiatives it will be necessary to expand the staff of the Department of Economic Development incrementally over time. Suggested additions to staff and their respective duties are outlined below.

1. **Add one staff person each to serve as Main Street Manager for Red Oak and Old National Main Street districts (two total).**

**Party:** City of South Fulton for the Department of Economic Development

**Timing:** Short-term, immediate (Spring 2020) to coincide with timing of Main Street program establishment

2. **Add one staff person to serve as coordinator for Small Business Resource Center and to provide general assistance with the city's economic development program overall.**

**Party:** City of South Fulton for the Department of Economic Development

**Timing:** Short-term, immediate (Spring 2020) to coincide with opening of the Small Business Resource Center

3. **Add one staff person to focus on marketing, communications, and research in support of the City of South Fulton's economic development program.**

**Party:** City of South Fulton for Department of Economic Development

**Timing:** Medium-term, 18 months to two years

As the Department of Economic Development expands its offerings, it will become necessary to have a staff person responsible for creating marketing materials, preparing presentations, and conducting market research for business prospects. This person would maintain and manage data from multiple sources (i.e., U.S. Census, Esri, Bureau of Labor Statistics, Georgia Department of Labor, etc.). This staff person should be capable of responding to requests for information from prospects, site location consultants, the Georgia Department of Economic Development, and other agencies.

### **Site Specific Recommendations**

Below are site specific recommendations, primarily for the Economic Opportunity Focus Areas described earlier in this report. The timing for these recommendations ranges from short-term to long-term, seven or more years. The potential uses listed in these recommendations are a range of reasonable possibilities given the size and location of the site as well as broad market indicators. In all cases, establishment of a Tax Allocation District (TAD) would greatly increase the odds of development or redevelopment of the Economic Opportunity Focus Areas. As these site specific recommendations are being made, the zoning rewrite now underway will attempt to factor in the possible uses described below to the extent possible in the zoning recommendations that are also being put forward in January 2020.

#### ***Start-up New Main Street Program for Red Oak Historic District***

The city of South Fulton has been notified of the designation of a Main Street area along the Red Oak Historic District. (See Figure 52 for map of the area.) Steps to be taken include:

1. Hire Main Street Manager for district in Spring 2020
2. Implement Main Street Program after Main Street Manager in place

#### ***Start-up New Main Street Program for Old National Highway***

The city of South Fulton has been notified of the designation of a Main Street area along Old National Highway in the city. (See Figures 56, 57, and 58 for the three parts of Old National Highway that make the new Main Street.) Steps to be taken include:

1. Hire Main Street Manager for district (all three parts of Old National as described in Economic Opportunities Focus Area section of this report) in Spring 2020
2. Implement Main Street program after Main Street Manager is in place

***Plan for New Town Center - Camp Creek Parkway and Enon Road***

The city of South Fulton needs to site a permanent city hall within the city limits of the city of South Fulton. The city wishes to make the government offices part of a town center with mixed uses potentially including residential (medium-high density), restaurants, retail, office, and possibly a hotel and conference center. The town center could also include public space suitable for concerts and a farmers market. After reviewing a number of sites for the town center, a 400-acre parcel located along Camp Creek Parkway and Enon Road, that lies in both Council District 2 and District 4, would be the most suitable location for the town center.

This site already has excellent access from Camp Creek Parkway and is reasonably conveniently located to most parts of the city of South Fulton. Additionally, the Wolf Creek Amphitheater is adjacent to the site and there could logically be a link between the two properties. It also features a water amenity, Vandiver Lake, that could be a focal point for the town center.

The Town Center would be a public-private partnership, also known as a P3, that could take five plus years to fully implement. The city would be well advised to bring on an expert in putting together development agreements between government and the private sector for P3s before proceeding. Such an advisor could work to guide the city from start to finish in the planning process. Steps toward implementing the P3 may include, though not be limited to the following:

1. Perform a site assessment on the property to make sure the site can be developed into the range and full list of uses noted above. This will include evaluating soils, and an environmental assessment and other factors. This assessment could be carried out within six to nine months
2. If the site is deemed suitable for the development plan, the city should prepare a market analysis, evaluating alternative development scenarios for the Town Center site from the broad list above to understand better what mix of uses would be most likely to be supported in the market and also meet the desire of the city to establish a new government office center. This analysis could be performed within one year, if not sooner.
3. At this juncture, if all are in agreement that the site offers the potential to accommodate the town center, the city should gain site control, whether that is purchasing or optioning the property. The guidance of a P3 expert would be critical here.
4. Conduct developer workshops that would include detailed, up-close tours of the site, and a review of market analysis findings (item #2 above). These workshops will be invite only for developers, focused on those developers who have successfully

completed projects of the scale proposed for the South Fulton Town Center. The workshops would be held over multiple days, perhaps two or three days, depending on level of interest from developers.

5. Issue an RFP for development proposals from developers. The responses should include detailed site plans with all components as well as a phasing schedule. The developer must be able to demonstrate that the proposed town center plan is financially feasible. The P3 advisor is key here—he or she can help prepare a solid RFP that covers key requirements.
6. Once the city selects a developer for the project, the city must negotiate terms of the public-private development. This would include terms of the agreement from ownership structure (i.e., whether the city owns property, whether there will be a ground lease, etc.) to schedule. At this juncture there should also be a decision on the organizational structure of the development entity, whether led by city, by developer or by a newly established development entity. Again, the P3 advisor is key here to get the best possible terms for the city and ensure that the plan is workable.
7. Once all agreements are executed, work can begin on the town center. It is estimated that all phases of the project would take five to seven years to complete, with parts of it complete within three or four years, depending on length of time the city takes to perform the steps in-between.

#### ***Plan for Sandtown Crossing Development***

This city should support the entire development of Sandtown Crossing (see Figure 51) to the extent possible and appropriate. The city's role would most likely focus on development of the 85-acre passive park and that would involve the Department of Parks and Recreation and the administration. The Department of Economic Development can help to advocate for additional development beyond the Sandtown Crossing Shopping and the senior citizen development under construction now. That potentially includes townhouses and additional commercial development (i.e., retail and restaurants). The entire Sandtown Crossing Plan should be complete in the medium- to long-term, likely three to five years.

#### ***Plan for River Front District***

The River Front District (Figure 53) development is farther along than Sandtown Crossing in its full implementation. A developer recently closed on the purchase of the 200-acre site and has plans to build a high-density mixed-use development that features walkable blocks and streets with shopping, restaurants, and residences, and public spaces and public access to the Chattahoochee River. The city will need to support the developer through the planning process and expedite project approval and permits once a feasible site plan is prepared. There are roles for the Department of Economic Development, Community Development and Regulatory

Affairs and the administration in guiding this project through the process. The River Front District development should be complete in the medium term, within two to three years.

***Plan for Old National Commons***

Old National Commons is one of three Economic Opportunity Focus Areas along Old National Highway. (See Figure 56.) It is part of the newly designated Old National Main Street area. The area includes two apartment complexes in need of rehabilitation, commercial areas in need of revitalization, and vacant land suitable for infill development. The Main Street program will aid in encouraging the revitalization of the retail area. The Department of Economic Development needs to attract developers for these projects. This could start with the preparation of a market potential assessment in the short-term. However, the rehabilitation and redevelopment of Old National Commons will be complete in the long-term, three to seven years.

***Plan for Old National Park***

Old National Park, as shown in Figure 57, is the second of three Economic Opportunity Focus Areas along Old National Highway and part of the Old National Main Street area. Old National Park is a mostly vacant 80-acre site. As noted earlier in this report, this focus area is well-suited for a new high-density mixed-use development over the long term. The Department of Economic Development should work to attract a developer or developers for this potential project. This could start with a market potential assessment in the short-term, potentially in tandem with such a study for the Old National Commons area, but not necessarily. The project would more likely be a long-term endeavor to be complete in the next three to seven years.

***Plan for Old National and Jonesboro Road***

Old National and Jonesboro Road area, as shown in Figure 58, is the third of the three Economic Opportunity Focus Areas along Old National Highway and part of the Old National Main Street area. This area is relatively small but is sufficiently sized for a small new development over the long-term that includes primarily neighborhood serving retail. In the short-term, the Department of Economic Development should commission a market potential assessment for Old National and Jonesboro Road, possibly with the assessment or assessments for the other two parts of Old National but more likely as a stand-alone analysis. As with the other parts of Old National described above, the Department of Economic Development should work to attract a developer for the neighborhood serving retail area. This project may still be a long-term endeavor, but due to its small size, should be completed sooner, within three to five years.

***Plan for South Fulton Parkway-Cedar Grove Area***

The South Fulton Parkway-Cedar Grove Economic Opportunity Focus Area, as shown in Figure 54, is located in the southwest part of the city of South Fulton. At this juncture, plans for this area include local neighborhood-serving retail and restaurants, possibly some residential uses and small professional offices. The Department of Economic Development should prepare a

market assessment for the area to determine the best mix of uses given the current and future market. This could be completed in the short- to medium-term, within two years. If the study demonstrates market potential, the Department of Economic Development should work to attract a developer for the South Fulton Parkway-Cedar Grove focus area. This project would likely be a long-term endeavor, with completion expected in three to seven years, depending on how long it takes to attract a developer or developers to undertake it.

***Plan for Campbellton Community District***

This Campbellton Community District Economic Opportunity Focus Area, as shown in Figure 60, is partly located in the city of Chattahoochee Hills and partly in the city of South Fulton. The Campbellton Community District is a planned reconstitution of Campbellton, the historic county seat of former Campbell County. The new Campbellton will be a multi-jurisdictional project on the site of the historic town center location. A plan is being developed in 2020 (an RFP for a planning team was issued in December 2019) for a mixed-use village with shops, restaurants, other places of employment, housing and recreational opportunities including collaboration with the concurrent Chattahoochee Riverlands project. The Department of Community Development and Regulatory Affairs and the Department of Economic Development will be involved in the development of the plan that will be completed in the short-term, within one year. Once the plan is approved by both cities, and the project is determined to be feasible in the marketplace (this may require a separate market feasibility study), the two cities will need to work together to identify the developer(s) for the project, probably through an RFP process. This project is substantial in size and likely to be complex in execution. Accordingly, the plan would be a long-term effort, with completion expected in four to six years.

# APPENDIX

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## Exhibit A-1: Counties in the Atlanta-Sandy Springs-Roswell Metropolitan Statistical Area (Atlanta Metro Area)

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Barrow County	Haralson County
Bartow County	Heard County
Butts County	Henry County
Carroll County	Jasper County
Cherokee County	Lamar County
Clayton County	Meriwether County
Cobb County	Morgan County
Coweta County	Newton County
Dawson County	Paulding County
DeKalb County	Pickens County
Douglas County	Pike County
Fayette County	Rockdale County
Forsyth County	Spalding County
Fulton County	Walton County
Gwinnett County	

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Source: Georgia.gov; BAE, 2019.

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## Exhibit A-2: Counties in the Atlanta Region as Defined by the Atlanta Regional Commission

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Barrow County	Forsyth County
Bartow County	Fulton County
Carroll County	Gwinnett County
Cherokee County	Hall County
Clayton County	Henry County
Cobb County	Newton County
Coweta County	Paulding County
DeKalb County	Rockdale County
Douglas County	Spalding County
Fayette County	Walton County

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Sources: Atlanta Regional Commission; BAE, 2019.



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**Exhibit A-3: Detailed Household Composition Data, 2010 – 2019**


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	2010		2019		2010-2019
	Number	Percent	Number	Percent	% Change
<b>South Fulton</b>					
Family Households	21,235	69.2%	25,051	69.3%	18.0%
Non-Family Households	9,459	30.8%	11,120	30.7%	17.6%
<b>Total Households</b>	<b>30,694</b>	<b>100.0%</b>	<b>36,171</b>	<b>100.0%</b>	<b>17.8%</b>
<b>Households with Children Under 18</b>	<b>8,790</b>	<b>37.0%</b>			
<b>Fulton County</b>					
Family Households	209,215	55.6%	238,456	54.6%	14.0%
Non-Family Households	167,162	44.4%	198,514	45.4%	18.8%
<b>Total Households</b>	<b>376,377</b>	<b>100.0%</b>	<b>436,970</b>	<b>100.0%</b>	<b>16.1%</b>
<b>Households with Children Under 18</b>	<b>88,541</b>	<b>32.6%</b>			
<b>Atlanta Metro Area</b>					
Family Households	1,326,189	68.2%	1,480,701	67.5%	11.7%
Non-Family Households	617,696	31.8%	714,414	32.5%	15.7%
<b>Total Households</b>	<b>1,943,885</b>	<b>100.0%</b>	<b>2,195,115</b>	<b>100.0%</b>	<b>12.9%</b>

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Sources: U.S. Census Bureau, 2010 Census; Esri Business Analyst; BAE, 2020.



## Exhibit A-5: Detailed Race and Ethnicity Data, 2010 – 2019

	2010		2019		2010-2019
	Number	Percent	Number	Percent	% Change
<b>South Fulton</b>					
<b>Hispanic/Latino (a)</b>	<b>2,324</b>	<b>2.8%</b>	<b>2,490</b>	<b>2.5%</b>	<b>7.1%</b>
<b>Not Hispanic/Latino</b>	<b>81,886</b>	<b>97.2%</b>	<b>97,687</b>	<b>97.5%</b>	<b>19.3%</b>
White	4,632	5.5%	5,062	5.1%	9.3%
Black/African American	75,154	89.2%	89,670	89.5%	19.3%
Native American	152	0.2%	150	0.1%	-1.3%
Asian	490	0.6%	841	0.8%	71.6%
Native Hawaiian/Pacific Islander	21	0.0%	20	0.0%	-4.8%
Other	153	0.2%	173	0.2%	13.1%
Two or More Races	1,284	1.5%	1,771	1.8%	37.9%
<b>Total Population</b>	<b>84,210</b>	<b>100.0%</b>	<b>100,177</b>	<b>100.0%</b>	<b>19.0%</b>

	2010		2019		2010-2019
	Number	Percent	Number	Percent	% Change
<b>Fulton County</b>					
<b>Hispanic/Latino (a)</b>	<b>72,566</b>	<b>7.9%</b>	<b>76,157</b>	<b>7.2%</b>	<b>4.9%</b>
<b>Not Hispanic/Latino</b>	<b>848,015</b>	<b>92.1%</b>	<b>984,216</b>	<b>92.8%</b>	<b>16.1%</b>
White	376,014	40.8%	410,488	38.7%	9.2%
Black/African American	400,457	43.5%	461,830	43.6%	15.3%
Native American	1,586	0.2%	1,563	0.1%	-1.5%
Asian	51,304	5.6%	85,016	8.0%	65.7%
Native Hawaiian/Pacific Islander	287	0.0%	283	0.0%	-1.4%
Other	2,582	0.3%	2,909	0.3%	12.7%
Two or More Races	15,785	1.7%	22,127	2.1%	40.2%
<b>Total Population</b>	<b>920,581</b>	<b>100.0%</b>	<b>1,060,373</b>	<b>100.0%</b>	<b>15.2%</b>

	2010		2019		2010-2019
	Number	Percent	Number	Percent	% Change
<b>Atlanta Metro Area</b>					
<b>Hispanic/Latino (a)</b>	<b>547,894</b>	<b>10.4%</b>	<b>651,647</b>	<b>10.9%</b>	<b>18.9%</b>
<b>Not Hispanic/Latino</b>	<b>4,738,834</b>	<b>89.6%</b>	<b>5,334,615</b>	<b>89.1%</b>	<b>12.6%</b>
White	2,684,571	50.8%	2,765,909	46.2%	3.0%
Black/African American	1,684,178	31.9%	2,035,739	34.0%	20.9%
Native American	10,779	0.2%	11,132	0.2%	3.3%
Asian	252,616	4.8%	372,329	6.2%	47.4%
Native Hawaiian/Pacific Islander	2,075	0.0%	2,474	0.0%	19.2%
Other	13,749	0.3%	15,338	0.3%	11.6%
Two or More Races	90,866	1.7%	131,694	2.2%	44.9%
<b>Total Population</b>	<b>5,286,728</b>	<b>100.0%</b>	<b>5,986,262</b>	<b>100.0%</b>	<b>13.2%</b>

Notes:

(a) Includes all races for those of Hispanic/Latino background.

Sources: U.S. Census Bureau, 2010 Census; Esri Business Analyst; BAE, 2020.

### Exhibit A-6: Detailed Income Data, 2010 – 2019

Household Income Category	South Fulton		Fulton County		Atlanta Metro Area	
	Number	Percent	Number	Percent	Number	Percent
Less than \$15,000	3,141	8.7%	45,514	10.4%	177,635	8.1%
\$15,000-\$24,999	2,890	8.0%	35,298	8.1%	167,986	7.7%
\$25,000-\$34,999	3,182	8.8%	35,398	8.1%	181,476	8.3%
\$35,000-\$49,999	5,208	14.4%	46,953	10.7%	272,458	12.4%
\$50,000-\$74,999	7,580	21.0%	73,756	16.9%	400,977	18.3%
\$75,000-\$99,999	5,080	14.0%	45,839	10.5%	297,017	13.5%
\$100,000-\$149,999	5,540	15.3%	63,070	14.4%	354,242	16.1%
\$150,000-\$199,999	1,747	4.8%	30,190	6.9%	159,328	7.3%
\$200,000 or more	1,804	5.0%	60,939	13.9%	183,976	8.4%
<b>Total Households (a)</b>	<b>36,172</b>	<b>100.0%</b>	<b>436,957</b>	<b>100.0%</b>	<b>2,195,095</b>	<b>100.0%</b>
<b>Median HH Income</b>	<b>\$59,540</b>		<b>\$66,925</b>		<b>\$66,656</b>	
<b>Per Capita Income</b>	<b>\$28,915</b>		<b>\$44,854</b>		<b>\$34,450</b>	

(a) Totals may not match totals in other tables due to independent rounding.

Sources: Esri Business Analyst; BAE, 2020.

### Exhibit A-7: Detailed Educational Attainment Data for Population Aged 25+, 2019

Educational Attainment	South Fulton		Fulton County		Atlanta Metro Area	
	Number	Percent	Number	Percent	Number	Percent
Less than 9th Grade	1,239	1.9%	16,606	2.3%	150,824	3.8%
9th to 12th Grade, No Diploma	3,673	5.6%	36,676	5.1%	252,236	6.3%
High School Graduate (incl. Equivalency)	16,525	25.3%	129,368	18.1%	972,048	24.3%
Some College, No Degree	14,936	22.8%	116,541	16.3%	774,984	19.4%
Associate Degree	6,180	9.4%	45,140	6.3%	311,590	7.8%
Bachelor's Degree	13,207	20.2%	218,760	30.5%	957,685	23.9%
Graduate/Professional Degree	9,656	14.8%	153,604	21.4%	580,913	14.5%
<b>Total Population Age 25+</b>	<b>65,416</b>	<b>100.0%</b>	<b>716,695</b>	<b>100.0%</b>	<b>4,000,280</b>	<b>100.0%</b>
<b>Population 25+ with Bachelor's Degree or Higher (%)</b>	<b>35.0%</b>		<b>52.0%</b>		<b>38.5%</b>	
<b>Population 25+ High School Graduate (incl. Equivalency) or Higher (%)</b>	<b>92.5%</b>		<b>92.6%</b>		<b>89.9%</b>	

Sources: Esri Business Analyst; BAE, 2020.

### Exhibit A-8: Employed Residents by Industry in the City of South Fulton, 2013 and 2017

Industry	2013		2017		Change	
	Number	Percent	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing and Hunting	13	0.0%	16	0.0%	3	23.1%
Mining	5	0.0%	7	0.0%	2	40.0%
Utilities	101	0.3%	120	0.3%	19	18.8%
Construction	469	1.6%	786	2.1%	317	67.6%
Manufacturing	1,312	4.4%	1,556	4.1%	244	18.6%
Wholesale Trade	1,385	4.7%	1,739	4.6%	354	25.6%
Retail Trade	2,554	8.6%	3,576	9.4%	1,022	40.0%
Transportation and Warehousing	3,121	10.5%	4,325	11.3%	1,204	38.6%
Information	995	3.4%	1,243	3.3%	248	24.9%
Finance and Insurance	1,363	4.6%	1,501	3.9%	138	10.1%
Real Estate Rental and Leasing	532	1.8%	764	2.0%	232	43.6%
Professional, Scientific, and Technical Services	1,610	5.4%	1,861	4.9%	251	15.6%
Management of Companies and Enterprises	619	2.1%	768	2.0%	149	24.1%
Administrative, Support, Waste Mgmt & Remediation	2,968	10.0%	4,170	10.9%	1,202	40.5%
Educational Services	2,463	8.3%	3,751	9.8%	1,288	52.3%
Health Care and Social Assistance	3,792	12.8%	4,758	12.5%	966	25.5%
Arts, Entertainment, and Recreation	264	0.9%	422	1.1%	158	59.8%
Accommodation and Food Services	2,807	9.5%	4,012	10.5%	1,205	42.9%
Other Services (except Public Administration)	704	2.4%	949	2.5%	245	34.8%
Public Administration	2,553	8.6%	1,845	4.8%	-708	-27.7%
<b>Total</b>	<b>29,630</b>	<b>100.0%</b>	<b>38,169</b>	<b>100.0%</b>	<b>8,539</b>	<b>28.8%</b>

Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.

