



**Virginia Enterprise Zone**  
**2010 QUALIFICATION YEAR**  
**ANNUAL REPORT**



**VIRGINIA DEPARTMENT OF HOUSING  
AND COMMUNITY DEVELOPMENT**  
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**Front cover:** Cadence, Inc., Staunton Virginia, has received a real property investment grant and has completed its first five-year incentive period for the job creation grant. It is a leading manufacturer of precision products for the medical device and life science markets. In May 2011, the company announced that it will invest nearly \$16 million to expand its operations and create 65 net new jobs and anticipates applying for additional Enterprise Zone grants.



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## Request for Incentives

**202** applicants qualified for the Enterprise Zone incentives

**170** businesses and investors received the Grant incentives

**32** applicants received the pre-2005 incentives

### Real Property Investment Grant

121 Zone Investors received \$9,498,375

\$271,389,330 of qualified real property investments were spent on the following properties:

74 Commercial

80 Rehabilitations

27 Industrial

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25 New Construction

20 Mixed-use

16 Expansions

### Job Creation Grant

49 businesses received  
\$2,622,459

956 net new full-time  
jobs were created

### General Income Tax Credit

32 businesses received \$1,870,689.60

## ENTERPRISE ZONE PROGRAM OVERVIEW

The Virginia Enterprise Zone (VEZ) Program is a partnership between state and local government that promotes economic development through job creation and real property investment. Used in conjunction with other local, state and federal programs, Enterprise Zones can leverage private sector investment in targeted areas throughout Virginia.

The Virginia program was first established in 1982, updated in 1995, and again in 2005 when the General Assembly passed the Enterprise Zone (EZ) Grant Act. The provisions reflect several important policy shifts including a stronger targeting of zone designations to distressed localities; a gradual reduction in the number of zones statewide; a focus on providing incentives for the creation of higher paying jobs with benefits; as well as better aligning the incentives to common business practices.

The 2005 EZ Grant Act established Real Property Investment Grants and Job Creation Grants. The new act continued to give firms access to General Income Tax Credit and Investment Tax Credit incentives begun or negotiated prior to July 1, 2005. The tax credits will sunset the end of fiscal year 2019; each year the number of firms applying for them drops. As with the tax credits, the grants are performance-based. Firms must create the jobs and make the investment prior to receiving the grants. The grants have been extremely popular since their inception, which has led to regular proration of the grant amounts. The grant incentives are highlighted below and are the focus of this report.

**Real Property Investment Grant (RPIG)** of up to 20 percent of the total amount of qualified real property investments made to a building or facility, not to exceed \$100,000 within a five consecutive year period for investments of less than \$5 million. For qualified real property investments of \$5 million or more, the grant is capped at \$200,000 per building or facility. For rehabilitation and expansion, a zone investor must spend at least \$100,000 in qualified real property investments, and for new construction, a zone investor must spend at least \$500,000 to qualify for the grant. The 20 percent grant is based on the investment over the \$100,000 and \$500,000 eligibility thresholds respectively.

**Job Creation Grant (JCG)** of up to \$500 per year for each net new permanent full-time position created above a four position threshold and earning at least 175 percent of the Federal minimum wage (\$12.69/hour) with health benefits. For positions earning at least 200 percent of the Federal minimum wage (\$14.50/hour) with health benefits, the grant amount is up to \$800 per year for each position. Eligible firms can receive grants for up to 350 positions per year for a period of five years. Retail, food and beverage and personal service positions are not eligible for JCGs. Firms in High Unemployment Areas (HUAs)<sup>1</sup> qualify for the JCG at a reduced wage threshold. High unemployment areas are those with unemployment rates that are equal to or more than one and one-half times (150 percent) the state average. In such areas, the qualifying wage threshold will be lowered to 150 percent of federal minimum wage (\$10.88).

The 2011 General Assembly enacted two changes to the EZ Grant Act that will be effective for grant year 2011. One key change to the program was made to accommodate smaller businesses creating

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<sup>1</sup> HUAs are localities with an unemployment rate 150 percent higher than the state average.

jobs in enterprise zones by eliminating the CPA attestation requirement. Under the provision, firms with 100 or fewer employees that are creating 25 grant-eligible positions (i.e., net new positions in Virginia) are no longer required to have a CPA attest to their job creation calculations and supporting documents. Instead, DHCD will be responsible for monitoring these applicants, thus removing a potential hurdle to program participation by small businesses. This will affect firms that are qualifying for the Job Creation Grant for calendar year 2011.

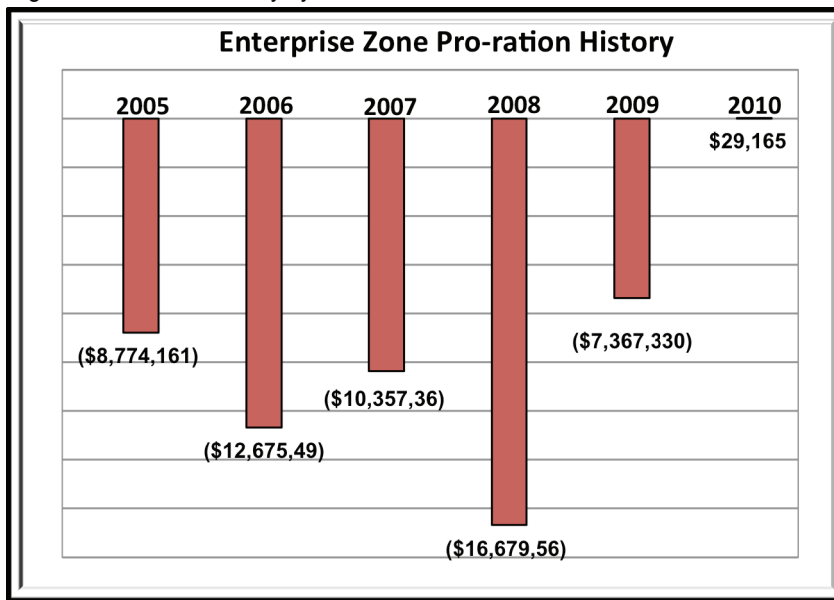
The General Assembly also saw the need to bring additional resources to regions where the sudden closure of a major industry causes extreme loss of employment and creates tremendous economic upheaval, as in the recent case of Isle of Wight County. Under this provision, an existing joint zone may be expanded to create a regional joint zone by including the locality experiencing the employment loss under specific conditions and in accordance with the statutory and regulatory requirements of the program.

## ENTERPRISE ZONE GRANTS – 2010 USAGE OVERVIEW

For the 2010 qualification year, a total of 202 businesses and zone investors qualified for Enterprise Zone incentives, Job Creation Grants, Real Property Investment Grants and pre-2005 Tax Credits. A total of 170 businesses and zone investors received the grant incentives and 32 applicants received the pre-2005 incentives. Unless noted otherwise, all the data used in the report is generated from the Enterprise Zone Administration Database.

The most noteworthy item is that there was no proration in grant year 2010 (Figure 1). The requests of the 2010 grantees, of the more than 1,700 requests to date, were the first to be fully funded in the six-year history of the grant program. It is a very positive step that the Commonwealth was able to fully meet its obligation to the businesses and zone investors who created jobs and made investments in

Figure 1: Pro-ration History by Grant Year



2010. It is also extremely critical that the state remains committed to program funding in order to build the confidence of businesses that this is the first year in a trend of consistently full payout. Especially, in these uncertain economic times, the Commonwealth needs a business climate with predictable incentive packages.

Since 2005 the RPIG has been used more heavily than the JCG. It represents the largest percentage of the requested amounts. However, the RPIG

percentage of total requests has been declining since grant year 2006 from 94 percent to 78 percent in grant year 2010. This is likely reflects the cumulative impact of legislative changes made to the RPIG parameters in 2007 and 2009, as well as the economic climate.

The 2010 grant year was the first year that the firms in HUAs were able to qualify for the JCG using the reduced wage threshold and the impact of this is discussed under the JCG section of the report.

## Real Property Investment Grant

As mentioned earlier, although the volume of RPIG applications is still higher than that of JCG applications, its proportion of the total of incentive requests is dropping. RPIG requests were 78 percent of total 2010 grant program requests. This is a drop of 11 percentage points from 2009 and reflects a decline in the number of RPIG requests (121) from 2009. There were almost 100 fewer RPIG applications in 2010 than in 2009 or roughly a 43 percent decrease.

**121 zone investors invested \$271.2 million and requested and received \$9,498,375.17 in grants.**

There was corresponding 44 percent decline in the dollar amount requested (\$9.5 million). Lower requests are typically a function of reduced investment, and in 2010, the total reported real property investment was \$271,389,330.66, a drop of almost \$230 million from the program's record of more than \$500 million in investment in 2009. The 2010 investment level is more akin to the investment levels pre-2008. The record investment in 2009 can be attributed to the completion of many projects started before the recession. The grants are performance-based and typically there is a lag between project start-ups and the actual grant award so that EZ activity does not necessarily track with current economic conditions. The 2010 numbers are now reflecting the slowdown in investing occurring after the recession. Despite the lower requests, it remains critical to provide a predictable incentive so that businesses have confidence to move forward with the strategic investments necessary to fuel Virginia's economic recovery.

### Qualified Real Property Investment Ranges

The 2010 cycle encompassed individual investments that ranged from a low of \$123,607 to a high of more than \$34 million, with the median investment being \$633,200. A more in-depth analysis of the characteristics of the 2010 real property investment applicants follows. Figure 2 shows the distribution of the investment ranges of RPIG applicants. Changes in the distribution of the investment size of grants from one year to the next usually reflects changes in thresholds or other parameters based on General Assembly action.

