



## GY 2011 Annual Report



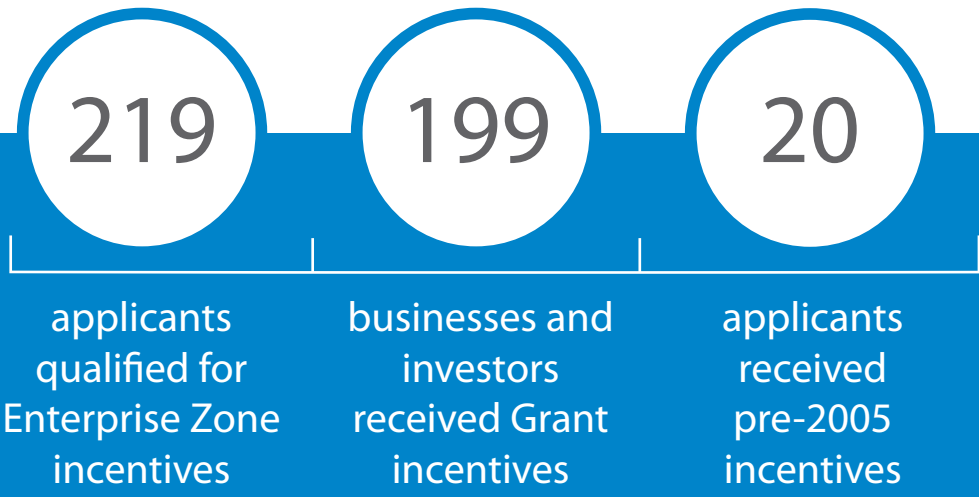
**VIRGINIA ENTERPRISE ZONES**

Virginia Department of Housing and Community Development

## Contents

2011 Qualification Year In Review .....	1
Enterprise Zone Program Overview.....	2
Enterprise Zone Grants – 2011 Usage Overview .....	4
Figure 1: Pro-ration History by Grant Year .....	4
Figure 2: Qualified Real Property Investment Ranges .....	5
Figure 3: Real Property Investment Applications by Investment Range.....	6
Figure 4: Applications by Use of Real Property 2005 – 2011 .....	7
Figure 5: Request Amount by Real Property Investment Use .....	7
Figure 6: Average RPIG Award by Type and Use 2011 .....	8
Figure 7: Types of RPIG Zone Investors.....	9
Figure 8: Qualified Job Creation Grant Activity 2005 – 2011 .....	10
Figure 9: Qualifying Firms by HUA Localities .....	11
Figure 10: Sector Type of Qualified Job Creation Grant Firms.....	11
Local Enterprise Zones .....	12
Appendix A: Zone Highlights .....	13
Appendix B: State Incentive Usage by Zone 2005-2011 .....	16
Appendix C: Report on Local Incentives.....	20
Appendix D: Maps.....	31
Appendix E: List of 2011 High Unemployment Areas .....	33

# REQUEST FOR INCENTIVES



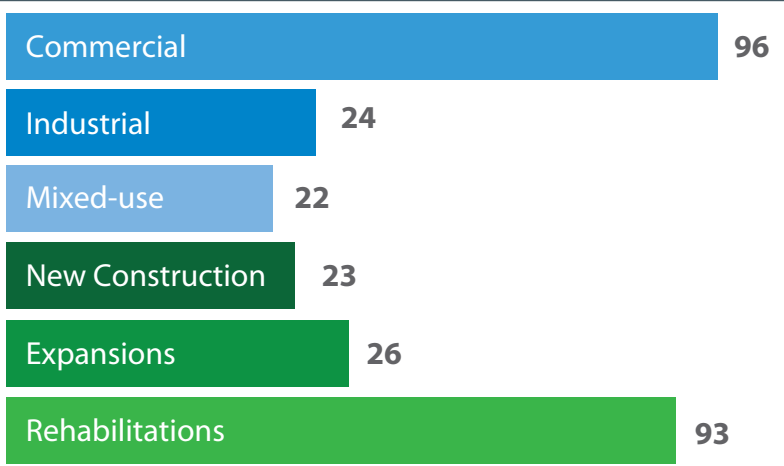
## REAL PROPERTY INVESTMENT GRANT

142

Zone Investors received \$11,205,301

**\$178,453,630.92**

in qualified real property investments were spent on the following properties



## JOB CREATION GRANT

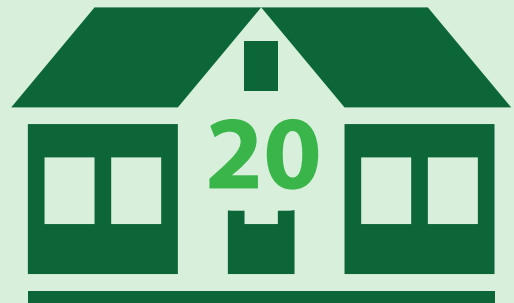


**57** businesses received 2,988,134.00



**976** net new full-time jobs were created

## GENERAL INCOME TAX CREDIT



businesses received **\$2,064,794.20**

## 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.

First established in Virginia in 1982, VEZ has seen several amendments over the years. Most recently, the program was updated in 2005 when the General Assembly passed the Enterprise Zone (EZ) Grant Act. The 2005 Act reflected several important policy shifts including efforts to more directly target zone designations in distressed localities; the plan to gradually reduce the number of zones statewide; a focus on providing incentives for the creation of higher paying jobs with benefits; and a plan to better align state incentives with business best practices.

The 2005 EZ Grant Act established the Real Property Investment Grant (RPIG) and the Job Creation Grant (JCG). These grants are performance-based. Firms must create jobs and invest in real property before applying for grant awards. The Act also gives grandfathered firms access to the General Income and Investment Tax Credit incentives. Each year the number of firms applying for tax credits has declined due to the expiration of firms' 10-year qualification periods. However, the tax credit program will officially sunset in fiscal year 2019. The grant program has been extremely popular since its inception in 2005, which has until recently led to the regular proration of the grant awards. The grant incentives are explained in greater detail below and are the focus of this report.

**Real Property Investment Grant (RPIG)** awards 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 projects, a zone investor must spend at least \$100,000 in qualified real property investments to be considered eligible for the RPIG. For new construction projects, a zone investor must spend at least \$500,000 to qualify for the grant. The 20 percent grant is based on investments made in excess of the \$100,000 and \$500,000 eligibility thresholds, respectively.

**Job Creation Grant (JCG)** awards up to \$500 per year for each net new, permanent full-time position created above a four-position threshold earning at least 175 percent of the federal minimum wage (\$12.69/hour) with offered health benefits. Positions earning at least 200 percent of the federal minimum wage (\$14.50/hour) with offered health benefits are eligible for a grant of \$800 per year for each qualified position over the threshold. 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 the JCG. As of 2010, firms in High Unemployment Areas (HUAs)<sup>1</sup> may qualify for the JCG at a reduced wage threshold. High unemployment areas are localities 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 is lowered to 150 percent of federal minimum wage (\$10.88) to qualify for the \$500 grant per eligible position.

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

In 2012, the General Assembly amended the Code of Virginia to allow business firms to apply for the Enterprise Zone Job Creation Grant, as well as the Major Business Facility Job Tax Credit. However, the Code indicates that firms may not use the same job to qualify for the Job Creation Grant and the Major Business Facility Job Tax Credit. Previously, firms were not allowed to apply for both the JCG and the tax credit. This change will be in effect for firms applying for Job Creation Grants for calendar year 2012.

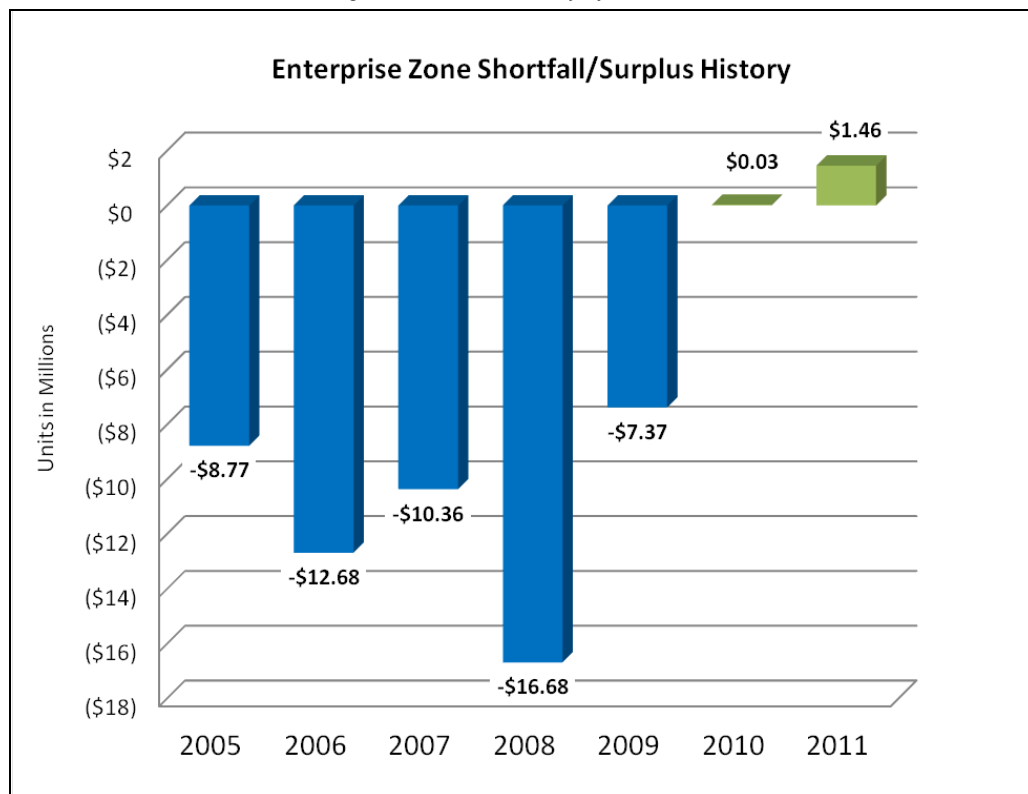
## ENTERPRISE ZONE GRANTS – 2011 USAGE OVERVIEW

For the 2011 qualification year, a total of 219 businesses and zone investors qualified for Enterprise Zone incentives including Job Creation Grants, Real Property Investment Grants and pre-2005 tax credits. A total of 199 businesses and zone investors received the grant incentives and 20 applicants received the pre-2005 tax credits.

RPIG requests follow the larger economic trends, but lag these trends by one or more years due to the performance-based nature of the grant. Because real property investment projects must be complete and final placed-in-service documentation secured before an investor is eligible to apply for the RPIG, a delay is evident between the decisions to make the investments and the EZ application trend.

The requests of the 2011 grantees marked the second funding round to be awarded in full since the inception of the grant program in 2005 (Figure 1). In qualification years 2005-2009, grant awards were subject to proration as grant requests exceeded available funds. The number of applications and total value of grant requests in grant years 2010 and 2011 is lower than in grant years 2006-2009. However, the number of grant applications for 2011 increased 17 percent over the previous year.

Figure 1: Proration History by Grant Year



## 2011 Real Property Investment Grant

Since 2005, the RPIG has been used more heavily than the JCG. It represents the largest percentage of the requested amounts. The RPIG's percentage of total requests declined from grant year 2006 (94 percent) through GY 2010 (78 percent). However, in grant year 2011, RPIG requests were 79 percent of total requests, ending the recent trend. This reflects an increase of 21 (17 percent) in the number of RPIG requests between GY 2010 (121) and 2011 (142).

**142 zone investors invested \$178.4 million and received \$11,205,301 in grants.**

Although the number of RPIG requests increased in 2011, the dollar amount of total real property investment continued its decline from 2010-2011. The total reported real property investment in grant year 2011 was \$178,453,630.92, a drop of approximately \$92.8 million from the previous year. The 2011 figure also represents an almost \$322 million decrease from the program's record of more than \$500 million in investment in GY 2009. The record investment in GY 2009 can be attributed to the completion of projects started before the onset of the recession. These performance-based grants typically lag between the project start-ups and the actual grant award. Therefore, EZ activity does not necessarily coincide with current development conditions. The 2011 numbers are continuing to reflect the slowdown in investment during and after the recession. An 18 percent increase in the dollar amount requested for grant year 2011 (\$11.2 million) paired with the decline in total real property investment can be attributed to the increase in RPIG application submissions at lower per project investment levels.

