

GRANT YEAR 2015 ANNUAL REPORT

VIRGINIA ENTERPRISE ZONE PROGRAM

Virginia Department of Housing
and Community Development



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215

199

INCENTIVE RECIPIENTS

Enterprise Zone grants awarded

businesses and investors received grant incentives

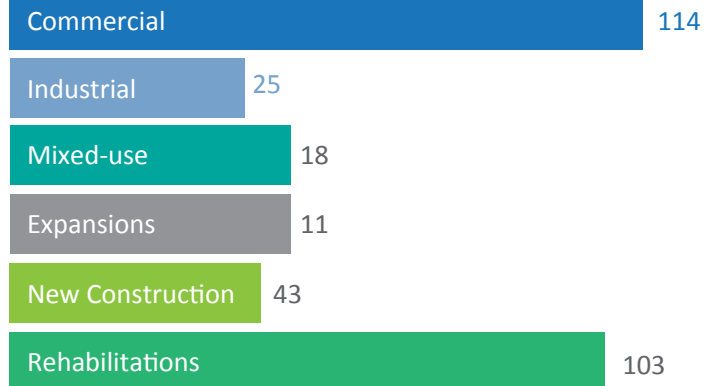
REAL PROPERTY INVESTMENT GRANT

157

Zone Investors received \$9,333,020

\$300,484,639

in qualified real property investments were spent on the following properties



JOB CREATION GRANT



58 businesses received \$2,738,137



1,280 net new full-time jobs were created

GENERAL INCOME TAX CREDIT



businesses received **\$199,821**

ENTERPRISE ZONE PROGRAM OVERVIEW

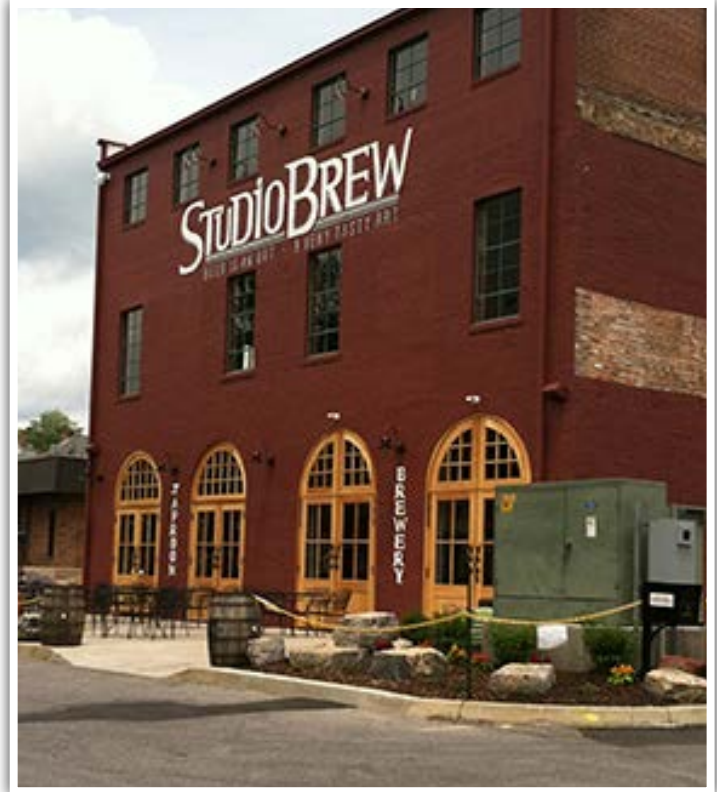
The Virginia Enterprise Zone (VEZ) program is a partnership between state and local government that promotes economic development and revitalization through job creation and real property investment. When used in conjunction with other local, state, and federal programs, Enterprise Zones can leverage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

The Virginia Enterprise Zone program was first established in 1982 and has undergone several amendments over the years. The most significant was in 2005 when the General Assembly passed the Enterprise Zone (EZ) Grant Act. It provided for the implementation of specific community and economic development policies: targeting zone designations to distressed localities, gradually reducing the number of zones statewide for deeper impact and providing incentives for the creation of higher paying jobs with health benefits. The 2005 EZ Grant Act also replaced the former tax credit incentives with the Real Property Investment Grant (RPIG) and the Job Creation Grant (JCG). These grants are performance-based; firms must create jobs and/or place a real property investment into service before applying for grant awards. However, the 2005 act allowed pre-qualified firms to continue accessing the former General Income and Investment Tax Credit incentives. The tax credit program officially sunsets in 2019, however, each year the number of firms applying for tax credits continues to decline due to the expiration of firms' 10-year qualification periods.

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. New construction projects require zone investors spend at least

\$500,000 to qualify for the grant. The 20 percent grant award is based on the amount of investment made in excess of the \$100,000 and \$500,000 eligibility thresholds, respectively.



Acrospire, LLC completed a \$1.2 million investment to rehabilitate the former Bristol Fire Museum for Studio Brew, a local artisan brewery and restaurant under Master Brewer Erich Allen. The 15-barrel microbrewery opened in November 2015 and has created over 15 jobs.

In Qualification Year 2015, the typical RPIG grantee invested in the rehabilitation of an existing commercial building that they owned but did not occupy. The typical RPIG grantee invested approximately \$799,090 in the project and received a grant award of \$66,643. Across all RPIG grantees, the average investment was \$1,913,915 and the average grant award was \$59,446. It should be noted that in Qualification Year 2015 RPIG awards were pro-rated at 66.64324 cents on the dollar.

Job Creation Grant (JCG) awards up to \$500 per year for each net new, permanent full-time position created above a four-position threshold. The job must pay at least 175 percent of the federal minimum wage (\$12.69/hour) and offer 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 up to \$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 & beverage, and personal service positions are not eligible for the JCG. As of 2010, firms in High Unemployment Areas (HUAs) may qualify for the JCG at a reduced wage threshold. HUAs are localities with unemployment rates that are equal to or more than 150 percent of the state average. In such areas, the qualifying wage threshold is lowered to 150 percent of federal minimum wage (\$10.88) for the \$500 grant per eligible position. A list of the HUA zones for the 2015 Qualification Year is included in the Appendix E.

In Qualification Year 2015, the average grantee created 22 net new jobs in 2015, 82 net new jobs over their base year and received a grant of \$47,209. The typical JCG award for Qualification Year 2015 was \$20,303, indicating that most awards were in the \$20,000-30,000 range.