There is no data in 2009 or 2010 for projects in the \$50,000-100,000 range because these projects

Figure 2: Qualified Real Property Investment Ranges

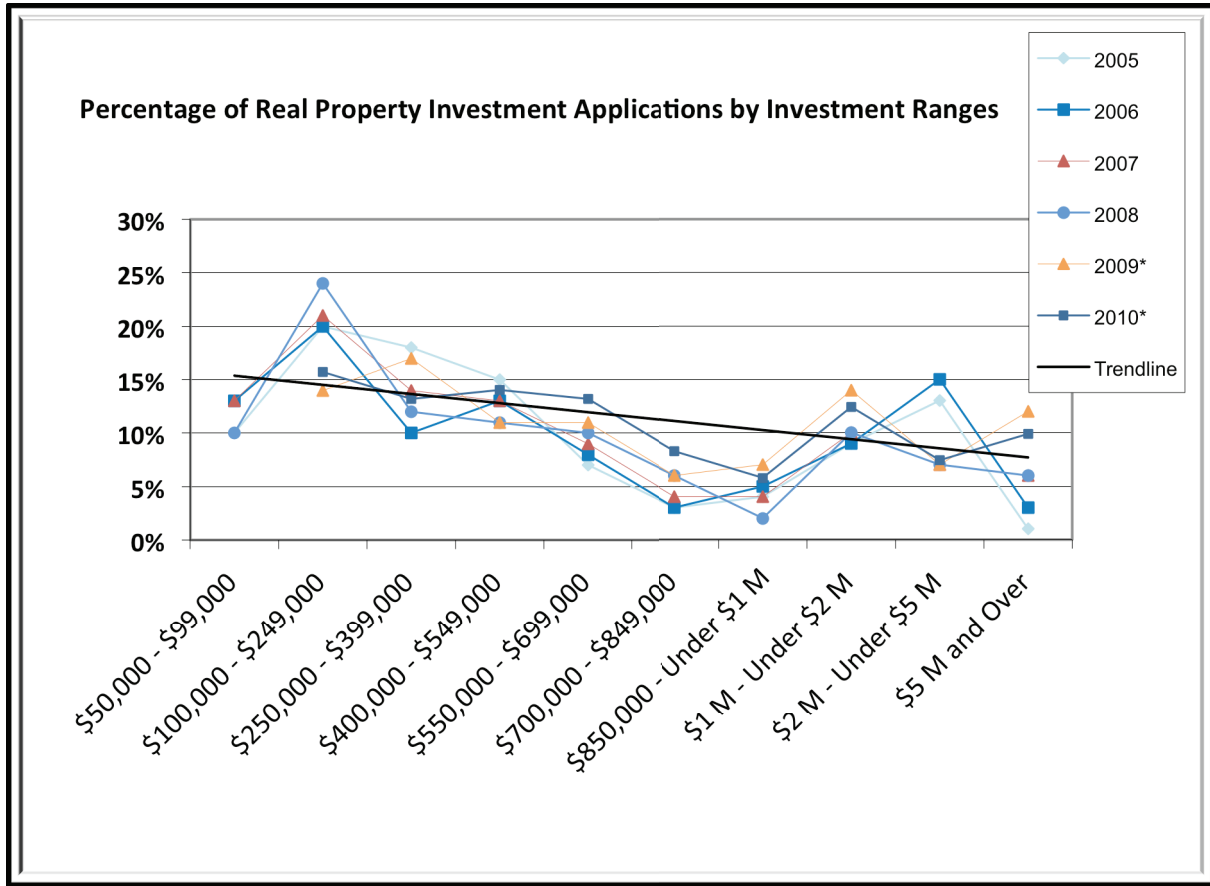
Qualified Real Property Investment Ranges						
	2005	2006	2007	2008	2009*	2010*
\$50,000 - \$99,000	10%	13%	13%	10%		
\$100,000 - \$249,000	20%	20%	21%	24%	14%	16%
\$250,000 - \$399,000	18%	10%	14%	12%	17%	13%
\$400,000 - \$549,000	15%	13%	13%	11%	11%	14%
\$550,000 - \$699,000	7%	8%	9%	10%	11%	13%
\$700,000 - \$849,000	3%	3%	4%	6%	6%	8%
\$850,000 - Under \$1 M	4%	5%	4%	2%	7%	6%
\$1 M - Under \$2 M	9%	9%	10%	10%	14%	12%
\$2 M - Under \$5 M	13%	15%	7%	7%	7%	7%
\$5 M and Over	1%	3%	6%	6%	12%	10%
<i>Total</i>	100%	100%	100%	100%	100%	100%
* Grants are no longer available on less than \$100,000 of investment; shading indicates grant year in which legislative changes to RPIG occurred.						



no longer qualify for the RPIG based on the 2009 legislation. This change raised the lowest eligibility threshold to \$100,000 and instituted the practice of basing the grant on the investment over the threshold.

Figure 3 shows that outside of legislative changes, there is consistency in the investment level distribution of the grants over time. It also shows that over the past six years, all zone investors have experienced the economic peaks and valleys in the same way, albeit with differing magnitudes.

Figure 3: Real Property Investment Applications by Investment Range



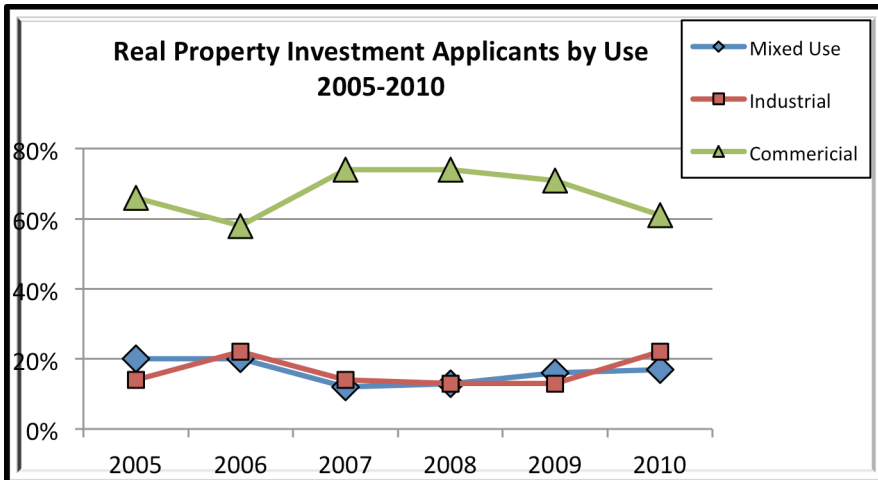
**Type of Qualified Real Property**

RPIG is available for investments made to commercial, industrial or mixed-use<sup>2</sup> buildings (improvements made to office space fall under the commercial category). Commercial projects have consistently been the largest proportion of RPIG applications (Figure 4). In the last four years,

<sup>2</sup> Mixed-use is defined by EZ statute as “a building incorporating residential uses in which a minimum of 30 percent of the useable floor space will be devoted to commercial, office, or industrial use.”

commercial project applicants reached a plateau and are beginning to show a decline. Applications for industrial projects have returned to about the 2006 pre-recession decline level. Mixed-use projects, a popular and effective tool for revitalizing city centers, are showing a similar but smaller rebound. We

Figure 4: Applications by Use of Real Property 2005 – 2010



expect to see these levels to maintain with some incremental increases as the economy improves.

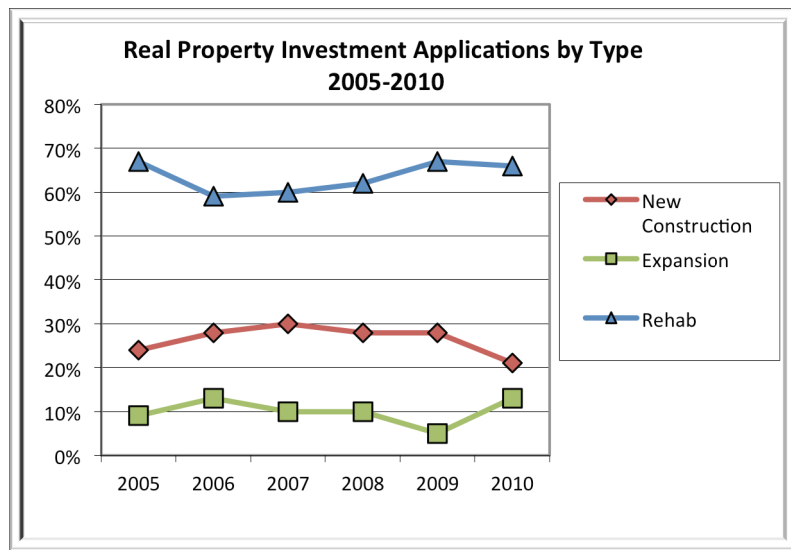
Although there is a significant difference in the number of applications for commercial projects received compared to industrial and mixed-use, the average grant awards are fairly similar across the uses. Industrial projects lead with the highest average grant award of

\$80,942; followed closely by commercial project awards at \$78,210. The average annual award for mixed-use projects is the lowest at \$75,900.

**Applications by Type of Real Property Investment**

Grants are available for new construction, rehabilitation and expansion of real property. Figure 5 illustrates the nature of the real property investments made between 2005 and 2010. The breakdown of grant applications has remained relatively consistent since 2005. Rehabilitation projects account for the majority (66 percent) of the RPIG grant applications annually and 59 percent of the funds awarded. New construction follows at 21 percent of the applications, and 31 percent of the funds awarded and expansion projects account for 13 percent of the total number of applications and receive 11 percent of the funds. Despite the relative consistency among

Figure 5: Request Amount by Real Property Investment Use

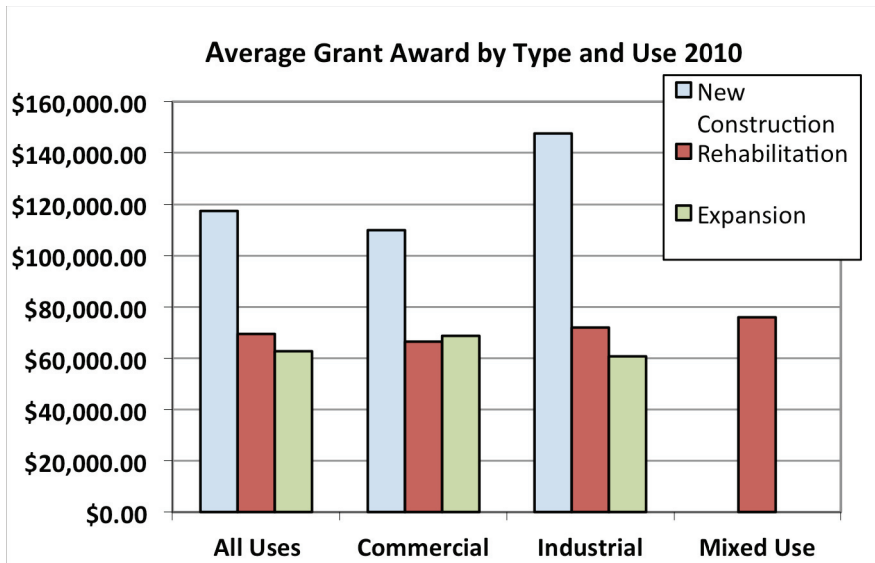


these categories, Figure 5 also shows the impact of the recession on new construction with a sharp decline in the submittal of applications for new construction between 2009 and 2010. Expansion projects are the only type of project that has shown an increase in activity.