A legislative change beginning in GY 2010 requires JCG awards be prioritized to be paid before calculating RPIG awards. Although this has not affected RPIG payments to this point, should the economy improve and result in increased higher wage job creation, RPIG award may be subject to proration. This is also the case should RPIG requests increase.

### **Qualified Real Property Investment Ranges**

The 2011 cycle encompassed individual investments ranging from a low of \$123,437 to a high of nearly \$8.5 million. The median investment was \$633,200. This represents a significant decrease from GY 2010's highest individual investment of \$34 million. Figure 2 shows the distribution of the investment ranges for RPIG applicants over the life of the program. Change in the distribution from one year to

Figure 2: Qualified Real Property Investment Ranges

Qualified Real Property Investment Ranges							
	2005	2006	2007	2008	2009*	2010*	2011*
\$50,000 - \$99,000	10%	13%	13%	10%			
\$100,000 - \$249,000	20%	20%	21%	24%	14%	16%	15%
\$250,000 - \$399,000	18%	10%	14%	12%	17%	13%	13%
\$400,000 - \$549,000	15%	13%	13%	11%	11%	14%	9%
\$550,000 - \$699,000	7%	8%	9%	10%	11%	13%	11%
\$700,000 - \$849,000	3%	3%	4%	6%	6%	8%	11%
\$850,000 - Under \$1 M	4%	5%	4%	2%	7%	6%	10%
\$1 M - Under \$2 M	9%	9%	10%	10%	14%	12%	15%
\$2 M - Under \$5 M	13%	15%	7%	7%	7%	7%	8%
\$5 M and Over	1%	3%	6%	6%	12%	10%	7%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
<i>* Grants are no longer available for less than \$100,000 of investment</i>							

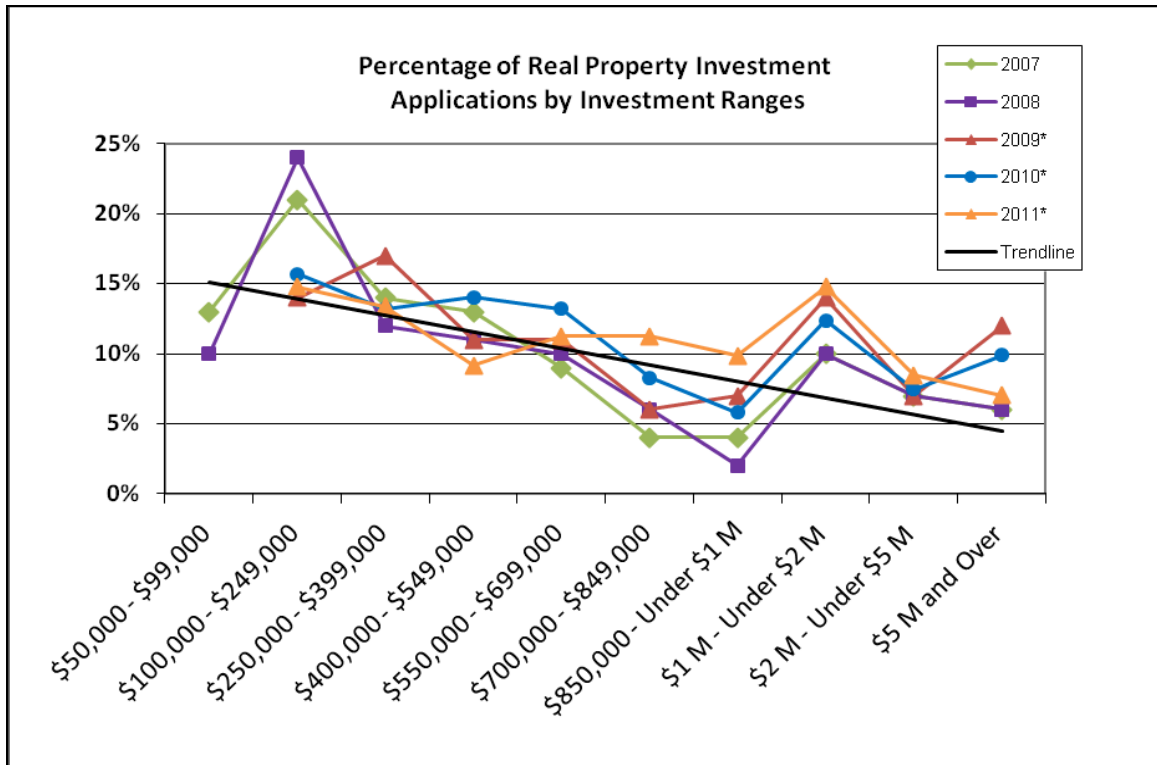


the next often reflects a change in eligibility thresholds or other parameters based on General Assembly action.

There is no data between 2009 -2011 for projects in the \$50,000-100,000 range because these projects no longer qualified for the RPIG based on a 2009 amendment to EZ legislation. The change raised the minimum eligibility threshold from \$50,000 to \$100,000 and introduced the current practice of basing the grant award on the investment made over the minimum eligibility threshold.

Figure 3 indicates 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 five years, all zone investments have experienced 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**

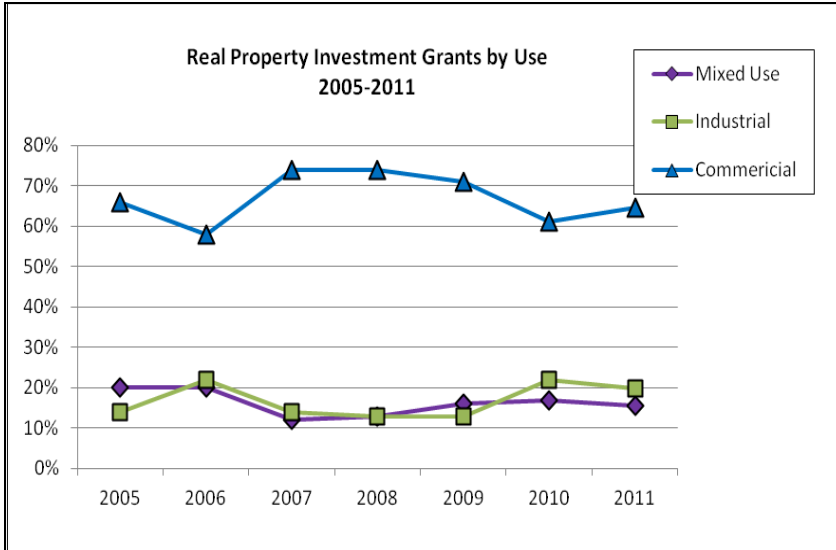
The RPIG is available for investments made to commercial, industrial or mixed-use<sup>2</sup> buildings (improvements made to office space fall under the commercial category). Commercial projects have consistently been the largest proportion of RPIG applications (Figure 4). However, within the last five years, applications for commercial projects reached a plateau and began to show a steady decline. GY 2011 marked a slight increase from 2010.

<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.



Applications for industrial projects have nearly returned to the 2006, pre-recession level. Mixed-use projects, a popular and effective tool for revitalizing city centers, are showing a similar but smaller rebound. We anticipate seeing these levels continue and perhaps show some incremental

Figure 4: Applications by Use of Real Property 2005 – 2011



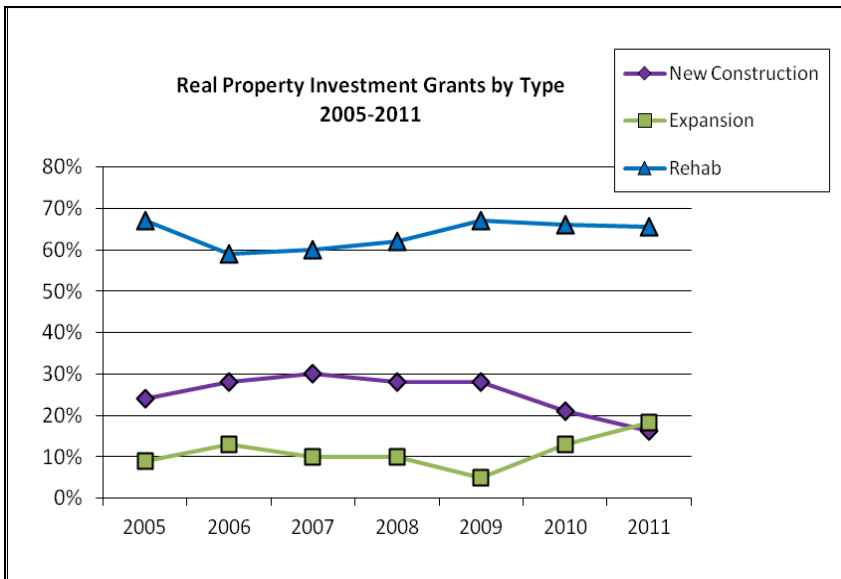
growth with increases in economic certainty. Although there is a significant difference in the number of applications submitted for commercial projects compared to industrial and mixed-use, the average grant awards are fairly similar across all uses. Industrial projects lead with the highest average grant award of \$93,071, followed by mixed-use project awards with an average of \$79,589. The average annual award for commercial projects is

the lowest of the three categories with an average grant award of \$75,214.

**Applications by Type of Real Property Investment**

Grants are available for new construction, rehabilitation and the expansion of real property. Figure 5 illustrates the nature of the real property investments made between 2005 and 2011. The trends of requests by type have remained relatively consistent since 2005. Rehabilitation projects account for the vast majority (65 percent) of RPIG applications annually, and 62 percent of the grant funds awarded.

Figure 5: Request Amount by Real Property Investment Type



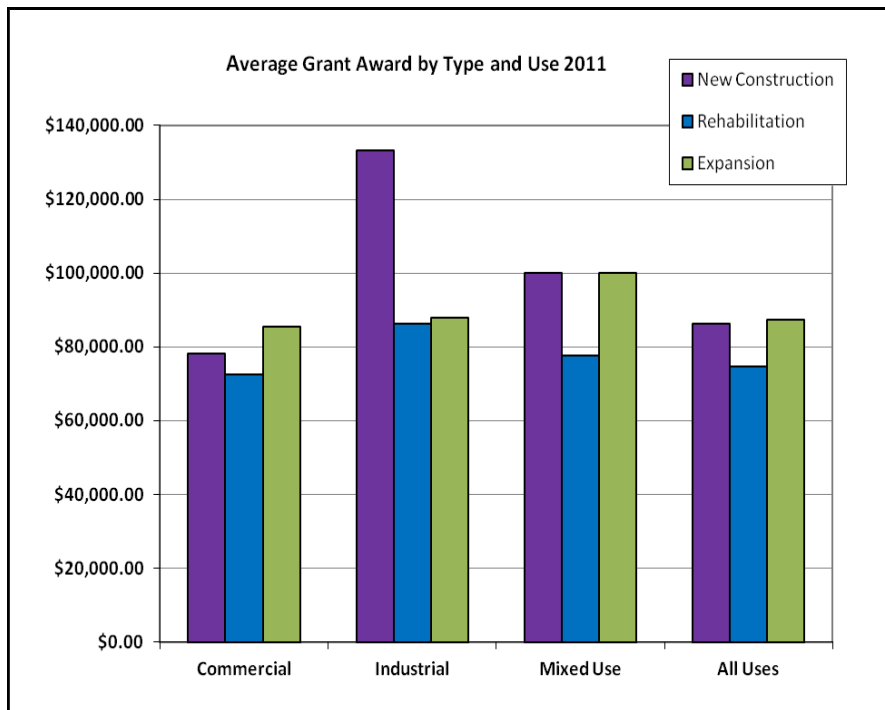
New construction follows at 16 percent of the applications, and 18 percent of the funds awarded. In grant year 2011, expansion projects accounted for 18 percent of the total number of applications and received 20 percent of the awarded grant funds. Despite the relative consistency among these categories, Figure 5 also highlights the impact of the recession on new construction projects with a sharp decline in the submittal of applications between 2009 and 2011. Expansion projects are the only

type of project that has shown an increase in activity in recent years.