Developer Garland Properties completed a full-renovation of The Aurora Building in Roanoke's West End Arts District. Garland invested over \$3 million to renovate the mixed-use property, which had been vacant for five years prior to construction. The 36,000 square foot building now consists of artist studios and 28 apartments.



Ferguson Enterprises Inc. opened a state-of-the-art showroom in Newport News, which will also serve as the company's national training center. The company invested over \$5 million to construct the new flagship location at their existing corporate campus. Ferguson also renovated their Tech Center in Newport News, investing \$725,000 to update their space in the Denbigh Shopping Center, where the firm serves as the anchor tenant.

LEGISLATIVE OVERVIEW

The 2015 General Assembly passed legislation to fund a study of the Virginia Enterprise Zone to assess the effectiveness of the program in encouraging business development within the designated boundaries. Following a Request for Proposals, the Secretary of Commerce and Trade Maurice Jones approved the selection of the Center for Urban and Regional Analysis at Virginia Commonwealth University to conduct the study.

ENTERPRISE ZONE GRANTS – 2015 USAGE OVERVIEW

For the 2015 Qualification Year, a total of 199 entities qualified for Enterprise Zone incentives including Job Creation Grants, Real Property Investment Grants and pre-2005 tax credits. Cumulatively, 197 businesses and zone investors received a total of 215 state Enterprise Zone grants and two applicants qualified for the pre-2005 tax credits.

Enterprise Zone incentive usage typically mirrors the conditions of the national and Virginia economy. The number of applications and total value of grant requests in qualification years 2010-2012 were notably lower than qualification years 2006-2009. These periods coincide with the build-up of the real estate boom and the subsequent recession, with a year of delay due to the program’s retroactive nature. Qualification Year 2015 is the third consecutive qualification year requiring the proration of RPIG awards (Figure 1), which indicates continued growth in the demand for the Enterprise Zone grants.

Figure 1: Funding Shortfall/Surplus History

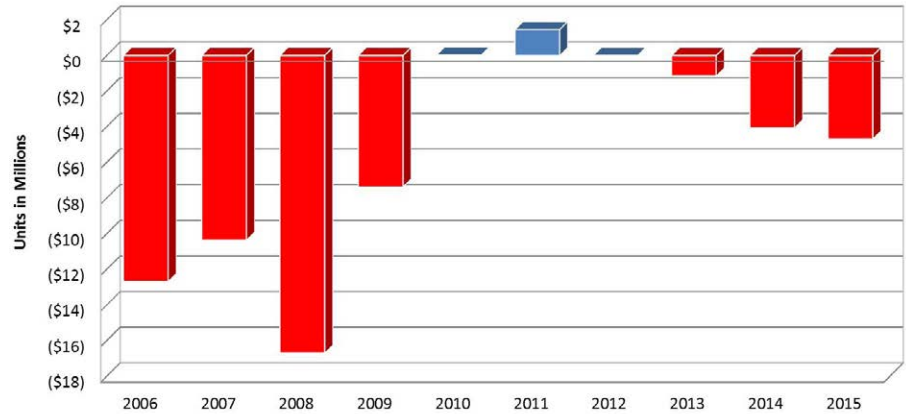


Figure 1 illustrates the 10-year history of the disparity between allocations and requests for Enterprise Zone grants. Qualification Year 2008 was the most substantial funding shortfall at \$16,679,564, causing RPIG awards to be prorated at 46 cents per dollar. Meanwhile, 2011 was the only year reflecting a surplus, with just under \$1.5 million remaining after grants were awarded. Annual RPIG proration levels for Qualification Years 2011-2015 are illustrated in Figure 2.

This trend is confirmed by the growth in the amount of funds leveraged for Real Property Investment Grant projects. While Qualification Year 2015 saw fewer grant applications than the two previous qualification years, these applications leveraged more than \$300 million in Qualified Real Property Investments, which is the third largest investment in the history of the grant program.

Figure 2: RPIG Proration By Grant Year 2011-2015

Year	2011	2012	2013	2014	2015
Surplus/Shortfall	\$1,456,565	\$0	-\$1,137,588	-\$4,046,579	-\$4,671,430
Appropriation	\$15,650,000	\$14,150,000	\$14,150,000	\$12,150,000	\$12,071,157
Grant Requests	\$14,193,435	\$14,150,000	\$15,287,588	\$16,196,579	\$16,742,587
Proration	0.0000%	0.0000%	90.8214%	69.1074%	66.6432%

2015 REAL PROPERTY INVESTMENT GRANTS

Since the inception of the grant program in 2005, the majority of the Enterprise Zone funds have been utilized for Real Property Investment Grant (RPIG) awards. While Job Creation Grant (JCG) applications are given funding priority (funded at 100 percent and prior to RPIGs), the demand for RPIG awards far outweighs the demand for JCG awards.

The total qualified real property investment (QPRI) leveraged by the qualified projects in 2015 continued to increase for the 2015 Qualification Year, reaching \$300 million for the first time since 2009. The QRPI leveraged by RPIG applications has grown exponentially for each qualification year since 2011, with an increase of \$60 million over Qualification Year 2014. This increase is a positive indicator that many larger projects delayed by the recession are now reaching completion.

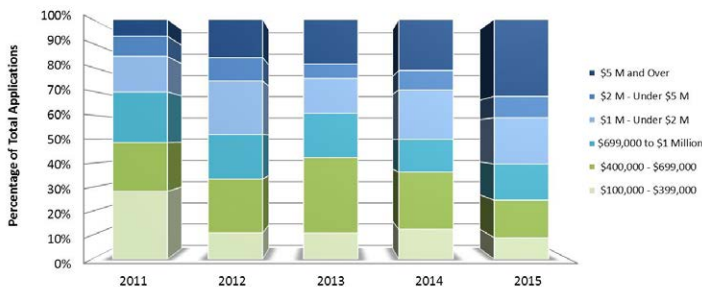
Qualified Real Property Investment Ranges

The 2015 Qualification Year encompassed individual qualified real property investments (QRPI) ranging from a low of \$116,982 for a commercial rehab in the city of Richmond, to a high of \$23.5 million for the construction of the Marketplace at Tech Center in Newport News. Below, Figure 3 shows the distribution of QRPI ranges for RPIG applicants between Qualification Years 2011 and 2015. Most notably, the portion of RPIG grant requests from projects with private investment more than \$5 million has increased from 7 percent in Qualification Year 2011 to 32 percent in 2015. Familiarity with the RPIG program has expanded over the life of the program, which may account for some of the growth indicated by the distribution of applications amongst the higher investment ranges. However, it is more likely that this shift to projects with larger QRPI represents the resurgence of large-scale projects delayed during the recession and early recovery years.