**Average Award Based on Type of Real Property**

Figure 6 shows that unlike the similarity in the size of the average grant awards by real property use, the type of real property investment has a more significant impact on the size of the average award. Across all applications, new construction projects have the highest average award at \$117,379. Rehabilitation projects have an average grant award of \$69,521 and expansion projects have the lowest average at \$62,521. The average new construction grant award was 69 percent larger than the

Figure 6: Average RPIG Award by Type and Use 2010



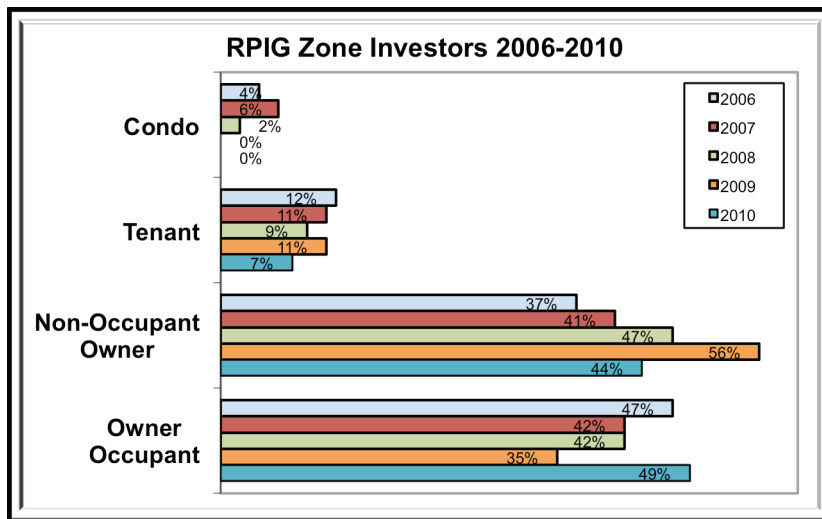
average rehabilitation grant. Thus, the State receives fewer, but larger grant requests for new construction projects and more frequent but smaller requests for rehabilitation. New construction of industrial property applications received the largest average grant award of approximately \$148,000. This was followed by new construction of commercial properties at almost \$110,000 for the average grant award. The average grant award

for rehabilitation was similar across all three uses, with mixed use projects being slightly higher.

**Type of Zone Investor**

The eligible types of zone investors are owner occupants, owners of space in a building, tenants who have capitalized their own improvements and developers. For the first time since 2006, owner occupants were the largest group of investors. This category experienced a 14 percent increase from 2009-2010 while the previous leader, non-owner occupant investing fell 12 percent in the last year (Figure 7). This transition may reflect a slowdown in large commercial real estate development projects because of difficulty in getting financing when so much commercial space stands vacant.

Figure 7: Types of RPIG Zone Investors



## Job Creation Grant

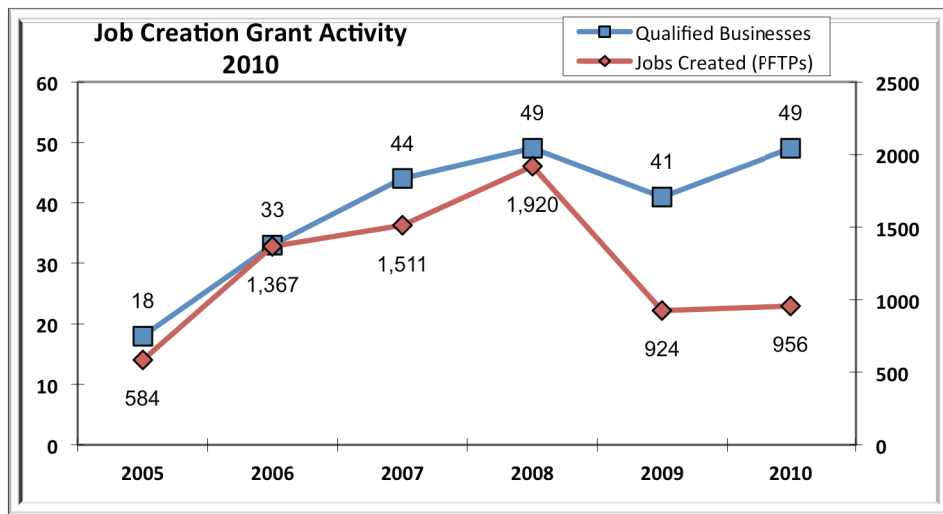
For the 2010 qualification year, the number of businesses applying for the JCG was up 20 percent, and these firms created 3 percent more jobs than last year. Requests for JCGs totaled \$2,622,459. This accounts for roughly 22 percent of total grant program requests. JCGs are issued to companies that create net new, permanent full-time positions over a four job threshold. New employees must be paid at least 175 percent of the federal minimum wage and be **offered** health benefits (50 percent of their health insurance premium paid by the company) by the firm. Any positions that are not permanent full time, do not meet the wage and insurance provisions, or that fall under the NAICS codes assigned to retail trade, personal services and food services are not eligible for program funding as specified by statute. JCGs are limited to 350 positions.

**49 businesses created 956 jobs and requested and received \$2.6 million in grants.**

### Qualified Job Creation Activity

The number of JCG applications has steadily increased since 2005 with the exception of the recession-related dip in 2009. With 49 firms applying for the JCG, application levels are back to pre-recession levels. However, as Figure 8 shows, actual job creation is not rebounding as quickly. While the total number of jobs created has increased by 3 percent, the average number of jobs created per firm has declined to 19.51 net new permanent full-time positions in 2010, down from 22.54 in 2009. This most likely reflects the “jobless” nature of the recovery.

Figure 8: Qualified Job Creation Grant Activity 2005 – 2010



### Payout by Wage Rates

The amounts of the JCG awards are based on the wages paid. For positions earning between 175 percent and 199 percent of the Federal minimum wage (\$12.69 or higher), the grant is \$500 per job. For positions earning 200 percent or more of the Federal minimum wage (\$14.50 or higher), the grant is \$800 per job.

Grant year 2010 was the first during which special provisions for enterprise zone localities receiving a HUA designation took effect. Firms located in HUAs are able to qualify for the \$500 grants based on

wages of 150 percent of the federal minimum wage, or \$10.88. Of the 26 enterprise zone localities with the HUA designation, 19 percent had firms apply for the JCG for 2010 using the lower threshold. The following five localities had 14 firms qualify for grants based on the \$10.88 wage threshold (Figure 9): Danville, Petersburg, and Halifax, Pittsylvania and Wythe Counties. Eight of the 14 firms were expanding existing operations in Virginia and six were new start-ups.

Figure 9: Qualifying Firms by HUA Localities

Qualifying Firms by HUA Localities	
Danville	43%
Halifax County	21%
Petersburg	7%
Pittsylvania County	14%
Wythe County	14%
<b>TOTAL</b>	<b>100%</b>

**Usage by Sector**

Figure 10 compares job sector data for the last five years. Applications from the majority of sectors increased in numbers except for manufacturing, which has been in general decline over the past five qualification years. There was no change in the number of applications in two sectors.

Figure 10: Sector Type of Qualified Job Creation Grant Firms

Sector Type of Job Creation Grant Qualified Firms								
Type of Business Firm	2007		2008		2009		2010	
	#	%	#	%	#	%	#	%
Construction	1	2%	3	6%	0	0%	2	4%
Health Care/Social Assistance	3	7%	1	2%	3	7%	5	10%
Information	1	2%	2	4%	2	5%	3	6%
Manufacturing	30	68%	29	59%	25	61%	22	45%
Other Services	2	5%	1	2%	0	0%	0	0%
Professional/Scientific Services	1	2%	4	8%	5	12%	9	18%
Transport/Warehousing	0	0%	2	4%	1	2%	1	2%
Wholesale Trade	4	9%	5	10%	4	10%	5	10%
Admin. & Support and Waste Mgmt. & Remediation	0	0%	2	4%	1	2%	2	4%
<b>Total</b>	<b>42</b>		<b>49</b>		<b>41</b>		<b>49</b>	

## LOCAL ENTERPRISE ZONES

The Commonwealth's 57 enterprise zones encompass a little over 250 square miles and include parts of 69 different localities. Of the 57 zones, 19 are joint zones (i.e. zones composed of two or more localities), 10 localities have two Enterprise Zone designations and two have the statutory limit of three Enterprise Zone designations.

During 2010, the zones in Lee County and Town of Narrows were terminated due to inactivity<sup>3</sup>. In such cases, the Governor is able to designate other localities to receive the terminated designations after a competitive application process conducted by DHCD. DHCD held workshops for interested localities in the summer of 2010; applications were due in October 2010. DHCD and VEDP staff reviewed the applications. Based on their recommendations, Governor McDonnell designated zones in Norfolk and Pittsylvania County. The Norfolk zone targets key development opportunities, such as the former Ford factory property, while the Pittsylvania zone encompasses the Berry-Hill Mega Park. The designation of these zones brings the number of zones designated since the passage of the 2005 Act to 16. Zones under the 2005 Act are designated for a 10-year period with two possible five-year renewal periods.

The following sections of the Annual Report are a series of appendices that provide the details of how our local partners are contributing to the success of the program. Snapshots of the 57 enterprise zones including zone incentive awards, zone activities, local incentives and map visualizations follow.

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<sup>3</sup> DHCD has statutory authority to terminate zone designation in cases where no business firms have qualified for state EZ incentives within a five year period.

## APPENDIX A: ZONE HIGHLIGHTS

### **Accomack/Northampton**

- The Northrop Grumman Building at Wallops Research Park was completed during the year. About 50 employees will work at the site, and this is the first building in the area since the Park was created.
- Several new buildings for the Marine Science Consortium are under construction at Wallops Research Park.

### **Chesterfield County (Jefferson Davis)**

- Hill Phoenix invested \$9.3 million for a tenant up fit and new machinery and tools to increase production of their refrigerated display cases. They currently have more than 950 employees at two locations.
- Virginia T's Inc. relocated its warehousing operation. This new capacity allowed them to hire 26 new employees.

### **Chesterfield (Walthall)**

- Crosland Investments, LLC invested \$13.7 million into transforming the Cloverleaf Mall into Stonebridge, a new mixed-use development on their 82-acre site.
- Church and Dwight Co. Inc. is expanding equipment and machinery at their existing facility. The company manufactures personal care products. Their projected investment is \$7 million with 240 additional employees.