### Exhibit A-9: Employed Residents by Industry in Fulton County, 2013 and 2017

Industry	2013		2017		Change	
	Number	Percent	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing and Hunting	233	0.1%	241	0.1%	8	3.4%
Mining	108	0.0%	163	0.0%	55	50.9%
Utilities	934	0.3%	1,117	0.3%	183	19.6%
Construction	8,028	2.2%	11,495	2.7%	3,467	43.2%
Manufacturing	15,253	4.2%	17,149	4.1%	1,896	12.4%
Wholesale Trade	22,324	6.2%	24,065	5.7%	1,741	7.8%
Retail Trade	32,451	9.0%	37,236	8.9%	4,785	14.7%
Transportation and Warehousing	19,783	5.5%	24,186	5.8%	4,403	22.3%
Information	20,160	5.6%	23,427	5.6%	3,267	16.2%
Finance and Insurance	22,865	6.3%	25,331	6.0%	2,466	10.8%
Real Estate Rental and Leasing	8,065	2.2%	9,977	2.4%	1,912	23.7%
Professional, Scientific, and Technical Services	42,082	11.7%	49,907	11.9%	7,825	18.6%
Management of Companies and Enterprises	9,601	2.7%	12,399	3.0%	2,798	29.1%
Administrative, Support, Waste Mgmt & Remediation	33,373	9.2%	40,104	9.6%	6,731	20.2%
Educational Services	24,273	6.7%	30,629	7.3%	6,356	26.2%
Health Care and Social Assistance	37,620	10.4%	43,680	10.4%	6,060	16.1%
Arts, Entertainment, and Recreation	4,853	1.3%	5,900	1.4%	1,047	21.6%
Accommodation and Food Services	33,632	9.3%	39,872	9.5%	6,240	18.6%
Other Services (except Public Administration)	9,715	2.7%	11,467	2.7%	1,752	18.0%
Public Administration	15,709	4.4%	10,906	2.6%	-4,803	-30.6%
<b>Total</b>	<b>361,062</b>	<b>100.0%</b>	<b>419,251</b>	<b>100.0%</b>	<b>58,189</b>	<b>16.1%</b>

Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.

### Exhibit A-10: Employed Residents by Industry in the Atlanta Metro Area, 2013 and 2017

Industry	2013		2017		Change	
	Number	Percent	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing and Hunting	2,658	0.1%	2,839	0.1%	181	6.8%
Mining	1,087	0.1%	1,464	0.1%	377	34.7%
Utilities	9,304	0.4%	9,335	0.4%	31	0.3%
Construction	78,198	3.7%	106,231	4.4%	28,033	35.8%
Manufacturing	148,324	7.0%	162,609	6.8%	14,285	9.6%
Wholesale Trade	140,096	6.6%	149,291	6.3%	9,195	6.6%
Retail Trade	234,140	11.0%	261,814	11.0%	27,674	11.8%
Transportation and Warehousing	119,042	5.6%	137,437	5.8%	18,395	15.5%
Information	84,710	4.0%	93,601	3.9%	8,891	10.5%
Finance and Insurance	104,718	4.9%	112,545	4.7%	7,827	7.5%
Real Estate Rental and Leasing	37,878	1.8%	44,380	1.9%	6,502	17.2%
Professional, Scientific, and Technical Services	176,253	8.3%	199,320	8.3%	23,067	13.1%
Management of Companies and Enterprises	46,247	2.2%	56,453	2.4%	10,206	22.1%
Administrative, Support, Waste Mgmt & Remediation	172,945	8.1%	196,241	8.2%	23,296	13.5%
Educational Services	170,546	8.0%	200,170	8.4%	29,624	17.4%
Health Care and Social Assistance	230,885	10.8%	262,311	11.0%	31,426	13.6%
Arts, Entertainment, and Recreation	24,202	1.1%	28,451	1.2%	4,249	17.6%
Accommodation and Food Services	188,521	8.9%	220,954	9.3%	32,433	17.2%
Other Services (except Public Administration)	54,794	2.6%	63,061	2.6%	8,267	15.1%
Public Administration	103,864	4.9%	78,892	3.3%	-24,972	-24.0%
<b>Total</b>	<b>2,128,412</b>	<b>100.0%</b>	<b>2,387,399</b>	<b>100.0%</b>	<b>258,987</b>	<b>12.2%</b>

Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.

### Exhibit A-11: Jobs by Industry in the City South Fulton, 2013 and 2017

Industry	2013		2017		Change	
	Number	Percent	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing and Hunting	21	0.2%	34	0.2%	13	61.9%
Mining	5	0.0%	0	0.0%	-5	n.a.
Utilities	8	0.1%	4	0.0%	-4	-50.0%
Construction	194	1.5%	106	0.7%	-88	-45.4%
Manufacturing	1,005	7.8%	1,472	9.9%	467	46.5%
Wholesale Trade	2,418	18.7%	1,693	11.4%	-725	-30.0%
Retail Trade	1,735	13.4%	2,100	14.2%	365	21.0%
Transportation and Warehousing	857	6.6%	1,004	6.8%	147	17.2%
Information	42	0.3%	15	0.1%	-27	-64.3%
Finance and Insurance	1,417	10.9%	1,305	8.8%	-112	-7.9%
Real Estate Rental and Leasing	133	1.0%	177	1.2%	44	33.1%
Professional, Scientific, and Technical Services	201	1.6%	475	3.2%	274	136.3%
Management of Companies and Enterprises	89	0.7%	7	0.0%	-82	-92.1%
Administrative, Support, Waste Mgmt & Remediation	841	6.5%	1,465	9.9%	624	74.2%
Educational Services	1,579	12.2%	1,616	10.9%	37	2.3%
Health Care and Social Assistance	822	6.3%	1,334	9.0%	512	62.3%
Arts, Entertainment, and Recreation	81	0.6%	86	0.6%	5	6.2%
Accommodation and Food Services	1,179	9.1%	1,494	10.1%	315	26.7%
Other Services (except Public Administration)	248	1.9%	407	2.8%	159	64.1%
Public Administration	74	0.6%	0	0.0%	-74	-100.0%
<b>Total</b>	<b>12,949</b>	<b>100.0%</b>	<b>14,794</b>	<b>100.0%</b>	<b>1,845</b>	<b>14.2%</b>

Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.

### Exhibit A-12: Jobs by Industry in Fulton County, 2013 and 2017

Industry	2013		2017		Change	
	Number	Percent	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing and Hunting	219	0.0%	154	0.0%	-65	-29.7%
Mining	108	0.0%	396	0.0%	288	266.7%
Utilities	2,859	0.4%	3,187	0.4%	328	11.5%
Construction	13,696	1.9%	17,481	2.1%	3,785	27.6%
Manufacturing	26,096	3.6%	28,623	3.5%	2,527	9.7%
Wholesale Trade	41,815	5.7%	43,383	5.2%	1,568	3.7%
Retail Trade	52,028	7.1%	57,641	7.0%	5,613	10.8%
Transportation and Warehousing	59,517	8.2%	70,802	8.6%	11,285	19.0%
Information	47,232	6.5%	57,062	6.9%	9,830	20.8%
Finance and Insurance	50,572	6.9%	54,220	6.6%	3,648	7.2%
Real Estate Rental and Leasing	17,274	2.4%	21,108	2.6%	3,834	22.2%
Professional, Scientific, and Technical Services	88,818	12.2%	100,514	12.1%	11,696	13.2%
Management of Companies and Enterprises	15,132	2.1%	23,401	2.8%	8,269	54.6%
Administrative, Support, Waste Mgmt & Remediation	67,251	9.2%	78,934	9.5%	11,683	17.4%
Educational Services	38,848	5.3%	47,971	5.8%	9,123	23.5%
Health Care and Social Assistance	70,830	9.7%	86,128	10.4%	15,298	21.6%
Arts, Entertainment, and Recreation	10,521	1.4%	12,596	1.5%	2,075	19.7%
Accommodation and Food Services	61,804	8.5%	70,923	8.6%	9,119	14.8%
Other Services (except Public Administration)	19,195	2.6%	21,822	2.6%	2,627	13.7%
Public Administration	44,030	6.0%	31,200	3.8%	-12,830	-29.1%
<b>Total</b>	<b>727,845</b>	<b>100.0%</b>	<b>827,546</b>	<b>100.0%</b>	<b>99,701</b>	<b>13.7%</b>

Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.

### Exhibit A-13: Jobs by Industry in the Atlanta Metro Area, 2013 and 2017

Industry	2013		2017		Change	
	Number	Percent	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing and Hunting	1,726	0.1%	1,969	0.1%	243	14.1%
Mining	957	0.0%	1,461	0.1%	504	52.7%
Utilities	9,943	0.4%	10,139	0.4%	196	2.0%
Construction	84,695	3.8%	117,720	4.7%	33,025	39.0%
Manufacturing	148,732	6.7%	162,718	6.6%	13,986	9.4%
Wholesale Trade	150,867	6.8%	159,879	6.4%	9,012	6.0%
Retail Trade	246,180	11.1%	276,854	11.1%	30,674	12.5%
Transportation and Warehousing	125,729	5.7%	144,790	5.8%	19,061	15.2%
Information	88,660	4.0%	98,863	4.0%	10,203	11.5%
Finance and Insurance	107,742	4.9%	115,291	4.6%	7,549	7.0%
Real Estate Rental and Leasing	39,520	1.8%	46,177	1.9%	6,657	16.8%
Professional, Scientific, and Technical Services	185,665	8.4%	209,763	8.4%	24,098	13.0%
Management of Companies and Enterprises	48,790	2.2%	60,238	2.4%	11,448	23.5%
Administrative, Support, Waste Mgmt & Remediation	184,491	8.3%	205,423	8.3%	20,932	11.3%
Educational Services	171,915	7.8%	202,626	8.2%	30,711	17.9%
Health Care and Social Assistance	232,058	10.5%	264,567	10.7%	32,509	14.0%
Arts, Entertainment, and Recreation	25,069	1.1%	29,307	1.2%	4,238	16.9%
Accommodation and Food Services	192,680	8.7%	225,958	9.1%	33,278	17.3%
Other Services (except Public Administration)	56,935	2.6%	65,812	2.7%	8,877	15.6%
Public Administration	107,882	4.9%	83,810	3.4%	-24,072	-22.3%
<b>Total</b>	<b>2,210,236</b>	<b>100.0%</b>	<b>2,483,365</b>	<b>100.0%</b>	<b>273,129</b>	<b>12.4%</b>

Sources: Longitudinal Employer-Household Dynamics via OnTheMap; BAE, 2020.

### Exhibit A-14: Detailed Data on Occupied Housing Units by Tenure, 2010-2019

	2010		2019		2010-2019
	Number	Percent	Number	Percent	% Change
<b>South Fulton</b>					
<b>Occupied Units</b>	<b>30,694</b>	<b>88.9%</b>	<b>36,171</b>	<b>92.3%</b>	<b>17.8%</b>
Owner-Occupied	22,241	64.4%	26,472	67.5%	19.0%
Renter-Occupied	8,453	24.5%	9,699	24.7%	14.7%
<b>Vacant Units</b>	<b>3,837</b>	<b>11.1%</b>	<b>3,023</b>	<b>7.7%</b>	<b>-21.2%</b>
<b>Total Units</b>	<b>34,531</b>	<b>100%</b>	<b>39,194</b>	<b>100%</b>	<b>13.5%</b>
	2010		2019		2010-2019
	Number	Percent	Number	Percent	% Change
<b>Fulton County</b>					
<b>Occupied Units</b>	<b>376,377</b>	<b>86.1%</b>	<b>436,970</b>	<b>88.7%</b>	<b>16.1%</b>
Owner-Occupied	202,262	46.3%	221,311	44.9%	9.4%
Renter-Occupied	174,115	39.8%	215,659	43.8%	23.9%
<b>Vacant Units</b>	<b>60,728</b>	<b>13.9%</b>	<b>55,681</b>	<b>11.3%</b>	<b>-8.3%</b>
<b>Total Units</b>	<b>437,105</b>	<b>100%</b>	<b>492,651</b>	<b>100%</b>	<b>12.7%</b>
	2010		2019		2010-2019
	Number	Percent	Number	Percent	% Change
<b>Atlanta Metro Area</b>					
<b>Occupied Units</b>	<b>1,943,885</b>	<b>89.5%</b>	<b>2,195,115</b>	<b>91.2%</b>	<b>12.9%</b>
Owner-Occupied	1,285,066	59.1%	1,409,508	58.6%	9.7%
Renter-Occupied	658,819	30.3%	785,607	32.6%	19.2%
<b>Vacant Units</b>	<b>229,082</b>	<b>10.5%</b>	<b>211,638</b>	<b>8.8%</b>	<b>-7.6%</b>
<b>Total Units</b>	<b>2,172,967</b>	<b>100%</b>	<b>2,406,753</b>	<b>100%</b>	<b>10.8%</b>

Sources: Esri Business Analyst; BAE 2020.

### Exhibit A-15: Detailed Data on Housing Unit Characteristics, 2013 – 2017 Five Year Data

Type of Residence	South Fulton		Fulton County		Atlanta Metro	
	Number	Percent	Number	Percent	Number	Percent
Single Family Detached	27,675	76.4%	220,644	48.4%	1,506,655	67.1%
Single Family Attached	1,649	4.6%	27,739	6.1%	115,085	5.1%
Multifamily 2 Units	283	0.8%	7,454	1.6%	29,963	1.3%
Multifamily 3-19 Units	5,015	13.9%	106,689	23.4%	330,324	14.7%
Multifamily 20-49 Units	641	1.8%	23,021	5.0%	81,649	3.6%
Multifamily 50+	891	2.5%	68,187	14.9%	113,134	5.0%
Mobile Home/Other (a)	55	0.2%	2,531	0.6%	67,873	3.0%
<b>Total Units</b>	<b>36,209</b>	<b>100.0%</b>	<b>456,265</b>	<b>100.0%</b>	<b>2,244,683</b>	<b>100.0%</b>
<b>Single Family Housing Units</b>	<b>29,324</b>	<b>81.0%</b>	<b>248,383</b>	<b>54.4%</b>	<b>1,621,740</b>	<b>72.2%</b>
<b>Multifamily Housing Units</b>	<b>6,830</b>	<b>18.9%</b>	<b>205,351</b>	<b>45.0%</b>	<b>555,070</b>	<b>24.7%</b>

Notes:

(a) Includes boats, RVs, vans, or any other non-traditional residences.

Sources: U.S. Census Bureau, American Community Survey 2013-2017 5-Year Sample Data; Esri Business Analyst; BAE, 2020.



**Exhibit A-16: Detailed Data on Housing by Year Built, 2013 – 2017 Five-Year Data**

Year Built	South Fulton		Fulton County		Atlanta Metro	
	Number	Percent	Number	Percent	Number	Percent
2014 or Later	526	1.5%	6,430	1.4%	25,567	1.1%
2010-2013	1,396	3.9%	13,289	2.9%	49,103	2.2%
2000-2009	16,816	46.4%	107,124	23.5%	576,453	25.7%
1990-1999	4,180	11.5%	80,271	17.6%	499,625	22.3%
1980-1989	3,608	10.0%	66,637	14.6%	401,662	17.9%
1970-1979	4,936	13.6%	52,524	11.5%	290,112	12.9%
1960-1969	3,163	8.7%	48,338	10.6%	178,181	7.9%
1950-1959	1,034	2.9%	35,256	7.7%	108,951	4.9%
1940-1949	365	1.0%	16,478	3.6%	45,468	2.0%
1939 or Earlier	184	0.5%	29,918	6.6%	69,561	3.1%
<b>Total Units</b>	<b>36,208</b>	<b>100.0%</b>	<b>456,265</b>	<b>100.0%</b>	<b>2,244,683</b>	<b>100.0%</b>
<b>Median Year Built</b>	<b>2000</b>		<b>1987</b>		<b>1991</b>	

Sources: U.S. Census Bureau, American Community Survey 2013-2017 5-Year Sample Data; Esri Business Analyst; BAE, 2020.

**Exhibit A-17: Detailed Commute Time Data, 2013 – 2017 Five-Year Data**

Travel Time to Work	South Fulton		Fulton County		Atlanta Metro Area	
	Number	Percent	Number	Percent	Number	Percent
Less than 15 minutes	4,449	11.6%	84,916	18.8%	438,782	17.4%
15 to 29 minutes	12,038	31.3%	180,157	39.9%	825,641	32.7%
30 to 44 minutes	11,187	29.1%	101,267	22.4%	615,331	24.4%
45 to 59 minutes	5,230	13.6%	41,133	9.1%	306,886	12.2%
60 to 89 minutes	3,848	10.0%	31,826	7.0%	249,998	9.9%
90+ minutes	1,678	4.4%	12,561	2.8%	87,386	3.5%
<b>Total Residents (a)</b>	<b>38,430</b>	<b>100%</b>	<b>451,860</b>	<b>100%</b>	<b>2,524,024</b>	<b>100%</b>

Notes:

(a) Totals may not match totals in other tables due to independent rounding.

Sources: U.S. Census Bureau, American Community Survey 2013-2017 5-Year Sample Data; Esri Business Analyst; BAE, 2020.

**Exhibit A-18: Detailed Data on Means of Transportation to Work, 2013 – 2017 Five-Year Data**

Means of Transportation	South Fulton		Fulton County		Atlanta Metro	
	Number	Percent	Number	Percent	Number	Percent
<b>Car, Truck, or Van</b>	<b>35,401</b>	<b>87.6%</b>	<b>392,753</b>	<b>79.8%</b>	<b>2,360,961</b>	<b>87.4%</b>
Drove alone	31,617	78.2%	354,776	72.1%	2,095,023	77.6%
Carpooled	3,784	9.4%	37,977	7.7%	265,938	9.8%
<b>Public Transportation (a)</b>	<b>2,185</b>	<b>5.4%</b>	<b>36,957</b>	<b>7.5%</b>	<b>82,907</b>	<b>3.1%</b>
Bus or Trolley Bus	1,324	3.3%	24,273	4.9%	57,657	2.1%
Streetcar or Trolley Car (b)	860	2.1%	11,440	2.3%	22,460	0.8%
Railroad or Ferryboat	1	0.0%	1,244	0.3%	2,790	0.1%
<b>Walked</b>	<b>134</b>	<b>0.3%</b>	<b>12,865</b>	<b>2.6%</b>	<b>36,328</b>	<b>1.3%</b>
<b>Other (c)</b>	<b>710</b>	<b>1.8%</b>	<b>9,285</b>	<b>1.9%</b>	<b>43,828</b>	<b>1.6%</b>
<b>Worked at Home</b>	<b>1,978</b>	<b>4.9%</b>	<b>40,294</b>	<b>8.2%</b>	<b>176,146</b>	<b>6.5%</b>
<b>Total (d)</b>	<b>40,408</b>	<b>100.0%</b>	<b>492,154</b>	<b>100.0%</b>	<b>2,700,170</b>	<b>100.0%</b>

Notes:

- (a) Excludes taxicabs.
- (b) Includes subways and elevated light railways.
- (c) Includes taxicabs, motorcycles, bicycles, and other means.
- (d) Totals may not match totals in other tables due to independent rounding.

Sources: U.S. Census Bureau, American Community Survey 2013-2017 5-Year Sample; Esri Business Analyst; BAE, 2020.

## Exhibit A-19: Detailed Housing Cost Burden Data, 2013 – 2017 Five-Year Data

### Owner Households

Percent of Income	South Fulton		Fulton County		Atlanta Metro	
	Number	Percent	Number	Percent	Number	Percent
Less than 10 Percent	2,621	12.5%	39,974	19.9%	249,048	19.4%
10 Percent to 19.9 Percent	7,123	34.1%	69,490	34.5%	459,872	35.9%
20 Percent to 29.9 Percent	4,786	22.9%	41,804	20.8%	268,606	21.0%
30 Percent to 39.9 Percent	2,526	12.1%	18,843	9.4%	115,895	9.0%
40 Percent to 49.9 Percent	1,025	4.9%	8,356	4.2%	55,630	4.3%
50 Percent or More	2,538	12.1%	20,943	10.4%	121,668	9.5%
Data Unavailable	277	1.3%	1,735	0.9%	11,363	0.9%
<b>Total Households</b>	<b>20,896</b>	<b>100.0%</b>	<b>201,145</b>	<b>100.0%</b>	<b>1,282,082</b>	<b>100.0%</b>
<b>Cost-Burdened Households (a)</b>	<b>6,089</b>	<b>29.1%</b>	<b>48,142</b>	<b>23.9%</b>	<b>293,193</b>	<b>22.9%</b>
<b>Severely Cost-Burdened Households (b)</b>	<b>2,538</b>	<b>12.1%</b>	<b>20,943</b>	<b>10.4%</b>	<b>121,668</b>	<b>9.5%</b>

### Renter Households

Percent of Income	South Fulton		Fulton County		Atlanta Metro	
	Number	Percent	Number	Percent	Number	Percent
Less than 10 Percent	176	1.6%	6,047	3.2%	22,010	2.9%
10 Percent to 19.9 Percent	1,789	16.6%	38,130	20.0%	155,584	20.8%
20 Percent to 29.9 Percent	2,493	23.2%	46,382	24.3%	175,912	23.6%
30 Percent to 39.9 Percent	1,538	14.3%	28,779	15.1%	113,915	15.3%
40 Percent to 49.9 Percent	1,272	11.8%	16,486	8.6%	67,482	9.0%
50 Percent or More	3,125	29.0%	44,543	23.4%	171,555	23.0%
Data Unavailable	374	3.5%	10,338	5.4%	40,505	5.4%
<b>Total Households</b>	<b>10,767</b>	<b>100.0%</b>	<b>190,705</b>	<b>100.0%</b>	<b>746,963</b>	<b>100.0%</b>
<b>Cost-Burdened Households (a)</b>	<b>5,935</b>	<b>55.1%</b>	<b>89,808</b>	<b>47.1%</b>	<b>352,952</b>	<b>47.3%</b>
<b>Severely Cost-Burdened Households (b)</b>	<b>3,125</b>	<b>29.0%</b>	<b>44,543</b>	<b>23.4%</b>	<b>171,555</b>	<b>23.0%</b>

Notes:

(a) HUD defines cost-burdened households as households with housing costs greater than or equal to 30% of household income.

(b) HUD defines severely cost-burdened households as households with housing costs greater than or equal to 50% of household income.

Sources: U.S. Census Bureau, American Community Survey 2013-2017 5-Year Sample Data; Esri Business Analyst; BAE, 2020.