Figure 3: Grant Money Awarded by Qualified Real Property Investment Ranges

Grant Year	2011	2012	2013	2014	2015
\$100,000 - \$249,000	15%	3%	4%	3%	2%
\$250,000 - \$399,000	13%	8%	7%	9%	7%
\$400,000 - \$549,000	9%	11%	13%	11%	7%
\$550,000 - \$699,000	11%	12%	18%	13%	8%
\$700,000 - \$849,000	11%	12%	11%	9%	11%
\$850,000 - Under \$1 M	10%	7%	7%	5%	4%
\$1 M - Under \$2 M	15%	22%	15%	21%	19%
\$2 M - Under \$5 M	8%	10%	6%	8%	9%
\$5 M and Over	7%	16%	19%	21%	32%
Total	100%	100%	100%	100%	100%

Figure 4: Investment Range 2011-2015

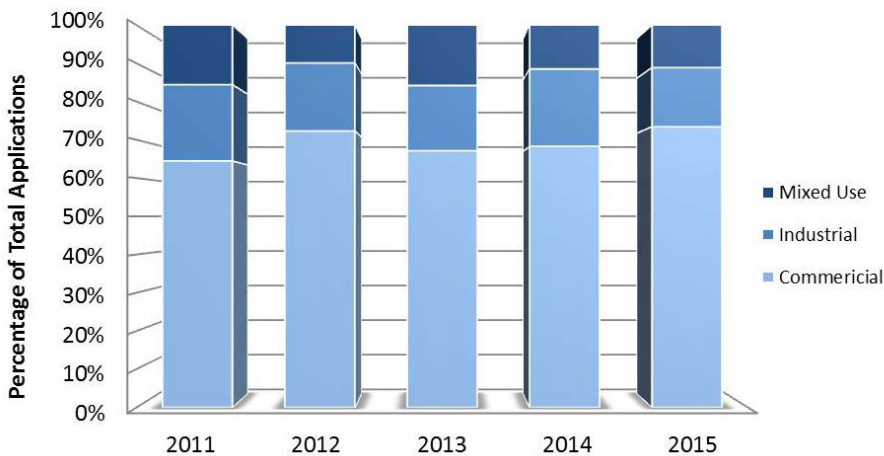


Annual fluctuations and the national recession complicate the effort to predict long-term trends for RPIG applications. However, by looking at post-recession applications 2012-2015, an increase in the average investment is evident. Since 2011, the amount of funding awarded to projects with investments above \$1 million has doubled from 30 percent to 60 percent. Figure 4 illustrates the annual breakdown of RPIG funding by level of qualified real property investment, and clearly demonstrates the increase in the number of qualified projects with investments more than \$1 million.

Applications by Property End Use

The RPIG is available for investments made to commercial, industrial or mixed-use properties. Retail and office buildings are classified as commercial. As illustrated by Figure 5, for the past five grant cycles, commercial projects have consistently made up the largest proportion of RPIG applications, with industrial and mixed-use projects making up only 26-36 percent of all applications. For Qualification Year 2015, RPIGs were awarded for 114 commercial properties, 25 industrial properties and 18 mixed-use properties.

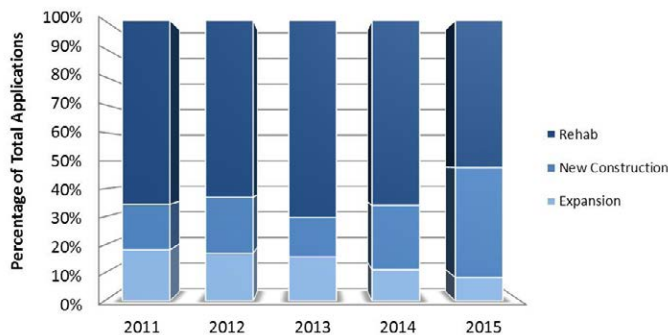
Figure 5: Property End Use 2011-2015



Despite the disparity in application counts by use, the average grant awards were similar regardless of the uses, particularly due to the condensing effect of proration. Commercial projects earned the highest average grant of \$60,081, followed by mixed-use project awards with an average of \$57,802. Unlike the trend established by previous qualification years, the average annual award for industrial projects is the lowest, rather than the highest of the three property use categories.

As indicated by the average grant awards described above, the median investment made to commercial properties was the highest (\$808,638), followed by mixed-use properties (\$806,546) and industrial properties (\$670,673).

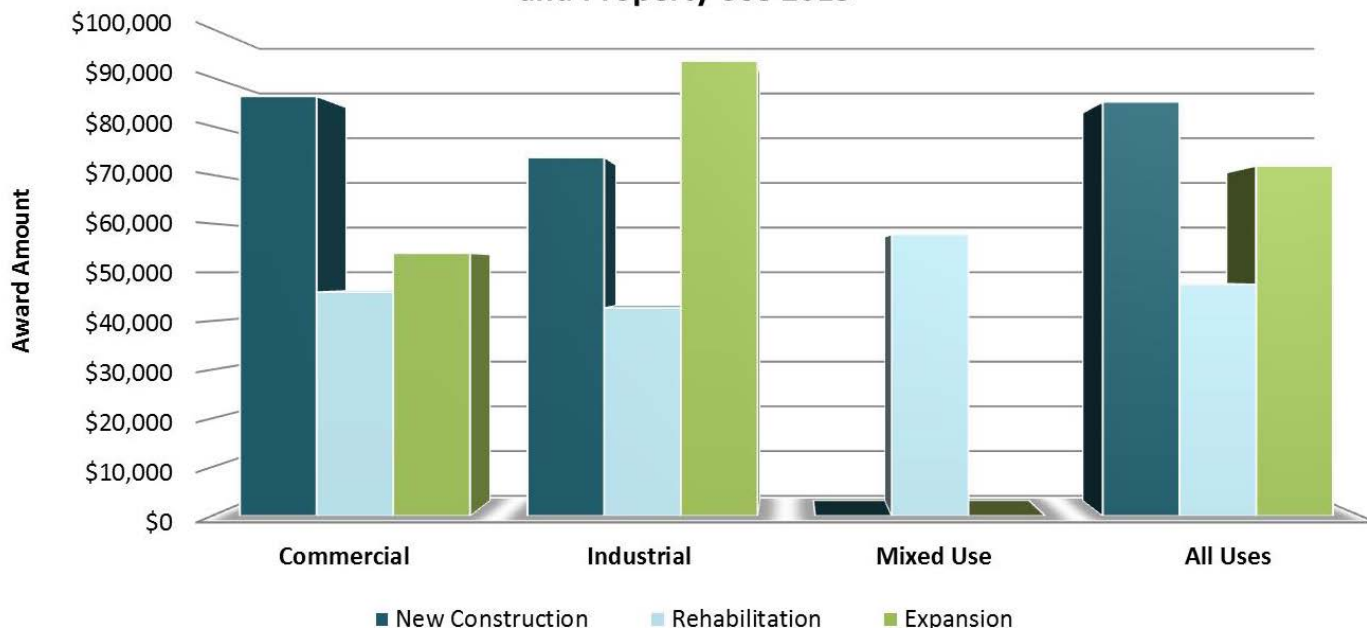
Figure 6: Construction Project Type 2011-2015



