



---

**CITY COUNCIL AGENDA ITEM**

---

**TO:** Mayor & City Council

**DATE:** July 11, 2012

**FROM:** John McDonough, City Manager

**AGENDA ITEM:** Americold Incentives Request

**MEETING DATE:** For Submission onto the July 17, 2012, City Council Regular Meeting Agenda

---

*BACKGROUND INFORMATION: (Attach additional pages if necessary)*

See attached:

Memorandum  
Application

---

APPROVAL BY CITY MANAGER:                                          APPROVED

\_\_\_\_\_ NOT APPROVED

PLACED ON AGENDA FOR:                     7/17/2012                    

CITY ATTORNEY APPROVAL REQUIRED: (  ) YES (  ) NO

CITY ATTORNEY APPROVAL:                                         

REMARKS:



To: John McDonough, City Manager

From: Angela Parker, Community Development Director 

Date: July 2, 2012 for Submission onto the July 17, 2012 City Council Meeting Agenda

Subject: Americold Incentives Request

---

***Background:***

Americold is a temperature-controlled warehousing and logistics company whose corporate headquarters is located at 10 Glenlake Parkway in Sandy Springs. Americold owns and operates over 180 temperature-controlled warehouses in the United States, Australia, New Zealand, China, Argentina, and Canada. Americold's worldwide storage network totals over 1.1 billion cubic feet of cold storage. Americold plans an expansion of their corporate headquarters to include a capital investment of well over \$2,000,000 and a workforce expansion of approximately 50 new employees.

***Discussion:***

Pursuant to the incentive policy approved by City Council on October 4, 2011, Americold has requested Tier II incentives that include a waiver of building permit fees and a two year waiver of business occupational taxes. The Tier II requirements of a minimum \$1.01 million capital investment and over 26 jobs, at or above the average wage level for Sandy Springs (\$62,244 annual salary), will be met. Americold has committed to employment growth from 285 employees to 338 employees and a capital investment in excess of \$2,000,000. The new jobs will average \$40 per hour, or an annual salary of \$83,200.

An estimate of the total fees to be waived cannot be calculated as the construction drawings for the renovation/expansion are not complete. The business occupational tax waiver will total approximately \$8,000.

***Recommendation:***

Staff recommends approval of the Americold incentives application and authorization for the City Manager to execute an agreement with Americold.

***Attachment:***

Application for Incentives



**CITY OF SANDY SPRINGS, GEORGIA  
ECONOMIC DEVELOPMENT INCENTIVE POLICY**

**APPLICATION COVER**

<b>Firm Name:</b>	Americold	<b>Date of Submission:</b>	06/13/2012
<b>Number of Jobs:</b>	338		
<b>Amount of Capital Investment:</b>	\$5.7MM		
<b>Level of Incentive Requested:</b>	All Available		
<b>Description of Project:</b> <i>(Attach additional pages as needed to fully explain your request.)</i>	See attached		
<b>Submitted by:</b>	Wayne Hay	<b>Title:</b>	Director Engineering
<i>For internal use only</i>			
<b>Reviewed by:</b>			



Wayne Hay  
Director Corporate Engineering

June 11, 2012

Ms. Eden E. Freeman  
Assistant City Manager  
**City of Sandy Springs**  
7840 Roswell Rd, Building 500  
Sandy Springs, GA 30350  
[efreeman@sandyspringsga.gov](mailto:efreeman@sandyspringsga.gov)

Via email & Overnight:

**RE: City of Sandy Springs – Economic Development Incentives Request**

Dear Eden:

Per your past conversations with our commercial real estate broker, Ryan Bowie at ICON Commercial Interests, LLC, and on behalf of Americold, I am writing this letter as a request to receive every available incentive with the City of Sandy Springs to help us make a decision on renewing/expanding our lease here at 10 Glenlake Pkwy to 76,116 RSF or considering alternatives. Americold currently employees 285 people and we expect to grow to 338 by 2013 with average wages of \$40 hourly. Americold also plans a big capital investment including approximately \$3.6M in hard and soft cost for new Tenant Improvements and \$2.1M in new furniture. We also request assistance with expediting permits, waiving all permit fees and other associated fees, and in addition, any waiver on business and occupation taxes.

We hope to see a response to our request in writing within a few days if possible as time is of the essence with our decision. Please call me at the number below with any additional questions.

Very truly yours,

Wayne Hay