## Exhibit A-20: Multifamily Rental Market Summary, Q1 2019

### South Fulton

	<u>Studio</u>	<u>1 BR</u>	<u>2 BR</u>	<u>3 BR</u>	<u>4+ BR</u>	<u>All Unit Types (a)</u>
<b>Inventory, Q1 2019 (units)</b>	-	1,030	2,321	627	8	3,986
% of Units	-	25.8%	58.2%	15.7%	0.2%	100.0%
Occupied Units	-	825	2,010	535	8	3,378
Vacant Units	-	205	311	92	0	608
Vacancy Rate	-	19.9%	13.4%	14.7%	0.0%	15.3%
<b>Average Rents, Q1 2018 - Q1 2019 (b)</b>						
Average Rent, Q1 2018	-	\$815	\$930	\$1,152	\$1,497	\$937
Average Rent, Q1 2019	-	\$893	\$1,019	\$1,268	\$1,258	\$1,027
% Change Q1 2018 - Q1 2019	-	9.6%	9.6%	10.1%	-16.0%	9.6%

### Fulton County

	<u>Studio</u>	<u>1 BR</u>	<u>2 BR</u>	<u>3 BR</u>	<u>4+ BR</u>	<u>All Unit Types (a)</u>
<b>Inventory, Q1 2019 (units)</b>	4,894	58,423	63,534	10,633	2,338	145,267
% of Units	3.5%	41.8%	45.4%	7.6%	1.7%	100.0%
Occupied Units	4,392	52,184	55,982	9,276	1,958	128,798
Vacant Units	502	6,239	7,552	1,357	380	16,469
Vacancy Rate	10.3%	10.7%	11.9%	12.8%	16.3%	11.3%
<b>Average Rents, Q1 2018 - Q1 2019 (b)</b>						
Average Rent, Q1 2018	\$1,327	\$1,255	\$1,445	\$1,700	\$1,008	\$1,375
Average Rent, Q1 2019	\$1,346	\$1,309	\$1,502	\$1,759	\$1,044	\$1,430
% Change Q1 2018 - Q1 2019	1.4%	4.3%	3.9%	3.5%	3.6%	4.0%

### Atlanta Metro Area

	<u>Studio</u>	<u>1 BR</u>	<u>2 BR</u>	<u>3 BR</u>	<u>4+ BR</u>	<u>All Unit Types (a)</u>
<b>Inventory, Q1 2019 (units)</b>	7,819	160,218	205,434	43,017	6,276	435,208
% of Units	1.8%	37.9%	48.6%	10.2%	1.5%	100.0%
Occupied Units	7,032	146,598	188,280	39,379	5,610	398,482
Vacant Units	787	13,620	17,154	3,638	666	36,726
Vacancy Rate	10.1%	8.5%	8.4%	8.5%	10.6%	8.4%
<b>Average Rents, Q1 2018 - Q1 2019 (b)</b>						
Average Rent, Q1 2018	\$1,323	\$1,091	\$1,218	\$1,367	\$1,102	\$1,185
Average Rent, Q1 2019	\$1,349	\$1,147	\$1,286	\$1,439	\$1,138	\$1,248
% Change Q1 2018 - Q1 2019	2.0%	5.1%	5.6%	5.3%	3.3%	5.3%

#### Notes:

- (a) Unit totals may not add up due to some units lacking classification by number of bedrooms.
- (b) Market-rate units only.

Sources: CoStar; BAE, 2019.

## Exhibit A-21: Home Sales in the City of South Fulton, April 2018 – March 2019

Single Family Homes							
Sale Price Range	1 Bedroom	2 Bedrooms	3 Bedrooms	4+ Bedrooms	Bedroom Count		% Total
					Unknown	Total	
Less than \$100,000	1	10	45	11	-	67	7.5%
\$100,000-\$149,999	-	10	137	43	1	191	21.2%
\$150,000-\$199,999	-	4	108	147	-	259	28.8%
\$200,000-\$249,000	-	1	45	149	-	195	21.7%
\$250,000-\$299,999	-	-	17	85	1	103	11.5%
\$300,000-\$349,999	-	1	1	38	-	40	4.4%
More than \$350,000	-	-	8	36	-	44	4.9%
<b>Total Number</b>	<b>1</b>	<b>26</b>	<b>361</b>	<b>509</b>	<b>2</b>	<b>899</b>	<b>100.0%</b>
<b>% Total</b>	<b>0.1%</b>	<b>2.9%</b>	<b>40.2%</b>	<b>56.6%</b>	<b>0.2%</b>	<b>100.0%</b>	
<b>Median Sale Price</b>	<b>\$58,500</b>	<b>\$114,500</b>	<b>\$147,000</b>	<b>\$214,900</b>	<b>\$0</b>	<b>\$186,450</b>	
<b>Average Sale Price</b>	<b>\$58,500</b>	<b>\$119,154</b>	<b>\$160,354</b>	<b>\$228,428</b>	<b>\$203,000</b>	<b>\$197,687</b>	
<b>Average Price/SF</b>	<b>\$54</b>	<b>\$97</b>	<b>\$94</b>	<b>\$81</b>	<b>\$30</b>	<b>\$86</b>	

Townhomes							
Sale Price Range	1 Bedroom	2 Bedrooms	3 Bedrooms	4+ Bedrooms	Bedroom Count		% Total
					Unknown	Total	
Less than \$100,000	-	3	10	1	-	14	13.2%
\$100,000-\$149,999	-	16	42	6	-	64	60.4%
\$150,000-\$199,999	-	-	19	5	-	24	22.6%
\$200,000-\$249,000	-	-	-	1	-	1	0.9%
\$250,000-\$299,999	-	-	-	2	-	2	1.9%
\$300,000-\$349,999	-	-	-	-	-	-	0.0%
More than \$350,000	-	-	1	-	-	1	0.9%
<b>Total Number</b>	<b>-</b>	<b>19</b>	<b>72</b>	<b>15</b>	<b>-</b>	<b>106</b>	<b>100.0%</b>
<b>% Total</b>	<b>0.0%</b>	<b>17.9%</b>	<b>67.9%</b>	<b>14.2%</b>	<b>0.0%</b>	<b>100.0%</b>	
<b>Median Sale Price</b>	<b>-</b>	<b>\$105,000</b>	<b>\$139,500</b>	<b>\$170,000</b>	<b>-</b>	<b>\$130,000</b>	
<b>Average Sale Price</b>	<b>-</b>	<b>\$107,253</b>	<b>\$137,351</b>	<b>\$167,600</b>	<b>-</b>	<b>\$136,237</b>	
<b>Average Price/SF</b>	<b>-</b>	<b>\$75</b>	<b>\$82</b>	<b>\$92</b>	<b>-</b>	<b>\$83</b>	

Condos							
Sale Price Range	1 Bedroom	2 Bedrooms	3 Bedrooms	4+ Bedrooms	Bedroom Count		% Total
					Unknown	Total	
Less than \$100,000	1	4	6	-	-	11	91.7%
\$100,000-\$149,999	-	-	-	-	-	-	0.0%
\$150,000-\$199,999	-	-	-	-	1	1	8.3%
\$200,000-\$249,000	-	-	-	-	-	-	0.0%
\$250,000-\$299,999	-	-	-	-	-	-	0.0%
\$300,000-\$349,999	-	-	-	-	-	-	0.0%
More than \$350,000	-	-	-	-	-	-	0.0%
<b>Total Number</b>	<b>1</b>	<b>4</b>	<b>6</b>	<b>-</b>	<b>1</b>	<b>12</b>	<b>100.0%</b>
<b>% Total</b>	<b>8.3%</b>	<b>33.3%</b>	<b>50.0%</b>	<b>0.0%</b>		<b>100.0%</b>	
<b>Median Sale Price</b>	<b>\$23,500</b>	<b>\$40,950</b>	<b>\$33,450</b>	<b>-</b>	<b>\$189,000</b>	<b>\$33,450</b>	
<b>Average Sale Price</b>	<b>\$23,500</b>	<b>\$40,475</b>	<b>\$33,650</b>	<b>-</b>	<b>-</b>	<b>\$48,025</b>	
<b>Average Price/SF</b>	<b>\$36</b>	<b>\$46</b>	<b>\$24</b>	<b>-</b>	<b>-</b>	<b>\$33</b>	

Sources: ListSource/CoreLogic; BAE, 2019.  
 Only includes sales for which sale price data are available

## Exhibit A-22: Home Sales in Fulton County, April 2018 – March 2019

Single Family Homes								
Sale Price Range	Bedroom Count					Total	% Total	
	1 Bedroom	2 Bedrooms	3 Bedrooms	4+ Bedrooms	Unknown			
Less than \$100,000	31	927	1,279	196	51	2,484	18.1%	
\$100,000-\$149,999	15	370	876	259	11	1,531	11.1%	
\$150,000-\$199,999	6	229	632	441	51	1,359	9.9%	
\$200,000-\$249,000	6	176	408	368	37	995	7.2%	
\$250,000-\$299,999	7	108	436	284	22	857	6.2%	
\$300,000-\$349,999	3	95	402	340	18	858	6.2%	
More than \$350,000	10	360	1,471	3,692	132	5,665	41.2%	
<b>Total Number</b>	<b>78</b>	<b>2,265</b>	<b>5,504</b>	<b>5,580</b>	<b>322</b>	<b>13,749</b>	<b>100.0%</b>	
<b>% Total</b>	<b>0.6%</b>	<b>16.5%</b>	<b>40.0%</b>	<b>40.6%</b>	<b>2.3%</b>	<b>100.0%</b>		
<b>Median Sale Price</b>	<b>\$120,000</b>	<b>\$124,900</b>	<b>\$195,000</b>	<b>\$453,000</b>	<b>\$268,500</b>	<b>\$279,900</b>		
<b>Average Sale Price</b>	<b>\$167,281</b>	<b>\$208,458</b>	<b>\$279,257</b>	<b>\$565,236</b>	<b>\$506,398</b>	<b>\$388,329</b>		
<b>Average Price/SF</b>	<b>\$177</b>	<b>\$164</b>	<b>\$156</b>	<b>\$166</b>	<b>\$151</b>	<b>\$162</b>		

Townhomes								
Sale Price Range	Bedroom Count					Total	% Total	
	1 Bedroom	2 Bedrooms	3 Bedrooms	4+ Bedrooms	Unknown			
Less than \$100,000	-	31	63	1	-	95	5.2%	
\$100,000-\$149,999	-	86	134	17	4	241	13.3%	
\$150,000-\$199,999	2	90	77	17	6	192	10.6%	
\$200,000-\$249,000	18	101	113	2	-	234	12.9%	
\$250,000-\$299,999	7	83	145	17	-	252	13.9%	
\$300,000-\$349,999	9	58	86	34	1	188	10.4%	
More than \$350,000	2	134	348	98	26	608	33.6%	
<b>Total Number</b>	<b>38</b>	<b>583</b>	<b>966</b>	<b>186</b>	<b>37</b>	<b>1,810</b>	<b>100.0%</b>	
<b>% Total</b>	<b>2.1%</b>	<b>32.2%</b>	<b>53.4%</b>	<b>10.3%</b>	<b>2.0%</b>	<b>100.0%</b>		
<b>Median Sale Price</b>	<b>\$241,100</b>	<b>\$243,000</b>	<b>\$277,450</b>	<b>\$361,000</b>	<b>\$540,100</b>	<b>\$273,200</b>		
<b>Average Sale Price</b>	<b>\$268,679</b>	<b>\$262,862</b>	<b>\$322,176</b>	<b>\$450,128</b>	<b>\$1,151,738</b>	<b>\$332,055</b>		
<b>Average Price/SF</b>	<b>\$254</b>	<b>\$173</b>	<b>\$160</b>	<b>\$179</b>	<b>\$199</b>	<b>\$169</b>		

Condos								
Sale Price Range	Bedroom Count					Total	% Total	
	1 Bedroom	2 Bedrooms	3 Bedrooms	4+ Bedrooms	Unknown			
Less than \$100,000	75	123	54	2	6	260	5.0%	
\$100,000-\$149,999	478	260	46	1	7	792	15.2%	
\$150,000-\$199,999	442	538	66	2	5	1,053	20.2%	
\$200,000-\$249,000	468	435	75	1	4	983	18.8%	
\$250,000-\$299,999	267	386	64	3	9	729	14.0%	
\$300,000-\$349,999	133	265	86	-	-	484	9.3%	
More than \$350,000	94	605	189	25	3	916	17.6%	
<b>Total Number</b>	<b>1,957</b>	<b>2,612</b>	<b>580</b>	<b>34</b>	<b>34</b>	<b>5,217</b>	<b>100.0%</b>	
<b>% Total</b>	<b>37.5%</b>	<b>50.1%</b>	<b>11.1%</b>	<b>0.7%</b>	<b>0.7%</b>	<b>100.0%</b>		
<b>Median Sale Price</b>	<b>\$197,900</b>	<b>\$245,000</b>	<b>\$289,500</b>	<b>\$431,250</b>	<b>\$176,000</b>	<b>\$229,000</b>		
<b>Average Sale Price</b>	<b>\$206,913</b>	<b>\$283,872</b>	<b>\$377,520</b>	<b>\$577,588</b>	<b>\$400,000</b>	<b>\$268,098</b>		
<b>Average Price/SF</b>	<b>\$253</b>	<b>\$217</b>	<b>\$187</b>	<b>\$191</b>	<b>\$305</b>	<b>\$228</b>		

Sources: DQNews/CoreLogic; BAE, 2019.

Only Includes sales for which sale price and square footage data are available

## Exhibit A-23: Home Sales in the Atlanta Metro Area, April 2018 – March 2019

Single Family Homes							
Sale Price Range	Bedroom Count					Total	% Total
	1 Bedroom	2 Bedrooms	3 Bedrooms	4+ Bedrooms	Unknown		
Less than \$100,000	86	1,909	5,363	669	2,669	10,696	10.0%
\$100,000-\$149,999	51	1,111	8,819	1,313	2,735	14,029	13.2%
\$150,000-\$199,999	35	895	10,944	3,089	5,303	20,266	19.0%
\$200,000-\$249,000	22	488	7,219	4,435	4,489	16,653	15.6%
\$250,000-\$299,999	14	347	3,767	4,562	3,327	12,017	11.3%
\$300,000-\$349,999	12	272	2,170	3,854	2,298	8,606	8.1%
More than \$350,000	26	802	4,715	13,316	5,494	24,353	22.8%
<b>Total Number</b>	<b>246</b>	<b>5,824</b>	<b>42,997</b>	<b>31,238</b>	<b>26,315</b>	<b>106,620</b>	<b>100.0%</b>
<b>% Total</b>	<b>0.2%</b>	<b>5.5%</b>	<b>40.3%</b>	<b>29.3%</b>	<b>24.7%</b>	<b>100.0%</b>	
<b>Median Sale Price</b>	<b>\$130,000</b>	<b>\$143,700</b>	<b>\$181,000</b>	<b>\$319,900</b>	<b>\$225,000</b>	<b>\$223,000</b>	
<b>Average Sale Price</b>	<b>\$172,597</b>	<b>\$201,941</b>	<b>\$215,854</b>	<b>\$387,686</b>	<b>\$263,855</b>	<b>\$277,184</b>	
<b>Average Price/SF</b>	<b>\$164</b>	<b>\$160</b>	<b>\$121</b>	<b>\$121</b>	<b>\$110</b>	<b>\$122</b>	

Townhomes							
Sale Price Range	Bedroom Count					Total	% Total
	1 Bedroom	2 Bedrooms	3 Bedrooms	4+ Bedrooms	Unknown		
Less than \$100,000	11	277	177	8	27	500	7.9%
\$100,000-\$149,999	3	431	406	30	40	910	14.3%
\$150,000-\$199,999	4	461	815	59	48	1,387	21.8%
\$200,000-\$249,000	26	186	716	51	45	1,024	16.1%
\$250,000-\$299,999	27	147	512	53	33	772	12.1%
\$300,000-\$349,999	11	129	343	62	15	560	8.8%
More than \$350,000	5	316	651	185	59	1,216	19.1%
<b>Total Number</b>	<b>87</b>	<b>1,947</b>	<b>3,620</b>	<b>448</b>	<b>267</b>	<b>6,369</b>	<b>100.0%</b>
<b>% Total</b>	<b>1.4%</b>	<b>30.6%</b>	<b>56.8%</b>	<b>7.0%</b>	<b>4.2%</b>	<b>100.0%</b>	
<b>Median Sale Price</b>	<b>\$249,000</b>	<b>\$173,000</b>	<b>\$225,000</b>	<b>\$323,750</b>	<b>\$209,585</b>	<b>\$215,000</b>	
<b>Average Sale Price</b>	<b>\$241,990</b>	<b>\$217,313</b>	<b>\$261,730</b>	<b>\$367,019</b>	<b>\$351,938</b>	<b>\$259,070</b>	
<b>Average Price/SF</b>	<b>\$224</b>	<b>\$136</b>	<b>\$133</b>	<b>\$148</b>	<b>\$108</b>	<b>\$136</b>	

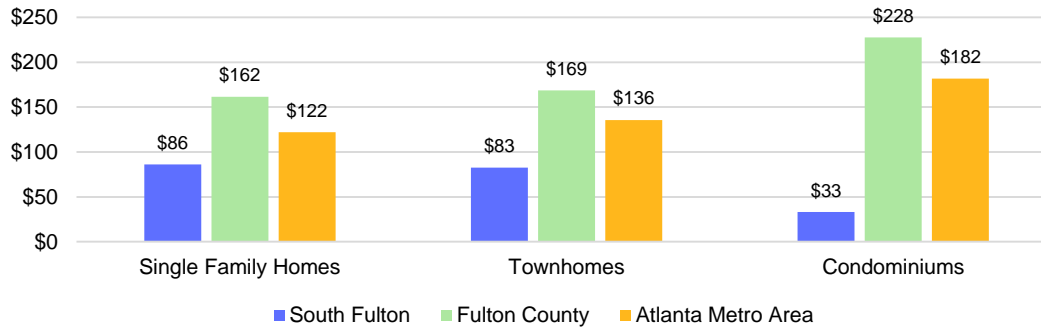
  

Condos							
Sale Price Range	Bedroom Count					Total	% Total
	1 Bedroom	2 Bedrooms	3 Bedrooms	4+ Bedrooms	Unknown		
Less than \$100,000	155	511	334	10	17	1,027	10.5%
\$100,000-\$149,999	615	876	253	5	26	1,775	18.2%
\$150,000-\$199,999	563	1,161	416	15	22	2,177	22.4%
\$200,000-\$249,000	548	734	342	8	13	1,645	16.9%
\$250,000-\$299,999	293	550	232	24	10	1,109	11.4%
\$300,000-\$349,999	136	398	229	18	1	782	8.0%
More than \$350,000	103	718	335	39	27	1,222	12.6%
<b>Total Number</b>	<b>2,413</b>	<b>4,948</b>	<b>2,141</b>	<b>119</b>	<b>116</b>	<b>9,737</b>	<b>100.0%</b>
<b>% Total</b>	<b>24.8%</b>	<b>50.8%</b>	<b>22.0%</b>	<b>1.2%</b>	<b>1.2%</b>	<b>100.0%</b>	
<b>Median Sale Price</b>	<b>\$187,000</b>	<b>\$195,000</b>	<b>\$210,000</b>	<b>\$286,000</b>	<b>\$192,450</b>	<b>\$196,400</b>	
<b>Average Sale Price</b>	<b>\$198,473</b>	<b>\$234,793</b>	<b>\$252,670</b>	<b>\$360,344</b>	<b>\$288,817</b>	<b>\$231,905</b>	
<b>Average Price/SF</b>	<b>\$241</b>	<b>\$176</b>	<b>\$131</b>	<b>\$128</b>	<b>\$184</b>	<b>\$182</b>	

Sources: DQNews/CoreLogic; BAE, 2019.

Only Includes sales for which sale price and square footage data are available

**Exhibit A-24: Average Home Sale Price per Square Foot by Unit Type, April 2018 – March 2019**



Notes:

(a) Only Includes sales for which sale price and square footage data are available

Sources: ListSource/CoreLogic; DQNews/Corelogic; BAE, 2019.



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**Exhibit A-25: City of South Fulton Resident Survey**

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*City of South Fulton Resident Survey*

Thank you for taking a few minutes to tell us about your life in the City of South Fulton. This survey will take about 10 minutes to complete. All answers will be kept confidential.

The information you provide will be used to help strengthen and diversify the economy of South Fulton. Your input will be considered as the City and community leaders strive to improve South Fulton's business climate and attract new business and investment into the community.

Answer any and all questions you choose, but please make sure to press the "Done" button at the end of the survey. Thank you for your participation!

1. In what neighborhood or area of South Fulton do you live? Please provide community/neighborhood name or street name if you prefer.

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2. If employed, where is your primary workplace?

- In South Fulton
- Outside of South Fulton, but in Fulton County
- Outside of Fulton County, but in Atlanta area
- Other (please specify) \_\_\_\_\_

3. What are the primary reasons you have chosen to live in South Fulton? (Check all that apply.)

- Convenient location in the metro area
- Home affordability/value
- Safety
- Quality schools
- Easy access to highways
- Proximity to family members
- Proximity to job/work
- Proximity to church
- Other \_\_\_\_\_

4. What are South Fulton's greatest assets?

5. How would you describe South Fulton to someone not from the area?

6. What are the most significant challenges facing South Fulton? (Select up to 3.)

- Transportation/mobility
- Employee compensation
- Resources to support small businesses and start-ups

- Retail and restaurant options
- Entertainment options
- Local property taxes
- Cost of living
- Crime
- Diversity of retail
- Access to public transit
- Transportation accessibility (i.e., roads and interstates)
- Quality of education
- Available jobs
- Access to medical facilities and hospitals
- Traffic
- Other (please specify) \_\_\_\_\_

7. How important are the following factors to you? (rate from 1 to 5, with 1 as not important and 5 as very important)

- Ability to take an active role in the community
- Ability to walk or conveniently travel to shops and restaurants
- Affordable healthcare
- Affordable housing
- Available jobs
- Branding and image
- Community appearance
- Cost of living
- Creative and cultural arts scene
- Employee compensation
- Local property taxes
- Parks and resources for recreation
- Population diversity
- Quality of public schools
- Well-maintained streets, roads, sidewalks, etc.