Applications by Construction Project Type

RPIGs are available for new construction, rehabilitation and expansion activities. Figure 6 illustrates that throughout the last five grant cycles, applications have been submitted for rehabilitation projects most frequently. However, in Qualification Year 2015, new construction projects made up nearly 40 percent of all applications, a marked increase from the 23 percent in Qualification Year 2014. This spike in the applications submitted for new construction projects confirms the rebounding economic conditions identified earlier in this report. For Qualification Year 2015, rehabilitation projects accounted for only 52 percent of all RPIG applications (down from 66 percent in Qualification Year 2014), and expansion projects accounted for 8 percent.

Figure 7: Average Grant by Project Type and Property Use 2015



Average Award Based by Type of Investment and Use of Property

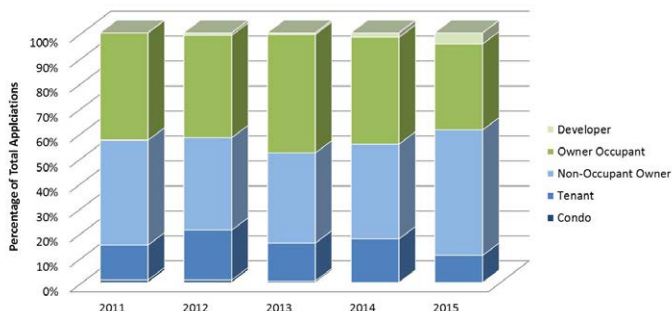
While the average grant awarded to projects across property uses (commercial, industrial, mixed-use) are fairly similar, the average grant awarded to projects across types of investment (rehabilitation, expansion or new construction) are more variable. Overall, new construction projects had the highest average award of \$84,922, and rehabilitation projects had the lowest average award with \$47,489. Meanwhile, commercial properties had the highest average grant award at \$60,081, while industrial and mixed-use grants averaged \$57,736 and \$57,802, respectively.

Figure 7 illustrates more specifically that industrial-expansion projects had the highest average award at \$93,301, while industrial-rehabilitation projects had the lowest average award at \$42,667. As in Qualification Years 2013 and 2014, all mixed-use projects submitted involved the rehabilitation of existing mixed-use buildings and no new construction or expansion projects.

Qualified Zone Investors

Qualified zone investors may be property owners (occupant or non-occupant), owners of space in a building (condo), tenants who have capitalized their own improvements or developers who capitalized an investment before selling a property. As illustrated in Figure 8, the majority of zone investors for Qualification Years 2010-2014 were owner-occupants. However, in Qualification Year 2015, non-occupant owners were the most common type of zone investor. The increase in non-occupant ownership indicates that there has been growth in speculative building occurring as the real estate market rebounds from the recession. Occupant owners were the second most-frequent type of investors (34 percent), followed by tenants (11 percent).

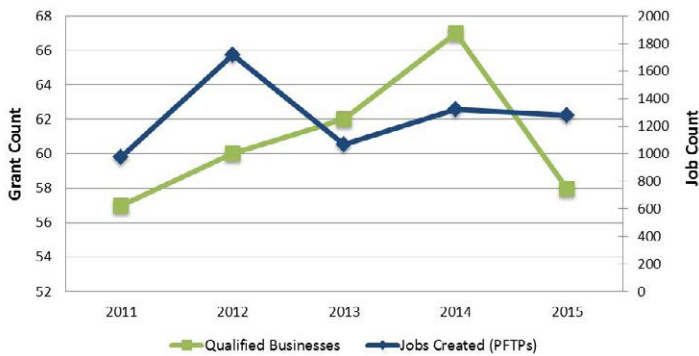
Figure 8: Investor Type 2011-2015



2015 JOB CREATION GRANTS

The state received 58 applications for Job Creation Grants (JCG) in Qualification Year 2015, which received a total of \$2,738,137. JCG requests represent approximately 16 percent of requested funds and 29 percent of awarded funds. Figure 9 shows that the number of JCG applications steadily increased between Qualification Years 2011-2014. However, Qualification Year 2015 saw fewer applications than the previous three cycles. This drop in the JCG application count can be partially attributed to the impact of the program beginning in 2005 and the completion of subsequent five-year cycles. Eight companies had JCG cycles that ran from 2010-2014, several of which completed their first five-year cycle 2005-2009, resulting in fewer applications for 2015.

Figure 9: Job Creation and JCG Awards 2011-2015



Overall, 1,280 net new jobs were created during 2015, which is in line with the overall five-year trend. The large jump in year-over-year job creation between Qualification Year 2012 can be attributed to two major firms that created more than 525 jobs in 2012. While it is not unusual for applicants to exhibit substantial expansion throughout the five-year cycle, such job growth by individual companies in a single year is atypical.

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 employees earning between 175 and 199 percent of the federal minimum wage (\$12.69/hour or higher). Positions earning 200 percent or more of the federal minimum wage (\$14.50/hour or higher) are eligible for a grant of \$800.

Qualification Year 2015 was the fifth qualification year that localities could be classified as a High Unemployment Area (HUA). Firms located in HUAs are able to qualify for \$500 per position grant at a reduced wage threshold equal to 150 percent of the federal minimum wage (\$10.88/hour or higher) rather than 175 percent. Of the 73 designated localities, 26 percent (19 localities) were designated as HUAs for Qualification Year 2015. Figure 10 shows the list of 8 HUA localities that had

Figure 10: Qualifying Firms in HUA Localities

GY 2015 HUA Localities	Qualifying Businesses	Percent of Eligible Positions Qualifying at 150%
Danville	2	35%
Franklin (City)	1	15%
Halifax County	5	55%
Hopewell	1	0%
Martinsville	1	81%
Petersburg	1	0%
Prince Edward County	2	8%
Smyth County	1	55%
Totals	14	31.15%

firms qualify for the JCG, and the portion of the total grant eligible positions that qualified at the reduce wage threshold. Of all applications submitted by firms in HUA localities, 31 percent of all grant-eligible positions qualified at the reduced threshold. Refer to Appendix E for the complete list of Qualification Year 2015 HUA zones.