### **Danville**

- Donnachaidh Associates, LLC announced the location of their research facility. The research facility will be built in Cyber Park and will create 25 jobs and have a capital investment of \$7 million.
- White Mill Development, LLC purchased the former Dan River Inc. Number 8 Mill. The sale culminates efforts to develop this facility into a high-technology center that will transform the downtown sector of Danville. The developers committed to bring \$400 million in capital investment and create 400 jobs with an annual payroll of at least \$16 million plus benefits when the development is complete.
- Japanese Tobacco International announced plans to establish a tobacco processing facility in Riverview Industrial Park. The company will invest \$19.5 million, employ 39 full-time employees and create 150 seasonal jobs.

### **Hopewell**

- Butterworth's Lofts, an adaptive reuse of the former Butterworth's Furniture Store, is a mixed-use development of 24 residential units and three retail storefronts.

### **Newport News**

- The Rouse Tower building renovations provided temporary office space for AREVA and will permanently house Newport News Energy, now a subsidiary of Huntington Ingalls



Industries to supply engineering services to the nuclear power industry. The anticipated job creation is 188 new jobs.

- Custom Vinyl Products has been progressing on the construction of a new production plant within Oakland Industrial Park. Custom Vinyl will own and operate a 40,000-square-foot manufacturing facility. The project will bring \$3 million investment and create 10 additional jobs.

### **Norfolk**

- Fort Norfolk Plaza is a \$70 million waterfront development with 19,000 square feet of retail space and 200,000 square feet of medical office space. This area will be served by Light Rail Transit. Fort Norfolk Plaza will be the first new medical office building built in downtown in 40 years.
- Old Dominion University Innovation Research Park is building the second building. This \$22 million facility will house the Frank Reidy Center for Bioelectric Research, IP Configure, video surveillance software and systems developer, and MASA group, a modeling and simulation artificial intelligence developer.

### **Prince George County**

- Introduced a wired fiber broadband Internet service into their VEZ.
- Crosspointe Centre Industrial Park has created a park that is ready for development.

### **Prince Edward**

- Luck Stone is moving forward with the establishment of a new 325-acre stone quarry which represents a \$20 million investment and 35 new positions.
- Granite Falls Hotel/Conference and Workforce Training Center continues to move forward. This project represents a \$50 million investment and 100 new jobs with an additional 100 jobs to be created during construction.

### **Richmond/Henrico Zones**

- The Rocketts Landing development, which includes the Boathouse Restaurant, is a part of a developing mixed-use community. The total investment was \$4 million and created 80 new jobs.
- Goodwill Industries invested \$7.5 million to expand its headquarters and training facilities to accommodate the existing employees, as well as house an expected increase in clients.

### **Roanoke**

- The city's old Fire House #3 was sold to Interactive Achievement, an architecture/engineering firm that has completed renovations to the building.

### **Rocky Mount**

- TSG Empire Foods announced a \$3 million investment to create 84 new jobs in the joint Rocky Mount–Franklin County Industrial Park.

### **Staunton**

- The Mockingbird Artisan Fare and Roots Music Restaurant and Music Hall completed renovation of a formerly underutilized anchor building devastated by fire.

### **Washington County/Smyth County/Chilhowie/Glade Springs**

- Universal Fibers announced an expansion in the Bristol-Washington County Industrial Park. This investment of \$13 million will create 84 new jobs.
- OWL Leasing purchased 20 acres in Highlands Business Park. There are plans for a 60,000-square-foot manufacturing facility in 2010 to expand General Engineering, a local manufacturing plant located on Hillman Highway in the county.

## APPENDIX B: STATE INCENTIVE USAGE BY ZONE 2005-2010

Zone Information				Number of Incentives						Summary of 2010 Grants	
Zone Number	Community	Acreage	Expiration	2010	2009	2008	2007	2006	2005	\$ Amount	% of Total
26	Accomack County	3659	2014	4	7	15	7	16	20	\$281,820	2%
	Northampton County	3402									
20	City of Alexandria	690	2013	0	1	0	0	0	0	\$0	0%
53	Alleghany County	3712	2020	0	1	2	1	0	1	\$0	0%
	Town of Clifton Forge	177									
	City of Covington	320									
12	City of Bedford*	248	2014	0	0	5	3	1	1	\$0	0%
32	Brunswick County	2565	2015	0	0	2	0	0	0	\$0	0%
	Town of Lawrenceville	268									
27	Carroll County	3828	2014	0	0	0	1	1	2	\$0	0%
	Town of Hillsville	315									
48	Charlotte County	772	2019	2	2	5	9	16	11	\$218,418	2%
	Lunenburg County	404									
	Prince Edward County	1121									
21	Chesterfield County (Jefferson Davis)	3840	2013	2	2	8	7	8	9	\$179,888	1%
33	Chesterfield County (Walthall)	3840	2015	6	6	9	4	13	9	\$483,470	4%
1	City of Danville	1894	2023	8	9	17	18	22	20	\$232,888	2%
49	Dickenson County	3654	2019	0	1	0	0	0	1	\$0	0%
	Town of Clintwood										
	Town of Haysi										
47	Dinwiddie County	1884	2017	1	1	2	1	1	2	\$16,067	<1%
	City of Petersburg	697									
18	Franklin	878	2019	1	N/A	N/A	N/A	N/A	N/A	\$100,000	1%
	Southampton	3412									

Zone Information				Number of Incentives						Summary of 2010 Grants	
Zone Number	Community	Acreage	Expiration	2010	2009	2008	2007	2006	2005	\$ Amount	% of Total
13	City of Galax*	598	2017	0	1	3	N/A	N/A	N/A	\$0	0%
34	Greensville County	2640	2015	0	0	1	1	0	0	\$0	0%
15	Halifax County*	2926	2017	4	5	9	N/A	N/A	N/A	\$302,056	2%
	Town of South Boston*										
8	City of Hampton (Urban)*	3163	2014	7	16	22	20	11	16	\$299,690	2%
35	City of Hampton (Hampton Roads)	3642	2015	12	7	11	16	13	22	\$686,158	6%
36	Henry County	3840	2015	5	3	11	11	12	10	\$151,220	2%
	City of Martinsville	492									
54	Henry County	2934	2020	2	0	6	0	0	0	\$135,695	1%
	City of Martinsville	527									
9	City of Hopewell*	1992	2014	0	0	1	1	0	2	\$0	0%
37	James City County	3456	2015	0	1	0	5	4	4	\$0	0%
55	Lunenburg County	364	2020	0	0	0	0	2	2	\$0	0%
	Town of Kenbridge	310									
	Town of Victoria	220									
2	City of Lynchburg (Downtown 1)	2234	2023	19	20	28	18	16	18	\$935,076	8%
46	City of Lynchburg (Lynchpin)	926	2015	4	0	2	3	6	3	\$293,956	2%
38	Mecklenburg County	2825	2015	0	0	3	3	2	2	\$0	0%
	Town of South Hill	319									
	Town of LaCrosse	128									
56	Mecklenburg County	1931	2020	0	1	0	1	1	1	\$0	0%
	Town of Clarksville	191									
30	Newport News (Mid-City)	3189	2014	4	8	7	10	12	9	\$271,400	2%
31	Newport News (North)	3149	2014	1	3	9	4	7	5	\$76,583	1%

Zone Information				Number of Incentives						Summary of 2010 Grants	
Zone Number	Community	Acreage	Expiration	2010	2009	2008	2007	2006	2005	\$ Amount	% of Total
3	Newport News (South)	3741	2023	17	19	11	5	7	9	\$942,852	8%
7	City of Norfolk			14	33	37	47	43	54	\$1,007,992	8%
50	Warsaw	903	2019	0	2	2	9	5	5	\$0	0%
	Lancaster County	3696									
	Northumberland County	2471									
	Richmond County	946									
	Westmoreland County	2826									
	Town of Kilmarnock	213									
39	Town of Orange	582	2015	1	0	3	2	0	0	\$41,170	0%
22	Patrick County	3563	2021	1	0	4	1	2	9	\$200,000	2%
	Town of Stuart	176									
10	City of Petersburg*	922	2014	3	4	7	7	8	6	\$206,878	2%
57	Pittsylvania County	3428	2020	6	5	7	13	9	7	\$288,430	3%
	City of Danville	1700									
4	City of Portsmouth			7						\$242,981	2%
16	Prince George County	3754	2009	3	5	5	8	12	10	\$85,818	1%
40	Pulaski County (New River )	1669	2015	1	1	3	3	2	1	\$100,000	1%
25	Pulaski County (Zone 1)	1564	2013	1	3	5	3	3	1	\$31,039	<1%
41	Town of Pulaski	319	2015	0	0	2	3	0	0	\$0	0%
29	City of Richmond (East)	3840	2014	29	8	10	5	11	16	\$527,973	4%
28	City of Richmond (North)	7268	2014	26	44	67	55	44	46	\$1,255,535	10%
	Henrico County	3319									
19	City of Richmond (South)	3133	2012	5	11	19	12	22	19	\$592,021	5%
5	City of Roanoke (Zone 1)	1870	2023	8	19	17	22	17	6	\$558,431	5%
42	City of Roanoke (Zone 2)	1615	2015	4	4	6	2	3	5	\$191,704	2%
23	Town of Rocky Mount	632	2013	3	3	3	7	4	7	\$166,987	1%

Zone Information				Number of Incentives						Summary of 2010 Grants	
Zone Number	Community	Acreage	Expiration	2010	2009	2008	2007	2006	2005	\$ Amount	% of Total
6	Smyth County	619	2019	0	0	0	1	2	0	\$0	0%
	Town of Saltville	351									
43	Scott County	3840	2015	0	0	0	0	1	1	\$0	0%
51	Smyth County	3363	2019	3	4	6	9	6	6	\$142,346	1%
	Washington County	2876									
	Town of Chilhowie	505									
	Town of Glade Spring	289									
17	City of Staunton	699	2009	3	6	14	13	9	8	\$260,686	2%
44	Tazewell County	3598	2015	0	0	1	1	1	2	\$0	0%
45	Warren County	1200	2015	0	0	1	1	0	1	\$0	0%
14	City of Waynesboro*	608	2017	0	4	4	N/A	N/A	N/A	\$0	0%
52	Wise County*	3808	2017	0	0	0	N/A	N/A	N/A	\$0	0%
11	Wythe County*	1622	2014	2	3	2	5	1	1	\$292,624	2%