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

As seen in Figure 6, the type of real property investment has a more significant impact on the size of the average grant award than the category of real property. Across all applications, expansion projects had the highest average award of \$87,243. New construction projects had an average grant award of \$86,324, and rehabilitation projects had the lowest average award with \$74,747. The average expansion grant award was nearly 17 percent larger than the average rehabilitation grant. Thus, on

Figure 6: Average RPIG Award by Type and Use 2011

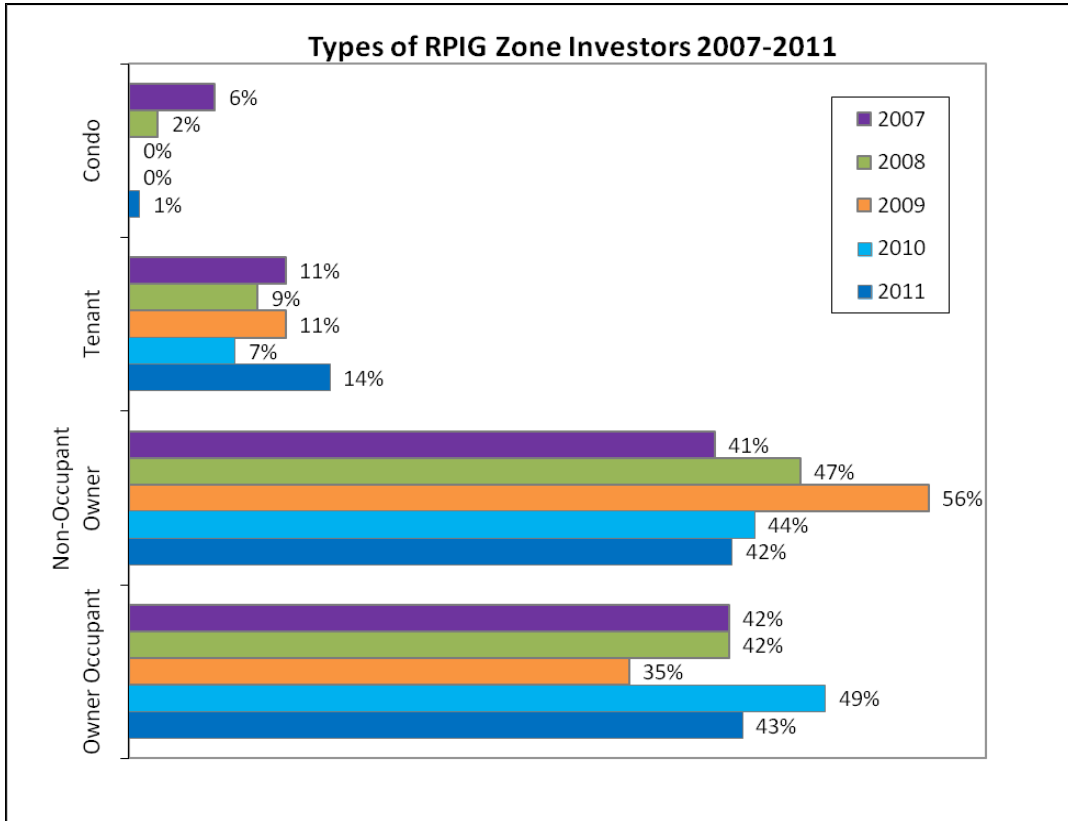


average, the state received fewer, but larger grant requests for new construction and expansion projects and more frequent but smaller requests for rehabilitation. New construction of industrial property applications received the largest average grant award of approximately \$133,000. This was followed by new construction and rehabilitation of commercial properties, tied with an average of \$100,000. The average grant award for rehabilitation was fairly similar across all three uses, with industrial projects being slightly larger than the other uses.

**Type of Zone Investor**

Eligible zone investors may be property owners (occupant/non-occupant), owners of space in a building (condo), tenants who have capitalized their own improvements and developers. Owner occupants were the largest group of investors with 43 percent of total projects. However, the previous leader, non-owner occupants were a close second with 42 percent of total projects. The owner-occupant category experienced a 6 percent decrease from 2010-2011, while non-owner occupant applications fell 2 percent in the last year (Figure 7). This transition likely reflects a slowdown in large commercial real estate development projects because of difficulty in getting financing when so much commercial space still remains vacant.

Figure 7: Types of RPIG Zone Investors



## 2011 Job Creation Grant

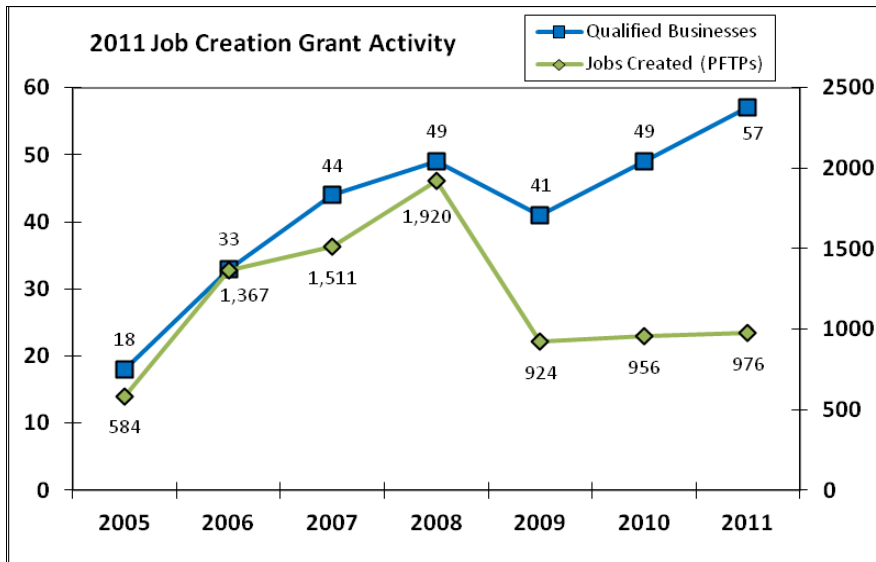
The number of businesses applying for the JCG in the 2011 qualification year was up 16 percent, and these firms created two percent more jobs than in QY 2010. Requests for JCGs totaled \$2,988,134. This accounts for approximately 21 percent of total grant requests for qualification year 2011. JCGs are 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 (150 percent in HUAs<sup>3</sup>) and offered health benefits where at least 50 percent of their health insurance premium is covered by the employer. Positions that are not permanent and full time, do not meet the wage and insurance provisions, or those that fall under the NAICS codes assigned to retail trade, personal services or food and beverage services are not eligible for program funding as specified by statute. JCGs are limited to 350 positions per year.

**57 businesses created 976 net new jobs and received \$2.98 million in grants.**

### Qualified Job Creation Activity

The number of JCG applications has steadily increased since 2005 with the exception of a recession-related dip in 2009. With 57 firms applying for the JCG in GY 2011, application levels are at their highest point since the inception of the grant program in 2005. However, as Figure 8 shows, actual job creation is not rebounding as quickly. While the total number of jobs created increased by 2 percent in 2011, the average number of jobs created per firm has declined to approximately 17 net new, permanent full-time positions, down from 19.5 positions in 2010.

Figure 8: Qualified Job Creation Grant Activity 2005-2011



creation is not rebounding as quickly. While the total number of jobs created increased by 2 percent in 2011, the average number of jobs created per firm has declined to approximately 17 net new, permanent full-time positions, down from 19.5 positions in 2010.

### Payout by Wage Rates

JCG award amounts are based on wages paid to each grant eligible position. A grant award of \$500 per position is available for positions earning between

175 and 199 percent of the federal minimum wage (\$12.69 or higher). Positions earning 200 percent or more of the federal minimum wage (\$14.50 or higher) are eligible for a grant of \$800 per position. GY 2011 was the second year enterprise zone localities designated as a High Unemployment Areas (HUAs) received special provisions. Under these provisions, firms located in HUAs are able to qualify for the \$500 per position grant based on wages of 150 percent of the federal minimum wage, or \$10.88.

<sup>3</sup> HUAs are localities with an unemployment rate 150 percent higher than the state average.

34 percent of the 26 enterprise zone localities with the HUA designation had firms apply for the JCG in GY 2011. A total of 14 firms from the following nine localities had qualified for grants based on the \$10.88 wage-rate threshold: City of Danville, Halifax County, Henry County, City of Martinsville, Mecklenburg County, City of Petersburg, Pittsylvania County, Pulaski County and Wythe County. Nine of the 14 firms were expanding existing operations in Virginia, three were start-ups and two were the result of relocations from outside of the state.

Figure 9: Qualifying Firms in HUA Localities under the Reduced Wage-Rate Threshold

Qualifying Firms by HUA Localities		
HUA Locality	Applicant Firms	Percent of total HUA Applications
City of Danville	3	21%
Halifax County	2	14%
Henry County	1	7%
City of Martinsville	1	7%
Mecklenburg County	1	7%
City of Petersburg	1	7%
Pittsylvania County	2	14%
Pulaski County	2	14%
Wythe County	1	7%

**Usage by Sector**

Figure 10 compares job sector data for the last five years. GY 2011 exhibited an overall status quo in applications levels from the majority of business sectors with the exception of increases in manufacturing and transportation/warehousing. The number of manufacturing applications has rebounded to prerecession levels, though they comprise a smaller, but still dominant share of the whole. Construction, health care & social assistance, information, as well as admin & support/ waste management & remediation experienced slight declines in application levels in GY 2011.

Figure 10: Sector Type of Qualified Job Creation Grant Firms

Job Creation Grant Qualified Firms										
Type of Business Firm	2007		2008		2009		2010		2011	
	#	%	#	%	#	%	#	%	#	%
Construction	1	2%	3	6%	0	0%	2	4%	1	2%
Health Care/Social Assistance	3	7%	1	2%	3	7%	5	10%	3	5%
Information	1	2%	2	4%	2	5%	3	6%	2	4%
Manufacturing	30	68%	29	59%	25	61%	22	45%	30	53%
Other Services	2	5%	1	2%	0	0%	0	0%	3	5%
Professional/Scientific Services	1	2%	4	8%	5	12%	9	18%	9	16%
Transport/Warehousing	0	0%	2	4%	1	2%	1	2%	3	5%
Wholesale Trade	4	9%	5	10%	4	10%	5	10%	5	9%
Admin. & Support and Waste Mgmt. & Remediation	0	0%	2	4%	1	2%	2	4%	1	2%
<b>Total</b>	<b>42</b>		<b>49</b>		<b>41</b>		<b>49</b>		<b>57</b>	

## LOCAL ENTERPRISE ZONES

The Commonwealth's 57 enterprise zones encompass approximately 260 square miles and include parts of 72 different localities. Of the 57 zones, 20 are joint zones (i.e. zones composed of two or more localities), 12 localities have two Enterprise Zone designations and two localities have the statutory limit of three Enterprise Zone designations.

Looking ahead, two zones will reach their expiration date on December 31, 2012. The City of Richmond's South zone is due to expire based on the completion of their original 20-year designation period and Scott County's zone will be terminated due to inactivity<sup>4</sup>. In cases of zone expiration and termination the available zone designations are filled through a competitive application process conducted by DHCD. DHCD held workshops to inform interested localities about the designation application process in July 2012. Applications are due October 1, 2012. Staff from DHCD and the Virginia Economic Development Partnership (VEDP) will review the submitted applications and make recommendations to the Governor to fill the two available zone designations. An announcement is anticipated by the close of 2012. The 2012 designation of these two zones will bring the total number of zones designated since the passage of the 2005 Act to 18. Zones under the 2005 Act are designated for an initial 10-year period with the possibility for two five-year renewal periods. No zone shall be designated for more than 20 years.

Unless noted otherwise, all the data used in this report is generated from the Enterprise Zone Administration Database and is based on information reported by businesses and investors on the incentive applications.

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.

- Appendix A: 2011 Zone Highlights
- Appendix B: State Incentive Usage by Zone 2005-2011
- Appendix C: Report on Local Incentives
- Appendix D: Maps
  - Current Enterprise Zones
  - State Incentive Qualification Per Zone
- Appendix E: List of 2011 High Unemployment Areas

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<sup>4</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: 2011 ZONE HIGHLIGHTS

### **Accomack/Northampton**

- Therapeutic Interventions, Inc. increased employment by approximately 64 net new positions.
- Riverside Shore Memorial Hospital declared their intention to construct a new facility in Accomack County.