Usage by Sector

Job growth by sector is tracked using the North American Industry Classification System (NAICS) Codes for all Job Creation Grant recipients. As with previous qualification years, the majority of qualified firms in Qualification Year 2015 were manufacturers (NAICS 300), representing 64 percent of all award grantees. Professional and Scientific Services (NAICS 541) represented the second largest proportion, 16 percent of grant recipients.

Figure 11: Qualified Firms by Industry Sector 2011-2015

Type of Business Firm	2011		2012		2013		2014		2015	
	#	%	#	%	#	%	#	%	#	%
Construction	1	2%	1	2%	1	2%	0	0%	0	0%
Health Care/Social Assistance	3	5%	3	5%	3	5%	2	3%	2	3%
Information	2	4%	3	5%	2	3%	1	1%	1	2%
Manufacturing	30	53%	32	53%	38	61%	45	67%	37	64%
Other Services	3	5%	2	3%	0	0%	0	0%	0	0%
Professional/Scientific Services	9	16%	12	20%	8	13%	12	18%	10	17%
Transport/Warehousing	3	5%	3	5%	4	6%	2	3%	2	3%
Wholesale Trade	5	9%	2	3%	2	3%	2	3%	3	5%
Admin. & Support and Waste Mgmt. & Remediation	1	2%	2	3%	1	2%	2	3%	2	3%
Utilities	0	0%	0	0%	1	2%	1	1%	0	0%
Accomodations and Food Service	0	0%	0	0%	1	2%	0	0%	1	2%
Management of Companies and Enterprises	0	0%	0	0%	1	2%	0	0%	0	0%
Total	57		60		62		67		58	

LOCAL ENTERPRISE ZONES

The commonwealth's 55 Enterprise Zones encompass approximately 260 square miles and include boundaries in 73 localities. During Qualification Year 2015, 20 of the 55 are joint zones, including pre-2005 zones designated as joint zones between counties and towns, and 14 localities have two Enterprise Zone designations.

Five Enterprise Zones reached their expiration dates on Dec. 31, 2014, following the completion of a 20-year designation. In addition, two zones expired on Dec. 31, 2014 due to inactivity, including the city of Galax and the joint zone for Mecklenburg County and the town of Clarksville. The available zone designations were filled through a competitive application process conducted by DHCD in 2014. Gov. McAuliffe designated five new zones beginning on Jan. 1, 2015. These zones included joint zones in Accomack-Northampton counties and Carroll and Grayson counties and the city of Galax, as well as single-jurisdiction zones in the city of Newport News, city of Bristol and Page County.

An additional 14 zones expired Dec. 31, 2015, and the available designations were again filled through a competitive application process conducted by DHCD in 2015. Gov. McAuliffe designated five new zones beginning on Jan. 1, 2016, including joint zones in Brunswick and Mecklenburg counties and Henry County and the city of Martinsville, as well as single-jurisdiction zones in the city of Hampton, city of Lynchburg and Tazewell County. The designation of these five zones brought the total number of zones designated to 25 since the passage of the 2005 Enterprise Zone Grant Act, which established a quota of 30 new zones.

No zones were renewed during 2015.

Unless noted otherwise, all 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: Zone Highlights
- Appendix B: State Incentive Usage by Zone 2011-2015
- Appendix C: Report on Local Incentives
- Appendix D: Enterprise Zone Map
- Appendix E: 2015 High Unemployment Areas

APPENDIX A: Zone Highlights

Accomack County - Northampton County

- Four Corner Plaza, LLC continued to renovate the Chesapeake Square Shopping Center in Onley, Accomack County. Four Corner Plaza completed renovations on seven commercial spaces previously occupied by Fresh Pride.
- The Cape Charles Animal Hospital opened in the spring of 2015, following a \$250,000 investment to build-out an existing space in Northampton County.
- Bayshore Concrete Products completed a \$4,000,000 expansion to their Northampton County facility in 2015. Bayshore Concrete Products has added over 250 jobs at their Cape Charles location since 2013.

Alleghany County - Clifton Forge - Covington

- Dixie Gas (CEDA, LLC) invested over \$1 million to build a new commercial facility in Alleghany County that will serve as a regional propane and petroleum distribution center. The investment included three 30,000 gallon propane storage tanks, two underground 30,000 gallon petroleum storage tanks, backup generators, a 1,800 square foot maintenance building, and a new office and showroom.

Bedford (Town)

- Fostek Corporation (Bedford Storage Investment, LLC), a leading manufacturer of foam, rubber and plastic products, invested over \$500,000 to expand their industrial headquarters in Bedford. The company has also created nearly 50 new jobs at the facility since 2010.

Bristol

- Acrospire, LLC completed a \$1.2 million investment to rehabilitate the former Bristol Fire Museum for Studio Brew, a local artisan brewery and restaurant under Master Brewer Erich Allen. The 15-barrel microbrewery opened in November 2015 and has created over 15 jobs.

Charlotte County - Prince Edward County - Lunenburg County

- Prince Edward County's Southgate Shopping Center in Farmville completed additional phases of an ongoing revitalization project after the closing of multiple stores in 2013. The owner of the shopping center invested over \$1.25 million for rehabilitation work in 2015.
- The Immigration Centers of America have created over 170 jobs at the Farmville Detention Center since 2009, including 10 net new positions in 2015. This Prince Edward facility serves as a civil detention center for individuals navigating the immigration process.

Chesterfield County

- Nearly \$500,000 in renovations was invested in the Chippenham Square on Midlothian Turnpike for tenant upfit and property improvements. The shopping center was purchased by the current owner in 2007, and is fully leased.
- Sabra Dipping Company, the nation's leading manufacturer of hummus and Mediterranean dips, continued to expand their operation in Colonial Heights, creating nearly 70 new, permanent, full-time positions in 2015, for a total of over 490 new jobs since 2009.