## APPENDIX C: LOCAL INCENTIVES IN ENTERPRISE ZONES, 2010

Locality	Zone #	Incentives
Accomack County	26A	Waiver of zoning fee. Finance sewage connection fees for five years at 5% interest. Revolving loan fund. Reimbursement of machinery and tool tax. Business counseling. Technical Assistance for Crime Prevention program. Marketing plan (county promotion of participating businesses).
Alexandria	20	Accelerated development processing. Small business financing. Marketing assistance. Business assistance (in obtaining financing and ID lease or purchase space for expansion). Technical assistance. Capital Improvements (street beautification, installation of street benches and street signs, under grounding of overhead utilities). Removal of blight (remove blight, unsanitary and dangerous housing conditions within EZ). Availability of home rehabilitation loans (enables low income homeowners to correct code violations and structural deficiencies in their homes). Targeted employment training/placement services (address EZ businesses employment and training needs). Crime prevention and security audits.
Alleghany County	53A	Utility consumer tax reduction. Business license tax reduction. Real estate tax reduction. Machinery and tools tax reduction. Rezoning fees reimbursement. Building permit fee reimbursement. Waiver of water and sewer connection fees.
Bedford City	12	Waiver of zoning and sign permit fees. Accelerated development processing for businesses and industries within zone. 5-year rehabilitated real estate tax exemption. Utility service improvements and reduction of availability/connection fees. 5-year business, occupational, license (BPOL) fee rebates. Right now sites and shell building programs. Main street design services, technical assistance, and matching façade grant. Local personal liaison to act as resource coordinator/clearinghouse for City planning, zoning and permitting, SBDC, etc.
Brunswick County	32A	Fast-track permitting. Waiver of building permits for business renovation and rehabilitation. Waiver of building permits for new business construction. Waiver of building permit fees for newly constructed residential property. Discount on site purchase costs. Waiver of water and sewer connection fees. Waiver of real estate taxes for existing business renovation/expansion. Waiver of real estate taxes for rehabilitation of vacant structures. Waiver of real estate taxes for residential rehabilitation/renovation. Waiver of real estate taxes on new business construction. Waiver of real estate taxes for businesses locating in Brunswick County Industrial Park. Machine and tool tax waiver for new business or industry. Machine and tool tax waiver for industrial park businesses. Local assistance/coordination with local banking. Low or no interest fixed asset loan.
Carroll County	27A	Water and sewer rate credits (five-year decreasing credit on water and sewer rates to qualified businesses). Waiver of building permit fees A grant of \$250 per job created for qualifying new or expanding businesses. Machinery and tool tax incentive. Real property tax incentive

Charlotte	48A	<p>Site purchase discounts.  Real estate tax rebate.  Fast-track permitting.  Machinery &amp; tools tax rebate.  Temporary office space.  Technology assistance.  Adult education.  Workforce training assistance.</p>
Chesterfield	21	<p>5-year real estate rebate on improvements to structure (at least 15 years old) with improvements leading to at least 15% increase in value.  County incur some costs of connecting commercial and industrial businesses to public water and wastewater systems.  5-year, 100% exemption of machinery and tool tax.  5-year exemption of business, professional and occupational license fees.  Business tangible personal property tax incentive.  Develop a business loan program.  Initiate public improvement projects that provide physical evidence of revitalization effort.  Provide housing rehabilitation loans and grants as part of comprehensive housing and neighborhood revitalization strategy.  Develop a marketing, public relation strategy for zone.  Fund Revitalization Coordinator position.  Undertake an incubator/marketing study for the area.  Implementation of Jefferson Davis Corridor Plan.  Proactive code enforcement issues.</p>
Chesterfield	33	<p>5-year 100% tax credit on increased assessed real property value from rehabilitation work.  County incur some costs of connecting commercial and industrial businesses to public water and wastewater systems.  County incur cost of site plan review fees, land disturbance permit fees, sign fees, and building permit fees.  Business Loan Program.  Business Tangible Personal Property Tax Incentive.  5-year 100% exemption of machinery and tool tax.  5-year 100% exemption of business, professional and occupational license fees.  Initiate public improvement projects that provide physical evidence of revitalization efforts.  Provide housing rehabilitation loans and grants as part of comprehensive housing and neighborhood revitalization strategy.  Use of an incubator/marketing study.  Fund Revitalization Coordinator position.  Implement marketing, public relations strategy for zone.</p>
Chilhowie	51C	<p>Water and sewer fee credits for new/expanding businesses.  Water and sewer hook-up fee waivers for new businesses.  9-year real estate rehabilitation tax exemption.  Business, professional and occupational license tax credit for businesses creating new jobs in zone.</p>
Clarksville	56B	<p>Industrial real estate discount.  Waiver of zoning permit fees.  Waiver of water/sewer connection fees.  6-year economic stimulus grant.</p> <p>Job grant for each full-time permanent job created.  4-year central business district stimulus grant.  Local assistance/coordination with local banks for industrial parks prospects (through Lake Country Development Corporation).  Central business district tax assessment relief.</p>
Clifton Forge	53C	<p>Reduction of real estate tax.  Zoning fee waiver.  Building permit waiver.  Reduction of machinery and tools tax.  Reduction of utility consumer's tax.  Reduction of business license tax.  City of Covington small business loan.</p>



		Virginia Main Street program technical assistance.
Clintwood	49B	Annual industrial development grant based on amount of County real estate tax for new/expanding EZ businesses. Rehabilitated real estate partial tax exemption for new/expanding EZ businesses. Waivers of County building permit fees. Waiver of water and sewer connections fees. Annual industrial development grant based on annual amount of County machinery and tool tax for new/expanding EZ businesses. Targeted workforce training grants (priority workforce training grants to EZ businesses).
Covington	53B	Reduction of real estate tax. Zoning fee waiver. Building permit waiver. Reduction of machinery and tools tax. Reduction of utility consumer's tax. Reduction of business license tax. City of Covington small business loan. Virginia Main Street program technical assistance.
Danville	1	Exemption from City permit fees (plumbing, building, sign, driveway connection, electrical, erosion, and sediment control permits). Discount on purchase price of site(s). Reimbursement of water and sewer connection fees. Real estate tax program for substantially rehabilitated residential, multi-family commercial, industrial, multi-family structures. One year match with state job creation grant. 50% grant of machinery and tools tax grant. 50% Partial Refund of business & professional license fee. Economic & community development fund (UDAG Repayment Funds) used to fund various development programs within zone. Historic building loan fund (below market rate financing to property owners/ tenants of historic structure within zones). Architectural assistance program. Façade program (financial assistance for restoration of building facades within area). Housing assistance programs. Main Street/Craghead Streetscape improvements (trees, lighting, signs, etc.). Main Street program. Regional Center for Applied Technology (10% discount on tuition fees for programs). State and federal Historic Tax Credits. Crossings at the Dan (large multi-phase rehabilitation project). Long Mill Project (additional promotion and revitalization efforts). North Main Commercial Revitalization Project.
Danville	57B	Reimbursement of water & sewer connection fees. Exemptions from City permit fees. Discount on purchase price of site(s). Job creation grant. Machinery and tools tax rebate. Businesses and professional license fee rebate. Shell building program (both zones). Dan River Business Development Center (Incubator). Regional Center for Applied Technology and Training (EZ businesses employee tuition discount). Regional Industrial Park Development
Dickinson	49A	Annual industrial development grant based on amount of County real estate tax for new/expanding EZ businesses. Rehabilitated real estate partial tax exemption for new/expanding EZ businesses. Waivers of County building permit fees. Waiver of water and sewer connections fees. Annual industrial development grant based on annual amount of County machinery and tool tax for new/expanding EZ businesses. Targeted workforce training grants (priority workforce training grants to EZ businesses).
Dinwiddie County	47B	5-year 1 00% tax deferral on increased assessed real property. Shared costs of connecting commercial and industrial businesses to public water and wastewater systems.

		<p>County covers cost of site plan review fees, land disturbance permit fees, sign fees, and building permit fees.</p> <p>5-year 100% exemption of business, professional occupational license fees (BPOL).</p> <p>7-year grant based on value of business's certified recycling equipment.</p> <p>Proactive code enforcement issues (to enhance area's economic viability).</p>
Farmville	48	<p>25% or \$1,000 waiver for water and sewer availability.</p> <p>5-year real estate tax investment credit.</p> <p>Accelerated development review process.</p> <p>Reimbursement (up to \$1,000) for architectural design fees for downtown façade improvements.</p> <p>Waiver of land disturbance/soil and erosion permit fees.</p>
Franklin	18A	<p>Discounted Purchase of City/County Owned Industrial Land</p> <p>Partial exemption from real estate taxes for qualifying rehabilitated structures for ten years</p> <p>50% rebate on machinery &amp; tools taxes paid for a period of five years</p> <p>Electric Utility Tax Rebate (Reduced percentage on utility tax in decreasing amounts every year for five years)</p> <p>Rebate of Building Code Permit Fees (plan review fees, new construction fees, utility connection fees, and all land use development fees)</p> <p>Fast Track Permitting Process</p> <p>Receive 10% rebate on annual electric bill not to exceed 10 years and not to exceed \$20,000 per year</p> <p>Temporary Office Space (Staff will attempt to provide free temporary office space for an administrative staff up to five persons)</p> <p>Franklin's Paul D. Camp Community College's Regional Workforce Development Center's One Stop Job Center will provide complimentary assistance in hiring personnel</p> <p>Qualified companies may take advantage of a reduced rate in conducting a job skills assessment and job skills need</p> <p>Local organizations and businesses will offer complimentary or discounted services to new businesses locating in an Enterprise Zone</p>
Galax	13	<p>Real estate tax abatement on rehabilitated commercial or industrial real estate.</p> <p>Waivers of permit fees for building, zoning and sign permit fees.</p> <p>Waiver of cost associated with connection of new businesses to water and sewer lines.</p> <p>BPOL tax abatement for jobs creation.</p>
Glade Spring	51D	<p>9-year real estate rehabilitation tax exemption.</p> <p>Business, professional and occupational license tax credit for businesses creating new jobs in zone.</p>
Greensville	34	<p>Waiver rebate of building permit and zoning fees.</p> <p>Utility service improvements for industry or commercial establishment.</p> <p>Land buy down.</p> <p>Real estate and machinery and tools tax rebate.</p> <p>Rebate of business and professional occupational license.</p> <p>Waiver of water and sewer tap fees.</p> <p>Rehabilitated HUD Section 8 standard or home ownership opportunities for LMI families.</p> <p>Home ownership opportunities.</p> <p>Adult education and employee training.</p> <p>Transportation improvements for EZ business.</p> <p>Enhanced code enforcement.</p> <p>Real estate sales commission policy.</p>
Halifax	15	<p>Real estate discounts on publicly owned lands sold in the enterprise zone.</p> <p>Real Property Improvement Grants.</p> <p>Waivers of business &amp; professional license fees.</p> <p>Hospitality stimulus grant.</p> <p>Partial exemption if building permit fees.</p> <p>Litter clean up campaigns.</p> <p>Employment training programs.</p> <p>Crime prevention programs.</p> <p>Enterprise Zone workshop.</p> <p>EZ advertising and promotion.</p> <p>Provision of labor pool information.</p>
Hampton	8	<p>Real property rehabilitation tax credit.</p>