8. Please rate South Fulton on the following factors. (Rate from 1 if poor up to 5 for excellent)

- Ability to take an active role in the community
- Ability to walk to shops and restaurants
- Affordable healthcare
- Affordable housing
- Available jobs
- Branding and image
- City infrastructure
- Community appearance
- Cost of living

- Creative and cultural arts scene
- Employee compensation
- Local property taxes
- Parks and resources for recreation
- Population diversity
- Quality of public schools

9. What other elements that you believe are important for a vibrant community?

10. What type of employers would you like to see expand or locate in South Fulton? (Select up to 5.)

- Aerospace and defense
- Call center/order processing
- Construction
- Creative arts
- Distribution and warehousing
- Educational services and products
- Entertainment
- Financial or insurance services
- Government services
- Information technology
- Life sciences
- Logistics
- Manufacturing
- Medicine
- Non-profit/aid organization
- Professional services
- Real estate
- Research
- Restaurant
- Retail
- Software development
- Tourism and hospitality
- Utilities and energy
- Wholesale trade
- Other (please specify) \_\_\_\_\_

11. Please share your thoughts as to how South Fulton can make changes to grow a healthy and sustainable economy?

12. What investments would you like to see in South Fulton? (Select up to 5.)

- Public schools (K-12)

- Higher education
- Vocational schools and training resources (including maker space)
- Public infrastructure (roadways, utilities, etc.)
- Public safety
- Economic development programs
- Community activities
- Parks
- Tourism and promotion
- Amenities for recreation
- Other (please specify) \_\_\_\_\_

13. What housing types are needed in South Fulton? (Check all that apply.)

- Single family homes suitable for 1st time homeowners
- Mid-market single family homes
- Estate single family homes
- Townhomes
- Condominiums
- Apartments - Workforce housing
- Apartments - Luxury
- Other \_\_\_\_\_

14. What transportation improvements are needed in South Fulton?

- More roads
- Bus rapid transit
- Express bus to Downtown Atlanta
- Light rail via Campbellton/GA 166 (MARTA is bringing light rail and bus rapid transit to Greenbriar)
- Other \_\_\_\_\_

15. What is your age?

- Under 18
- 18-24
- 25-34
- 45-64
- 65+

16. What is the highest level of education you have received?

- Some high school
- High school diploma
- Some college
- Associate's degree
- Bachelor's degree

Pose-secondary or professional degree (including Master's and PhD)

17. What is the annual income of everybody in your household?

- Less than \$15,000
- \$15,000 to \$34,999
- \$35,000 to \$49,999
- \$50,000 to \$74,999
- \$75,000 to \$99,999
- \$100,000 to \$149,999
- \$150,000 or more

18. How long have lived in South Fulton (former unincorporated Fulton County)?

- Less than one year
- One to four years
- Five to Nine years
- 10-20 years
- More than 20 years (but not lifelong resident)
- Lifelong resident

19. Please feel free to add any comments or additional input.

20. If you would like to receive updates on our progress with the economic development strategic plan, please provide your e-mail in the space provided below.



**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** Council Discussion on Speed Enforcement

**DATE OF MEETING:** 10/13/2020

**DEPARTMENT:** City Manager

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**ATTACHMENTS:**

Description	Type	Upload Date
Speed Enforcement Cameras	Cover Memo	10/7/2020



# **SPEED ENFORCEMENT CAMERA PROGRAM**

**PRESENTED BY:**

**Keith Meadows, Police Chief**

**Phenix Gaston, Court Administrator/Clerk of Court**

**October 13, 2020**

**CITY OF SOUTH FULTON**

**5440 FULTON INDUSTRIAL BLVD, SOUTH FULTON, GA 30336**

# SOUTH FULTON POLICE DEPARTMENT

## Ren'gia Majors Speed Enforcement Camera Program





# MISSION

**To reduce speed violations in school zones within the city limits of South Fulton**



## House Bills 978 and 2018



# Fulton County Schools

## Problem

Blueline Solutions conducted a comprehensive study of speeders in the City of South Fulton School Zones and determined the average number of speeders per school zones weekly to be:

# 957





# Blueline Solutions



## LIDAR VS. RADAR

BLS utilizes **LIDAR** to identify vehicles and calculate their speed, not radar like most other companies. Law Enforcement officers understand that **radar** shoots a wide cone shaped doppler beam into a lane, capturing multiple vehicles in it's beam. Officers have to use training and a doppler tone to determine which vehicle the **radar** is capturing. How can a computer do this with accuracy?

## LIDAR

Officers also understand that **LIDAR is a laser beam**. It's 100% accurate, determining exactly which vehicle it is capturing. In our stationary cameras, a LIDAR (laser) beam is aimed into a single lane and vehicles drive through it. The LIDAR captures several hundred data points determining the speed as the vehicle travels through the beam.



SHIELD 15

## Signage



## Radar Speed Signs Included

The BLS program includes one radar speed sign for each photo enforcement camera placed in a school zone. We recommend the radar sign be placed after the photo speed warning sign, but prior to the flashing lights with the speed limit reduction sign. In this case, the driver passes:

1. Photo Enforcement Warning Sign
2. Radar Speed Sign (shows the driver their speed)
3. The school zone flashing lights

Drivers are provided three warnings.

# Enforcement

**Rule of Thumb 25 MPH**

**The School Zone Cameras Flash**

1 hour before school starts until  
1 hour after the start time

**ALSO**

1 hour before school ends until  
1 hour after the end time



**South Fulton Police also recognize the regular speed limit when the lights are not flashing.**

**(Example: If the speed limit is 45 MPH in a particular zone, citations will be issued for those violators traveling 10 MPH over the posted limit.)**

# Municipal Court

## Court Process

Municipal Court and Blueline coordinate calendar dates for contested citations.

Municipal Court receives contested citation request from Blueline including the court docket.

City of South Fulton Municipal Court Judge and Solicitor hear the docket provided and the Municipal Court Clerks complete the designated disposition form and return it back to Blueline.



# QUESTIONS







**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** Council Discussion on Sanitation Update

**DATE OF MEETING:** 10/13/2020

**DEPARTMENT:** City Manager

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**ATTACHMENTS:**

Description	Type	Upload Date
Memo_Sanitation Updates	Cover Memo	10/8/2020
Solid Waste Collection	Cover Memo	10/12/2020

# GOVERNMENT OF THE CITY OF SOUTH FULTON

## Office of the City Manager


WILLIAM "BILL" EDWARDS  
MAYOR



ODIE DONALD II  
CITY MANAGER

## MEMORANDUM

**TO:** Honorable Mayor William "Bill" Edwards & City Council Members

**FROM:** Odie Donald II   
City Manager

**DATE:** October 6, 2020

**SUBJECT: Sanitation Program FY2020 Second & Third Quarter Performance Report**

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This memorandum represents the fiscal year second and third quarter assessment of the performance of the City of South Fulton Sanitation Program, highlighting performance for the period between January 1, 2020 through June 30, 2020.

### Recent Activities and Highlights

The assessment compares the level of service (LOS) performance and infrastructure fees of the last two quarters of the program. Findings of this assessment:

- Second and third quarter data were nearly identical, with
  - Compliant households were 30,069 and 30,056 respectively; while
  - Non-compliant households were 3,460 and 3,442 for the same time periods.
- Revenues reported to date totaled \$317,412.50 or an average of \$105,804.19 per quarter.
- Differences between the first and second quarter, especially the number of non-compliant households, can be attributed to a comprehensive review of parcel information, as explained in the next section of this memorandum.

### Data Reviewed to Determine Reason for Stagnant Growth in Compliance Rates

In recent reporting periods, compliance rates, or growth in the number of households confirmed to have residential sanitation service in the City of South Fulton became stagnant at around 88%. To better understand why this occurred, there was a comprehensive review of compliance data and a course of action was developed to ensure improved compliance levels. For a full description of this process, please see Appendix A at the end of this memorandum.

Based on this effort, the following information highlights key changes observed between Quarter 1 and Quarters 2 & 3 of FY2020:

- Quarter 3 data collected from the providers reflects, 30,056 or 88% of all households Citywide are in good standing (See Table #4).

- Non-compliant households for Quarter 3, those not reported to employ service from a residential provider, decreased from 6,822 to 3,442. The difference can be attributed, in large part, due to housing units that were classified to have residential service but employ commercial containers (dumpster or compactor) or are serviced by the City of Atlanta.
- Between Quarter 1 and Quarter 3 FY2020, figures show service coverage remained flat or increased over all districts.
- Newer construction (units coming online in the last two years) had a high probability to be counted as being non-compliant even when they had residential service.

Table 1 shows a comparison for the past 6 months on compliance with the sanitation ordinance for residential services. To determine the number of Compliant Households at the end of each quarter, the following process is used:

- We begin with the Parcel List from GIS, which is defined as all parcels eligible for residential service in the City of South Fulton;
- Addresses received each month from the residential sanitation providers operating in CoSF System is compiled, forming what is called the Customer List;
- The Customer List is compared against the Parcel List, with each match found forming the Compliant List;
- Any address remaining from the Parcel List without a match are compiled, forming the Non-Compliant Households list.

Table 1 shows a comparison for the past 9 months on compliance with the sanitation ordinance.

**Table 1**

<b>Residential Sanitation Service Compliant Vs. Non-Compliant Households Fiscal Year 2020: Quarters 1, 2 &amp; 3</b>						
<b>District</b>	<b>Compliant Households*</b>			<b>Non-Compliant Households**</b>		
	<b>Quarter 1 2020</b>	<b>Quarter 2 2020</b>	<b>Quarter 3 2020</b>	<b>Quarter 1 2020</b>	<b>Quarter 2 2020</b>	<b>Quarter 3 2020</b>
<b>1</b>	3,050	3,386	3,385	1,037	227	210
<b>2</b>	4,646	4,770	4,766	733	335	335
<b>3</b>	4,113	4,184	4,179	840	518	518
<b>4</b>	5,191	5,265	5,265	873	494	494
<b>5</b>	3,758	3,721	3,719	1,172	642	642
<b>6</b>	3,905	4,015	4,015	1,141	879	879
<b>7</b>	4,307	4,728	4,727	1,026	365	364
<b>Total</b>	<b>28,970</b>	<b>30,069</b>	<b>30,056</b>	<b>6,822</b>	<b>3,460</b>	<b>3,442</b>

\*Data provided by Residential Collections Providers.

\*\*Calculated by subtracting total eligible households from provider reported customers

Table 2 shows the infrastructure fees received by the City of South Fulton from eleven of the thirteen registered vendors through June 30, 2020.

**Table 2**

<b>Reported Maintenance Fund Fees: Residential &amp; Commercial Provider Collections* FY 2020 (October 1, 2019 –June 30, 2020)</b>			
	<b>Amounts</b>		
<b>Residential Providers</b>	<b>Quarter 1 2020</b>	<b>Quarter 2 2020</b>	<b>Quarter 3 2020</b>
Community Waste Disposal	\$1,297.79	\$1,501.38	\$1,507.46
Fulton Sanitation	\$1,500.00	\$2,761.35	\$2,652.75
Latham Home Sanitation	\$340.86	\$365.07	\$373.98
Reliable Sanitation	\$6,266.79	\$6,888.22	\$6,720.65
Waste Industries/GFL	\$62,185.68	\$65,797.02	\$71,885.60
Waste Pro USA	\$119.35		\$520.87
T&R	\$784.80	\$218.80	\$1,180.80
Worldwide Disposal	\$0.00	\$24.00	\$171.43
JE Waste**	\$0.00	\$0.00	\$0.00
<b>Residential Subtotal</b>	<b>\$72,495.27</b>	<b>\$77,555.84</b>	<b>\$85,013.54</b>
<b>Commercial Providers</b>			
Advanced Disposal	\$6,558.22	\$3,055.60	
Republic Services	\$6,155.51	\$5,719.54	\$5,376.06
Waste Management	\$17,848.73	\$18,860.70	\$18,455.39
Raintree Waste	\$0.00	\$190.60	\$127.50
<b>Commercial Subtotal</b>	<b>\$30,562.46</b>	<b>\$27,826.44</b>	<b>\$23,958.95</b>
<b>Grand Total</b>	<b>\$103,057.73</b>	<b>\$105,382.28</b>	<b>\$108,972.49</b>

\*Numbers validated by Finance

Table 3 shows the districts served and the fees charged for various types of service (regular waste, recycling, bulk waste, white goods, and yard waste).

**Table 3**

<b>Districts Served and Fees Charged Per Quarter</b>						
<b>Breakdown of Services Provided by Vendor</b>						
<b>Residential Providers</b>	<b>Districts Served</b>	<b>Regular</b>	<b>Recycling</b>	<b>Bulk waste</b>	<b>White Goods</b>	<b>Yard Waste</b>
<b>Community Waste Disposal</b>	1,2	\$44.10	\$56.70		Price <sup>1</sup>	Included
<b>Fulton Sanitation</b>	2,3,4,5,7	\$57.75	\$42.00	\$35.00 (min)	\$40.00 (min)	\$75.60
<b>Latham Home Sanitation</b>	3,4,5	\$57.00	\$60.00	Included	Price <sup>1</sup>	\$90.00 (6 mths)
<b>Reliable Sanitation</b>	2,3,4	\$57.00	\$45.00	\$50.00 (min)	Price <sup>1</sup>	Included
<b>Waste Industries (GFL)</b>	All	\$59.55				Included
<b>Waste Pro USA</b>	1,2,3	\$51.00	\$21.00		Price <sup>1</sup>	\$30.00
<b>T&amp;R</b>	5,6,7	\$48.00	N/A		N/A	\$2.00/bag
<b>Worldwide Disposal Services</b>	All	\$57.50	\$30.00 bi-weekly		\$35/\$30	Included
<b>JE Waste</b>	4,5,6,7	\$16-\$25	No charge		\$25.00 up to \$500.00	\$2.00/bag

Should you need further information regarding this correspondence, please contact Antonio Valenzuela at [antonio.valenzuela@cityofsouthfultonga.gov](mailto:antonio.valenzuela@cityofsouthfultonga.gov).

# Appendix A

## Review of Data Used to Determine Residential Compliance

At the inception of the City of South Fulton’s Solid Waste Ordinance, the GIS parcel database was used to identify households likely to be subject to the residential sanitation servicer requirement.

In March of 2020, Jacobs reviewed current data and determined the best means to reduce/eliminate the non-compliant list. As part of this process, 41,460 parcels found were reviewed within the City of South Fulton. From this list the team focused on data coded for residential housing.

### Definitions Used

To determine the status of each household, the following definitions were used:

- For this study, a **single-family household** was defined as parcels categorized under Land Use Codes 101-107.
- A **compliant household** is defined as a residential unit that employs an individual roll-cart for sanitation service through an active account with an approved residential collections provider.
- A **non-compliant household** is defined as a residential unit that does not have a roll-cart and does not have service provided by an approved provider for the City of South Fulton.
- **Commercial service** is defined as a unit or facility that provides access to a commercial container/compactor/dumpster for sanitation collections. Most often found in apartment complexes and other commercial establishments, commercial service is regulated by the commercial section of the code, thus it is excluded by the evaluation here.
- An **approved vendor** is a private sanitation company providing residential collections for the City of South Fulton in good standing under the City’s Sanitation Ordinance.
- **N/A** were single family households by the definition above, that had commercial service thus not covered by the residential collections portion of the Sanitation Ordinance.

### Data Screening Process

Starting with the initial database, the following process was used to review the data:

1. This was accomplished by reviewing 41,460 parcels found within the City of South Fulton to ensure parcels were properly coded.
2. A second screening was used to identify, confirm and remove any, “placeholder” or invalid addresses.
3. GIS Land Use Codes for single family housing were used to determine parcels that could potentially have residential service. Codes where residential collections can be found are in the following Land Use Codes:
  - a. Single Family Homes (code 101)
  - b. Residential 2 Family Homes (code 102)
  - c. Residential 3 Family Homes (code 103)
  - d. Residential 4 Family Homes (code 104)
  - e. Residential/Commercial Mixed Use (code 105)
  - f. Single Family Residential Condominium (code 106)
  - g. Single Family Residential Townhouse (code 107)

4. Each parcel was reviewed for accuracy using Land Use Codes and publicly available aerial photography. A series of site visits were completed for parcels where a use could not be determined. Approximately sixty visits were made to determine the status of about 8,000 households.
5. Data collected from residential providers from the March 2020 reporting period was that used to determine households with residential service in good standing.

**Determinization of Compliant Vs. Non-Compliant List**

As a requirement to remain in good standing with the City of South Fulton’s Sanitation Ordinance, each residential sanitation provider is required to share a list of customers in good standing monthly. Addresses identified in compliance are removed from the list. The remaining addresses on the list are considered non-compliant.

Table 4 depicts the levels of compliance by District.

**Table 4**

<b>Compliant, Non-Compliant and Other Statuses of Residential Collections</b>									
<b>District</b>	<b>Total Households</b>	<b>Compliant</b>		<b>Non-Compliant</b>		<b>N/A</b>		<b>Serviced by City of Atlanta</b>	
		<b>Number</b>	<b>Percent</b>	<b>Number</b>	<b>Percent</b>	<b>Number</b>	<b>Percent</b>	<b>Number</b>	<b>Percent</b>
<b>1</b>	<b>3,868</b>	<b>3,385</b>	<b>88%</b>	<b>210</b>	<b>5%</b>	<b>64</b>	<b>2%</b>	<b>209</b>	<b>5%</b>
<b>2</b>	<b>5,128</b>	<b>4,766</b>	<b>93%</b>	<b>335</b>	<b>7%</b>	<b>27</b>	<b>1%</b>	<b>0</b>	<b>0%</b>
<b>3</b>	<b>4,700</b>	<b>4,179</b>	<b>89%</b>	<b>518</b>	<b>11%</b>	<b>3</b>	<b>0%</b>	<b>0</b>	<b>0%</b>
<b>4</b>	<b>5,765</b>	<b>5,265</b>	<b>91%</b>	<b>494</b>	<b>9%</b>	<b>6</b>	<b>0%</b>	<b>0</b>	<b>0%</b>
<b>5</b>	<b>4,693</b>	<b>3,719</b>	<b>79%</b>	<b>642</b>	<b>14%</b>	<b>332</b>	<b>7%</b>	<b>0</b>	<b>0%</b>
<b>6</b>	<b>4,894</b>	<b>4,015</b>	<b>82%</b>	<b>879</b>	<b>18%</b>	<b>0</b>	<b>0%</b>	<b>0</b>	<b>0%</b>
<b>7</b>	<b>5,149</b>	<b>4,727</b>	<b>92%</b>	<b>364</b>	<b>7%</b>	<b>58</b>	<b>1%</b>	<b>0</b>	<b>0%</b>
<b>Total</b>	<b>34,197</b>	<b>30,056</b>	<b>88%</b>	<b>3,442</b>	<b>10%</b>	<b>490</b>	<b>1%</b>	<b>209</b>	<b>1%</b>

**Source:** Information compiled from residential providers’ monthly reports

**General Findings**

The result of this process revealed that of the 34,232 single family households found in the City of South Fulton, that 33,529 were eligible for residential sanitation service.

Of the remaining amount:

- 494, mainly in land use codes 106 and 107 (townhomes and condominiums), had commercial service;
- 209 households continue to be serviced by the City of Atlanta;
- 109 units were new construction, closed construction sites or gated communities where additional research is needed to determine their status; and
- After implementing these findings, the number of non-compliant households decreased significantly in Quarter 1 from Quarter 2 (6,822 Quarter 1 vs. 3,460 in Quarter 2).

## Additional Items Reviewed, Next Steps

- During the field visit portion of this study, a number of roll carts were found that did not appear to be from a legacy provider or current provider under the Sanitation Ordinance. For each of the ones identified, staff attempted to contact the provider. Of the six identified, one was verified to provide residential service but is not a recognized residential sanitation provider.
- A vendor is registered but has failed to provide monthly reports or pay the maintenance fee.
- Gated communities tended not to be included in this analysis and should be part of any future review.
- To ensure that newer developments are considered as part of this analysis, it is recommended that a more formal approach be considered to capture additional addresses as new single-family units come online.

## Findings by District

The following items are findings that had the most impact on compliance rates for each district:

### District 1 Initial Review & Highlights

#### Initial Review

- There were **3,870** single family households which potentially use residential service in District 1.
- Six sites/subdivisions were visited.

#### Results

- **3,386** homes were found to be compliant while **227** homes were non-compliant.
- Monte Vista Townhomes on South Monte Vista Drive were determined to have commercial service resulting in **21** units being removed from the non-compliant list.
- Homes in the Loch Lomond area are within the City of South Fulton but continue to be serviced by the City of Atlanta. This resulted in the removal of **209** units from the non-compliant list.

### District 2 Initial Review & Highlights

#### Initial Review

- There were **5,134** single family households potentially with residential service in District 2.
- Two sites/subdivisions were visited as part of this research.

#### Results

- **4,770** homes were found to be compliant while **335** homes were non-compliant.
- Kiram Terrace has **25** townhomes that were verified to have commercial service and therefore, removed from the non-compliant list.
- Two addresses were found to be invalid, and therefore removed.



## District 3 Initial Review & Highlights

### Initial Review

- There were **4,708** single family households potentially with residential service in District 3.
- Two sites/subdivisions were visited as part of this research.

### Results

- **4,184** homes were found to be compliant while **518** homes were non-compliant.

## District 4 Initial Review & Highlights

### Initial Review

- There were **5,773** single family households potentially with residential service in District 4.
- Two sites/subdivisions were visited as part of this research.