Danville

- Real estate developer PARCO International, LLC, operated by Steve Delgiorno, invested nearly \$250,000 to renovate a historic property at 616 N. Main Street in Danville's River District, which now houses The 616, a new farm-to-table restaurant.
- Jarrett Welding and Machine, a specialty welding business serving primarily agricultural, industrial, and construction industries, opened in Danville in 2010 and has created 18 new jobs at their Danville headquarters as of 2015.

Dinnwiddie County - Petersburg

- Chaparral (Virginia), a subsidiary of Chaparral Steel Company, was one of two companies that qualified for the Virginia Enterprise Zone Tax Credit program for 2015, for their 700 acre facility in Dinwiddie County.

Franklin - Southampton County - Isle of Wight County

- Keurig Green Mountain, Inc. added 71 new full-time jobs in 2015, for a total of over 500 new jobs at the new Isle of Wight facility that opened in 2012.
- Enviva Pellets, the world's largest producer of wood pellets, has created over 90 full-time positions including operators, technicians and engineers. The company invested nearly \$13 million in 2015, as part of the company's investment of over \$90 million in this new Southampton County facility that opened in 2013.
- Highground Services continued to expand employment at their headquarters in the City of Franklin by creating 7 new jobs during 2015. Highground Services is an engineering firm that specializes in process control, system automation, and instrumentation projects in industrial and municipal markets.

Halifax County

- Halifax County World of Sports, a multifaceted entertainment destination in South Boston, invested \$650,000 in ongoing renovations to the South Boston facility.
- Huber Engineered Woods, a division of J.M. Huber Corporation, expanded their employment in Halifax County, adding 16 new employees since 2013. Huber Engineered Woods manufactures specialty wood products for flooring, roofing, and walls.

Hampton

- C & C North America, an international producer of granite, quartz and stone surfaces invested over \$300,000 to expand its Hampton distribution center by 32,000 square feet. In addition, the company invested over \$1 million in additional equipment for the facility, and will create 10 new jobs as part of this expansion.
- Miller Investment, LLC invested over \$1 million to build a new gas station at the intersection of Coliseum Drive and Mercury Boulevard. The new 3,000 square foot fueling station includes a Miller's Neighborhood Market and a Dunkin' Donuts.
- Poquoson Motors Inc. invested \$325,000.00 to renovate the Chrysler, Dodge, Jeep, Ram portion of the dealership located on West Mercury Boulevard.
- Ferguson Enterprises Inc. is expanding the workforce at its new National Sales Center. The company has created 90 new jobs in Hampton since 2013, and plans to add up to 150 more positions at this location in the Hampton Roads Center Central Campus.
- Registrar Corporation continued to expand their Langley Research & Development Park location. The company has created 25 new jobs since 2012, including 7 new jobs created in 2015.

Henrico County

- Mondelez Global expanded their Laburnum Avenue facility, investing \$6.7 million in their South Laburnum Avenue bakery that manufactures Nabisco brand crackers and cookies. The expansion added 35,000 square feet.
- Development continued at Reynolds Crossing, a development feature 675,000 of office space, 150,000 of retail and restaurant space, and a Westin Hotel along Richmond's Broad Street corridor. In 2015, a new medical office building anchored by Bon Secours Richmond Health System and The Virginia Cancer Institute opened at Reynolds Crossing, along with a office/medical building for Sheltering Arms Physical Rehabilitation Center.

Henry County - Martinsville

- In January 2015, Hardide Coatings, Inc. announced it would invest \$7.25 million and create 29 new jobs at the facility vacated by Stone Dynamics, Inc. in 2013. The English company develops, manufactures and applies nanostructured tungsten carbide coatings to a wide range of engineering components. The company made a qualified investment of over \$300,000 to begin renovations in 2015.
- Monogram Foods (Monogram Snacks Martinsville, LLC) completed a significant expansion of the Knauss Drive facility in 2015, following the purchase of the former Masterbrand Cabinets building, which was updated as a new distribution center adjacent to their existing building. As part of this expansion, Monogram has created over 150 new jobs since 2013 and invested over \$7 million in the facility in order to increase their production capabilities.
- Southern Finishing Company, Inc., a manufacturer of prefinished mouldings, accessories, panels, doors, kitchen & bath cabinet components, received their fifth JCG in 2015, having created 160 new jobs at their Martinsville facility since 2010.

James City County

- Greystone of Virginia continued to expand their facility in Toano, creating 30 new jobs in 2015 for a total of over 85 new jobs in James City County since 2012. Greystone is a leading producer of high volume precision machined and plated components for the automotive, aerospace, defense and industrial markets.
- Prism Contractors and Engineers, Inc., a Williamsburg-based engineering company specializing in construction solutions for municipalities and commercial firms, created 9 new jobs in 2015 and invested \$175,000 to convert an existing warehouse into their new headquarters.

Lunenburg County- Kenbridge (Town)- Victoria (Town)

- Global Refining Group, a company that specializes in the recycling of catalytic converters, invested over \$1.5 million to expand their headquarters in Kenbridge.

Lynchburg

- 1220 Commerce Street, LLC completed a capital investment of \$275,000 to renovate a garage building into a restaurant space for El Jefe Taqueria Garajein in downtown Lynchburg. This building was renovated in coordination with the development of the adjacent Imperial Tobacco Lofts.
- In June 2015, Centra Health opened the Lynchburg Medical Center, a new primary care medical facility on Nationwide Drive. Centra invested over \$8 million to construct the new 46,500 square foot medical facility. Centra invested an additional \$2 million in 307 Alleghany Avenue, which was rehabilitated for the City's Health Department.
- Seven Hills Food, a newly established processor and wholesaler of Virginia meat products, renovated a historic Lynchburg abattoir previously occupied by Dinner Bell Meat. Seven Hills Food invested over \$1 million to renovate the 40,000 square foot building and invested another \$1 million in processing equipment.
- Delta Star, the nation's sole manufacturer of mobile transformers and substations, added 35 new jobs at their Mayflower Drive facility in 2010.

Newport News

- In January 2015, Canon Virginia Inc., a subsidiary of Canon U.S.A. Inc., announced that it will invest \$100 million to expand its Newport News operations. Canon Virginia will increase printer cartridge and toner production.
- Liebherr Mining & Construction Equipment completed additional work as part of the \$45,000,000 capital investment announced in 2012. In 2015, Liebherr invested \$4 million in Plant 2 at their Chestnut Avenue facility. In addition, the company has added 25 jobs since they began their JCG cycle.
- Continental Automotive Systems, an electronics and mecha-tronic product supplier for automotive market, completed Phase I of its expansion, investing over \$37.6 million and creating 65 new full-time jobs since 2013.
- Ferguson Enterprises Inc. opened a state-of-the-art showroom in Newport News, which will also serve as the company's national training center. The company invested over \$5 million to construct the new flagship location at their existing corporate campus. Ferguson also renovated their Tech Center in Newport News, investing \$725,000 to update their space in the Denbigh Shopping Center, where the firm serves as the anchor tenant.