### **Chesterfield County**

- Ellmer Properties LLC expanded their facility and invested more than \$4.5 million.
- Heritage Chevrolet has expanded its existing facility, investing more than \$900,000 and adding eight new jobs.
- Priority Volkswagen constructed a new 26,066-square-foot facility, investing approximately \$7.5 Million in the location and creating 50 jobs.
- Marten Transport invested \$7 million in their new site and is looking to fill approximately 50 positions.
- Emerson Electronics has invested \$1 million in a leased space and has created 60 jobs.

### **Danville**

- CBN Secure Technologies, Inc. announced plans to invest \$1.1 million and add 25 new jobs. Currently, CBN employs 40 people.
- EIT LLC held a groundbreaking ceremony to announce their plans to expand in Danville. The expansion project resulted in the construction of a second facility and the addition of 50 new jobs.
- Essel Propack held an inaugural event to celebrate their fourth expansion since locating in Danville. The 105,000-square-foot expansion represented a total of \$10 million in investment.
- Telavista announced the addition of 100 new jobs to their Danville location.

### **Dinwiddie**

- Amazon announced a 1.1-million-square-foot fulfillment facility to locate in Dinwiddie County's Commerce Park, creating approximately 350 new jobs.

### **Franklin/Southampton/Isle of Wight**

- Enviva LP's announcement to locate in Southampton will generate 72 direct jobs and \$92 million in capital investment. More than 100 jobs in the trucking and logging industries are expected to be supported by this announcement, with 300 jobs expected during the construction period.
- Green River Coffee Roasters in Isle of Wight County announced that they will create 800 new jobs and invest more than \$180 million over five years.

### **Hampton**

- TRG Customer Solutions leased 32,000 square feet and invested \$3 million to renovate and expand its new location and increased its workforce to 428 personnel.
- Foodbank of Virginia Peninsula, Inc. invested more than \$4.3 million in a new building.



- Walgreens invested \$7 million to build a 15,884-square-foot storefront and office facility in downtown Hampton.
- Spivey Rentals invested more than \$1.2 million and completed the construction of their headquarters building in the Pembroke Avenue corridor.

### **Henrico**

- Bank of America completed an extensive upgrade, investing more than \$3 million to the Villa Park operations center to develop a thermal energy storage facility.

### **Henry/Martinsville**

- ICF International, Inc. announced it would construct a new operations center and up-fit it within the next year consisting of an investment of \$15 million and to employ 539 within the next three years. The construction of the building was approximately 90 percent complete by the end of the year. They had already hired employees to be training and working at a location located within the City of Martinsville's Enterprise Zone.
- Applied Felts Inc. announced it would expand its current facility within the next year, consisting of an investment of \$6 million and increase its employment by 40 positions within the next three years. By the end of the year the construction of the building was approximately 75 percent complete and they had already increased their employment by eight positions.
- Commonwealth Laminating & Coating Inc. announced it would expand its current facility within the next year consisting of an investment of \$16.5 million, and increase its employment by 40 within the next three years. By the end of the year, grading and installation of a large retaining wall for the additional building was well underway.
- Monogram Snacks Martinsville LLC completed its \$3 million dollar expansion announced in 2009 including installing a sewer pretreatment station and adding 99 employees.

### **Lynchburg**

- Delta Star announced a \$10 million dollar capital investment and the creation of 78 jobs at their facility on Mayflower Drive.
- J Crew began construction on a 100,000-square-foot-addition. Once completed, the newly - expanded space is expected to increase the facility's employment by 177 new full-time jobs.

### **Newport News**

- Icelandic USA completed its 87,000-square-foot, \$8-million+ expansion at the Oakland Industrial Park and added more than 100 new jobs.
- The Newport News IDA authorized approval of a development agreement to advance the Huntington Ingalls Industries Apprentice School project. The \$72 million project includes an 80,000-square-foot apprentice school, 174 housing units, more than 30,000 square feet of retail space and a 380-space parking garage.

## **Norfolk**

- Colonna's Shipyard continued to improve their property, investing more than \$7 million to install concrete piers and bulkhead combination walls and added approximately 180 new jobs.
- BAE Systems Norfolk Ship Repair, Inc. completed a \$5 million renovation of their property and added more than 90 new full-time positions.

## **Prince Edward**

- The Woodland Inc. invested more than \$5.3 million to expand their existing facility.

## **Prince George County**

- Rolls-Royce Crosspointe LLC invested over \$3 million to construct their industrial facility.
- Lot 11 (20 acres, 130,560-square-foot-warehouse), Southpoint Business Park sold for \$4.9 million to Azzazere LLC (Cabinets to Go).
- Construction began December 2011 on the Commonwealth Center for Advanced Manufacturing. Total investment is expected to be approximately \$12 million and will add 100 employees.

## **Richmond (City)**

- MeadWestvaco Corp. completed a build out of several floors of their building with investment totaling more than \$5.14 million.
- Hippodrome-Taylor Mansion LLC invested more than \$3.3 million to rehabilitate the historic building into a mixed-use space that includes a performance center, restaurant and residential units.
- ADC II LLC invested \$5 million at 1300 Mactavish Avenue in a mixed-use residential/commercial project.

## **Roanoke**

- 611 Jefferson LLC invested more than \$8.4 million to rehabilitate the Patrick Henry mixed use building, including office, commercial and residential space located in Roanoke's central business district.

## **Staunton**

- ET Investments LLC invested more than \$1.25 million in a new construction project.

## **Waynesboro**

- Chicopee Inc invested more than \$5.25 million in a building expansion project.

## APPENDIX B: STATE INCENTIVE USAGE BY ZONE 2005-2011

Zone Information				Number of Incentives							Summary of 2011 Grants	
Zone Number	Community	Acreage	Expiration	2011	2010	2009	2008	2007	2006	2005	\$ Amount	% of Total
26	Accomack County	3,659	2014	2	4	7	15	7	16	20	\$86,344	1%
	Northampton County	3,402										
20	City of Alexandria	690	2013	0	0	1	0	0	0	0	\$0	0%
53	Alleghany County	3,712	2020	2	0	1	2	1	0	1	\$181,796	1%
	Town of Clifton Forge	177										
	City of Covington	320										
12	City of Bedford	248	2014	0	0	0	5	3	1	1	\$0	0%
32	Brunswick County	2,565	2015	0	0	0	2	0	0	0	\$0	0%
	Town of Lawrenceville	268										
27	Carroll County	3,828	2014	0	0	0	0	1	1	2	\$0	0%
	Town of Hillsville	315										
48	Charlotte County	772	2019	4	2	2	5	9	16	11	\$361,198	3%
	Lunenburg County	404										
	Prince Edward County	1,121										
21	Chesterfield County (Jefferson Davis)	3,840	2013	2	2	2	8	7	8	9	\$157,986	1%
33	Chesterfield County (Walthall)	3,840	2015	6	6	6	9	4	13	9	\$532,378	4%
1	City of Danville	1,952	2023	4	8	9	17	18	22	20	\$221,870	2%
49	Dickenson County	3,654	2019	0	0	1	0	0	0	1	\$0	0%
	Town of Clintwood											
	Town of Haysi	162										
47	Dinwiddie County	1,884	2017	2	1	1	2	1	1	2	\$57,554	0%
	City of Petersburg	697										
18	Franklin	878	2019	1	1	N/A	N/A	N/A	N/A	N/A	\$95,084	1%
	Southampton	3,412										
	Isle of Wight	2,438										

Zone Information				Number of State Incentives							Summary of 2011 Grants	
Zone Number	Community	Acreage	Expiration	2011	2010	2009	2008	2007	2006	2005	\$ Amount	% of Total
13	City of Galax	598	2017	0	0	1	3	N/A	N/A	N/A	\$0	0%
34	Greenville County	2,640	2015	0	0	0	1	1	0	0	\$0	0%
15	Halifax County	2,853	2017	2	4	5	9	N/A	N/A	N/A	\$87,433	1%
	Town of South Boston											
8	City of Hampton (Urban)	3,163	2014	3	7	16	22	20	11	16	\$211,320	1%
35	City of Hampton (Hampton Roads)	3,642	2015	4	12	7	11	16	13	22	\$109,260	1%
36	Henry County	3,840	2015	6	5	3	11	11	12	10	\$269,788	2%
	City of Martinsville	492										
54	Henry County	2,934	2020	0	2	0	6	0	0	0	\$0	0%
	City of Martinsville	527										
9	City of Hopewell	1,992	2014	0	0	0	1	1	0	2	\$0	0%
37	James City County	3,836	2015	3	0	1	0	5	4	4	\$81,320	1%
55	Lunenburg County	364	2020	1	0	0	0	0	2	2	\$53,920	0%
	Town of Kenbridge	310										
	Town of Victoria	220										
2	City of Lynchburg (Downtown 1)	2,234	2023	6	19	20	28	18	16	18	\$198,648	1%
46	City of Lynchburg (Lynchpin)	926	2015	2	4	0	2	3	6	3	\$122,052	1%
38	Mecklenburg County	2,486	2015	2	0	0	3	3	2	2	\$116,954	1%
	Town of South Hill	1,528										
	Town of LaCrosse	556										
56	Mecklenburg County	1,931	2020	0	0	1	0	1	1	1	\$0	0%
	Town of Clarksville	191										
30	Newport News (Mid-City)	3,189	2014	7	4	8	7	10	12	9	\$527,053	4%
31	Newport News (North)	3,149	2014	6	1	3	9	4	7	5	\$619,556	4%

Zone Information				Number of Incentives							Summary of 2011 Grants	
Zone Number	Community	Acreage	Expiration	2011	2010	2009	2008	2007	2006	2005	\$ Amount	% of Total
3	Newport News (South)	3,741	2023	16	17	19	11	5	7	9	\$1,148,293	8%
7	City of Norfolk	2,384	2010	11	14	33	37	47	43	54	\$890,821	6%
50	Warsaw	903	2019	4	0	2	2	9	5	5	\$146,268	1%
	Lancaster County	3,696										
	Northumberland County	2,496										
	Richmond County	946										
	Westmoreland County	2,826										
	Town of Kilmarnock	213										
39	Town of Orange	582	2015	2	1	0	3	2	0	0	\$154,107	1%
22	Patrick County	3,563	2021	0	1	0	4	1	2	9	\$0	0%
	Town of Stuart	176										
10	City of Petersburg	922	2014	2	3	4	7	7	8	6	\$138,074	1%
57	Pittsylvania County	3,428	2020	4	6	5	7	13	9	7	\$310,695	2%
	City of Danville	1,700										
4	City of Portsmouth	1,188	2010	2	7	NA	NA	NA	NA	NA	\$63,289	0%
16	Prince George County	3,754	2009	2	3	5	5	8	12	10	\$231,494	2%
40	Pulaski County (New River)	1,669	2015	3	1	1	3	3	2	1	\$110,799	1%
25	Pulaski County (Zone 1)	1,564	2013	4	1	3	5	3	3	1	\$137,893	1%
41	Town of Pulaski	319	2015	1	0	0	2	3	0	0	\$25,826	0%
29	City of Richmond (East)	3,840	2014	5	29	8	10	5	11	16	\$352,637	2%
28	City of Richmond (North)	7,268	2014	30	26	44	67	55	44	46	\$2,598,655	18%
	Henrico County	3,364										
19	City of Richmond (South)	3,133	2012	3	5	11	19	12	22	19	\$209,265	1%

Zone Information				Number of Incentives							Summary of 2011 Grants	
Zone Number	Community	Acreage	Expiration	2011	2010	2009	2008	2007	2006	2005	\$ Amount	% of Total
5	City of Roanoke (Zone 1)	1870	2023	23	8	19	17	22	17	6	\$1,800,850	13%
42	City of Roanoke (Zone 2)	1615	2015	3	4	4	6	2	3	5	\$214,472	2%
23	Town of Rocky Mount	632	2013	0	3	3	3	7	4	7	\$0	0%
6	Smyth County	619	2019	0	0	0	0	1	2	0	\$0	0%
	Town of Saltville	351										
43	Scott County*	3840	2015	0	0	0	0	0	1	1	\$0	0%
51	Smyth County	3363	2019	4	3	4	6	9	6	6	\$311,647	2%
	Washington County	2876										
	Town of Chilhowie	505										
	Town of Glade Spring	289										
17	City of Staunton	699	2009	5	3	6	14	13	9	8	\$220,091	2%
44	Tazewell County	3598	2015	3	0	0	1	1	1	2	\$195,776	1%
45	Warren County	1200	2015	0	0	0	1	1	0	1	\$0	0%
14	City of Waynesboro	608	2017	5	0	4	4	N/A	N/A	N/A	\$523,816	4%
52	Wise County	3808	2017	0	0	0	0	N/A	N/A	N/A	\$0	0%
11	Wythe County	1622	2014	2	2	3	2	5	1	1	\$317,152	2%

\*Due to 5 consecutive years without qualifying zone investors for state incentives, Scott County has lost their zone status.