### Results

- **5,265** homes were found to be compliant while **494** homes were non-compliant.
- **Nine** addresses were determined to be invalid or duplicates.
- **Eleven** locations merit additional review.

## District 5 Initial Review & Highlights

### Initial Review

- There were **4,698** single family households potentially with residential service in District 5.
- Twenty-three (23) sites/subdivisions were visited as part of this research.

### Results

- **3,721** homes were found to be compliant while **642** homes were non-compliant.
- **320** homes in the Camelot Drive area were determined to have commercial service and were removed from the non-compliant list.
- **Three** addresses were determined to be invalid and were removed from the list.
- Gated communities (**87** households) on Flat Shoals Point and Flat Trail were not accessible at the time of the initial site visits and merit additional review.

## District 6 Initial Review & Highlights

### Initial Review

- There were **4,894** single family households potentially with residential service in District 6.
- Ten sites/subdivisions were visited as part of this research.

### Results

- **4,015** homes were found to be compliant while **879** homes were non-compliant.
- A gated community on Centennial Run with **30** households remains undetermined for

service and should be reviewed.

## District 7 Initial Review & Highlights

### Initial Review

- There were **5,155** single family households which could potentially have residential service in District 7.
- Seven locations were visited as part of this research.

### Results

- **4,728** homes were found to be compliant while **365** homes were non-compliant.
- **291** townhomes in the Avalon Boulevard, Bucknell Terrace, Festival Avenue and other areas were determined to use commercial service and were removed from the non-compliant list.
- Three addresses were determined to be invalid and were removed from the list.



# CITY OF SOUTH FULTON SOLID WASTE COLLECTION SYSTEM

**PRESENTED BY:  
ANTONIO VALENZUELA, PUBLIC WORKS DIRECTOR**

**CITY OF SOUTH FULTON  
5440 FULTON INDUSTRIAL BLVD, SOUTH FULTON, GA 30336**



# EXISTING SANITATION STRUCTURE

- **Current Model: Open Market**
  - Residents have option to select a provider from registered vendors
  - 13 registered vendors
    - Nine (9) Residential Providers
    - Four (4) Commercial Providers
  - Vendors submit 5% infrastructure fee





# CURRENT SANITATION STRUCTURE

## ○ **Nine (9) Residential Providers**

- GFL (Waste Industries)
- Fulton Sanitation
- Waste Pro
- Reliable Sanitation
- Latham Home Sanitation
- Community Waste
- T&R Sanitation
- JE Waste
- Worldwide Disposal Service

## ○ **Four (4) Commercial Providers**

- Advanced Disposal
- Republic Services
- Waste Management
- Raintree Waste





# CURRENT STRUCTURE SERVICE PROVIDED

- Solid Waste, Recycling, Yard Waste
  - Bulk Waste (Larger than 3' and heavier than 50lbs.)
  - White Goods (household appliances, stoves, washers, etc.)

Residential Providers	District Served	Solid Waste	Recycling	Yard Waste	Bulk Waste	White Goods
Community Waste Disposal	1,2	\$48.00	\$30.00	Courtesy (3) Bags	Quote Based on Items	
Waste Pro USA	1,2,3	\$51.00	\$21.00	\$30.00	N/A	
Reliable Sanitation	2,3,4	\$57.00	\$45.00	Included	\$50.00 (min)	
Latham Home Sanitation	3,4,5	\$57.00	\$60.00	\$90.00 (6 months)	Included	Quote Based on Items
T&R	5,6,7	\$48.00	N/A	\$2.00/bag	N/A	N/A
Fulton Sanitation	2,3,4,5,7	\$57.75	\$42.00	\$75.60	\$35.00 (min)	\$50.00 (min)
Waste Industries (GFL)	All	\$56.70	\$18.00			
JE Waste	4,5,6,7	\$16-\$25	No charge	\$2.00/bag	\$25.00 up to \$500.00	
Worldwide Disposal Services	All		\$82.27	N/A	Quote Based on Items	



# CURRENT STRUCTURE

- Number of Rooftops Served: About 34,000
- Compliance Rate: ~88%

## Residential Sanitation Service Compliant Vs. Non-Compliant Households Fiscal Year 2020: Quarters 1, 2 & 3

District	Compliant Households*			Non-Compliant Households**		
	Quarter 1 2020	Quarter 2 2020	Quarter 3 2020	Quarter 1 2020	Quarter 2 2020	Quarter 3 2020
<b>1</b>	3,050	3,386	3,385	1,037	227	210
<b>2</b>	4,646	4,770	4,766	733	335	335
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# CURRENT STRUCTURE

- 5% Infrastructure Fees (Year to Date)

	AMOUNTS		
	Quarter 1 2020	Quarter 2 2020	Quarter 3 2020
<b>Residential Providers</b>			
<b>Community Waste Disposal</b>	\$1,297.79	\$1,501.38	\$1,507.46
<b>Fulton Sanitation</b>	\$1,500.00	\$2,761.35	\$2,652.75
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<b>T@R</b>	\$784.80	\$218.80	\$1,180.80
<b>Worldwide Disposal</b>	\$0.00	\$24.00	\$171.43
<b>JE Waste**</b>	\$0.00	\$0.00	\$0.00
<b>Residential Subtotal</b>	<b>\$72,495.27</b>	<b>\$77,555.84</b>	<b>\$85,013.54</b>
<b>Commercial Providers</b>			
<b>Advanced Disposal</b>	\$6,558.22	\$3,055.60	
<b>Republic Services</b>	\$6,155.51	\$5,719.54	\$5,376.06
<b>Waste Management</b>	\$17,848.73	\$18,860.70	\$18,455.39
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<b>Grand Total</b>	<b>\$103,057.73</b>	<b>\$105,382.28</b>	<b>\$108,972.49</b>





# CURRENCY STRUCTURE OPEN MARKET

## ○ PROS

- Competitive pricing from multiple registered vendors
- Residents have multiple vendors for the selection of sanitation service
- Residents have the choice to choose from the registered providers

## ○ CONS

- Multiple ranges of quarterly prices from multiple providers servicing similar districts
- Garbage trucks of various sizes patronizing the neighborhood and deteriorating the streets
- Under the current model for example, five out of nine residential providers serve District 2; thus, creating a possibility that a subdivision or a neighborhood street could be patronized by as many as five vendors
- Service collections scheduling, during different days and times of the week
- Enforcement and collection of 5% Infrastructure fees is a challenge with multiple vendors
- Customer service with multiple vendors for issues with complaints, servicing, etc.
- Unsightly aesthetics of trash cans displayed throughout the week
- Conditions of Sanitation Trucks causing spills, leaks, litters, etc.





# OTHER OPTIONS

## OPTION 1

- Request for Proposal
  - Focused on Customer Service
  - Sanitation Fleet
  - Scheduling
  - Provide 3 main core services: Solid Waste, Recycling, and Yard Debris
  - Plan of Action for 5% Infrastructure Fee
  - Providing Services for all 7 districts
    - Best uniform quarterly price
- Single Provider - City selects a single sanitation provider
- Allow selected sanitation provider to contract with resident directly for billing
- Review of financial statements of selected provider

## OPTION 2

- Request for Proposal for 3 Zones
- Based on current Services
  - Zone 1 – District 1 & 2
  - Zone 2 – District 3 & 4
  - Zone 3 – District 5, 6, & 7
  - Focused on Customer Service
  - Sanitation Fleet
  - Scheduling
  - Provide 3 main core services: Solid Waste, Recycling, and Yard Debris
  - Plan of Action for 5% Infrastructure Fee
- Allow selected sanitation provider to contract with resident directly for billing
- Review of Financial Statements of Selected Provider
- Resident will only be allowed to contract sanitation services with approved vendor in each zone \* Option 1 & 2 will be same case



# OPEN MARKET VS. SINGLE PROVIDER VS. ZONES

	Current Model (Open Market)	Proposed Model 1: Single Provider	Proposed Model 2: Council Zones
<b>Pros</b>	<ul style="list-style-type: none"> <li>• Small companies like it</li> <li>• Residents can bargain for the lowest price</li> <li>• Proven in other counties</li> <li>• Residents have control</li> <li>• Revenue generating</li> <li>• Limited administration by City</li> </ul>	<ul style="list-style-type: none"> <li>• Attractive to larger companies because of single payor</li> <li>• Easier to administer in terms of monitoring, reporting and enforcement (1 provider in lieu of 13)</li> <li>• Less wear and tear on roads</li> <li>• Price &amp; service uniformity</li> </ul>	<ul style="list-style-type: none"> <li>• Small companies can participate</li> <li>• Smaller service zones &amp; more competition = better price</li> <li>• More of an investments for providers in the current zone and area</li> </ul>
<b>Cons</b>	<ul style="list-style-type: none"> <li>• Multiple days and times servicing a neighborhood, subdivision, or district</li> <li>• Reporting or lack of</li> <li>• Uniformity- although department made templates available to haulers</li> <li>• Inconsistent pricing</li> <li>• Dissimilarities in service across council districts (not all vendors in all districts)</li> <li>• Multiple communications between sanitation providers</li> </ul>	<ul style="list-style-type: none"> <li>• Small companies could be excluded</li> <li>• Create garbage monopoly</li> <li>• Lawsuits from smaller companies</li> <li>• May have negative history with winning company</li> <li>• Residents are not allowed a decision on selecting their sanitation provider</li> <li>• Residents are not capable of selecting the best price for a sanitation provider</li> </ul>	<ul style="list-style-type: none"> <li>• Lack of service &amp; pricing uniformity throughout City</li> <li>• May not be attractive to larger companies</li> <li>• City could have up to 3 different providers servicing each zone</li> <li>• Require multiple solicitations</li> <li>• Reporting, monitoring and enforcement will require coordination with up to 3 different providers</li> </ul>



# NEIGHBORING CITIES – SOLID WASTE SERVICES AND FEES

City	Chattahoochee Hill	College Park	East Point	Fairburn	Hapeville	Palmetto	Union City
Does the City provide solid waste service?	No	Yes	Yes	Yes	Yes	Yes	Yes
What are the types of solid waste services offered?	Municipal Solid Waste (MSW)	MSW, Yard, Bulk, Recycle	MSW, Yard, Bulk, Recycle, Dead Animal Collection	MSW, Yard, Bulk, Recycle	MSW, Yard, Bulk, Recycle	MSW, Recycle, Yard	MSW, Yard, Bulk, Recycle
Are solid waste services required?	No	Yes	Yes	Yes	Yes	Yes	Yes
Who collects waste?	Waste Industries	City	City, Republic for recycling or other verified 3rd parties	City and CLM Sanitation	City - Streets and Sanitation Department	City	Waste Industries
If recycling is offered, is it source-separated or single stream?	Not offered	Yes, but only at drop off centers where one must separate	Single Stream via Republic Services	Single Stream (Mandatory)	Single Stream at drop off recycling center	Single Stream	Single Stream
Is glass recycling offered? Separated or single stream?	Not offered	Separated	Single Stream	Not offered	Single Stream	Separated at residential drop off center	Not offered
What is the frequency of pickup?	Weekly	Twice a week	MSW Weekly Recycle Biweekly	Weekly	Weekly	Weekly	Weekly
What is the fee (\$)?	\$59.25/quarter (Includes recycling at \$6.00)	\$16.50/month	\$21.50/month or \$18.00/month for multifamily residences	\$14.73/month Includes MSW and Recycling	\$20/month	\$17.05/month	\$11.25/month
How is the fee Collected?	Via online	In conjunction with sewer, electric, and water charges(via phone or website)	Property Taxes	Online/Money Order	Online Payment	Online Payment	With other utilities online or City website
Notes/Additional Services	Bulk items by request for \$75.00	Bulk pickup (No charge for sofas, tables, chairs but charge is \$7.50/item for large appliances)	Bulk pickup (\$35.00 for first item and \$10.00 for each additional)  Yard waste (\$50.00 for first CY \$10.00 for each add CY)	Yard pick up- must inform City but is free of charge. Disabled residents can opt out of curbside. Bulk pickup is free twice a month for up to one truckload. Additional truckloads require a fee.	Bulk - additional charge \$30.00/item for freon items, \$20.00/item for appliances, \$20.00/item for furniture, \$10.00/item for mattresses) 24 x 7 recycle drop off facility	Yard waste will be picked up on normal days of residential trash collection at no fee. Bulk item must be dropped off, but at no cost to owner (once/month)	Bulk pickup - flat fee (\$150.00)
Households (201B) <sup>1</sup>	1,098	6,054	14,320	5,492	2,601	1,711	8,831
Population (estimate)	2,741	15,154	36,125	15,184	6,947	4,625	22,282

\*Collected data from 2019



# QUESTIONS?





**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** Council Discussion Regarding Community Development

**DATE OF MEETING:** 10/13/2020

**DEPARTMENT:** Planning

---

**ATTACHMENTS:**

Description	Type	Upload Date
Code Enforcement Presentation	Cover Memo	10/7/2020
Memo_Special Events	Cover Memo	10/12/2020
Special Event Permits Presentation	Cover Memo	10/12/2020
Memo_Zoning Rewrite	Cover Memo	10/8/2020
Zoning Rewrite Dates	Cover Memo	10/7/2020



# CODE ENFORCEMENT 2020 & BEYOND

**PRESENTED BY:**

**Christina Cummings, Deputy Director of  
Community Development & Regulatory Affairs**

**October 13, 2020**

**CITY OF SOUTH FULTON**

**5440 FULTON INDUSTRIAL BLVD, SOUTH FULTON, GA 30336**

CODE ENFORCEMENT PRESENTATION

# CODE ENFORCEMENT 2020 & BEYOND





**WE BELIEVE OUR CORE MISSION IS...**



**TO ENHANCE QUALITY OF  
LIFE BY PROMOTING  
ECONOMIC AND COMMUNITY  
DEVELOPMENT THROUGH  
COMPLIANCE & EDUCATION**

*Education before citation is our mantra*

“

TO GET IT RIGHT WE NEED YOUR HELP

**What are some suggestions that  
YOU believe will make Code  
Enforcement operate better?**

CODE ENFORCEMENT TEAM

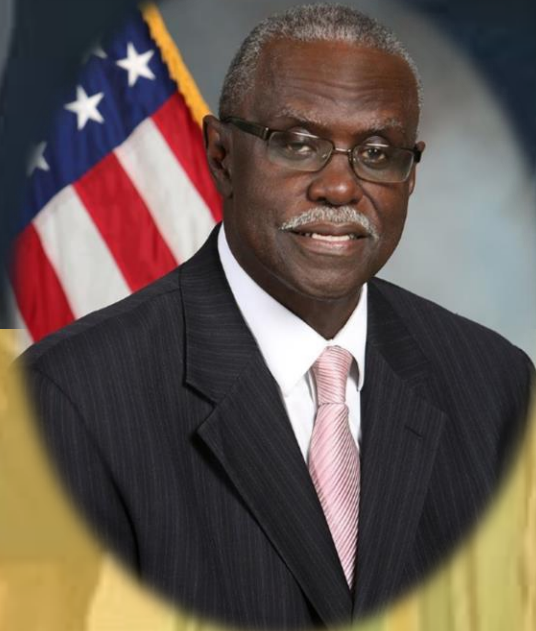
“

TO GET IT RIGHT WE NEED YOUR HELP

**What are some communities that  
YOU believe have a solid Code  
Enforcement operation that our  
City can aspire to emulate?**

CODE ENFORCEMENT TEAM

# Code Enforcement Customers



## ELECTED OFFICIALS

Direct concerns from elected officials to address specific Code Enforcement issues.



## RESIDENTS

Daily complaints to the City via See Click Fix, email or phone.



## INTERNAL DEPT.

Daily request to collaborate and help route issues to the proper departments. Policy analysis and research.

# Code Enforcement Process



## INTAKE

Receive complaint through field generation, SCF, email, phone call or other means



## INVESTIGATION

Gather all relevant facts:  
Prepare evidence, pictures, and inspect property conditions



## COMPLIANCE

Issue Notice of Violation and recommend cases to Code Board or Municipal Court

# Most Active Areas of Concern

## BLIGHTED PROPERTIES

Blighted Properties cause a severe strain on communities and create unsafe conditions for residents.

## PARKING ON GRASS

Code Enforcement receives several calls for vehicles being improperly parked and stored on grass at private residences.

## HIGH GRASS

The most common Code Enforcement violation is for High Grass. Residents are cited for lawns that are unkept and grass that is high.

## TRASH & DEBRIS

Code Enforcement gets the majority of calls related to trash and debris, illegal dumping and property maintenance.

# MAJOR GOALS

## EDUCATION

## COMMUNITY ENGAGEMENT

## CUSTOMER SERVICE



## EQUITY

### POWER OF COMPLIANCE

Prior to COVID-19, CDRA supported and produced the Power of Compliance Event that created a one-stop shop for CDRA services.

### TOWN HALL MEETINGS

CDRA participates in various town-hall meetings to help educate the public about Code Enforcement and other CDRA services

### HOA MEETINGS & DISTRICT SWEEPS

Code Enforcement officers actively participate in HOA meetings, neighborhood clean-ups, and compliance sweeps that typically result in better relationships and long-term compliance. (i.e Biscayne) Code attended 10 events September 2019 - March 2020

# LOOKING TO THE FUTURE

STRATEGIC ALIGNMENT FOR 2020







## **"ONE TEAM - ONE MISSION"**

Code Enforcement Officers have shown incredible commitment and motivation to get the job done.

# CHALLENGES

## ABSENT PROPERTY OWNERS

Locating absent  
landlords and  
property owners  
requires extensive  
research & dedicated

resources

## DEMOLITION & REMEDIATION

To successfully  
demolish a property  
there are several  
LEGAL procedures  
the city must  
navigate first

## GETTING HARD PROPERTIES TO COMPLY

Some property  
owners choose to be  
non-compliant  
despite our best  
efforts

## ELDERLY & INDIGENT PERSONS

Many property  
owners lack  
resources to bring  
properties into  
compliance

## DECEASED OWNERS & DEFUNCT BUSINESSES

Code Enforcement  
has to coordinate  
with Probate Court &  
conduct research to  
find owners

**CASES**

**12008**

CITATIONS & CASES COMPLETED  
TRASH & DEBRIS  
SINCE JULY 2017

SOUTH FULTON HAS A VERY ACTIVE CODE  
ENFORCEMENT DIVISION

# MILESTONES

## SOP

Code Enforcement has been focused on standardizing processes and procedures for our team

## SURVIVING COVID-19

Code Enforcement has never stopped working during COVID-19

## GETTING HARD PROPERTIES TO COMPLY

Biscayne Apartments is a success story of how partnership can work

## SEE CLICK FIX

Officers have been focused on acknowledging and closing reports in SCF & Edmunds timely

## CUSTOMER SERVICE

Code Enforcement team set service level agreements within 24-hours to acknowledge a concern



**BISCAYNE**

**104**

IN JUNE 2020, BISCAYNE APARTMENTS HAD 104 COUNTS AND ACTIVE VIOLATIONS FOR CODE ENFORCEMENT. TODAY THEY HAVE BROUGHT 80% OF THE VIOLATIONS INTO COMPLIANCE

# BISCAYNE BEFORE

## BLIGHTED PROPERTY + NUISANCE

Prior to our active enforcement and engagement with the property owners, this property was getting worse every day! After our sweep, the owners secured legal counsel and that allowed us to engage the City Attorney and facilitate significant progress in under 60 days.



# BISCAYNE AFTER

80% OF ALL VIOLATIONS CURED

Stronger relationship with property owners

Metrics: 27 replacements 20 Repair/Partial replacement

3 Vacant; 9 were in process

Infestation - 100% Complete

Plumbing 8 out of 11 were cured

Electrical 7 out of 10 were completed

Handicap Accessible Upgrades & Curb Cuts installed



# LEGISLATIVE ITEMS

## WORKING WITH COUNCIL

Staff has been working with Council to put forward legislation that lowers grass height, clarifies violations that were ambiguous or non-existent, and to give Code more authority to produce desired results.

Some policy innovations include enacting a Landlord registry that will help the City quickly identify owners and produce revenue for the City.