Norfolk

- 759 Granby, LLC invested \$1.5 million to convert the historic Texaco building into a vibrant property for Work Release, an art exhibition and event space at the center of the City's NEON District.
- EOS Surfaces: Rehab on an existing industrial building. They create antibacterial counter-top surfaces for hospitals and other users. Total qualified investment \$577,420.
- Fort Norfolk Retirement Community invested \$625,000 to rehabilitate the existing mixed-use building at the Harbor's Edge Norfolk facility, which houses a bank brand, administrative offices, physical therapy offices, and the Ghent Center for Memory Support.

Patrick County – Stuart (Town)

- Primland, a luxury Blue Ridge Mountain hotel located in Meadows of Dan, invested over \$6 million in the expansion of the luxury hotel facility with the construction of four new buildings, which will add sixteen new guest rooms to the hotel.

Portsmouth

- CRES-EG, a joint venture between Ellis-Gibson Development Group and Commercial Real Estate Services (CRES) invested nearly \$1 million to construct a new Wendy's location on Frederick Boulevard.
- Over \$4.7 million has been invested to redevelop seven acres of the former Norcom High School site into Midtown Marketplace, a new multi-tenant retail destination in Portsmouth. Midtown Marketplace features a T.J. Maxx, Sally Beauty Supply, and MetroPCS, adjacent to a 13-acre portion of the Norcom site for a Kroger grocery store.

Prince George County

- Service Center Metals added 10 new positions in 2015, for a total of 27 new, full-time jobs since 2012. These positions were created in conjunction with a larger employment expansion at this 24-hour aluminum extrusion and billet manufacturing facility.

Pulaski County - Pulaski (Town)

- Mexico-based Red Sun Farms opened a state-of-the-art greenhouse facility in Dublin, which will produce 30 million pounds of tomatoes each year. The facility, located in the New River Valley Commerce Park, cost over \$6 million to construct, and houses 18 acres of greenhouse space. The company is expected to construct another 30 acres of greenhouse space in future phases of construction.
- Phoenix Packaging Operations, LLC has continued to ramp-up employment at the Pulaski County facility. The plastic manufacturer, which supplies companies such as Keurig and Dannon, has added 370 jobs since 2010.

Richmond (City)

- Historic Hotels of Richmond began a multi-year renovation of The Jefferson Hotel. The \$11 million renovations include redesigned floor plans with new bathrooms, HVAC, electric, lighting, and technology. The luxury hotel has reduced the number of guest rooms from 262 to 180, but the individual rooms and suites were expanded dramatically.
- Virginia Commonwealth University Real Estate Foundation completed renovations at a property West Broad Street and constructed a new tower on West Grace Street, investing over \$9 million in qualified real property investments. The two commercial buildings house administrative offices, the university's Film Department, and commercial space for the Walmart on Campus, a 4,000 square foot concept store participating in the international retailer's pilot program.
- Hardywood Park Craft Brewery expanded their workforce in the City of Richmond, adding 10 new jobs in 2015. In July 2015, the Brewery announced that they will open a new facility in Goochland County, but they will continue to expand and operate its Richmond facility.
- The HI Richmond Hostel (Hostelling International) opened in Downtown Richmond in the fall of 2015. American Youth Hostels invested \$1.8 million to renovate the 13,000 square foot historic Otis Elevator Building on 2nd Street, with space to accommodate 55 guests.

Radford

- Roanoke-based Macado's Inc. invested \$500,000 to substantially renovate the existing restaurant on East Main Street in Radford. Renovations included full cosmetic changes, new entrances, an expanded kitchen with new equipment, and additional outdoor seating.
- Taylor Hollow Construction completed a \$815,000 investment to completely renovate the historic building at 337 West Main Street into 2 commercial spaces and apartments on the upper floors.

Roanoke (City)

- Burns & McDonnell Engineering Co. added 11 new jobs to their Roanoke office on Norfolk Avenue. Burns & McDonnell is an international engineering, architecture, and consulting firm based in Kansas City, Missouri.
- FreightCar Roanoke, a manufacturer of railcars for bulk transportation operations, has created 170 permanent, full-time jobs in the City of Roanoke since 2012, including over 60 jobs created in 2015.
- 360 Toyota, LLC constructed the new Haley Toyota dealership on Courtland Road, investing over \$7 million in the 17 acre site. Haley Toyota purchased the land from the City of Roanoke in 2013, following substantial hazard mitigation work was done to clean up the property for development.
- Virginia Transformer, which provides transformers to the energy sector, completed a nearly \$1 million expansion, adding 6,000 SF to their existing facility.
- A long-vacant building at 113 Norfolk Avenue was rehabilitated to include approximately 17 apartments and commercial space, with an investment of approximately \$1.2 million.
- Anstey Holdings, LLC completed renovations at 802 Wiley Drive, which now houses The Green Goat restaurant. Anstey invested \$450,000 into the property that has been shuttered for nearly 30 years, previously the site of the Transportation Museum of Virginia.

Staunton

- Advanced manufacturer Cadence created 5 new jobs at their Staunton facility in 2015, for a total of 103 new jobs created since 2010.

Tazewell County

- Tacala Tennessee Corp constructed a new stand-alone Taco Bell location in Pounding Mill, Tazewell County. The company invested \$900,000 in the new restaurant, which opened December 2015. Taco Bell added 32 full and part time positions at the new location.
- Appalachian Capital Investment, LLC invested \$750,000 to construct a new Huddle House in Richlands, which opened in October 2015.

Winchester

- Escutcheon Brewing Co. opened in June 2015, following \$1 million was invested to renovate an existing 10,000 square foot industrial property on Commercial Street. Investor Major Properties, LLC qualified for an RPIG in Qualification Year 2014, prior to the brewery opening.
- Trex Company, Inc., the world's largest manufacturer of high-performance wood-alternative decking and railing, announced plans to continue expanding their operations in Winchester and Frederick County. Trex has created 30 new jobs at the Winchester facility since 2013, and their 2015 indicates they will continue expanding their local workforce in the coming years.