## APPENDIX C: 2011 LOCAL ENTERPRISE ZONE INCENTIVES

Locality	Zone #	Incentives
<b>Accomack County</b>	<b>26A</b>	<ul style="list-style-type: none"> <li>• Waiver of zoning fee</li> <li>• Finance sewage connection fees for five years at 5% interest</li> <li>• Revolving loan fund</li> <li>• Reimbursement of machinery and tool tax</li> <li>• Business counseling</li> <li>• Technical Assistance for Crime Prevention program</li> <li>• Marketing plan (county promotion of participating businesses)</li> </ul>
<b>City of Alexandria</b>	<b>20</b>	<ul style="list-style-type: none"> <li>• Accelerated development processing</li> <li>• Small business financing</li> <li>• Business assistance (in obtaining financing and ID lease or purchase space for expansion)</li> <li>• Capital Improvements (street beautification, installation of street benches and street signs, under grounding of overhead utilities)</li> <li>• Removal of blight (remove blight, unsanitary and dangerous housing conditions within EZ)</li> <li>• Availability of home rehabilitation loans (enables low income homeowners to correct code violations and structural deficiencies in their homes)</li> <li>• Targeted employment training/placement services</li> <li>• Crime prevention and security audits</li> </ul>
<b>Alleghany County</b>	<b>53A</b>	<ul style="list-style-type: none"> <li>• Utility consumer tax reduction</li> <li>• Business license tax reduction</li> <li>• Real estate tax reduction</li> <li>• Machinery and tools tax reduction</li> <li>• Rezoning fees reimbursement</li> <li>• Building permit fee reimbursement</li> </ul>
<b>City of Bedford</b>	<b>12</b>	<ul style="list-style-type: none"> <li>• Waiver of zoning and sign permit fees</li> <li>• Accelerated development processing for businesses and industries within zone</li> <li>• 5-year rehabilitated real estate tax exemption</li> <li>• Utility service improvements and reduction of connection fees</li> <li>• 5-year business, occupational, license (BPOL) fee rebates</li> </ul>
<b>Brunswick County</b>	<b>32A</b>	<ul style="list-style-type: none"> <li>• Fast-track permitting</li> <li>• Waiver of building permits for business renovation and rehabilitation, new business construction, or newly constructed residential property</li> <li>• Discount on site purchase costs</li> <li>• Waiver of water and sewer connection fees</li> <li>• Waiver of real estate taxes for existing business renovation/expansion, rehabilitation of vacant structures, residential rehabilitation/renovation, new business construction, businesses locating in Brunswick County Industrial Park</li> <li>• Machine and tool tax waiver for new business or industry park businesses</li> <li>• Local assistance/coordination with local banking</li> <li>• Low or no interest fixed asset loan</li> </ul>
<b>Carroll County</b>	<b>27A</b>	<ul style="list-style-type: none"> <li>• Water and sewer rate credits (five-year decreasing credit on water and sewer rates to qualified businesses)</li> <li>• Waiver of building permit fees</li> <li>• A grant of \$250 per job created for qualifying new or expanding businesses</li> <li>• Machinery and tool tax incentive</li> <li>• Real property tax incentive</li> </ul>
<b>Charlotte</b>	<b>48A</b>	<ul style="list-style-type: none"> <li>• Site purchase discounts</li> <li>• Fast-track permitting</li> <li>• Machinery &amp; tools tax reinvestment grant</li> <li>• Workforce training assistance to help businesses prepare employees for career advancement</li> <li>• Technology assistance to address the needs and barriers for companies locating in the industrial park</li> </ul>



<b>Chesterfield County</b>	<b>21 &amp; 33</b>	<ul style="list-style-type: none"> <li>• Real estate tax exemption</li> <li>• Machinery and tools rebate</li> <li>• Business tangible personal property rebate</li> <li>• Business, professional, and occupational license fee exemption</li> <li>• Utilities connection fee credit</li> <li>• Waiver of building permit fees</li> <li>• Waiver of land disturbance permits</li> <li>• Waiver of zoning, site plan, or sign permits for projects that are in compliance with the county's comprehensive plan.</li> </ul>
<b>Chilhowie</b>	<b>51C</b>	<ul style="list-style-type: none"> <li>• Water and sewer fee credits for new/expanding businesses</li> <li>• Water and sewer hook-up fee waivers for new businesses</li> <li>• 9-year real estate rehabilitation tax exemption</li> <li>• Business, professional and occupational license tax credit for businesses creating new jobs in zone</li> </ul>
<b>Clarksville</b>	<b>56B</b>	<ul style="list-style-type: none"> <li>• \$400 job grant per full-time position created by qualified businesses</li> <li>• 6-year economic stimulus grant for qualified businesses based on the machinery and tools tax</li> <li>• Industrial real estate discount for businesses creating 75 jobs over 30 months and locating in the Lake Country Industrial Park</li> <li>• Waver of zoning permit fees and expedited zoning approval</li> <li>• Wavier of water/sewer connection fees</li> <li>• Central Business district stimulus grant based on BPOL tax</li> <li>• Central Business District tax assessment exemption for business renovations of at least \$20,000</li> </ul>
<b>Clifton Forge</b>	<b>53C</b>	<ul style="list-style-type: none"> <li>• Utility consumer tax reduction</li> <li>• Business license tax reduction</li> <li>• Real estate tax reduction</li> <li>• Machinery and tools tax reduction</li> <li>• Rezoning fees reimbursement</li> <li>• Building permit fee reimbursement</li> </ul>
<b>Clintwood</b>	<b>49B</b>	<ul style="list-style-type: none"> <li>• Waiver of water and sewer connection fees for qualified businesses</li> <li>• Targeted workforce training grants</li> </ul>
<b>Covington</b>	<b>53B</b>	<ul style="list-style-type: none"> <li>• Utility consumer tax reduction</li> <li>• Business license tax reduction</li> <li>• Real estate tax reduction</li> <li>• Machinery and tools tax reduction</li> <li>• Rezoning fees reimbursement</li> <li>• Building permit fee reimbursement</li> <li>• Small business loan program</li> </ul>
<b>Danville</b>	<b>1 &amp; 57B</b>	<ul style="list-style-type: none"> <li>• Reimbursement of water, sewer and gas tap fees</li> <li>• Assistance from the Dan River Businesses Development Center</li> <li>• Assistance from the Regional Center for Applied Technology and Training</li> <li>• Real estate tax abatement for targeted historic structures</li> <li>• Local Job Creation Grant</li> <li>• Exemption from City permit fees</li> <li>• 50% BPOL fee rebate</li> <li>• EZ Industrial Investment Grant (Machinery and Tools Grant)</li> <li>• Discounts on the price of targeted development sites</li> </ul>
<b>Dickinson</b>	<b>49A</b>	<ul style="list-style-type: none"> <li>• Waiver of water and sewer connection fees for qualified businesses</li> <li>• Targeted workforce training grants</li> <li>• An annual industrial development grant for up to 5 years based on the amount of county real estate tax</li> <li>• Rehabilitated real estate tax exemption</li> <li>• 5-year machinery and tools tax grant</li> <li>• Waiver of building permit fees for new and expanding businesses</li> </ul>
<b>Dinwiddie County</b>	<b>47B</b>	<ul style="list-style-type: none"> <li>• Expedited permit review process for new construction/expansion projects</li> <li>• Building Permit/Site review fee waiver</li> </ul>

		<ul style="list-style-type: none"> <li>• Water/Sewer fee reduction</li> <li>• Code enforcement</li> <li>• 7-year grant based on the value of a business's certified recycling equipment</li> <li>• Full or partial exemption of BPOL fees</li> </ul>
<b>City of Franklin</b>	<b>18A</b>	<ul style="list-style-type: none"> <li>• Discounted Purchase of City/County Owned Industrial Land</li> <li>• Partial exemption from real estate taxes for qualifying rehabilitated structures for ten years</li> <li>• 50% rebate on machinery &amp; tools taxes paid for a period of five years</li> <li>• Electric Utility Tax Rebate (Reduced percentage on utility tax in decreasing amounts every year for five years)</li> <li>• Rebate of Building Code Permit Fees (plan review fees, new construction fees, utility connection fees, and all land use development fees)</li> <li>• Fast Track Permitting Process</li> <li>• 10% rebate on annual electric bill not to exceed 10 years and not to exceed \$20,000 per year</li> <li>• Free temporary office space for administrative staff up to five persons</li> <li>• Franklin's Paul D. Camp Community College's Regional Workforce Development Center's One Stop Job Center will provide complimentary assistance in hiring personnel</li> <li>• Qualified companies may take advantage of a reduced rate in conducting a job skills assessment and job skills need</li> <li>• Local organizations and businesses will offer complimentary or discounted services to new businesses locating in an Enterprise Zone</li> </ul>
<b>Galax</b>	<b>13</b>	<ul style="list-style-type: none"> <li>• Rehabilitated real estate tax exemption</li> <li>• Building, zoning and sign permit fee waivers</li> <li>• Water and Sewer line connection fee waivers</li> <li>• Retail business, wholesale business, and professional occupational license tax credits</li> </ul>
<b>Town of Glade Spring</b>	<b>51D</b>	<ul style="list-style-type: none"> <li>• Real estate rehabilitation tax exemption in the increased assessed property value resulting from the rehabilitation of commercial or industrial real estate that is 25 years or older</li> <li>• Five-year declining credit on the BPOL tax</li> </ul>
<b>Greensville</b>	<b>34</b>	<ul style="list-style-type: none"> <li>• Building/Zoning permit fee rebate</li> <li>• Utility service improvements</li> <li>• Waiver of water and sewer tap fees</li> <li>• Real estate &amp; Machinery and tools tax rebate</li> <li>• Land buy down- county owned land may be sold to a client with continued investment/job creation with continued operations over a five year period.</li> </ul>
<b>Halifax</b>	<b>15</b>	<ul style="list-style-type: none"> <li>• Sales tax exemption</li> <li>• Employment training for new and existing zone employees with the local community college</li> <li>• Local sales tax exemption on all items purchased or leased for conduct of trade or business within the zone</li> <li>• Partial reduction in water and sewer connection fees</li> <li>• Lake Country Development Corporation loan priority</li> <li>• Flexible zoning for lot sizes, parking ratios, and residential densities</li> <li>• Labor pool information</li> <li>• Crime prevention program</li> </ul>
<b>Hampton</b>	<b>8 &amp; 35</b>	<ul style="list-style-type: none"> <li>• Capital investment grant</li> <li>• Business license and utility tax refunds</li> <li>• Enterprise zone revolving loan program- low interest financing for expansions and new business development</li> <li>• Access to the Hampton University Small Business Incubator</li> <li>• Access to the Hampton Technology Incubator</li> </ul>