# Current Projects

## 1) Fight Against Blight 4 Steps

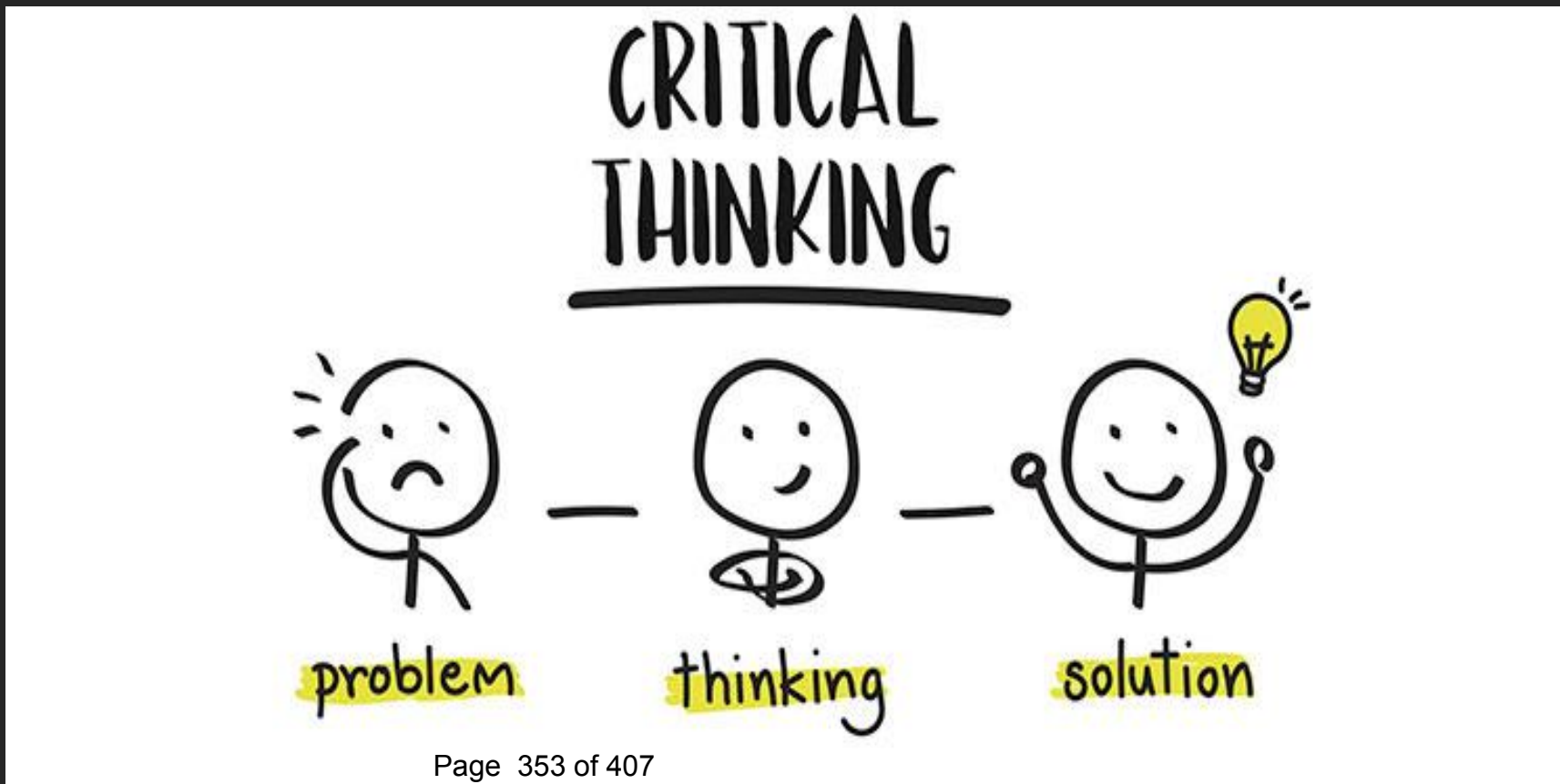
- A. Identify
- B. Title Search
- C. Court Hearing
- D. Remediation

## 2) Sanitation Service Enforcement

- A. 3223 Non-compliant properties
- B. Achieving compliance will help fight illegal dumping

## 3) Short Term Rental Enforcement

- A. New program identified 633 short term rentals in operation in COSF
- B. Enforcement process will bring in revenue through licensing
- C. We will be able to identify problem properties proactively



# In a Nutshell

Code Enforcement is a vital part of the service delivery team for the city. Our team works with the community to help educate, enforce violations and maintain a great quality of life for South Fulton residents. Code Enforcement is working hard to execute our work with consistency and precision. We are dedicated professionals that show up everyday to get the job done!





# REACH OUT



## MAILING ADDRESS

5440 Fulton Industrial Blvd SW  
Atlanta, GA 30336



## WEB ADDRESS

[www.seeclickfix.com](http://www.seeclickfix.com)  
[www.cityofsouthfultonga.gov](http://www.cityofsouthfultonga.gov)



## PHONE NUMBER

(470) 552 4311

# Community Development & Regulatory Affairs (CDRA)



Mrs. Shayla Reed  
Director

Mrs. Christina  
Cummings  
Deputy Director

# WE ARE HERE TO SERVE YOU!

## CDRA Code Enforcement Division

Mr. Brian Morris  
Manager

Mr. Paul Muhammad  
Team Lead

Mr. Leon Richardson  
Team Lead

Environ Court Coord.

Marcus McKibbins  
Quinesha Golden  
Rhonda Augustine  
Shameka Rhodes  
Ronnie Caldwell

Alexis Jenkins  
Demarcus Dixon  
Frank Austin  
George Terrell  
John Buford  
Virginia Decoudreaux



# GOVERNMENT OF THE CITY OF SOUTH FULTON

## Office of the City Manager

WILLIAM “BILL” EDWARDS  
MAYOR



ODIE DONALD II  
CITY MANAGER

### MEMORANDUM

**TO:** Honorable Mayor William “Bill” Edwards & City Council Members

**FROM:** Odie Donald II   
City Manager

**DATE:** October 8, 2020

**SUBJECT: Temporary Moratorium on Special Event Permits**

---

COVID-19 cases remain high. In response, City personnel requests to enact a Temporary Moratorium on issuing Special Event permits and ban City personnel from participating in Special Event operations. This request would include all events, within the City limits, that are organized and facilitated by the general public, City personnel, and City Elected Officials.

In response to COVID-19, Governor Brian Kemp enacted a “Public Health State of Emergency” Executive Order (extended version 09.30.20.01) to further in the requirement of social distancing by banning gatherings of more than fifty people unless there is six feet between each person. The City provides provisions for three types of Special Permits (Administrative Permits, Use Permits, and Parks & Recreational Permits).

Special Event Permits, per legislation:

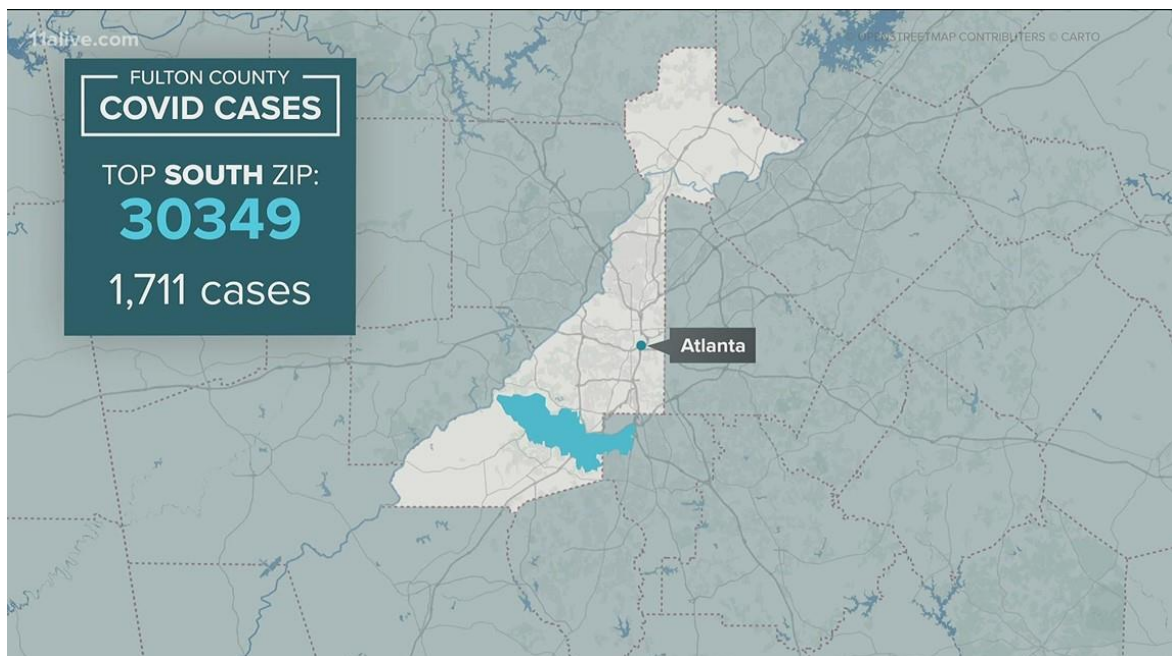
- Administrative Permit – Special Events local in nature and less than 250 attendees at any one time
- Use Permit – Special events marketed to populations outside the local community where organizer anticipates 250 attendees or more at any one time
- Parks and Recreation – Special event upon City park property

The City remains with limited resources to support any Special Event activities. As such, City personnel is highly concerned with the following and ask for Council’s consideration in the following:

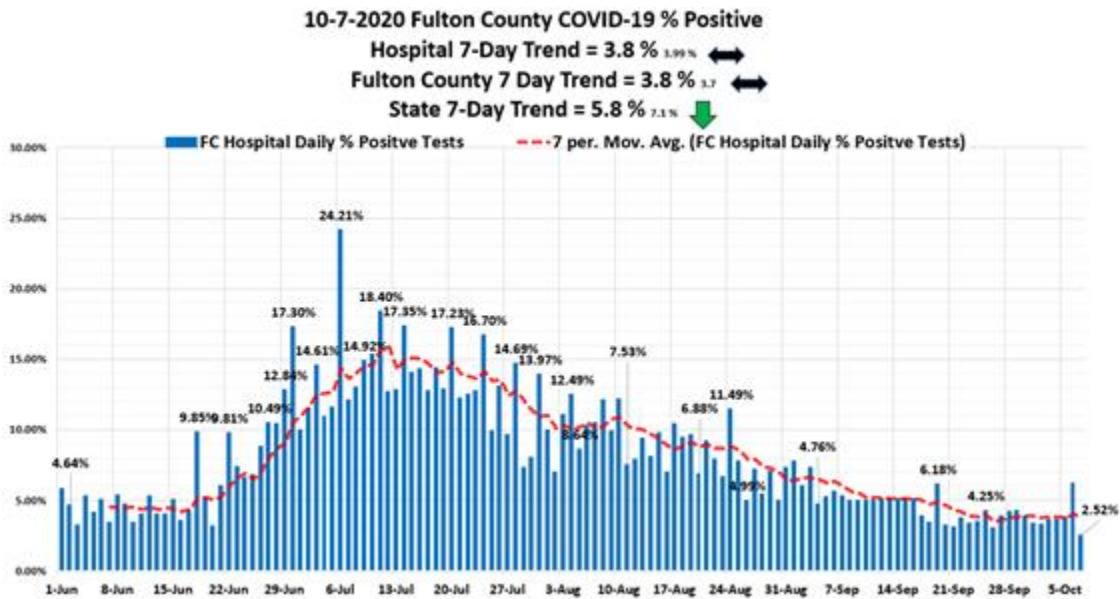
- With Special Events varying in numbers, exposures could serve as a high health risk for the City’s personnel, residents, and tourist. Ultimately, placing all mentioned in unnecessarily close proximity to multiple potential COVID-19 exposures.
- With City personnel currently being reallocated to other City functions and duties, personnel numbers are very limited to enforcement of regulations for social distancing and other regulatory actions.

- Various City Departments would be required to compensate the cost of overtime for personnel. The Departments have not budgeted for overtime compensation for Special Events.
- All City employees are currently mandated to take a daily COVID-19 survey before reporting for work at any City facility. Event exposure could risk the chances of employees remaining healthy to perform their daily assignment(s).
- All City employees are mandated to take and pass a COVID-19 test before reporting for work at any City facility. Quarantine procedures remain in place for any personnel that received a positive test or who have been exposed to someone that has test positive.
- City Council approved a three-phased reopening plan, currently phase 1 stipulates 14 consecutive days of decline in virus transmission numbers in order to progress to the subsequent phases of reopening.
- Current virus transmission numbers in Fulton County have remained at a persistently high level. As shown below, Fulton County COVID-19 cases are still increasing daily and remaining high in numbers.

A recent report shown on Channel 11 Alive (September 22, 2020), provides that Zip code 30349, located in the southern part of Fulton County and includes a large portion of the City of South Fulton's blueprint, has shown to have the most cases in Fulton County to date. There are more than 1,700 cases in the Zip code 30349 area.



To date, records have shown that numbers may have decreased since the high ratio in July 2020 but will show no substantial decreases since late August, as shown below.



Source: Atlanta-Fulton County Emergency Management Agency, October 7, 2020

- The Fire Marshal’s Office and shift personnel would be a needed for all special events due to management of crowd control and/or Fire and Safety code violations.

**Recommendation**

To better act in accordance with the Governor’s Executive Order, Community Development & Regulatory Affairs staff is requesting for the City to enact a temporary moratorium on Special Event Permits until after Monday, November 9, 2020, or when said Order is renewed by the Governor.

Should you need further information regarding this correspondence, please contact Shayla Reed at [shayla.reed@cityofsouthfultonga.gov](mailto:shayla.reed@cityofsouthfultonga.gov).





# SPECIAL EVENT PERMITS

**PRESENTED BY:**

**Shayla Reed, Director of Community Development & Regulatory Affairs**

**October 13, 2020**

**CITY OF SOUTH FULTON**

**5440 FULTON INDUSTRIAL BLVD, SOUTH FULTON, GA 30336**

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**#SouthFultonStrong**



# REQUEST TO ENACT A TEMPORARY MORATORIUM ON SPECIAL EVENT PERMITS

- ✓ In response to COVID-19, Governor Brian Kemp enacted a “Public Health State of Emergency” Executive Order on March 14, 2020 (extended version 09.30.20.01).
- ✓ Order is stated to further in the requirement of social distancing by banning gatherings of more than fifty people, unless there is six feet between each person.
- ✓ Governor Kemp’s Executive Order is carried out through November 9, 2020.





# REQUEST TO ENACT A TEMPORARY MORATORIUM ON SPECIAL EVENT PERMITS

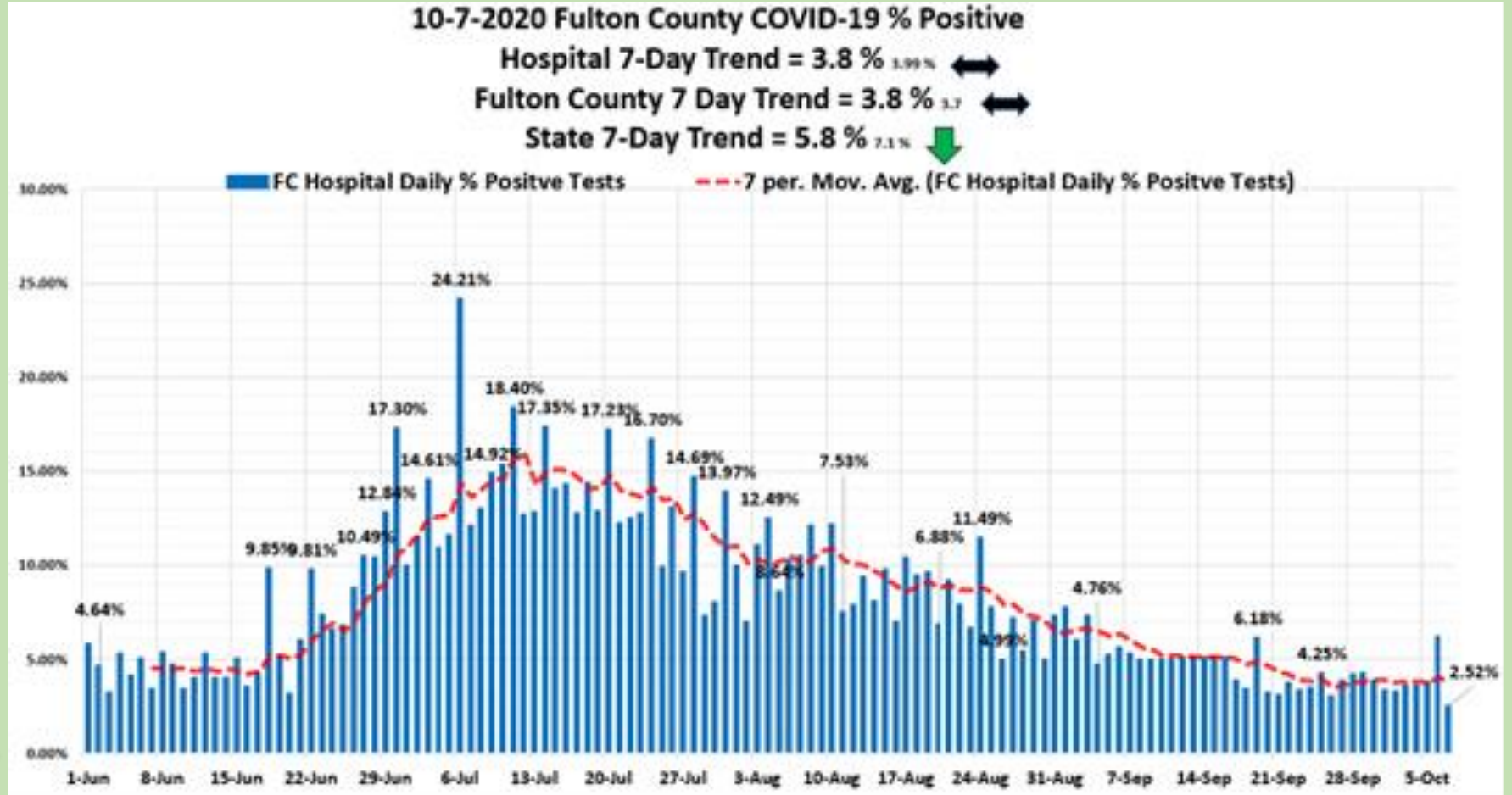
## COSF Special Event Permits, per legislation:

- ✓ **Administrative Permit** – Events local in nature and less than 250 attendees at any one time. Requires an administrative approval.
- ✓ **Use Permit** – Events local in nature and more than 250 attendees at any one time. Requires Council approval.
- ✓ **Parks and Recreation** – Special event upon City park property. Requires an administrative approval.

**The City remains with limited resources to support any Special Event activities, at this time.**

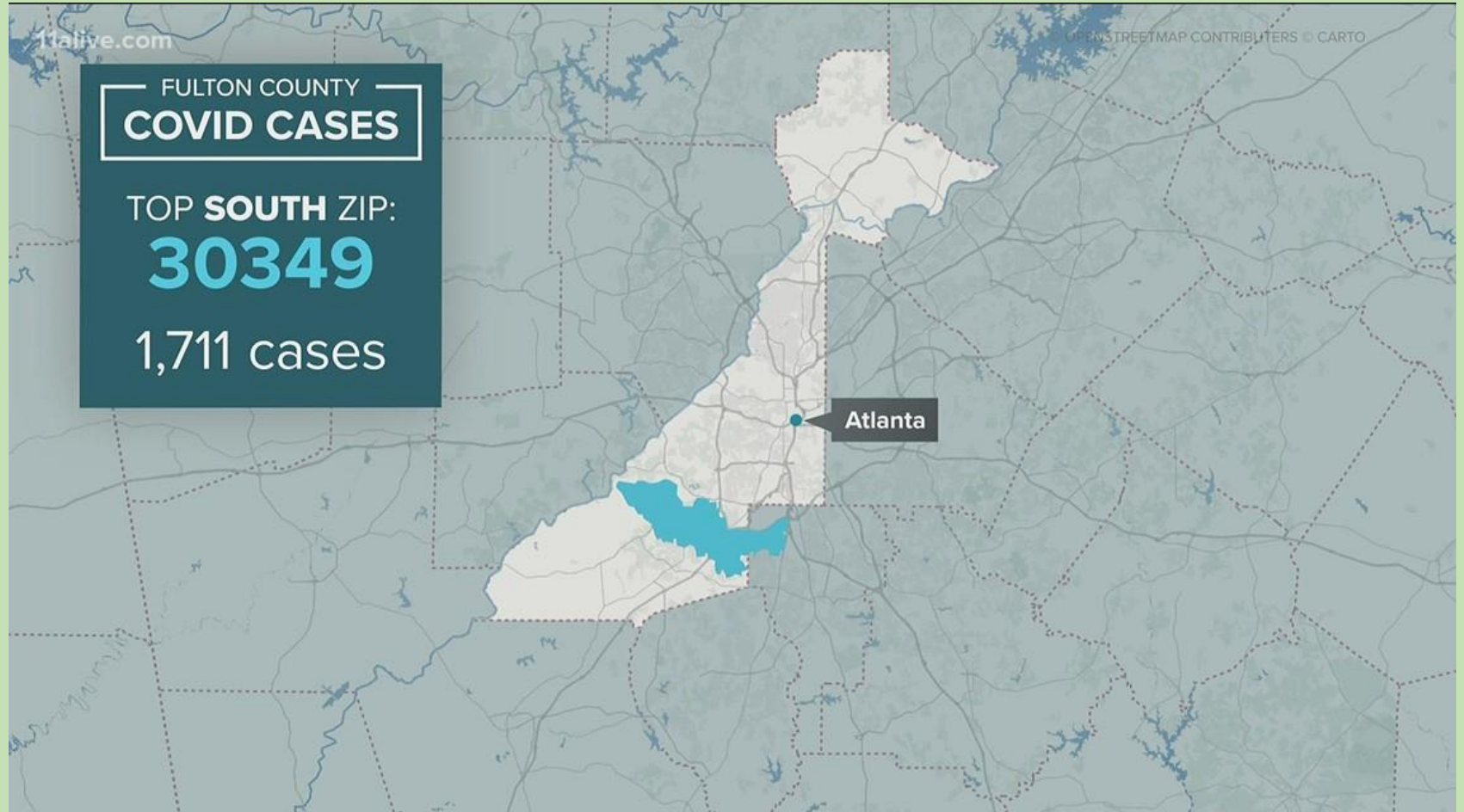


# REQUEST TO ENACT A TEMPORARY MORATORIUM ON SPECIAL EVENT PERMITS





# REQUEST TO ENACT A TEMPORARY MORATORIUM ON SPECIAL EVENT PERMITS





# REQUEST TO ENACT A TEMPORARY MORATORIUM ON SPECIAL EVENT PERMITS

**City personnel is highly concerned with the following and asking for Council's consideration in the following:**

- ✓ With Special Events varying in numbers, exposures could serve as a high health risk for the City's personnel, residents, and tourists. Ultimately, placing all mentioned in unnecessarily close proximity to multiple potential COVID-19 exposures.
- ✓ With City personnel currently being reallocated to other City functions and duties, personnel numbers are very limited to enforcement of regulations for social distancing and other regulatory actions.
- ✓ Various City's Departments would be required to compensate the cost of overtime for personnel. The Departments have not budgeted for overtime compensation for Special Events.
- ✓ All City employees are currently mandated to take a daily COVID-19 survey before reporting for work at any City facility. Event exposure could risk the chances of remaining healthy to perform their daily assignment(s).