(Zone 1)		<p>EZ businesses loan program.  Downtown Hampton and Phoebus Loan Assistance.  Phoebus Rehabilitation Loan Program.  5-year business license tax refund.  5-year refund of local utility taxes.  3-year capital investment grant.  Coliseum central security improvement grant program.  Coliseum central cooperative advertising grant program  (Limited to Coliseum Central Business District).  Coliseum physical improvement grant program.  Redevelopment costs write down.  Retail revitalization program.</p>
Hampton (Zone 2)	35	<p>Enterprise zone loan program.  Defense conversion assistance/technology transfer.  Hampton small business incubator.  Design assistance for firms to minimize costs of site plan and landscape plan development.  Infrastructure improvements (to facilitate the use of underdeveloped properties).  Employment training.  Marketing within Hampton Roads center EZ.</p>
Henrico	28B	<p>Accelerated development processing.  7-year rehabilitation real estate tax exemption.  Commercial/industrial rehabilitation grant.  Plan review and permit fee waivers.  Architectural assistance program.  Off-site improvement grants (off-site drainage, water and sewer improvements).  Fire safety seminars for businesses.  Crime prevention through environmental design.  Employment and training assistance.  Commercial revitalization staff.  Training seminars for EZ businesses.</p>
Henry	36A	<p>Real estate tax refund for new investments for commercial and industrial projects.  Fees waived for water and sewer connections.  Building permit fee waiver.  Machinery and tools tax refund.  Business furniture, fixtures, and equipment tax grant/refund.  Marketing, advertising, and promotional program.  Enterprise zone workshop.</p>
Henry	54A	<p>Fees waived for water and sewer connections.  Building permit fee waived.  Real estate tax refund for new investments for commercial and industrial projects.  Business furniture, fixtures, and equipment tax grant/refund.  Machinery and tools tax refund.</p>
Hillsville	27B	<p>Waiver of water and sewer hook-up fees.  Fifty percent reduction of water and sewer charges for six months.  Waiver for one year of inspection fees for building permits issued.  Fifty percent reduction of zoning permit fees for one year.</p>
Hopewell	9	<p>Waivers of City permit fees.  Waiver of land development fees (rezoning, zoning ordinance, subdivision, site plan, land disturbance review fees).  5-year commercial rehabilitation real estate tax exemption.  Waiver of sewer tap connection fee.  Accelerated development processing.  Exemption/reduction of business and professional occupational license fees (BPOL)--new firms.  Exemption/reduction of business and professional occupational license fees (BPOL)--existing firms.  Public infrastructure enhancement (streetscape improvements to downtown).  Crime prevention and security risk assessments.  Fire safety education seminars.  Public facility enhancement (construction of new headquarter library).</p>
James City	37	<p>Industrial Development Authority (IDA) grant based on assessed value of improvements.</p>

		<p>Permit fee waivers for site plans, subdivisions, erosion, sediment controls, land disturbing, building, electrical, plumbing, and HVAC.  5-year 50% reduction in sewer transmission fees.  Permission to use water from permitted wells for businesses in EZ.  Fee waivers for Industrial Development Authority Administration fees.  5-year 100% Waiver of consumer utility tax.</p> <p>2 -year property tax rebate per zone resident (\$400) and county resident (\$200) employees.  Renovation of Grove Neighborhood Park.  Employee training and education.  Assistance (publicizing of job opportunities and application support) in ID local residents who meet State's criteria of low income.  Development of marketing plan for EZ by county.  Formation of Local Enterprise Zone Association.  Development of James River Commerce Center.  Grant for establishment/enhancement of day-care/pre-school facilities in zone.</p>
Kenbridge	55B	<p>Reduced/waived land cost in County.  Reduced/waived cost of water and sewer extensions.  Waived water and sewer connection fees.  5-year Lunenburg County industrial/commercial development grant (based on real estate taxes incurred by new/expanding industry/commercial businesses).  5-year Lunenburg County industrial/commercial property tax grant (based on real estate taxes incurred by new/expanding industries).  Waiver of all building permits and fast tracking permit processing.  Waiver of Business license fees.  5-year Lunenburg County industrial/commercial equipment investment grant.  Worker training and recruitment.  Issuance of tax-exempt industrial revenue bonds to assist in financing projects.</p>
Kilmarnock	50A	<p>Financial inducement for capital investments for new and existing businesses.  Financial Inducement for job creation for new and existing businesses</p>
LaCrosse	38A	<p>Waiver of water and sewer connection fees.  Waivers of building permit fees.  Economic stimulus grant.  Jobs grant.  Reduced water and sewer charge.  3-year business license tax.</p>
Lancaster County	50B	<p>Financial inducement for capital investments for new and existing businesses.  Financial Inducement for job creation for new and existing businesses</p>
Lawrenceville	32B	<p>Fast-track permitting.  Waiver of real estate taxes for existing business renovation/expansion.  Waiver of real estate taxes for rehabilitation of vacant structure.  Waiver of real estate taxes for residential rehabilitation/renovation.  Waiver of real estate tax on new business construction.  Waiver of business, professional, and occupation licensing tax.</p>
Lunenburg County	48B	<p>Site purchase discounts.  Real estate tax rebate.  Fast-track permitting.  Machinery &amp; tools tax rebate.  Temporary office space.  Technology assistance.  Adult education.  Workforce training assistance.</p>
Lunenburg County	55A	<p>Reduced/waived land cost in County.  Reduced/waived cost of water and sewer extensions.  Waived water and sewer connection fees.  5-year Lunenburg County industrial/commercial development grant (based on real estate taxes incurred by new/expanding industry/commercial businesses).  5-year Lunenburg County industrial/commercial property tax grant (based on real estate taxes incurred by new/expanding industries).  Waiver of all building permits and fast tracking permit processing.  Waiver of Business license fees.  5-year Lunenburg County industrial/commercial equipment investment grant.  Worker training and recruitment.</p>

		Issuance of tax-exempt industrial revenue bonds to assist in financing projects.
Lynchburg (Zone 1)	2	5-/10-year exemption of real estate taxes for qualified rehabilitated residential, commercial, and industrial real estate. Land acquisition program. Availability charge for sewer and water service. 5-year machinery and tools grant. 5-year business license fund. Loan pool program. Utility line improvements. Industrial training programs.
Lynchburg (Zone 2)	46	Extended payment of sewer and water availability fees. 5-year decreasing refund of classified business and professional license fees. 5-year decreasing refund on machinery and tools tax. Enterprise Zone Loan Pool. Negotiable Incentive contracts for large zone investments.
Martinsville	36B	Real Estate tax refund for new investments for commercial and industrial projects. Building permit fee waiver. Water and sewer regulations waived for multiple service on one meter. Machinery and tools tax refund. Low cost loan program. VA Main Street Program. Marketing, advertising, and promotional program. Enterprise zone workshop. Landfill tipping fee refund.
Martinsville	54B	Real estate tax refund. Water and sewer regulations waived for multiple service on 1 meter.  Building permit fee waiver. Machinery & tools and business equipment tax refund. Landfill tipping fee refund.
Mecklenburg	38C	Industrial real estate discount (Airport Industrial Park and Interstate Park). Waivers of building permit fees. Local assistance/coordination with local banking. Economic stimulus grant (based on machinery and tools tax) and Job Grant Advertising and promotion to zone (on federal and state agencies involved in economic development).
Mecklenburg	56A	Industrial real estate discount (50%). Waivers of building permit fees. 4-year Economic stimulus grant (based on machinery & tools tax paid). Job grant for each full-time permanent job created. Advertising and promotion.
Newport News (Zone 1: South)	3	Expansion/re-location cost reduction (land price discount, site work cost contribution, building cost contribution, job creation credit, etc.). Commercial rehabilitation: 5-year real estate property tax abatement. Abatement of business license fee. Refund of local utility taxes. Targeted financing programs (low-interest loans and TA). Blight removal/physical beautification. Crime reduction program. Redevelopment cost write-down. HUB zone application assistance. Southeast community revitalization strategy.
Newport News (Zone 2: Middle)	30	Expansion/re-location cost reduction. Commercial rehabilitation property tax abatement. Waiver of building permit and development fees. Business license fee abatement. Local utility tax refund. Visual improvements program (improve visual appearance of commercial areas within EZ). Improved parking access--Hilton village and River Mont commercial districts. Title 36 District: City seek designation of a Title 36 District CPA Pool (to EZ businesses).
Newport News	31	Expansion/re-location cost reduction.