<b>Henrico County</b>	<b>28B</b>	<ul style="list-style-type: none"> <li>• Accelerated development processing</li> <li>• 7-year rehabilitation real estate tax exemption</li> <li>• Commercial/industrial rehabilitation grant</li> <li>• Plan review and permit fee waivers</li> <li>• Architectural assistance design program</li> <li>• Off-site improvement grants (off-site drainage, water and sewer improvements)</li> <li>• Fire safety seminars for businesses.</li> <li>• Crime prevention through environmental design analysis</li> <li>• Employment and training assistance</li> <li>• Commercial revitalization staff assistance</li> <li>• Training seminars for EZ businesses</li> <li>• Paving and parking lot sealing grant</li> <li>• Landscaping grant</li> </ul>
<b>Henry</b>	<b>36A &amp; 54A</b>	<ul style="list-style-type: none"> <li>• Real estate tax grant for new investments in commercial and industrial projects</li> <li>• Machinery and tools tax grant</li> <li>• Business furniture, fixtures, and equipment tax grant</li> <li>• Waiver of building permit fee</li> <li>• Water and sewer connection fee waiver</li> </ul>
<b>Hillsville</b>	<b>27B</b>	<ul style="list-style-type: none"> <li>• Waiver of water and sewer hook-up fees</li> <li>• Fifty percent reduction of water and sewer charges for six months</li> <li>• Waiver for one year of inspection fees for building permits issued</li> <li>• Fifty percent reduction of zoning permit fees for one year</li> </ul>
<b>Hopewell</b>	<b>9</b>	<ul style="list-style-type: none"> <li>• Waiver of building, plumbing, electrical, and mechanical permit fees</li> <li>• Land development fee waiver</li> <li>• Business professional occupational license fee exemption/reduction</li> <li>• Commercial real estate rehabilitation tax exemption</li> <li>• Fire safety education seminars</li> <li>• Crime prevention education and security risk assessments</li> <li>• Sewer tap connection fee waiver</li> <li>• Accelerated development processing for major development activities</li> <li>• Public facility and infrastructure enhancement</li> </ul>
<b>James City County</b>	<b>37</b>	<ul style="list-style-type: none"> <li>• Rehabilitated real property tax exemption</li> <li>• Property tax incentive of up to \$400 per zone resident employee and \$200 per county employee</li> <li>• EDA grant based on an increase in assessed value in real estate improvements and machinery and tools</li> <li>• Waiver of county permit fees</li> <li>• Reduction of sewer transmission fees</li> <li>• Matching grant of up to \$25,000 to qualified businesses for the establishment or enhancement of a daycare or preschool facility in the zone</li> <li>• Waiver of consumer utility tax</li> </ul>
<b>Kenbridge</b>	<b>55B</b>	<ul style="list-style-type: none"> <li>• Reduced/waived land cost in county industrial parks</li> <li>• Reduced/waived cost of water and sewer extension and connection fees</li> <li>• 5-year Lunenburg County industrial/commercial development grant (based on real estate taxes incurred by new/expanding industry/commercial businesses)</li> <li>• 5-year Lunenburg County industrial/commercial property tax grant (based on real estate taxes incurred by new/expanding industries)</li> <li>• Waiver of all building permits and fast tracking permit processing</li> <li>• Waiver of business license fees</li> <li>• 5-year Lunenburg County industrial/commercial equipment investment grant</li> <li>• Workforce training and recruitment</li> <li>• Issuance of tax-exempt industrial revenue bonds to assist in financing projects</li> </ul>
<b>Kilmarnock</b>	<b>50A</b>	<ul style="list-style-type: none"> <li>• Financial inducement for capital investments for new and existing businesses</li> <li>• Financial inducement for job creation for new and existing businesses</li> <li>• Kilmarnock Business and Technology Park exemptions(BPOL tax, zoning permits, water-sewer connections, auto decal fees, subdivision permit fees)</li> </ul>

<b>LaCrosse</b>	<b>38A</b>	<ul style="list-style-type: none"> <li>• Waiver of water and sewer connection fees for businesses creating a minimum of 10 full-time jobs</li> <li>• Waiver of building permit fees</li> <li>• Reduced water and sewer charges for users of more than one million gallons per month</li> <li>• Waiver of business license tax for business that create at least 10 full-time jobs</li> <li>• Decreasing payment over a four-year period based on the machinery and tools taxes paid</li> <li>• Payment of \$400 per job for a zone business creating 15-50 jobs within a 30 month period</li> <li>• Waiver of building permit fees</li> <li>• Coordination with local banks</li> </ul>
<b>Lancaster County</b>	<b>50B</b>	<ul style="list-style-type: none"> <li>• Financial inducement for capital investments for new and existing businesses</li> <li>• Financial Inducement for job creation for new and existing businesses</li> <li>• Façade improvement grants</li> <li>• Micro-enterprise loan pool</li> <li>• Rehabilitated property tax credits</li> </ul>
<b>Lawrenceville</b>	<b>32B</b>	<ul style="list-style-type: none"> <li>• Fast-track permitting</li> <li>• Waiver of real estate taxes for existing business renovation/expansion, rehabilitation of vacant structure, residential rehabilitation/renovation, new business construction</li> <li>• Waiver of business, professional, and occupation licensing tax</li> <li>• Waiver of water and sewer connection fees for qualified structures</li> </ul>
<b>Lunenburg County</b>	<b>48B</b>	<ul style="list-style-type: none"> <li>• Site purchase discounts for businesses investing at least \$7 million and creating at least 75 full-time jobs</li> <li>• Real estate tax grant equal to a percentage of real estate taxes paid</li> <li>• Fast-track permitting</li> <li>• Machinery &amp; tools tax rebate</li> <li>• Workforce training assistance</li> <li>• Technology assistance</li> </ul>
<b>Lunenburg County</b>	<b>55A</b>	<ul style="list-style-type: none"> <li>• Reduced/waived land cost in county industrial parks</li> <li>• 5-year Lunenburg County industrial/commercial development grant (based on real estate taxes incurred by new/expanding industry/commercial businesses)</li> <li>• 5-year Lunenburg County industrial/commercial property tax grant (based on real estate taxes incurred by new/expanding industries)</li> <li>• Waiver of all building permits and fast tracking permit processing</li> <li>• Waiver of business license fees</li> <li>• 5-year Lunenburg County industrial/commercial equipment investment grant</li> <li>• Workforce training and recruitment</li> <li>• Issuance of tax-exempt industrial revenue bonds to assist in financing projects</li> </ul>
<b>Lynchburg (Zone 1)</b>	<b>2 &amp; 46</b>	<ul style="list-style-type: none"> <li>• Business and professional license tax refund of 100% in years 1-3, 50% in years 4-5 based on net new gross receipts over “year zero” baseline or the previous year</li> <li>• Machinery and tools tax refund based on net new capital investment</li> <li>• Enterprise Zone loan pool program</li> </ul>
<b>Martinsville</b>	<b>36B &amp; 54B</b>	<ul style="list-style-type: none"> <li>• Business professional occupation license fee rebate</li> <li>• Real estate tax exemption</li> <li>• Real estate tax grant based on the increase in real estate tax for qualified projects</li> <li>• Machinery and tools tax grant</li> <li>• Business furniture, fixtures, and equipment tax grant</li> <li>• Waiver of building permit fees for qualified zone businesses</li> <li>• Water and sewer connection fee waiver for new and expanding qualified businesses</li> </ul>

<b>Mecklenburg</b>	<b>38C</b>	<ul style="list-style-type: none"> <li>Decreasing payment over a four-year period based on the machinery and tools taxes paid</li> <li>Payment of \$400 per job for a zone business creating 15-50 jobs within a 30 month period</li> <li>Waiver of building permit fees</li> <li>Coordination with local banks</li> <li>Industrial real estate discount of 50% off the listing price for industries locating in the Airport Industrial Park that invest at least \$10 million and create at least 100 qualified jobs</li> </ul>
<b>Mecklenburg</b>	<b>56A</b>	<ul style="list-style-type: none"> <li>\$400 job grant per full-time position created by qualified businesses</li> <li>Four-year economic stimulus grant for qualified businesses creating 50 full-time jobs over 30 months based on machinery and tools tax</li> <li>Industrial real estate discount for businesses locating in the Occoneechee Commerce Park</li> </ul>
<b>Newport News (Zone 1: South)</b>	<b>3</b>	<ul style="list-style-type: none"> <li>10-year decreasing rebates on business license fees</li> <li>Industrial infrastructure improvements to the Oakland Industrial Park, Carleton Farm Industrial Park, and other industrial land owned by the EDA</li> <li>Reduction in target industry occupancy costs</li> <li>10-year decreasing rebate of local utility tax</li> </ul>
<b>Newport News (Zone 2: Middle)</b>	<b>30</b>	<ul style="list-style-type: none"> <li>5-year tax exemption on the increase in assessed property value resulting from certain rehabilitation of commercial or industrial real estate</li> <li>10-year decreasing rebate on business license fees</li> <li>Waiver of city fees for building permits, site plans, land disturbance permits, and sewer connection/sewer system development</li> <li>10-year decreasing rebates of locality utility tax</li> <li>\$5,000 annual appropriation to pay 50% of CPA attestation costs for EZ applications capped at \$250 per investor</li> <li>Reduction in target industry occupancy costs</li> </ul>
<b>Newport News (Zone 3: North)</b>	<b>31</b>	<ul style="list-style-type: none"> <li>5-year tax exemption of the increase in assessed property value resulting from certain rehabilitation of commercial or industrial real estate</li> <li>10-year decreasing rebates on business license fees</li> <li>Low-interest and gap financing loan programs and waiver of application fees</li> <li>10-year decreasing refunds of local utility tax</li> <li>Loan package assistance for obtaining public and private sector loans and loan guarantees</li> <li>Assistance with general business counseling and referral to regional agencies offering intensive business planning and market determination assistance</li> <li>Reduction in target industry occupancy costs</li> <li>Acquisition of industrial and commercial sites by the City to be sold at or below market rates</li> </ul>
<b>Norfolk</b>	<b>7</b>	<ul style="list-style-type: none"> <li>Building permit relief</li> <li>Business license tax relief</li> <li>Local utility tax relief</li> <li>Commercial/industrial real estate relief program</li> <li>Free consultation with a tax specialist</li> <li>Free formal training (EZ incentive workshops, writing a business plan, marketing assistance, how to do business with federal, state and local government, and how to use technology based tools in business)</li> <li>Complementary marketing for business districts</li> <li>Norfolk Redevelopment Housing Authority technical and research assistance</li> <li>Norfolk Redevelopment Housing Authority meeting space</li> </ul>
<b>Northampton County</b>	<b>26B</b>	<ul style="list-style-type: none"> <li>Microenterprise loan program to aid small business expansion/start-ups</li> <li>Rehabilitated real estate tax exemption on the increase in assessed property value resulting from rehabilitation of commercial or industrial real estate</li> </ul>
<b>Northumberland County</b>	<b>50C</b>	<ul style="list-style-type: none"> <li>Financial inducement for capital investments for new and existing businesses</li> <li>Financial Inducement for job creation for new and existing businesses</li> </ul>

<b>Patrick</b>	<b>22A</b>	<ul style="list-style-type: none"> <li>• 3-year machinery and tools tax grant based on the increase in assessed machinery and tools taxes</li> <li>• Rehabilitated real estate tax exemption</li> <li>• Building permit fee waivers</li> </ul>
<b>Petersburg</b>	<b>10</b>	<ul style="list-style-type: none"> <li>• Waivers of building permit fees, zoning filing fees, and land disturbing fees</li> <li>• Real estate rehabilitation tax exemption plus</li> <li>• Waiver of water and sewer permit fees</li> <li>• Reduction of tap fee for water and sewer connections</li> <li>• Discount on purchase price of city-owned sites</li> <li>• Local EZ development fund (grants for developers' large reconstruction projects in zone)</li> <li>• Façade improvement grant</li> <li>• Architectural assistance grant</li> <li>• 5-year machinery and tool tax reduction (50%)</li> <li>• Federal historic district expansion</li> </ul>
<b>Petersburg</b>	<b>47A</b>	<ul style="list-style-type: none"> <li>• 5-year, 100% exemption of business, professional, and occupational license tax</li> <li>• Waiver of permit fees for building, zoning, and land disturbance permits</li> <li>• Waiver of water and sewer connection fees</li> <li>• No cost extension of water and sewer lines when a qualified business acquires a site from the city</li> </ul>
<b>Pittsylvania</b>	<b>57A</b>	<ul style="list-style-type: none"> <li>• Site purchase discount of sites owned or controlled by the County</li> <li>• \$250 job grant per qualified job</li> <li>• Machinery and tools investment tax grant</li> <li>• Dan River Business Development Center incubator space available for technology based businesses, light manufacturing, and service related businesses</li> <li>• Workforce training</li> <li>• Shell building program to construct shell buildings for targeted businesses</li> </ul>
<b>Pittsylvania</b>	<b>24</b>	<ul style="list-style-type: none"> <li>• Site Discount</li> <li>• Job creation compensation</li> <li>• Local sales tax refund</li> <li>• Building permit fee waiver</li> <li>• Dan River Business Development Center (incubator)</li> <li>• Regional Center for Applied Technology and Training (RCATT)</li> </ul>
<b>Portsmouth</b>	<b>4</b>	<ul style="list-style-type: none"> <li>• Business personal property investment grant (cash grant equal 50% of net increase in business personal property taxes)</li> <li>• Machinery and tool investment grant (50% cash grant of net increase in machinery and tool taxes and are paid over five years)</li> <li>• Development fee rebate (rezoning, use permits, mixed-use housing permits, subdivision applications and site plan reviews, building plan reviews and building permit fees)</li> <li>• Commercial façade loan program</li> <li>• Corridor streetscape improvement incentive</li> <li>• Mixed-use development incentive</li> <li>• Tax exemption for rehabilitated structures</li> </ul>
<b>Prince Edward</b>	<b>48C</b>	<ul style="list-style-type: none"> <li>• Labor pool information</li> <li>• Crime and fire prevention education</li> <li>• Marketing assistance</li> <li>• Business development services</li> <li>• Business security audits</li> <li>• Business workshop training programs</li> <li>• Waiver of building permit fees</li> <li>• Site purchase discount (Prince Edward Business Park)</li> <li>• Machinery and tools investment grant (Prince Edward Business Park/Farmville Industrial Park)</li> <li>• Fast track Permitting</li> <li>• Waiver of 25% or \$1,000 of water/sewer tap fees*</li> <li>• 5-year real estate tax investment credit on 100% of the value of improvements resulting from renovation work*</li> </ul>