# REQUEST TO ENACT A TEMPORARY MORATORIUM ON SPECIAL EVENT PERMITS

## Requested Action

- ✓ To better act in accordance with the Governor's Executive Order, CDRA staff is requesting for the City to enact a temporary moratorium on Special Event Permits until after Monday, November 9, 2020 or when said Order is renewed by the Governor.



# GOVERNMENT OF THE CITY OF SOUTH FULTON


## Office of the City Manager

WILLIAM "BILL" EDWARDS  
MAYOR



ODIE DONALD II  
CITY MANAGER

### MEMORANDUM

**TO:** Honorable Mayor William "Bill" Edwards & City Council Members  
**FROM:** Odie Donald II   
City Manager  
**DATE:** October 6, 2020  
**SUBJECT:** Zoning Rewrite Adoption

---

#### Background

Staff has drawn near the completion of the Zoning Rewrite project and is preparing for the file's First and Second Reading.

The Zoning Consultant, Wood Environment & Infrastructure Solutions, Inc., prepared a summary of actions that was shared with City Council on September 25, 2020 via email from Mrs. Reed, Department of Community Development and Regulatory Affairs (CDRA). Hopefully you have taken the time to review the file to ensure your previous comments were considered and added to the file. Any additional comments or questions should be submitted to staff as soon as possible in an effort to have a completed final draft ready for final review next week.

Additionally, CDRA staff offered residents four additional opportunities to provide feedback on the City's Zoning Ordinance Rewrite during a series of virtual public meetings. The virtual sessions were held on September 21<sup>st</sup>, 23<sup>rd</sup>, 28<sup>th</sup>, and 30<sup>th</sup>. Each meeting took place between 6pm - 7pm. Feedback from residents to staff has been very positive, and many productive comments have been submitted. Residents mentioned that these additional opportunities to participate were both informative and appreciated. All previous meetings have been saved as livestream videos on the City's YouTube channel at [www.youtube.com/cityofsouthfulton](http://www.youtube.com/cityofsouthfulton). In addition, residents are still able to have their opinions captured by completing our online survey at [www.surveymonkey.com/r/CoSF\\_ZoningSurvey2020](http://www.surveymonkey.com/r/CoSF_ZoningSurvey2020).

#### Recommendation

Community Development & Regulatory Affairs staff is asking for a Special Called Meeting to be held during the week of October 19, 2020 to conduct the required First Reading of the file. Adoption and Second Reading is scheduled for Council's Regular Meeting on Tuesday, October 27, 2020. The current Zoning Moratorium is scheduled to end on November 1, 2020.

Should you need further information regarding this correspondence, please contact Shayla Reed at [shayla.reed@cityofsouthfultonga.gov](mailto:shayla.reed@cityofsouthfultonga.gov).





# ZONING REWRITE ADOPTION

**PRESENTED BY:**

**Shayla Reed, Director of Community Development & Regulatory Affairs**

**October 13, 2020**

**CITY OF SOUTH FULTON**

**5440 FULTON INDUSTRIAL BLVD, SOUTH FULTON, GA 30336**

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City of South Fulton | October 13, 2020

**#SouthFultonStrong**



# ZONING REWRITE ADOPTION THROUGH A SPECIAL CALLED MEETING

- Zoning Rewrite project is near completion and staff is preparing for the file's First and Second Reading
- Additional Public Involvement Meetings were held and final edits made to the file for completion

## Needed Decision:

- Special Called Meeting to be held during the week of October 19, 2020 for First Reading of the file
- Adoption and Second Reading during Council's Regular Meeting on Tuesday, October 27, 2020 (*Preferred Option*)

– OR –

- Extend current Zoning Moratorium to November 24, 2020 to allow for further review and adoption. Current moratorium is scheduled to end on November 1, 2020.



**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** Council Discussion on Meeting Dates for Council

**DATE OF MEETING:** 10/13/2020

**DEPARTMENT:** City Clerk

---

**ATTACHMENTS:**

Description	Type	Upload Date
Proposed Six Month Meeting Schedule	Cover Memo	10/7/2020



## SOUTH FULTON CITY COUNCIL VIRTUAL MEETING SCHEDULE\*

### Proposed Meeting Dates for the next Six (6) Months

Work Sessions	Regular Meetings	Special Meetings
<b>Tuesday</b> <b>Oct. 13, 2020</b> <b>4:00pm</b>	<b>Tuesday</b> <b>Oct. 27, 2020</b> <b>10:00am</b>	<b>Tuesday – Zoning Rewrite</b> <b>Oct. 19, 2020</b> <b>Time to be Determined</b>
<b>Tuesday</b> <b>Nov. 10, 2020</b> <b>4:00pm</b>	<b>Tuesday</b> <b>Nov. 24, 2020</b> <b>10:00am</b>	
<b>Tuesday</b> <b>Dec. 8, 2020</b> <b>4:00pm</b>	<b>Tuesday</b> <b>Dec. 22, 2020</b> <b>10:00am</b>	
<b>Tuesday</b> <b>Jan. 12, 2021</b> <b>4:00pm</b>	<b>Tuesday</b> <b>Jan. 26, 2021</b> <b>10:00am</b>	
<b>Tuesday</b> <b>Feb. 9, 2021</b> <b>4:00pm</b>	<b>Tuesday</b> <b>Feb. 23, 2021</b> <b>10:00am</b>	
<b>Tuesday</b> <b>Mar. 9, 2021</b> <b>4:00pm</b>	<b>Tuesday</b> <b>Mar. 23, 2021</b> <b>10:00am</b>	



**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** Council Discussion on Smoke-Free Environment Ordinance

**DATE OF MEETING:** 10/13/2020

**DEPARTMENT:** Mayor

---

**ATTACHMENTS:**

Description	Type	Upload Date
Smoke-Free Environment Presentation	Cover Memo	10/12/2020
SAMPLE Model Ordinance_Smoke-Free	Cover Memo	10/12/2020

# Strengthening Smoke-free

## in the City of South Fulton



# What do we believe?

- Everyone has the right to breathe smoke-free air.
- No one should have to choose between their health and a paycheck.
- There is no safe level of secondhand smoke.



# What do we know about secondhand smoke?

- There is no safe level of exposure to secondhand smoke.
- Exposure to secondhand smoke – even for a short period of time – can have immediate adverse effects on the cardiovascular system.
- Brief exposure can interfere with normal functioning of the heart, blood, and vascular systems.
- Increases risk of stroke by 20-30%.
- Contributes to cardiovascular and lung disease, which also contribute to severe outcomes of COVID-19.





# Disparities and Exposure

Nearly half (**46.8%**) of **African American nonsmokers** in the United States were exposed to secondhand smoke.

Tobacco use is a major contributor to these three leading causes of death among African Americans: <sup>3</sup>

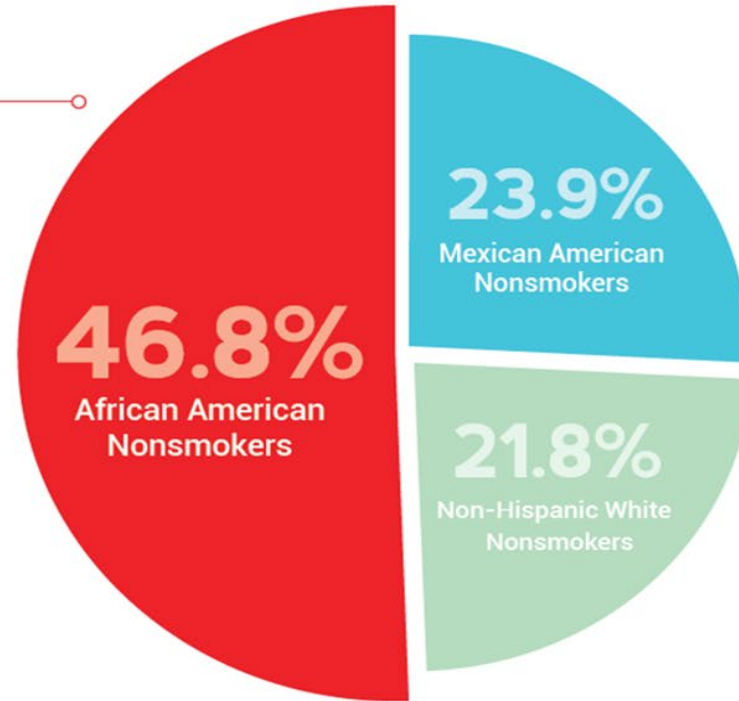
HEART DISEASE

STROKE

CANCER



The risk of developing diabetes (the fourth leading cause of death among African Americans) is **30%-40% higher for cigarette smokers than nonsmokers.** <sup>4</sup>



More than 72,000 African Americans are diagnosed with tobacco-related cancer and more than **39,000 die from tobacco-related cancer each year.** <sup>3</sup>



# COVID-19 and Tobacco

- Every day there is new and emerging research
- What we know today:
  - Secondhand smoke causes heart and lung damage, which contributes to severe outcomes of COVID-19.
  - Smoking-related conditions that increase a patient's need for oxygen or reduce one's ability to sufficiently oxygenate their blood put patients at higher risk for viral pneumonia, such as that caused by influenza or COVID-19.
  - Smoking and vaping may increase likelihood of transmission from fingers to mouth.
  - Smoking and vaping are not conducive to wearing masks.



# Georgia Smoke-free Air Act 2005

- The Georgia Smoke-free Air Act of 2005 protects many workplaces but exempts bars and 18+ and does not include vaping.
- ...Secondhand smoke exposure is still a problem...
  - 28% of adults in the Fulton County Health District are still exposed to secondhand smoke in public places.
  - 14% are exposed in their workplaces.



# Comprehensive Smoke-free in the South

*\*just a few of the cities with smokefree indoor protections\**

- Savannah
- Atlanta
- Augusta
- New Orleans
- Baton Rouge
- Birmingham
- Buena Vista, GA
- Chamblee
- Morrow
- Pooler
- Chatham County
- Richmond County





# City of South Fulton Smoke-free

- Protects many, but not all:
  - Smoking rooms allowed in workplaces if certain criteria is met
  - Bars
  - Hotel/Motel rooms: 20% of total can be smoking
  - Private/semi-private rooms in nursing homes and long-term care facilities
  - Retail tobacco store

# Impact on Hospitality Industry

- Restaurant and bar workers have high levels of secondhand smoke exposure at work.
- Restaurant and bar workers have the lowest levels of protection from secondhand smoke of any category of workers.
- Studies have shown healthier employees suffer less absenteeism and don't turn over as frequently.
- No health insurance AND no paid sick days
- Must pay out of pocket medical expenses
- Forced to return to work or lose their shift
- Working while sick is dangerous to the public and to other workers



# A Note on Ventilation

“No current and advanced dilution ventilation, “air curtains” or air cleaning technologies, have been demonstrated or should be relied upon to control health risks from ETS exposure in spaces where smoking occurs.”

*American Society of Heating,  
Refrigerating, and Air Conditioning  
Engineers (ASHRAE)*

“No air filtration or purification system has been designed that can eliminate all indoor irritants and pollution associated with secondhand tobacco smoke...”

*United Air Specialists, Inc.*



# Smoke-free Workplaces – Good for Health and Good for Business

- Numerous independent studies of smoke-free restaurant and bar laws show no apparent impact or a positive impact on sales or employment
- Potential savings on cleaning, maintenance and insurance costs
- Good for employee health
- Supports employees who want to quit smoking by removing pressure and temptation



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# Business and Hospitality Sectors Support Smoke-free Protections

“All these years and not one person has objected. It’s been a total win-win. I would never want to go back to indoor smoking.”

*Bonnie Walden, owner of Bay Street Blues in Savannah*

“It’s made my husband healthier. It made our lives better.”

*Elizabeth Myers, wife of Jere Myers, musician playing in Savannah bars*

“Honestly, I didn’t notice any bad effects, business-wise. In fact, I think it’s made business better because people don’t complain about the smoking and you get both the smokers and the non-smokers.”

*Suzanne Accorsi, owner of Pal’s in New Orleans*

“People have been glad across the board that we went non-smoking.”

*Dave Jackson, general manager of Table & Tap in New Orleans*



# Impact on Tourism

- The top 10 U.S. Travel destinations have all enacted smoke-free laws
- Tourism increased after smoke-free policies were enacted in New York, California, Florida, Utah
- Major hotel chains including Westin, Marriott (all brands), Choice Hotels, Wyndham Group, Ritz Carlton, Sheraton, Disney, Comfort Suites and others have all gone smoke-free
- Sales tax receipts show smoke-free policies do not affect restaurant revenue or alcohol sales in bars



# Health Benefits for the Entire Community

- US studies show a reduction in heart attack hospitalizations for the community within 12 months.
- England study showed a significant immediate change of -8.9% in the emergency hospital admission rate of children aged  $\leq 14$  years with a principal diagnosis of asthma
- 100% smoke-free policies are associated with lower risk of cardiovascular disease among middle-aged adults.
- Smoke-free laws associated with reduced systolic blood pressure
- Rapid (within 2 months) improvements in health outcomes in nonsmoking bar workers, including reduction in respiratory symptoms, improved lung function, reduction in sensory symptoms, improved quality of life.



# Background

- Council members in support
  - Councilmember Rowell
  - Councilmember Reeves
  - Councilmember Gumbs
  - Councilmember Gilyard
  - Councilmember Willis
- Concern
  - Protecting all workers, patrons
  - COVID and health
- Coalition
  - National, state, local partners



# Changes Needed to Protect All City of South Fulton Citizens

- *Remove exemptions for:*

- Bars
- Transportation
- Long-term residential
- Hotels
- Smoking rooms
- Ventilation



*Close loopholes and protect workers, residents, and visitors!*



# Strengthening smoke-free in COSF:

## Is Not

- An attempt to vilify smokers
- A judgment concerning anybody's lifestyle or personal choices
- An attempt to control businesses
- An attempt to ban all smoking
- An enforcement nightmare

## But it Will:

- Guarantee all have a smoke-free workplace
- Protect patrons and visitors
- Make the healthy choice the easy choice
- Ensure all future business that come to COSF are smoke-free



# Supporters

- American Heart Association
- Americans for Nonsmokers' Rights
- American Cancer Society
- American Lung Association
- Campaign for Tobacco-Free Kids
- Georgians for a Healthy Future
- Fathers Incorporated
- Entertainers Speaking Out
- South Fulton Human Services Coalition
- Georgians for a Healthy Future
- Center for Black Health and Equity
- The HEART Coalition
- Impact United Methodist Church



# THANK YOU

CITY of SOUTH FULTON | [cityofsouthfultonga.gov](http://cityofsouthfultonga.gov)







# AMERICANS FOR NONSMOKERS' RIGHTS

## Model Ordinance Prohibiting Smoking in All Workplaces and Public Places (100% Smokefree)

### **Sec. 1000. Title**

This Article shall be known as the \_\_\_\_\_ [name of City or County] Smokefree Air Ordinance of \_\_\_\_\_ [year].

### **Sec. 1001. Findings and Intent**

The \_\_\_\_\_ [City or County Governing Body] does hereby find that:

The 2006 U.S. Surgeon General's Report, *The Health Consequences of Involuntary Exposure to Tobacco Smoke*, has concluded that (1) secondhand smoke exposure causes disease and premature death in children and adults who do not smoke; (2) children exposed to secondhand smoke are at an increased risk for sudden infant death syndrome (SIDS), acute respiratory problems, ear infections, and asthma attacks, and that smoking by parents causes respiratory symptoms and slows lung growth in their children; (3) exposure of adults to secondhand smoke has immediate adverse effects on the cardiovascular system and causes coronary heart disease and lung cancer; (4) there is no risk-free level of exposure to secondhand smoke; (5) establishing smokefree workplaces is the only effective way to ensure that secondhand smoke exposure does not occur in the workplace, because ventilation and other air cleaning technologies cannot completely control for exposure of nonsmokers to secondhand smoke; and (6) evidence from peer-reviewed studies shows that smokefree policies and laws do not have an adverse economic impact on the hospitality industry.<sup>1</sup> According to the 2010 U.S. Surgeon General's Report, *How Tobacco Smoke Causes Disease*, even occasional exposure to secondhand smoke is harmful and low levels of exposure to secondhand tobacco smoke lead to a rapid and sharp increase in dysfunction and inflammation of the lining of the blood vessels, which are implicated in heart attacks and stroke.<sup>2</sup> According to the 2014 U.S. Surgeon General's Report, *The Health Consequences of Smoking—50 Years of Progress*, secondhand smoke exposure causes stroke in nonsmokers. The report also found that since the 1964 Surgeon General's Report on Smoking and Health, 2.5 million nonsmokers have died from diseases caused by tobacco smoke.<sup>3</sup>

Numerous studies have found that tobacco smoke is a major contributor to indoor air pollution, and that breathing secondhand smoke (also known as environmental tobacco smoke) is a cause of disease in healthy nonsmokers, including heart disease, stroke, respiratory disease, and lung cancer. The National Cancer Institute determined in 1999 that secondhand smoke is responsible for the early deaths of approximately 53,000 Americans annually.<sup>4</sup>

The Public Health Service's National Toxicology Program (NTP) has listed secondhand smoke as a known carcinogen.<sup>5</sup>

Based on a finding by the California Environmental Protection Agency in 2005, the California Air Resources Board has determined that secondhand smoke is a toxic air contaminant, finding that exposure to secondhand smoke has serious health effects, including low birth-weight babies;

sudden infant death syndrome (SIDS); increased respiratory infections in children; asthma in children and adults; lung cancer, sinus cancer, and breast cancer in younger, premenopausal women; heart disease; and death.<sup>6</sup>

There is indisputable evidence that implementing 100% smoke-free environments is the only effective way to protect the population from the harmful effects of exposure to secondhand smoke.<sup>7</sup>

In reviewing 11 studies concluding that communities see an immediate reduction in heart attack admissions after the implementation of comprehensive smokefree laws, the Institute of Medicine of the National Academies concluded that data consistently demonstrate that secondhand smoke exposure increases the risk of coronary heart disease and heart attacks and that smokefree laws reduce heart attacks.<sup>8</sup>

A significant amount of secondhand smoke exposure occurs in the workplace. Employees who work in smoke-filled businesses suffer a 25-50% higher risk of heart attack and higher rates of death from cardiovascular disease and cancer, as well as increased acute respiratory disease and measurable decrease in lung function.<sup>9</sup>

Studies measuring cotinine (metabolized nicotine) and NNAL (metabolized nitrosamine NNK, a tobacco-specific carcinogen linked to lung cancer) in hospitality workers find dramatic reductions in the levels of these biomarkers after a smokefree law takes effect. Average cotinine levels of New York City restaurant and bar workers decreased by 85% after the city's smokefree law went into effect.<sup>10</sup> After the implementation of Ontario, Canada's Smokefree Indoor Air Law, levels of NNAL were reduced by 52% in nonsmoking casino employees and cotinine levels fell by 98%.<sup>11</sup>

Smokefree indoor air laws result in a significant reduction in fine particulate matter and improved air quality. A Grand Rapids, Michigan study that monitored six restaurants before and after implementation of the state's smokefree air law found that PM2.5 fine particulate matter was reduced by 92 percent after the law went into effect, indicating that the vast majority of indoor air pollution in all six venues was due to secondhand smoke. The results in Grand Rapids were consistent with results in Wilmington, Delaware; Boston, Massachusetts; and Western New York.<sup>12</sup>

Following a Health Hazard Evaluation of Las Vegas casino employees' secondhand smoke exposure in the workplace, which included indoor air quality tests and biomarker assessments, the National Institute of Occupational Safety & Health (NIOSH) concluded that the casino employees are exposed to dangerous levels of secondhand smoke at work and that their bodies absorb high levels of tobacco-specific chemicals NNK and cotinine during work shifts. NIOSH also concluded that the "best means of eliminating workplace exposure to [secondhand smoke] is to ban all smoking in the casinos."<sup>13</sup> A subsequent study in Nevada, whose Clean Indoor Air Act permits smoking in designated areas of casinos, bars, and taverns, indicates that strong 100% smokefree laws are the only effective way to protect indoor air quality. The study sampled the air quality in 15 casino gaming areas and corresponding nonsmoking areas, and the results indicated that the Clean Indoor Air Act failed to protect air quality in the nonsmoking areas, including children-friendly areas.<sup>14</sup>

Secondhand smoke is particularly hazardous to elderly people, individuals with cardiovascular disease, and individuals with impaired respiratory function, including asthmatics and those with obstructive airway disease.<sup>15</sup> The Americans With Disabilities Act, which requires that disabled

persons have access to public places and workplaces, deems impaired respiratory function to be a disability.<sup>16</sup>

The U.S. Centers for Disease Control and Prevention has determined that the risk of acute myocardial infarction and coronary heart disease associated with exposure to tobacco smoke is non-linear at low doses, increasing rapidly with relatively small doses such as those received from secondhand smoke or actively smoking one or two cigarettes a day, and has warned that all patients at increased risk of coronary heart disease or with known coronary artery disease should avoid all indoor environments that permit smoking.<sup>17</sup>

Given the fact that there is no safe level of exposure to secondhand smoke, the American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE) bases its ventilation standards on totally smokefree environments. ASHRAE has determined that there is currently no air filtration or other ventilation technology that can completely eliminate all the carcinogenic components in secondhand smoke and the health risks caused by secondhand smoke exposure, and recommends that indoor environments be smokefree in their entirety. In 2015, ASHRAE amended its ventilation Standard for Acceptable Indoor Air Quality (62.1) to include an environment that is completely free from marijuana smoke and emissions from electronic smoking devices.<sup>18</sup>

During periods of active smoking, peak and average outdoor tobacco smoke (OTS) levels measured in outdoor cafes and restaurant and bar patios near smokers rival indoor tobacco smoke concentrations.<sup>19</sup> Nonsmokers who spend six-hour periods in outdoor smoking sections of bars and restaurants experience a significant increase in levels of cotinine when compared to the cotinine levels in a smokefree outdoor area.<sup>20</sup>

Residual tobacco contamination, or “thirdhand smoke,” from cigarettes, cigars, and other tobacco products is left behind after smoking occurs and builds up on surfaces and furnishings. This residue can linger in spaces long after smoking has ceased, continuing to expose people to tobacco toxins, which represent an unappreciated health hazard through dermal exposure, dust inhalation, and ingestion.<sup>21</sup> Sticky, highly toxic particulate matter, including nicotine, can cling to walls and ceilings, and gases can be absorbed into carpets, draperies, and other upholsteries, which can then be reemitted (off-gassed) back into the air and form harmful compounds.<sup>22</sup> Tobacco residue is noticeably present in dust throughout places where smoking has occurred.<sup>23</sup> The dangers of residual tobacco contamination are present in spaces that are not 100% smokefree, such as in nonsmoking rooms of hotels that allow smoking in some guest rooms. Partial smoking restrictions in hotels do not protect non-smoking guests from exposure to tobacco smoke and tobacco-specific carcinogens.<sup>24</sup>

Electronic smoking devices, commonly referred to as electronic cigarettes, or “e-cigarettes,” closely resemble and purposefully mimic the act of smoking by having users inhale vaporized liquid that typically contains nicotine, heated through an electronic ignition system. ESD emissions are made up of a high concentration of ultrafine particles, and the particle concentration is higher than in conventional tobacco cigarette smoke.<sup>25</sup> The January 2018 National Academies of Sciences, Engineering, and Medicine publication states that there is conclusive evidence that in addition to nicotine, most ESDs contain and emit numerous potentially toxic substances and increase airborne concentrations of particulate matter and nicotine in indoor environments. Studies show that people exposed to ESD aerosol absorb nicotine (measured as cotinine) at levels comparable to passive smokers. Many of the elements identified in the aerosol are known to cause respiratory distress and disease. ESD exposure damages lung tissues. Human lung cells that are exposed to ESD aerosol and flavorings — especially cinnamon — show increased oxidative stress and inflammatory responses.<sup>26</sup> Their use in workplaces and public places where smoking of traditional tobacco products is prohibited

creates concern and confusion and leads to difficulties in enforcing the smoking prohibitions. The World Health Organization (WHO), the National Institute for Occupational Safety and Health (NIOSH), and the American Industrial Hygiene Association (AIHA) recommend that ESDs not be used in smokefree environments, in order to minimize the risk to bystanders of breathing in the aerosol emitted by the devices and to avoid undermining the enforcement of smokefree laws.<sup>27</sup>

Secondhand smoke from combusted marijuana contains fine particulate matter that can be breathed deeply into the lungs, which can cause lung irritation and asthma attacks, thus making respiratory infections more likely. Exposure to fine particulate matter can exacerbate health problems especially for people with respiratory conditions like asthma, bronchitis, or COPD.<sup>28, 29</sup> Secondhand smoke from marijuana also has many of the same chemicals as smoke from tobacco, including those linked to lung cancer.<sup>30, 31</sup> More research is needed, but the current body of science shows that both tobacco and marijuana smoke may have similar harmful cardiovascular effects.<sup>32, 33</sup> Thus, In the interest of public health, the use of combustible or aerosolized marijuana should be prohibited wherever tobacco smoking is prohibited.