(Zone 3: North)		Business license fee abatement. Local utility tax refund. Funding and construction of industrial infrastructure improvements (streets and extension of water, sewer, etc.).
Norfolk	7	Consultation with tax specialists. Commercial/industrial real estate relief (14 year tax break on improvements to commercial/industrial structures). Business license tax relief (reduction of tax for a five-year consecutive period). 50% reduction on building, electrical, mechanical, and plumbing permits. Local utility tax relief (five-year consecutive period). Free formal training provided on various topics. Business district marketing assistance (statistical business data). Norfolk Redevelopment and Housing Authority technical assistance and meeting space.
Northampton County	26B	Waiver of zoning fee. Finance sewage connection fees for five years at 5% interest. Revolving loan fund. Reimbursement of machinery and tool tax. Business counseling. Technical Assistance for Crime Prevention program. Marketing plan (county promotion of participating businesses).
Northumberland County	50C	Financial inducement for capital investments for new and existing businesses. Financial Inducement for job creation for new and existing businesses
Patrick	22A	3-year real estate rehabilitation tax waiver and Building permit waiver Accelerated local permitting. Below market value sale of IDA land. Extension of water and sewer utilities through eastern section of Joint Zone along U.S. Route 58. 3-year machine and tool tax waiver. Employment training and educational attainment assistance (Specific to business) Transfer station tipping fee reduction. Rich Creek Corporate Park Development Initiative.
Petersburg	10	Waivers of building permit fees, zoning filing fees, and land disturbing fees. Real estate rehabilitation tax exemption plus. Waiver of water and sewer permit fee. Reduction of tap fee for water and sewer connections. Discount on purchase price of city-owned sites. Local EZ development fund (grants for developers' large reconstruction projects in zone). Façade improvement grant. Architectural assistance grant. 5-year machinery and tool tax reduction (50%). Federal historic district expansion.
Petersburg	47A	Exemption from building permit fees, zoning, filing fees, land disturbing permit fees. Exemption from water and sewer privilege connection fees. Extension of water and sewer lines. 5-year exemption on BPOL tax. Establishment of local enterprise zone development fund. Zone infrastructure improvements (bridge construction to eliminate at-grade rail crossing).
Pittsylvania	57A	Discount of sites. Water and sewer connection reimbursement. Building permit fee waiver. Partial rebate of machinery and tool tax. Job creation grant. Local sales tax refund. Pittsylvania County Chamber of Commerce membership. Regional Industrial Park Development.
Pittsylvania	24	Site Discount. Job creation compensation. Local sales tax refund. Building permit fee waiver. Dan River Business Development Center (incubator). Regional Center for Applied Technology and Training (RCATT).

Portsmouth	4	<p>Business personal property investment grant (cash grant equal 50% of net increase in business personal property taxes).</p> <p>Machinery and tool investment grant (50% cash grant of net increase in machinery and tool taxes and are paid over five years).</p> <p>Development fee rebate (rezoning, use permits, mixed-use housing permits, and subdivision applications and site plan reviews, building plan reviews and building permit fees).</p> <p>Commercial façade loan program.</p> <p>Corridor streetscape improvement incentive.</p> <p>Mixed-use development incentive.</p>
Prince Edward	48C	<p>Site purchase discounts.</p> <p>Real estate tax investment grant.</p> <p>Fast-track permitting.</p> <p>Waivers of county building permit fees.</p> <p>Machinery and tools investment grant.</p> <p>Business development.</p> <p>Training assistance (labor pool info, crime and fire prevention education, marketing assistance, business development services, and business security audits).</p>
Prince George	16	<p>Water and sewer connection fee waiver.</p> <p>5-year economic stimulus grant.</p> <p>5-year rebate on business and occupational tax.</p> <p>Marketing assistance for property owners within zone.</p>
Pulaski (Zone 1)	25	<p>Expedited permitting procedures (subdivision, zoning, and erosion control).</p> <p>Financing of 250 acres of publicly owned land and \$2,000 per job credit.</p> <p>Rebate of water and sewer hook-up fees.</p> <p>Off-balance sheet financing (for building and equipment costs).</p> <p>Construction of shell buildings.</p> <p>Reduced water and sewer charges for use of over 1,000,000 gallons per month.</p> <p>Issuance of industrial revenue bonds.</p>
Pulaski (Zone 2)	40	<p>Rebate of water and sewer hook-up fees.</p> <p>(Zone 2) Expedited permitting procedures.</p> <p>10-year rebate of 1/2 of real property and machinery and tools taxes (based on employment increase 50+ persons).</p> <p>Reduced water and sewer charges for use of over 1,000,000 gallons per month.</p> <p>Off-balance sheet financing (for building and equipment costs).</p> <p>Issuance of industrial revenue bonds.</p> <p>Seek foreign trade zone designation.</p> <p>Local U.S. Customs office.</p>
Pulaski Town	41	<p>Rezoning and building permit fee waivers.</p> <p>Utility Improvements Support.</p> <p>Rehabilitated real estate tax abatement.</p> <p>Accelerated development assistance.</p> <p>Business occupation license fee rebate.</p> <p>Additional machinery and tools tax abatement.</p> <p>New machinery and tools tax abatement (50% tax exemption).</p> <p>New building tax abatement (50% tax credit).</p> <p>Business loan program (acquisition or renovation of buildings, purchasing machinery and equipment, working capital).</p> <p>Temporary office space.</p> <p>Economic development stimulus program (50% return on increase in real estate, machinery, and tools taxes over 10-year period).</p> <p>Architecture design assistance.</p> <p>Landscape design assistance.</p> <p>Housing and rehabilitation loan program. Housing rehabilitation tax abatement.</p> <p>Elderly and disabled citizen real estate tax relief.</p> <p>Crime prevention assistance and Fire prevention assistance.</p> <p>Labor pool and demographic information.</p> <p>Real estate market assistance (marketing booklet of available properties).</p>
Orange	39	<p>Permit fee waivers (Zoning, rezoning, and sign permits).</p> <p>Real estate tax abatement for rehabbed structures.</p> <p>Accelerated development processing—fast track review services.</p> <p>Case by case improvements to water/sewer lines to businesses.</p> <p>Architectural and landscaping design assistance.</p>

		<p>Marketing assistance.          Coordinate business management program.          Low interest loan programs for commercial, industrial, and residential façade improvements.          Matching grants for commercial façade.          Housing rehab assistance through HOME.          Elimination of zoning provisions restricting upper story residential development in commercial property.          Targeted programs of improvements to public amenities (sidewalks, roadways, landscaping, lighting, and public signage).          Crime Prevention Programs (Technical assistance with business security)          Coordinated program of employee job training opportunities. Coordinate promotional program.          Extended payment schedules for fees.</p>
Richmond (South)	19	<p>Development fee rebate.          15-year real estate tax abatement.          Machinery and tools grant.          Business enterprise zone loan (BEZL)--small business short and long-term financing.          Public loan financing fee rebate.          Employment assistance grant.          Business relocation grant.</p>
Richmond (North)	28	<p>Development fee rebate (permits associated with renovation/ construction of commercial facilities).          15-year real estate tax abatement.          Public loan financing fee rebate.          Machinery and tools tax grant.          Business enterprise zone loan.          Employment assistance and Business relocation grant</p>
Richmond County	50E	<p>Financial inducement for capital investments for new and existing businesses.          Financial Inducement for job creation for new and existing businesses</p>
Richmond (East)	29	<p>Development fee rebate (permits for renovation or construction).          (East) 15 year real estate tax abatement.          Machinery and tools grant.          Public loan financing fee rebate.          Business enterprise zone loan (BEZL)--small business short and long-term financing.          Employment assistance grant.          Business relocation grant.</p>
Roanoke (Zone 1)	5	<p>Grant for fees for new construction &amp; rehabilitation of existing buildings.          Partial real estate tax exemption.          Development fee rebates.          Façade rebate grants to IDA of City of Roanoke for renovations          Neighborhood and parks grant.          Business security grant (for businesses to enact security measures).          Job training grants.          Fire suppression retro-fit grant and fire hookup rebate.</p>
Roanoke (Zone 2)	42	<p>Rehabilitation of existing structures tax abatement.          (Zone 2) Building permit fees and comprehensive development plan reviews fee rebate for new building construction and the rehabilitation of existing buildings.          Job training grants.          City rebates of water, fire, and sewer hookup fees for new building and construction.          Water and sewer line extensions.          Fire suppression retro-fit grant and fire hookup rebate.          Parking lot and landscaping grant.          Mini-grants for education classes.          Street lights.          Neighborhood sidewalks and curbs.          Neighborhood organizations mini-grants.          Central heating for 5 housing units.          Residential home rehabilitation and sewer hook ups for specific properties.</p>
Rocky Mount	23	<p>Water and sewer hook-up fees waiver.          Waivers of town permit fees: building signs, special use zoning, variance rezoning.          5-year rehabilitated real estate tax exemption.          5-year personal property tax rebate on increase in assessed value.          Business license rebate for existing businesses.</p>