		<ul style="list-style-type: none"> <li>Accelerated development review process*</li> <li>Architectural design fee reimbursement for historic district*</li> <li>Waiver of land disturbance/soil and erosion permit fees (west Third St.)*</li> </ul> <p>* Exclusive to Farmville</p>
<b>Prince George</b>	<b>16</b>	<ul style="list-style-type: none"> <li>Industrial machinery investment grant</li> <li>Business license fee rebate for 5 years</li> <li>Utility connection fee waiver</li> <li>Rezoning fee waiver</li> </ul>
<b>Pulaski (Zone 1)</b>	<b>25</b>	<ul style="list-style-type: none"> <li>Rebate of water and sewer connection fees</li> <li>Reduction of water and sewer charges per month for use of more than one million gallons per month</li> <li>Industrial revenue bond financing</li> <li>Building and equipment financing</li> <li>Financing of publicly owned land and a \$2,000 job credit</li> <li>Expedited permit processing</li> </ul>
<b>Pulaski (Zone 2)</b>	<b>40</b>	<ul style="list-style-type: none"> <li>Real property tax exemption</li> <li>Machinery and tools tax incentive</li> <li>Reduction of water and sewer charges per month</li> <li>Rebate of water and sewer connection fees</li> <li>Off-balance sheet financing</li> <li>Industrial revenue bond financing</li> <li>Accelerated development processing</li> </ul>
<b>Pulaski Town</b>	<b>41</b>	<ul style="list-style-type: none"> <li>Rehabilitated real estate tax exemption on the increase in assessed property value resulting from the rehabilitation of commercial and industrial buildings</li> <li>Machinery and tools tax incentive based on the increase in assessed machinery and tools taxes</li> <li>3-year, 50% new building tax exemption on the assessed value of a new zone building of \$50,00 or more</li> <li>Business loan program to provide gap financing</li> <li>Waiver of rezoning fees</li> <li>Waiver of building permit fees</li> <li>Temporary office space at the New River Valley Community College</li> </ul>
<b>Orange</b>	<b>39</b>	<ul style="list-style-type: none"> <li>Waiver of city permit fees for zoning, rezoning, and sign permits</li> <li>Accelerated development processing</li> <li>Architectural and landscaping design assistance</li> <li>Business management and promotional programs for all business properties in the Main Street district</li> </ul>
<b>City of Richmond</b>	<b>19, 28 &amp; 29</b>	<ul style="list-style-type: none"> <li>Real estate tax abatement</li> <li>EZ Brownfield rebate</li> <li>Machinery and equipment rebate</li> <li>Employment assistance grant equivalent to \$400 per new eligible position capped at \$7,500.</li> <li>Loan fee rebate</li> <li>Business relocation rebate</li> <li>Development fee rebate</li> </ul>
<b>Richmond County</b>	<b>50E</b>	<ul style="list-style-type: none"> <li>Financial inducement for capital investments for new and existing businesses</li> <li>Financial Inducement for job creation for new and existing businesses</li> <li>Rehabilitated real property tax exemption</li> <li>.</li> </ul>
<b>City of Roanoke</b>	<b>5 &amp; 42</b>	<ul style="list-style-type: none"> <li>Parking Lot/Landscaping grant</li> <li>Rehabilitated real estate tax exemption</li> <li>Water, fire, and sewer hookup fee rebate</li> <li>Development fee rebate</li> <li>Fire suppression retro-fit grant and connection fee rebate</li> <li>Neighborhood/ parks and recreation grant</li> <li>Business security grant</li> <li>Job training grants</li> </ul>

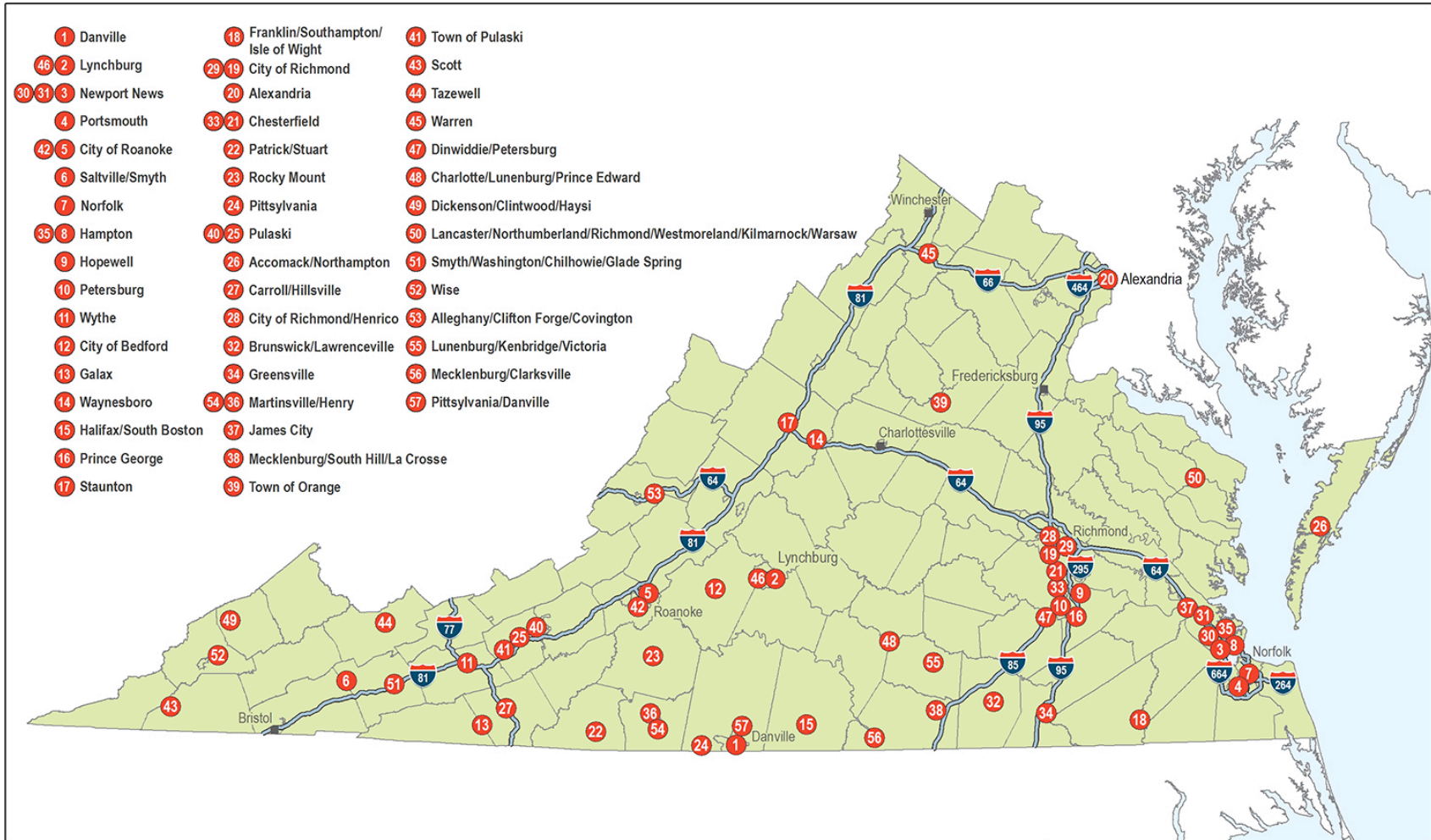


<b>Rocky Mount</b>	<b>23</b>	<ul style="list-style-type: none"> <li>• 5-year exemption on the increased assessed property value</li> <li>• 5-year exemption on the increased personal property value</li> <li>• Waiver of town permitting fees, sewer and water hook-up fees</li> <li>• Façade renovation loans</li> <li>• Residential rehabilitation loans</li> <li>• Rebate of business license fees</li> <li>• Job training assistance</li> </ul>
<b>Saltville</b>	<b>6A</b>	<ul style="list-style-type: none"> <li>• Rehabilitated real estate tax exemption</li> <li>• 3-year economic stimulus grant to companies that make new machinery and equipment investments and create new jobs</li> <li>• Water and sewer fee reduction</li> <li>• Loan assistance</li> <li>• Training assistance</li> <li>• Business professional and occupational license tax credits</li> <li>• Broadband access connection reimbursement</li> <li>• Tourism marketing mini-grant</li> <li>• Downtown revitalization grant/loan</li> </ul>
<b>Scott County</b>	<b>43</b>	<ul style="list-style-type: none"> <li>• Building permit fee waiver</li> <li>• Machinery, tool and real estate tax grants</li> </ul>
<b>Smyth</b>	<b>6B</b>	<ul style="list-style-type: none"> <li>• Rehabilitated real estate tax exemption</li> <li>• 3-year economic stimulus grant to companies that make new machinery and equipment investments and create new jobs</li> <li>• Water and sewer fee reduction</li> <li>• Loan assistance</li> <li>• Training assistance</li> </ul>
<b>Smyth</b>	<b>51A</b>	<ul style="list-style-type: none"> <li>• Real estate rehabilitation tax exemption on the increase in assessed property value resulting from the rehabilitation of older commercial or industrial structures at least 15 years or older</li> <li>• 3-year economic stimulus grant provided to companies that make new machinery and equipment investments and create new jobs</li> <li>• Waiver of building permit fees for industrial and commercial buildings</li> <li>• Targeted technical assistance for apparel companies</li> </ul>
<b>Southampton</b>	<b>18B</b>	<ul style="list-style-type: none"> <li>• Discounted purchase of county owned industrial land with a minimum investment of \$500,000 in improvements and machinery &amp; tools</li> <li>• Rehabilitation tax credit for renovations in excess of \$5,000 on structures over 15 years of age</li> <li>• 50% rebate of machinery and tools tax over 5 years</li> <li>• Electric utility tax rebate</li> <li>• Building code permit fees rebate</li> <li>• Fast track permit processing</li> <li>• Temporary office space</li> <li>• Workforce hiring and screening</li> <li>• Job profile assessment</li> </ul>
<b>South Boston</b>	<b>15</b>	<ul style="list-style-type: none"> <li>• Sales tax exemption</li> <li>• Employment training for new and existing zone employees with the local community college</li> <li>• Business license grant</li> <li>• Utility tax grant</li> <li>• Reduced permit fees</li> </ul>
<b>South Hill</b>	<b>38</b>	<ul style="list-style-type: none"> <li>• Decreasing payment over a four-year period based on the machinery and tools taxes paid</li> <li>• Payment of \$400 per job for a zone business creating 15-50 jobs within a 30 month period</li> <li>• Waiver of building permit fees</li> <li>• Coordination with local banks</li> <li>• Industrial real estate discount of 50% off the listing price of property for</li> </ul>

