



City of Greensboro

Melvin Municipal
Office Building
300 W. Washington Street
Greensboro, NC 27401

Agenda Report

File Number: 2022-869

Agenda Item# H.1.

Agenda Date: 8/16/2022. **Department:** Executive/City Manager

Meeting Type: Council Meeting **Category:** Public Hearing Agenda

Title: 2022-869 Resolution Authorizing an Economic Development Incentive to ImpactData, LLC

Council Priority: Place an 'x' in the box.

- ☒ Create an Environment to Promote Economic Development Opportunities and Job Creation
- ☐ Maintain Infrastructure and Provide Sustainable Growth Opportunities
- ☐ Promote Public Safety & Reduce Crime
- ☐ Exceptional Customer Service and a Diverse City Government Workforce
- ☐ Ensure Fiscal Stewardship, Transparency, & Accountability

Council District: 1

Public Hearing: Yes

Advertising Date/By: 8/4/2021/by City Clerk

Contact 1 and Phone: Chris Wilson, Ext 2002

Contact 2 and Phone: Marshall Yandle, Ext 2434

PURPOSE:

The City of Greensboro has been requested to consider an economic development incentive grant in an amount not to exceed \$530,359 for ImpactData, LLC. The grant is for the purposes of making real property improvements, purchasing new equipment, and creating jobs.

BACKGROUND:

ImpactData is a minority owned digital infrastructure firm that delivers mission critical infrastructure to underserved communities in select national markets. They are currently considering Gateway Research Park at 2901 E. Gate City Blvd for a Dream Center, their flagship product. The Dream Center is an approximately 115,000 square foot mixed-use data center/higher education innovation center/community workforce development co-working flex space. The three primary components of the Dream Center are comprised of a 1) ~65,000 square foot, 9 MegaWatt Tier III Data Center; 2) ~25,000 square foot innovation center wholly owned and programmed by A&T University; and 3) ~15,000 square foot space dedicated to workforce training lab and community engagement..

Over a four year period ImpactData, LLC., plans to invest \$108,500,811 and create 28 new jobs. The average wage for the new full-time positions will be approximately \$60,714 with additional benefits and no new jobs will pay below \$15.00 per hour. The project is expected to generate public benefit to the City of Greensboro by positively impacting the property and sales tax revenues in addition to increasing business prospects for the City and surrounding area. This project is subject to the City's Minority/Women Business Enterprise Program Plan as it applies to Economic Development Project M/WBE Subcontracting Goals.

BUDGET IMPACT:

Four annual installments estimated to be \$132,589.75 for a total not to exceed \$530,359 to be paid to the company after the new jobs are created and the investment is confirmed. The company expects to create 28 new jobs on or before December 31, 2026. The incentive will expire if the new jobs are not created and the investment is not made by December 31, 2026.

ACCOUNT NUMBER:

101-2205-01.5933

RECOMMENDATION / ACTION REQUESTED:

In accordance with the City's economic development guidelines and N.C.G.S § 158-7.1, it is recommended that the City Council hold a public hearing and approve the request for an economic development grant and authorize the City Manager to execute a performance agreement between the City of Greensboro and ImpactData, LLC., in an amount not to exceed \$530,359 to be paid in four installments estimated to be \$132,589.75 each over four (4) years. The agreement will have a claw-back provision that requires the new jobs be retained for a certain period of time.