

**FORSYTH COUNTY  
BOARD OF COMMISSIONERS**

**BRIEFING  
DRAFT**

MEETING DATE: September 6, 2018 AGENDA ITEM NUMBER: 1 A+B

**SUBJECT: A. PUBLIC HEARING TO CONSIDER THE EXPENDITURE OF COUNTY GENERAL FUNDS FOR AN ECONOMIC DEVELOPMENT PROJECT AND AUTHORIZING EXECUTION OF AN AGREEMENT WITH NATIONAL GENERAL MANAGEMENT CORPORATION.**

**B. RESOLUTION AUTHORIZING THE EXPENDITURE OF COUNTY GENERAL FUNDS FOR AN ECONOMIC DEVELOPMENT PROJECT TO AID AND ENCOURAGE THE EXPANSION BY NATIONAL GENERAL MANAGEMENT CORPORATION OF ITS INSURANCE BUSINESS OPERATIONS IN FORSYTH COUNTY AND AUTHORIZING EXECUTION OF AN ECONOMIC DEVELOPMENT AGREEMENT WITH NATIONAL GENERAL MANAGEMENT CORPORATION.**

**COUNTY MANAGER'S RECOMMENDATION OR COMMENTS:**

**SUMMARY OF INFORMATION:**

ATTACHMENTS:  YES  NO

SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_  
                  COUNTY MANAGER

**RESOLUTION AUTHORIZING THE EXPENDITURE OF COUNTY GENERAL FUNDS FOR AN ECONOMIC DEVELOPMENT PROJECT TO AID AND ENCOURAGE THE EXPANSION BY NATIONAL GENERAL MANAGEMENT CORP. OF ITS INSURANCE BUSINESS OPERATIONS IN FORSYTH COUNTY AND AUTHORIZING EXECUTION OF AN ECONOMIC DEVELOPMENT AGREEMENT WITH NATIONAL GENERAL MANAGEMENT CORP.**

**WHEREAS**, North Carolina General Statute 158-7.1 authorizes counties to undertake an economic development project by extending assistance to a company in order to aid and encourage the company to expand its operations within the county; and

**WHEREAS**, National General Management Corp., a property and casualty insurance business, is considering the expansion of its operations in Forsyth County, or other States or Countries, through capital investments and job creation and retention; and

**WHEREAS**, Forsyth County is considering entering into an economic development incentives agreement with National General Management Corp. to aid and encourage the expansion of its property and casualty insurance business operation in Forsyth County, in which the County will appropriate and expend funds in a proposed amount not to exceed \$117,566 from available revenues in the General Fund over a five-year period, and in which annual County incentive amounts will not exceed 50% of the actual annual property taxes generated by the capital investments outlined herein made by National General Management Corp. in Forsyth County and paid to the County in the prior fiscal year during the term of the proposed agreement, and based upon and contingent upon a capital investment by National General Management Corp. of at least \$12,263,200, consisting of \$10,110,200 in building capital investment and \$2,153,000 in business personal property over a five-year period, and the creation of at least 626 new full-time or full-time equivalent (FTE) jobs and the retention of 1,245 existing jobs in Forsyth County over a five-year period with an average wage of \$55,553 per year, plus benefits; and

**WHEREAS**, the Forsyth County Board of Commissioners has duly advertised and conducted a public hearing to consider whether to participate in and expend County General Funds for an economic development incentives agreement between Forsyth County and National General Management Corp. based on the Company's proposed expansion of its property and casualty insurance business operation through capital

investments and job creation and retention in Forsyth County as outlined herein; and

**WHEREAS**, the proposed expansion of insurance business operations by National General Management Corp. in Forsyth County will stimulate the local economy, promote business, create and retain permanent jobs in the County, increase the property tax base and revenues therefrom, and increase business prospects of the County;

**NOW, THEREFORE, BE IT RESOLVED** that the Forsyth County Board of Commissioners, after duly advertised public hearing held, finds that the proposed economic development incentives agreement as outlined herein with National General Management Corp. will stimulate the local economy, promote business, create and retain permanent jobs in the County, increase the property tax base and revenues therefrom, and increase business prospects of the County.

**BE IT FURTHER RESOLVED** that the Forsyth County Board of Commissioners hereby approves and authorizes Forsyth County's participation in an economic development incentives project to aid and encourage National General Management Corp. to expand its property and casualty insurance business operation in Forsyth County, and the County's appropriation and expenditure of County funds in an amount not to exceed \$117,566 from available revenues in the General Fund over a five-year period, in which annual County incentive amounts will not exceed 50% of the actual annual property taxes generated by the capital investments outlined herein made by National General Management Corp. in Forsyth County and paid to the County in the prior fiscal year during the term of the proposed agreement, based upon and contingent upon capital investments by National General Management Corp. of at least \$12,263,200, consisting of \$10,110,200 in building capital investment and \$2,153,000 in business personal property over a five-year period, and the creation of at least 626 new full-time or FTE jobs and the retention of 1,245 existing jobs in Forsyth County over a five-year period with an average wage of \$55,553 per year, plus benefits, as will be more specifically set forth in an agreement between Forsyth County and National General Management Corp.

**BE IT FURTHER RESOLVED** by the Forsyth County Board of Commissioners that the Chairman or the County Manager and the Clerk to the Board are hereby authorized to execute, on behalf of Forsyth County, the necessary documents for Forsyth County to participate in an economic development incentives agreement with

National General Management Corp. as further described herein, subject to a pre-audit certificate thereon by the County Chief Financial Officer, if applicable, and approval as to form and legality by the County Attorney.

Adopted this the 6<sup>th</sup> day of September 2018.

## NOTICE OF PUBLIC HEARING

Notice is hereby given by Forsyth County that, pursuant to the provisions of N.C.G.S. 158-7.1, the Forsyth County Board of Commissioners will hold a public hearing during its Board meeting on Thursday, September 6, 2018, at 2:00 p.m. in the Commissioners' Meeting Room on the Fifth Floor of the Forsyth County Government Center located at 201 N. Chestnut Street, Winston-Salem, N.C. on a proposal to appropriate and expend County funds for an economic development project to aid and encourage National General Management Corp., to expand its property and casualty insurance business located at 5603 University Parkway, Winston-Salem, N.C. in Forsyth County. The Forsyth County Board of Commissioners intends to consider entering into an economic development incentives contract with National General Management Corp. in a proposed amount not to exceed the lesser of \$117,566 or 50% of property taxes paid on the new capital investment from available revenues in the County General Fund over a five-year period. This proposed economic development incentives contract is based upon and contingent upon a capital investment by National General Management Corp. in Forsyth County of at least \$12,263,200, consisting of \$10,110,200 in building capital improvements and \$2,153,000 in business personal property, and the creation of 626 new full-time or full-time equivalent jobs with an average annual wage of \$55,553, plus benefits, over a five-year period and the retention of 1,245 existing full-time jobs and the maintenance of both the existing and the new jobs in Winston-Salem for a five-year period. In the opinion of the Forsyth County Board of Commissioners, the National General Management Corp. project will stimulate the local economy, promote business, create new jobs, retain existing jobs, increase the property tax base and revenues therefrom, and increase business prospects of the County.

Forsyth County Board of Commissioners  
Ashleigh M. Sloop, Clerk to the Board