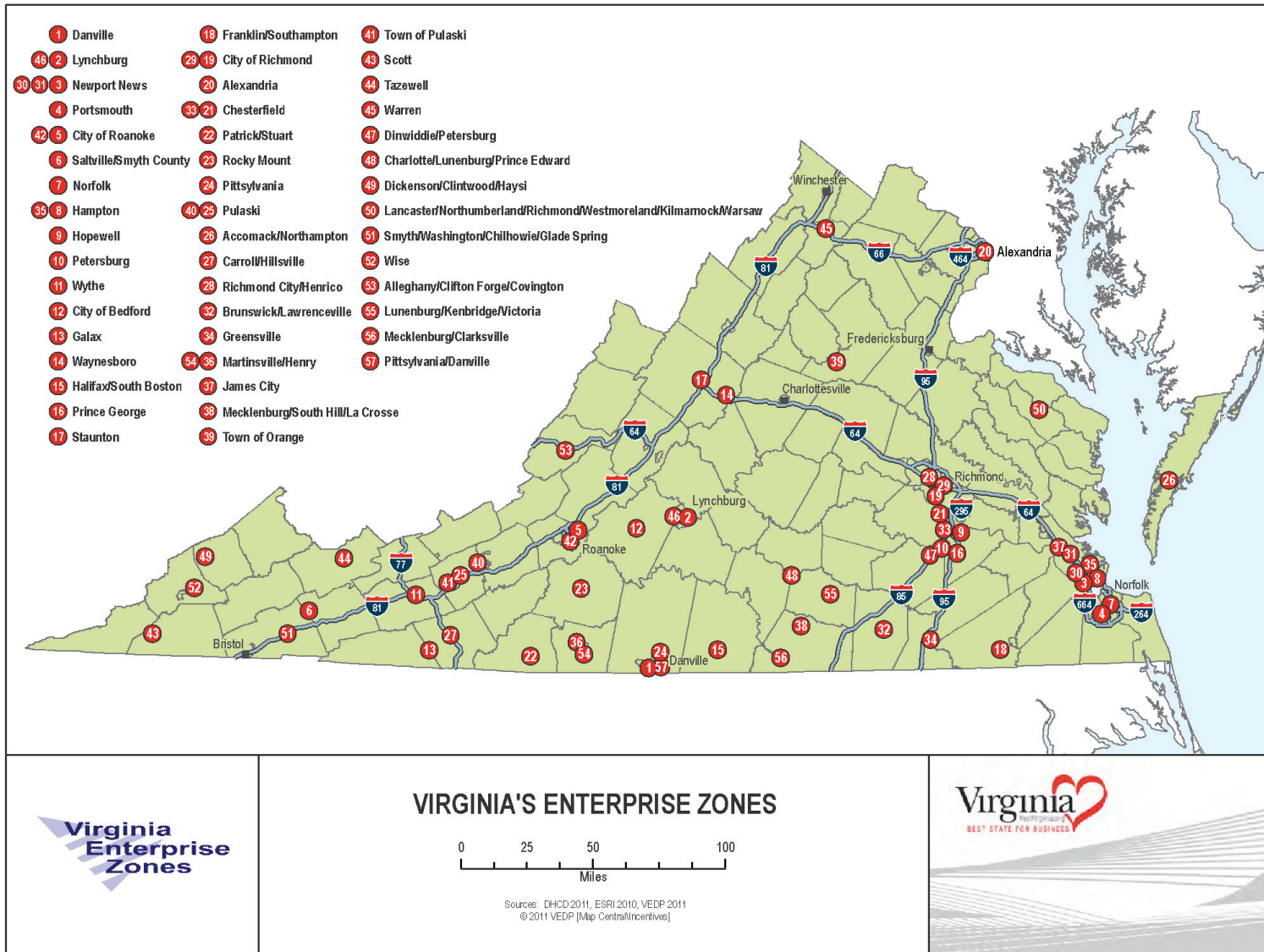


		<p>Below market rate loans for façade renovation within zone.  Below market rate loans for residential rehab within zone.  Storm drainage improvements within zone.  Expanding North Main Street to four lanes.  Increased police protection and patrol in EZ.  Special job training assistance to zone through use of educational channel and other available job training programs.  Establishment of marketing strategy program to promote success of EZ.  Establishment of organizations to provide private sector leadership and guidance throughout the zone.  Renovation of existing train depot into welcome center and museum.  Acquisition of vacant land for commercial and/or industrial development.</p>
Saltville	6A	<p>5-year business, professional, and license tax credit.  Downtown revitalization grant/loan (storefront improvements for downtown businesses).  Tourism marketing mini-grant (for tourism-related businesses).  Broadband access connection (50% reimbursement).9-year real estate rehabilitation tax credit.  Smyth County Water and sewer fee reduction.  5-year economic stimulus grant (based on machinery and tools taxes).  Loan assistance.  Training assistance (utilizing training and recruitment programs).</p>
Scott	43	<p>Real estate tax exemption (based on average wage of employees).  Building permit fee waiver.  Reduction in asking price on a per acre basis of industrial real estate for basic employment firms.  Machinery tool tax exemption (based on average wage of employees).  Customized training along with regular courses for study.  Inclusion of any release-time or monies spent on education/training in average wage rate of successful participants.  Waiver for all installation charges for Mountain.Net (internet access) for EZ businesses.  Organization of any Industrial leagues or positive outlets for stress management.</p>
Smyth	6B	<p>Building permit fee waiver.  9-year real estate rehabilitation tax credit.  Water and sewer fee reduction.  5-year economic stimulus grant (based on machinery and tools taxes).  Loan assistance.  Training assistance (utilizing training and recruitment programs).</p>
Smyth	51A	<p>Building permit fee waiver for industrial and commercial buildings  9-year real estate rehabilitation tax exemption.  3-year economic stimulus grant.  Targeted technical assistance for apparel companies.</p>
Southampton	18B	<p>Discounted Purchase of City/County Owned Industrial Land  Partial exemption from real estate taxes for qualifying rehabilitated structures for ten years  50% rebate on machinery &amp; tools taxes paid for a period of five years  Rebate of Building Code Permit Fees (building permit fees, rezoning fees, conditional use permit fees, and variances and sign permit fees)  Fast Track Permitting Process  Receive 10% rebate on annual electric bill not to exceed 10 years and not to exceed \$20,000 per year  Temporary Office Space (Staff will attempt to provide free temporary office space for an administrative staff up to five persons)  Franklin's Paul D. Camp Community College's Regional Workforce Development Center's One Stop Job Center will provide complimentary assistance in hiring personnel  Qualified companies may take advantage of a reduced rate in conducting a job skills assessment and job skills need  Local organizations and businesses will offer complimentary or discounted services to new businesses locating in an Enterprise Zone</p>
South Boston	15	<p>Exemption from water and sewer connection fees.  Exemption from real estate taxes of certain rehab properties.  Exemption from all fees above minimum charge for building, electrical, plumbing, erosion, sediment control, and rezoning benefits.</p>

		<p>5-year business license fee rebate.  5-year utility tax exemption.  1% local sales tax exemption.  Enterprise Zone advisory committee.  Small business advisory.  Hospitality stimulus program.  Interest buy-down fund.  Employment training programs.  Free parking for short-term shoppers.  EZ brochure.  EZ workshops and meetings.</p>
South Hill	38	<p>Waivers of building permit fees.  Economic stimulus grant (based on machinery and tools tax).  Jobs grant.  Reduced water and sewer charges.  3-year business license tax.</p>
Staunton	17	<p>5-year deferral of increased assessed property value.  Permit fee waivers (building and renovation, plumbing, electrical, mechanical, sign, special use, rezoning, and water and sewer connection fees).  5-year business grant.  5-year 50% grant on machinery and tools tax.  5-year Business grant with job creation emphasis.  Award programs for business owners.  Provision of free horticulture advice to businesses.  Sponsorship of seminars for zone businesses (business finance, adaptive reuse, etc.).  Professional job recruitment committee.  Assistance to businesses in determining training needs.  Development of long-term low interest loan pool for physical improvements.  Implement landscaping and beautification program for publicly-owned land.  Implementation of coordinated crime prevention program within zone.  Zoning modifications to compliment industrial, commercial, and residential areas.  Initiate outreach effort to inform businesses of Shenandoah Valley Private Industry Council.</p>
Stuart	22B	<p>Small user water and sewer hookup fee waiver.  Large user water and sewer hookup fee reduction or waiver.  3-Year real estate rehabilitation tax waiver.  Waiver of deposit for water/sewer/trash pickup.  Business, professional occupational license (BPOL) tax waiver.  2-Year Machine and tool tax waiver.</p>
Tazewell	44	<p>3-year annual industrial development grant based on County real estate tax for new/expanding EZ businesses.  3-year rehabilitated real estate partial tax exemption for new/expanding EZ businesses.  3-year annual industrial development grant based on County machinery and tool tax for new/expanding EZ businesses.</p>
Victoria	55C	<p>Reduced/waived land cost in County.  Reduced/waived cost of water and sewer extensions.  Waived water and sewer connection fees.  5-year Lunenburg County industrial/commercial development grant (based on real estate taxes incurred by new/expanding industry/commercial businesses).  5-year Lunenburg County industrial/commercial property tax grant (based on real estate taxes incurred by new/expanding industries).  Waiver of all building permits and fast tracking permit processing.  Waiver of Business license fees.  5-year Lunenburg County industrial/commercial equipment investment grant.  Worker training and recruitment.  Issuance of tax-exempt industrial revenue bonds to assist in financing projects.</p>
Warren	45	<p>5-year real estate tax exemption.  50% reductions on building permit fee and planning and zoning fees.  Accelerated review and approval process.  5-year business and occupational license fees exemption.  5-year machinery and tool tax exemption.  Technical assistance to businesses for financing applications.</p>

		Labor pool information provided to qualified business firms.
Warsaw	50F	Financial inducement for capital investments for new and existing businesses. Financial Inducement for job creation for new and existing businesses
Washington	51B	Building permit and rezoning fee waiver. 9-year real estate rehabilitation tax exemption. Reduction in purchase price of IDA Land. Waiver of application fees for industrial revenue bond financing.
Waynesboro	14	Partial property tax exemption. Landscaping, sidewalk and facade grants.  Job creation grants. Customized incentive grants for manufacturing expansions / locations. Free and confidential business counseling. Commitment to fund targeted EZ infrastructure and development projects. Implementation of adopted downtown plan. Maintaining total commitment to construction funding and scheduling of all capital improvement projects. Establish a community watch program, including crime analysis. Provide employment and training services directly through community college. Establish EZ marketing and promotion program. Undertake signalization and directional sign improvements.
Westmoreland County	50D	Financial inducement for capital investments for new and existing businesses. Financial Inducement for job creation for new and existing businesses
Wise	52	5-year real estate tax exemption. 5-year machinery and tool tax grant. Reduction in per-acre land cost tied to job creation. IDA discounted land.
Wythe	11	Discounted price per acre in Progress Park. Rebate of wastewater connection fees. Rebate of water connection fees. Waivers of building permit fees. Fast track permitting. Reduction of water usage rates. Reduction of wastewater usage rates. Joint IDA revolving loan fund interest rate reduction.

# APPENDIX D: ENTERPRISE ZONES MAP



# VIRGINIA'S ENTERPRISE ZONES NUMBER OF EZ GRANTS IN 2010



- |                          |                                     |   |
|--------------------------|-------------------------------------|---|
| 1 Danville               | 18 Franklin/Southampton             | 41 Town of Pulaski  |
| 10 2 Lynchburg           | 28 19 City of Richmond              | 43 Scott  |
| 30 31 3 Newport News     | 20 Alexandria                       | 44 Tazewell   |
| 4 Portsmouth             | 33 21 Chesterfield                  | 45 Warren   |
| 42 5 City of Roanoke     | 22 Patrick/Stuart                   | 47 Dinwiddie/Petersburg   |
| 6 Saltville/Smyth County | 23 Rocky Mount                      | 48 Charlotte/Lunenburg/Prince Edward                                |
| 7 Norfolk                | 24 Pittsylvania                     | 49 Dickenson/Clintwood/Haysi  |
| 35 8 Hampton             | 10 25 Pulaski                       | 50 Lancaster/Northumberland/Richmond/Westmoreland/Kilmarnock/Warsaw |
| 9 Hopewell               | 26 Accomack/Northampton             | 51 Smyth/Washington/Chilhowie/Glade Spring                          |
| 10 Petersburg            | 27 Carroll/Hillsville               | 52 Wise   |
| 11 Wythe                 | 28 Richmond City/Henrico            | 53 Alleghany/Clifton Forge/Covington                                |
| 12 City of Bedford       | 32 Brunswick/Lawrenceville          | 55 Lunenburg/Kenbridge/Victoria                                     |
| 13 Galax                 | 34 Greenville                       | 56 Mecklenburg/Clarksville  |
| 14 Waynesboro            | 34 36 Martinsville/Henry            | 57 Pittsylvania/Danville  |
| 15 Halifax/South Boston  | 37 James City                       |   |
| 16 Prince George         | 38 Mecklenburg/South Hill/La Crosse |   |
| 17 Staunton              | 39 Town of Orange                   |   |

## Number of Grant Awards