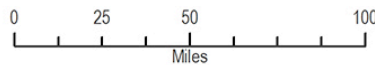
		industries locating in the Interstate Industrial park that invest at least \$10 million and create a minimum of 100 qualified jobs
<b>Staunton</b>	<b>17</b>	<ul style="list-style-type: none"> <li>• 5-year deferral of increased assessed property value</li> <li>• Permit fee waivers (building and renovation, plumbing, electrical, mechanical, sign, special use, rezoning, and water and sewer connection fees)</li> <li>• 5-year business grant</li> <li>• 5-year 50% grant on machinery and tools tax</li> <li>• 5-year Business grant with job creation emphasis</li> <li>• Provision of free horticulture advice to businesses</li> <li>• Professional job recruitment committee</li> <li>• Assistance to businesses in determining training needs</li> <li>• Development of long-term low interest loan pool for physical improvements</li> <li>• Implement landscaping and beautification program for publicly-owned land</li> <li>• Implementation of coordinated crime prevention program within zone</li> <li>• Zoning modifications to compliment industrial, commercial, and residential areas</li> </ul>
<b>Stuart</b>	<b>22B</b>	<ul style="list-style-type: none"> <li>• Water and sewer hookup fee reduction or waiver</li> <li>• Rehabilitated real estate tax exemption</li> <li>• 3-Year decreasing credit on business professional and occupational license tax</li> <li>• 2-year machinery and tools tax grant based on the increased assessment</li> </ul>
<b>Tazewell</b>	<b>44</b>	<ul style="list-style-type: none"> <li>• 3-year annual industrial development grant of up to 100% of the real estate tax for new/expanding EZ businesses</li> <li>• 3-year rehabilitated real estate tax exemption for new/expanding EZ businesses</li> <li>• 3-year annual industrial development grant of up to 100% based on machinery and tool tax for new/expanding EZ businesses</li> </ul>
<b>Victoria</b>	<b>55C</b>	<ul style="list-style-type: none"> <li>• Reduced/waived land cost in county industrial parks</li> <li>• Reduced/waived cost of water and sewer extension and connection fees</li> <li>• 5-year Lunenburg County industrial/commercial development grant (based on real estate taxes incurred by new/expanding industry/commercial businesses)</li> <li>• 5-year Lunenburg County industrial/commercial property tax grant (based on real estate taxes incurred by new/expanding industries)</li> <li>• Waiver of all building permits and fast tracking permit processing</li> <li>• Waiver of business license fees</li> <li>• 5-year Lunenburg County industrial/commercial equipment investment grant</li> <li>• Workforce training and recruitment</li> <li>• Issuance of tax-exempt industrial revenue bonds to assist in financing projects</li> </ul>
<b>Warren</b>	<b>45</b>	<ul style="list-style-type: none"> <li>• 5-year decreasing exemption of business and occupational license fees for qualified businesses</li> <li>• 50% rebate of all planning, zoning, and building permit fees for work done in the first five years of locating within the zone</li> <li>• Accelerated review and approval process for required permits</li> <li>• Financial packaging assistance</li> <li>• Labor pool information</li> </ul>
<b>Warsaw</b>	<b>50F</b>	<ul style="list-style-type: none"> <li>• Financial inducement for capital investments for new and existing businesses.</li> <li>• Financial Inducement for job creation for new and existing businesses</li> <li>• Façade improvements</li> <li>• Rehabilitated real property tax exemption</li> <li>• 3-year 50% tax incentive on the assessed value of a new building costing at least \$100,000</li> </ul>
<b>Washington</b>	<b>51B</b>	<ul style="list-style-type: none"> <li>• Real estate rehabilitation tax exemption in the increased assessed property value resulting from the rehabilitation of commercial or industrial real estate that is 25 years or older</li> <li>• Building permit and rezoning fee waiver for commercial and industrial structures or Class IV construction</li> <li>• Waiver of application fees for industrial revenue bond financing</li> <li>• Reduction in purchase price of IDA land for businesses meeting certain hiring, wage rate, and investment levels</li> </ul>

<b>Waynesboro</b>	<b>14</b>	<ul style="list-style-type: none"> <li>• Local job creation grants for the reuse of a vacant property or substantial renovation</li> <li>• Sidewalk and landscaping grants of up to \$4,000 or 50% of improvement costs</li> <li>• Façade/awning grants</li> <li>• Partial property tax exemption for property owners undertaking a substantial qualifying property</li> </ul>
<b>Westmoreland County</b>	<b>50D</b>	<ul style="list-style-type: none"> <li>• Financial inducement for capital investments for new and existing businesses</li> <li>• Financial Inducement for job creation for new and existing businesses</li> </ul>
<b>Wise</b>	<b>52</b>	<ul style="list-style-type: none"> <li>• Waiver of building permit fees to qualified businesses based on new job creation</li> <li>• Reduction in per-acre land price for property in the Business and Technology Park and the Toms Creek/Dale Ridge site based on job creation</li> <li>• Reduction in costs associated with preparing sites for construction at the Business and Technology Park and the Toms Creek/Dale Ridge sites</li> <li>• 10-year decreasing incentives against the real estate and machinery and tools taxes based on job creation</li> <li>• Customized training and regular course of study through UVA Wise and Mountain Empire Community College</li> </ul>
<b>Wythe</b>	<b>11</b>	<ul style="list-style-type: none"> <li>• Discounted price per acre in Progress Park</li> <li>• Rebate of wastewater connection fees</li> <li>• Rebate of water connection fees</li> <li>• Waivers of building permit fees</li> <li>• Fast track permitting</li> <li>• Reduction of water usage rates</li> <li>• Reduction of wastewater usage rates</li> <li>• Joint IDA revolving loan fund interest rate reduction</li> </ul>

# APPENDIX D: ENTERPRISE ZONE MAPS

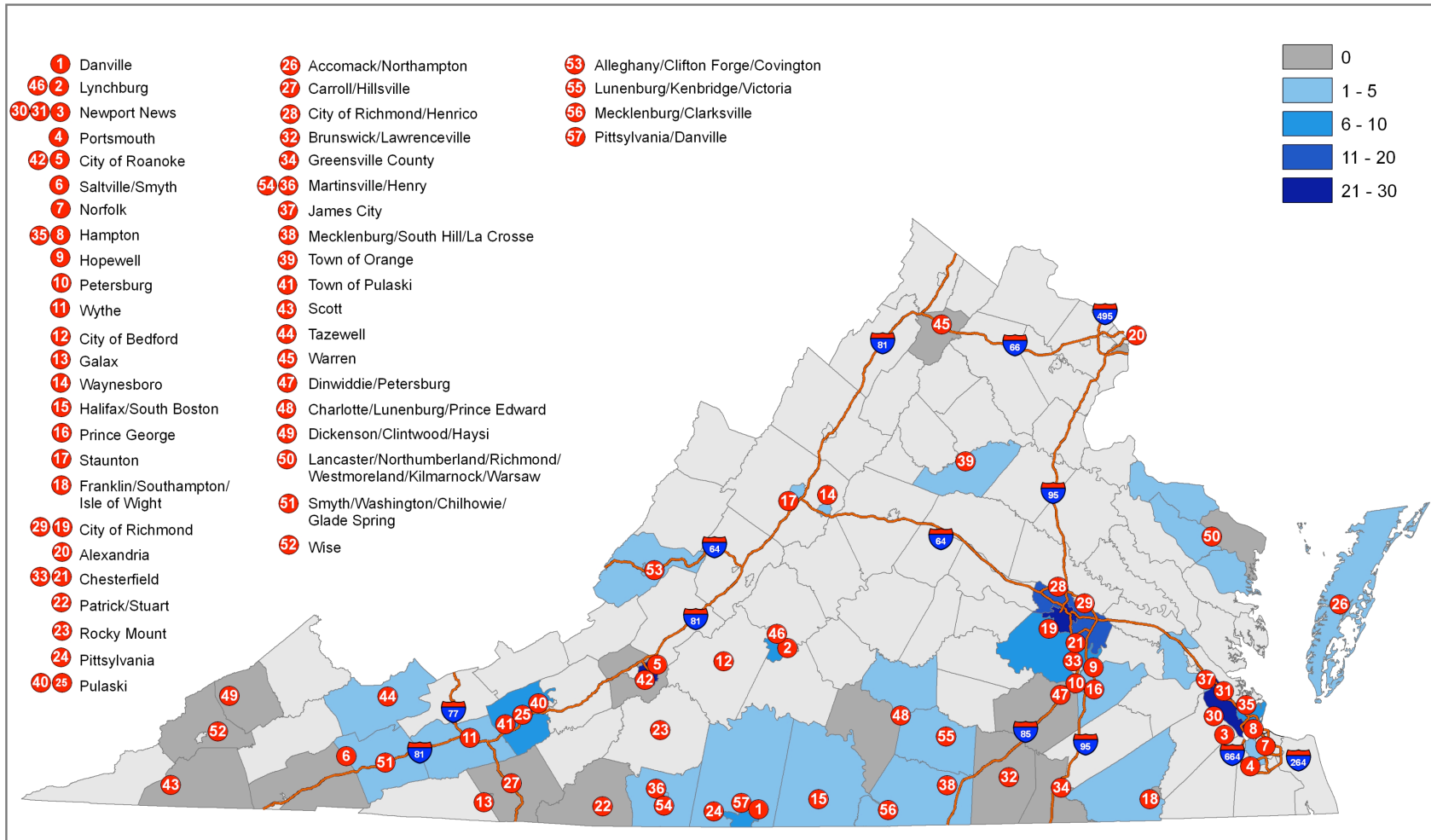


## VIRGINIA'S ENTERPRISE ZONES



Sources: DHCD 2012, Esri 2011, VEDP 2012  
© 2012 VEDP [Map Central/Incentives]





## VIRGINIA ENTERPRISE ZONES

ENTERPRISE ZONE GRANTS AWARDED PER LOCALITY  
GRANT YEAR 2011



## APPENDIX E: LIST OF 2011 HIGH UNEMPLOYMENT AREAS

2011 Enterprise Zone Grant Application	
High Unemployment Areas (HUA)	
Brunswick County - Zone 32	Martinsville City - Zones 36 & 54
Carroll County - Zone 27	Mecklenburg County Zones 38 & 56
Chilhowie Town - Zone 51*	Patrick County - Zone 22
Clarksville Town - Zone 56	Petersburg City - Zones 10 & 47*
Covington City - Zone 53*	Pittsylvania County - Zone 57
Danville City - Zones 1 & 57	Pulaski County Zones 25 & 40
Franklin City - Zone 18*	Pulaski Town - Zone 41
Halifax County - Zone 15	Saltville Town - Zone 51
Henry County - Zones 36 & 54	Smyth County - Zones 6 & 51*
Hillsville Town - Zone 27	South Boston Town - Zone 15
Hopewell City - Zone 9	South Hill Town - Zone 38
LaCrosse Town - Zone 38	Stuart Town - Zone 22
Lawrenceville Town - Zone 32	Wythe County - Zone 11
<p>*The following communities in joint zones are NOT HUAs: Allegany County, Dinwiddie County, Southampton County, Washington County, Clifton Forge Town and Glade Spring Town. Businesses in these communities are not eligible for the reduced wage threshold. Source: DHCD based on the LAUS Unit and Bureau of Labor Statistics 2009 Annual Virginia Unemployment Report (May 2011)</p>	





**Address:** Virginia Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond VA, 23228

**Phone:** 804-371-7000

**Website:** [www.dhcd.virginia.gov](http://www.dhcd.virginia.gov)

**Front Cover:**

- Hippodrome-Taylor Mansion LLC received a real property investment grant for investments made to rehabilitate and expand the Hippodrome Theater in the City of Richmond's Historic Jackson Ward District.
- MeadWestvaco Corp. received a real property investment grant for the build-out of several floors that now include multiple state-of-the-art science and technology labs. MWV also received a job creation grant.
- Grant year 2011 marked the fifth year Cadence Inc. received the job creation grant, marking the completion of their initial 5-year grant period. Cadence is now eligible to begin a subsequent 5-year grant period.

**Back Cover**

- One Step Properties LLC received a real property investment grant for the rehabilitation of their commercial building in Warsaw, Virginia.
- Essel Propack America, LLC received a real property investment grant for the expansion of their industrial facility in Danville, Virginia.
- Robert Russa Moton Museum in Farmville, Virginia received a real property investment grant for the rehabilitation of their historic building.