The Society of Actuaries has determined that secondhand smoke costs the U.S. economy roughly \$10 billion a year: \$5 billion in estimated medical costs associated with secondhand smoke exposure and \$4.6 billion in lost productivity.<sup>34</sup>

Numerous economic analyses examining restaurant and hotel receipts and controlling for economic variables have shown either no difference or a positive economic impact after enactment of laws requiring workplaces to be smokefree. Creation of smokefree workplaces is sound economic policy and provides the maximum level of employee health and safety.<sup>35</sup>

There is no legal or constitutional “right to smoke.”<sup>36</sup> Business owners have no legal or constitutional right to expose their employees and customers to the toxic chemicals in secondhand smoke. On the contrary, employers have a common law duty to provide their workers with a workplace that is not unreasonably dangerous.<sup>37</sup>

Smoking is a potential cause of fires; cigarette and cigar burns and ash stains on merchandise and fixtures causes economic damage to businesses.<sup>38</sup>

The smoking of tobacco, hookahs, or marijuana and the use of ESDs are forms of air pollution and constitute both a danger to health and a material public nuisance.

Accordingly, the \_\_\_\_\_ [*City or County Governing Body*] finds and declares that the purposes of this ordinance are (1) to protect the public health and welfare by prohibiting smoking in public places and places of employment; and (2) to guarantee the right of nonsmokers to breathe smokefree air, and to recognize that the need to breathe smokefree air shall have priority over the desire to smoke.

## **Sec. 1002. Definitions**

The following words and phrases, whenever used in this Article, shall be construed as defined in this Section:

- A. "Bar" means an establishment that is devoted to the serving of alcoholic beverages for consumption by guests on the premises and in which the serving of food is only incidental to the consumption of those beverages, including but not limited to, taverns, nightclubs, cocktail lounges, and cabarets.
- B. "Business" means a sole proprietorship, partnership, joint venture, corporation, or other business entity, either for-profit or not-for-profit, including retail establishments where goods or services are sold; professional corporations and other entities where legal, medical, dental, engineering, architectural, or other professional services are delivered; and private clubs.
- C. "Electronic Smoking Device" means any product containing or delivering nicotine or any other substance intended for human consumption that can be used by a person in any manner for the purpose of inhaling vapor or aerosol from the product. The term includes any such device, whether manufactured, distributed, marketed, or sold as an e-cigarette, e-cigar, e-pipe, e-hookah, or vape pen, or under any other product name or descriptor.
- D. "Employee" means a person who is employed by an employer in consideration for direct or indirect monetary wages or profit, or a person who volunteers his or her services for a non-profit entity.
- E. "Employer" means a person, business, partnership, association, corporation, including a municipal corporation, trust, or non-profit entity that employs the services of one or more individual persons.
- F. "Enclosed Area" means all space between a floor and a ceiling that is bounded on at least two sides by walls, doorways, or windows, whether open or closed. A wall includes any retractable divider, garage door, or other physical barrier, whether temporary or permanent and whether or not containing openings of any kind.
- G. "Health Care Facility" means an office or institution providing care or treatment of diseases, whether physical, mental, or emotional, or other medical, physiological, or psychological conditions, including but not limited to, hospitals, rehabilitation hospitals or other clinics, including weight control clinics, nursing homes, long-term care facilities, homes for the aging or chronically ill, laboratories, and offices of surgeons, chiropractors, physical therapists, physicians, psychiatrists, dentists, and all specialists within these professions. This definition shall include all waiting rooms, hallways, private rooms, semiprivate rooms, and wards within health care facilities.
- H. "Hookah" means a water pipe and any associated products and devices which are used to produce fumes, smoke, and/or vapor from the burning of material including, but not limited to, tobacco, shisha, or other plant matter.
- I. "Place of Employment" means an area under the control of a public or private employer, including, but not limited to, work areas, private offices, employee lounges, restrooms, conference rooms, meeting rooms, classrooms, employee cafeterias, hallways, construction sites, temporary offices, and vehicles. A private residence is not a "place of employment" unless it is used as a child care, adult day care, or health care facility.

- J. "Playground" means any park or recreational area designed in part to be used by children that has play or sports equipment installed or that has been designated or landscaped for play or sports activities, or any similar facility located on public or private school grounds or on [City or County] grounds.
- K. "Private Club" means an organization, whether incorporated or not, which is the owner, lessee, or occupant of a building or portion thereof used exclusively for club purposes at all times, which is operated solely for a recreational, fraternal, social, patriotic, political, benevolent, or athletic purpose, but not for pecuniary gain, and which only sells alcoholic beverages incidental to its operation. The affairs and management of the organization are conducted by a board of directors, executive committee, or similar body chosen by the members at an annual meeting. The organization has established bylaws and/or a constitution to govern its activities. The organization has been granted an exemption from the payment of federal income tax as a club under 26 U.S.C. Section 501.
- L. "Public Event" means an event which is open to and may be attended by the general public, including but not limited to, such events as concerts, fairs, farmers' markets, festivals, parades, performances, and other exhibitions, regardless of any fee or age requirement.
- M. "Public Place" means an area to which the public is invited or in which the public is permitted, including but not limited to, banks, bars, educational facilities, gambling facilities, health care facilities, hotels and motels, laundromats, parking structures, public transportation vehicles and facilities, reception areas, restaurants, retail food production and marketing establishments, retail service establishments, retail stores, shopping malls, sports arenas, theaters, and waiting rooms. A private residence is not a "public place" unless it is used as a child care, adult day care, or health care facility.
- N. "Recreational Area" means any public or private area open to the public for recreational purposes, whether or not any fee for admission is charged, including but not limited to, amusement parks, athletic fields, beaches, fairgrounds, gardens, golf courses, parks, plazas, skate parks, swimming pools, trails, and zoos.
- O. "Restaurant" means an eating establishment, including but not limited to, coffee shops, cafeterias, sandwich stands, and private and public school cafeterias, which gives or offers for sale food to the public, guests, or employees, as well as kitchens and catering facilities in which food is prepared on the premises for serving elsewhere. The term "restaurant" shall include a bar area within the restaurant.
- P. "Service Line" means an indoor or outdoor line in which one (1) or more persons are waiting for or receiving service of any kind, whether or not the service involves the exchange of money, including but not limited to, ATM lines, concert lines, food vendor lines, movie ticket lines, and sporting event lines.
- Q. "Shopping Mall" means an enclosed or unenclosed public walkway or hall area that serves to connect retail or professional establishments.

- R. "Smoking" means inhaling, exhaling, burning, or carrying any lighted or heated cigar, cigarette, pipe, hookah, or any other lighted or heated tobacco or plant product intended for inhalation, including marijuana, whether natural or synthetic, in any manner or in any form. "Smoking" includes the use of an electronic smoking device which creates an aerosol or vapor, in any manner or in any form, or the use of any oral smoking device for the purpose of circumventing the prohibition of smoking in this Article.
- S. "Sports Arena" means a place where people assemble to engage in physical exercise, participate in athletic competition, or witness sports or other events, including sports pavilions, stadiums, gymnasiums, health spas, boxing arenas, swimming pools, roller and ice rinks, and bowling alleys.

**Sec. 1003. Application of Article to [City-Owned or County-Owned] Facilities and Property**

All enclosed areas, including buildings and vehicles owned, leased, or operated by the \_\_\_\_\_ [City or County] of \_\_\_\_\_, as well as all outdoor property adjacent to such buildings and under the control of the \_\_\_\_\_ [City or County], shall be subject to the provisions of this Article.

**Sec. 1004. Prohibition of Smoking in Enclosed Public Places**

Smoking shall be prohibited in all enclosed public places within the \_\_\_\_\_ [City or County] of \_\_\_\_\_, including but not limited to, the following places:

- A. Aquariums, galleries, libraries, and museums.
- B. Areas available to the general public in businesses and non-profit entities patronized by the public, including but not limited to, banks, laundromats, professional offices, and retail service establishments.
- C. Bars.
- D. Bingo facilities.
- E. Child care and adult day care facilities.
- F. Convention facilities.
- G. Educational facilities, both public and private.
- H. Elevators.
- I. Gambling facilities.
- J. Health care facilities.
- K. Hotels and motels.

- L. Lobbies, hallways, and other common areas in apartment buildings, condominiums, trailer parks, retirement facilities, nursing homes, and other multiple-unit residential facilities.
- M. Parking structures.
- N. Polling places.
- O. Public transportation vehicles, including buses and taxicabs, under the authority of the \_\_\_\_\_ [City or County], and public transportation facilities, including bus, train, and airport facilities.
- P. Restaurants.
- Q. Restrooms, lobbies, reception areas, hallways, and other common-use areas.
- R. Retail stores.
- S. Rooms, chambers, places of meeting or public assembly, including school buildings, under the control of an agency, board, commission, committee or council of the \_\_\_\_\_ [City or County] or a political subdivision of the State, to the extent the place is subject to the jurisdiction of the \_\_\_\_\_ [City or County].
- T. Service lines.
- U. Shopping malls.
- V. Sports arenas, including enclosed places in outdoor arenas.
- W. Theaters and other facilities primarily used for exhibiting motion pictures, stage dramas, lectures, musical recitals, or other similar performances.

**Sec. 1005. Prohibition of Smoking in Enclosed Places of Employment**

- A. Smoking shall be prohibited in all enclosed areas of places of employment without exception. This includes, without limitation, common work areas, auditoriums, classrooms, conference and meeting rooms, private offices, elevators, hallways, medical facilities, cafeterias, employee lounges, stairs, restrooms, vehicles, and all other enclosed facilities.
- B. This prohibition on smoking shall be communicated to all existing employees by the effective date of this Article and to all prospective employees upon their application for employment.

**Sec. 1006. Prohibition of Smoking in Private Clubs**

Smoking shall be prohibited in all private clubs.



## **Sec. 1007. Prohibition of Smoking in Enclosed Residential Facilities**

Smoking shall be prohibited in the following enclosed residential facilities:

- A. All private and semi-private rooms in nursing homes.
- B. All hotel and motel guest rooms.

## **Sec. 1008. Prohibition of Smoking in Outdoor Public Places**

Smoking shall be prohibited in the following outdoor places:

- A. Within a reasonable distance of \_\_\_\_\_ [*recommended 15-25*] feet outside entrances, operable windows, and ventilation systems of enclosed areas where smoking is prohibited, so as to prevent tobacco smoke from entering those areas.
- B. On all outdoor property that is adjacent to buildings owned, leased, or operated by the \_\_\_\_\_ [City or County] of \_\_\_\_\_ and that is under the control of the \_\_\_\_\_ [City or County].
- C. In, and within \_\_\_\_\_ [*recommended 15-25*] feet of, outdoor seating or serving areas of restaurants, bars, and gambling facilities.
- D. In outdoor shopping malls, including parking structures.
- E. In all outdoor arenas, stadiums, and amphitheaters. Smoking shall also be prohibited in, and within \_\_\_\_\_ [*recommended 15-25*] feet of, bleachers and grandstands for use by spectators at sporting and other public events.
- F. In outdoor recreational areas, including parking lots.
- G. In, and within \_\_\_\_\_ [*recommended 15-25*] feet of, all outdoor playgrounds.
- H. In, and within \_\_\_\_\_ [*recommended 15-25*] feet of, all outdoor public events.
- I. In, and within \_\_\_\_\_ [*recommended 15-25*] feet of, all outdoor public transportation stations, platforms, and shelters under the authority of the \_\_\_\_\_ [City or County].
- J. In all outdoor service lines, including lines in which service is obtained by persons in vehicles, such as service that is provided by bank tellers, parking lot attendants, and toll takers. In lines in which service is obtained by persons in vehicles, smoking is prohibited by both pedestrians and persons in vehicles, but only within \_\_\_\_\_ [*recommended 15-25*] feet of the point of service.
- K. In outdoor common areas of apartment buildings, condominiums, trailer parks, retirement facilities, nursing homes, and other multiple-unit residential facilities, except in designated smoking areas, not to exceed twenty-five percent (25%) of the total outdoor common area, which must be located at least \_\_\_\_\_ [*recommended 15-25*] feet outside entrances, operable windows, and ventilation systems of enclosed areas where smoking is prohibited.

### **Sec. 1009. Prohibition of Smoking in Outdoor Places of Employment**

- A. Smoking shall be prohibited in all outdoor places of employment where two or more employees are required to be in the course of their employment. This includes, without limitation, work areas, construction sites, and temporary offices such as trailers, restroom facilities, and vehicles.
- B. This prohibition on smoking shall be communicated to all existing employees by the effective date of this Article and to all prospective employees upon their application for employment.

### **Sec. 1010. Where Smoking Not Regulated**

Notwithstanding any other provision of this Article to the contrary, smoking shall not be prohibited in private residences, unless used as a childcare, adult day care, or health care facility.

### **Sec. 1011. Declaration of Establishment or Outdoor Area as Nonsmoking**

Notwithstanding any other provision of this Article, an owner, operator, manager, or other person in control of an establishment, facility, or outdoor area may declare that entire establishment, facility, or outdoor area as a nonsmoking place. Smoking shall be prohibited in any place in which a sign conforming to the requirements of Section 1012(A) is posted.

### **Sec. 1012. Posting of Signs and Removal of Ashtrays**

The owner, operator, manager, or other person in control of a place of employment, public place, private club, or residential facility where smoking is prohibited by this Article shall:

- A. Clearly and conspicuously post “No Smoking” signs or the international “No Smoking” symbol (consisting of a pictorial representation of a burning cigarette enclosed in a red circle with a red bar across it) in that place.
- B. Clearly and conspicuously post at every entrance to that place a sign stating that smoking is prohibited or, in the case of outdoor places, clearly and conspicuously post “No Smoking” signs in appropriate locations as determined by the \_\_\_\_\_ [Department of Health or City Manager or County Administrator] or an authorized designee.
- C. Clearly and conspicuously post on every vehicle that constitutes a place of employment under this Article at least one sign, visible from the exterior of the vehicle, stating that smoking is prohibited.
- D. Remove all ashtrays from any area where smoking is prohibited by this Article, except for ashtrays displayed for sale and not for use on the premises.

### **Sec. 1013. Nonretaliation; Nonwaiver of Rights**

- A. No person or employer shall discharge, refuse to hire, or in any manner retaliate against an employee, applicant for employment, customer, or resident of a multiple-unit residential facility because that employee, applicant, customer, or resident exercises any rights afforded by this Article or reports or attempts to prosecute a violation of this Article. Notwithstanding Section 1015, violation of this Subsection shall be a misdemeanor, punishable by a fine not to exceed \$1000 for each violation.
- B. An employee who works in a setting where an employer allows smoking does not waive or otherwise surrender any legal rights the employee may have against the employer or any other party.

### **Sec. 1014. Enforcement**

- A. This Article shall be enforced by the \_\_\_\_\_ [Department of Health or City Manager or County Administrator] or an authorized designee.
- B. Notice of the provisions of this Article shall be given to all applicants for a business license in the \_\_\_\_\_ [City or County] of \_\_\_\_\_.
- C. Any citizen who desires to register a complaint under this Article may initiate enforcement with the \_\_\_\_\_ [Department of Health or City Manager or County Administrator].
- D. The Health Department, Fire Department, or their designees shall, while an establishment is undergoing otherwise mandated inspections, inspect for compliance with this Article.
- E. An owner, manager, operator, or employee of an area regulated by this Article shall direct a person who is smoking in violation of this Article to extinguish or turn off the product being smoked. If the person does not stop smoking, the owner, manager, operator, or employee shall refuse service and shall immediately ask the person to leave the premises. If the person in violation refuses to leave the premises, the owner, manager, operator, or employee shall contact a law enforcement agency.
- F. Notwithstanding any other provision of this Article, an employee or private citizen may bring legal action to enforce this Article.
- G. In addition to the remedies provided by the provisions of this Section, the \_\_\_\_\_ [Department of Health or City Manager or County Administrator] or any person aggrieved by the failure of the owner, operator, manager, or other person in control of a public place or a place of employment to comply with the provisions of this Article may apply for injunctive relief to enforce those provisions in any court of competent jurisdiction.

### **Sec. 1015. Violations and Penalties**

- A. A person who smokes in an area where smoking is prohibited by the provisions of this Article shall be guilty of an infraction, punishable by a fine not exceeding fifty dollars (\$50).

- B. Except as otherwise provided in Section 1013(A), a person who owns, manages, operates, or otherwise controls a public place or place of employment and who fails to comply with the provisions of this Article shall be guilty of an infraction, punishable by:
1. A fine not exceeding one hundred dollars (\$100) for a first violation.
  2. A fine not exceeding two hundred dollars (\$200) for a second violation within one (1) year.
  3. A fine not exceeding five hundred dollars (\$500) for each additional violation within one (1) year.
- C. In addition to the fines established by this Section, violation of this Article by a person who owns, manages, operates, or otherwise controls a public place or place of employment may result in the suspension or revocation of any permit or license issued to the person for the premises on which the violation occurred.
- D. Violation of this Article is hereby declared to be a public nuisance, which may be abated by the \_\_\_\_\_ [Department of Health or City Manager or County Administrator] by restraining order, preliminary and permanent injunction, or other means provided for by law, and the \_\_\_\_\_ [City or County] may take action to recover the costs of the nuisance abatement.
- E. Each day on which a violation of this Article occurs shall be considered a separate and distinct violation.

### **Sec. 1016. Public Education**

The \_\_\_\_\_ [Department of Health or City Manager or County Administrator] shall engage in a continuing program to explain and clarify the purposes and requirements of this Article to citizens affected by it, and to guide owners, operators, and managers in their compliance with it. The program may include publication of a brochure for affected businesses and individuals explaining the provisions of this ordinance.

### **Sec. 1017. Governmental Agency Cooperation**

The \_\_\_\_\_ [City Manager or County Administrator] shall annually request other governmental and educational agencies having facilities within the \_\_\_\_\_ [City or County] to establish local operating procedures in cooperation and compliance with this Article. This includes urging all Federal, State, \_\_\_\_\_ [County or City], and School District agencies to update their existing smoking control regulations to be consistent with the current health findings regarding secondhand smoke.

### **Sec. 1018. Other Applicable Laws**

This Article shall not be interpreted or construed to permit smoking where it is otherwise restricted by other applicable laws.

## **Sec. 1019. Liberal Construction**

This Article shall be liberally construed so as to further its purposes.

## **Sec. 1020. Severability**

If any provision, clause, sentence, or paragraph of this Article or the application thereof to any person or circumstances shall be held invalid, that invalidity shall not affect the other provisions of this Article which can be given effect without the invalid provision or application, and to this end the provisions of this Article are declared to be severable.

## **Sec. 1021. Effective Date**

This Article shall be effective thirty (30) days from and after the date of its adoption.

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