Appendix B: State Incentive Utilization

Zone Information					Number of Incentives					Summary of 2015	
Zone #	Community	Acreage	Designation	Expiration	2015	2014	2013	2012	2011	Award \$	% of Total
32	Brunswick County	2738	1996	2015	0	0	1	2	0	\$0	0.00%
	Town of Lawrenceville	273									
33	Chesterfield County	3820	1996	2015	6	6	7	6	6	\$660,454	5.47%
35	City of Hampton	3636	1996	2015	6	7	4	4	4	\$193,083	1.60%
36	Henry County	3840	1996	2015	8	5	9	6	6	\$434,114	3.60%
	City of Martinsville	630									
37	James City County	3832	1996	2015	6	4	9	8	3	\$126,027	1.04%
38	Mecklenburg County	2486	1996	2015	1	0	0	0	2	\$66,643	0.55%
	Town of South Hill	1528									
	Town of LaCrosse	556									
39	Town of Orange	582	1996	2015	2	0	0	1	2	\$66,558	0.55%
40	Pulaski County	3719	1996	2015	2	2	0	0	3	\$199,930	1.66%
41	Town of Pulaski	301	1996	2015	3	0	0	0	1	\$167,512	1.39%
42	City of Roanoke	1372	1996	2015	2	1	5	4	3	\$199,930	1.66%
44	Tazewell County	3504	1996	2015	3	1	2	3	3	\$96,525	0.80%
45	Warren County	2074	1996	2015	1	1	1	0	0	\$66,643	0.55%
46	City of Lynchburg	2171	1996	2015	5	8	5	4	2	\$262,294	2.17%
47	Dinwiddie County	3029	1998	2017	2	1	0	1	2	\$75,982	0.63%
	City of Petersburg	704									
48	Charlotte County	772	2000	2019	6	5	5	3	4	\$448,894	3.72%
	Lunenburg County	404									
	Prince Edward County	2859									
49	Dickenson County	3654	2000	2019	0	0	1	0	0	\$0	0.00%
	Town of Clintwood	238									
	Town of Haysi	162									
50	Town of Warsaw	903	2000	2019	0	2	3	3	4	\$0	0.00%
	Lancaster County	3021									
	Northumberland County	2471									
	Richmond County	946									
	Westmoreland County	2826									
	Town of Kilmarnock	213									
51	Smyth County	3572	2000	2019	3	1	0	7	4	\$118,419	0.98%
	Washington County	2876									
	Town of Chilhowie	505									
	Town of Glade Spring	289									
53	Alleghany County	3608	2001	2020	1	2	2	0	2	\$30,290	0.25%
	Town of Clifton Forge	246									
	City of Covington	639									
54	Henry County	2934	2001	2020	1	1	1	0	0	\$34,819	0.29%
	City of Martinsville	527									
55	Lunenburg County	364	2001	2020	1	1	0	0	1	\$66,643	0.55%
	Town of Kenbridge	310									
	Town of Victoria	220									
57	Pittsylvania County	3428	2001	2020	3	4	5	7	4	\$15,638	0.13%
	City of Danville	1700									
22	Patrick County	3563	2002	2021	1	2	0	0	0	\$133,286	1.10%
	Town of Stuart	176									
28	City of Richmond (North)	3840	2003	2022	45	38	28	21	30	\$2,677,092	22.18%
	Henrico County	3811									

Zone Information					Number of Incentives					Summary of 2015	
Zone #	Community	Acreege	Designation	Expiration	2015	2014	2013	2012	2011	Award \$	% of Total
1	City of Danville	1916	2004	2023	5	5	5	4	4	\$177,936	1.47%
2	City of Lynchburg	2216	2004	2023	9	10	13	6	6	\$471,207	3.90%
3	City of Newport News	3839	2004	2023	12	18	13	21	16	\$328,449	2.72%
5	City of Roanoke	1922	2004	2023	13	13	15	11	23	\$818,245	6.78%
6	Smyth County	619	2004	2019	0	1	0	1	0	\$0	0.00%
	Town of Saltville	351									
8	City of Hampton	3233	2005	2014	4	13	15	17	3	\$188,965	1.57%
9	City of Hopewell	2183	2005	2014	1	1	2	0	0	\$31,152	0.26%
10	City of Petersburg	922	2005	2014	0	5	2	2	2	\$0	0.00%
11	Wythe County	3421	2005	2014	0	1	0	0	2	\$0	0.00%
12	Town of Bedford	244	2005	2014	2	0	0	2	0	\$88,351	0.73%
14	City of Waynesboro	608	2008	2017	1	1	1	3	5	\$12,520	0.10%
15	Halifax County	2853	2008	2017	7	6	7	5	2	\$141,920	1.18%
52	Wise County	3808	2008	2017	0	0	1	2	0	\$0	0.00%
4	City of Portsmouth	1468	2010	2019	6	5	3	5	2	\$386,351	3.20%
7	City of Norfolk	2384	2010	2019	10	17	15	13	11	\$631,245	5.23%
16	Prince George County	3754	2010	2019	1	2	1	0	2	\$11,364	0.09%
17	City of Staunton	699	2010	2019	1	1	6	5	5	\$70,710	0.59%
18	City of Franklin	878	2010	2019	7	6	3	4	1	\$832,074	6.89%
	Southampton County	3412									
	Isle of Wight County	2438									
24	Pittsylvania County	3132	2010	2019	0	1	0	0	0	\$0	0.00%
19	City of Richmond (South)	3611	2013	2032	3	5	4	N/A	N/A	\$333,216	2.76%
43	Greensville	3280	2013	2032	0	1	3	N/A	N/A	\$0	0.00%
	City of Emporia	631									
20	City of Portsmouth	3659	2014	2033	1	3	N/A	N/A	N/A	\$1,360	0.01%
21	City of Winchester	607	2014	2033	1	3	N/A	N/A	N/A	\$20,792	0.17%
23	Scott County	3133	2014	2033	2	1	N/A	N/A	N/A	\$56,216	0.47%
25	Pulaski County	3149	2014	2033	5	4	N/A	N/A	N/A	\$344,424	2.85%
	City of Radord	1289									
26	Accomack County	3314	2015	2034	6	N/A	N/A	N/A	N/A	\$234,938	1.95%
	Northampton County	2773									
27	Carroll County	3658	2015	2034	2	N/A	N/A	N/A	N/A	\$81,980	0.68%
	Grayson County	1231									
	City of Galax	637									
29	City of Bristol	634	2015	2034	2	N/A	N/A	N/A	N/A	\$133,287	1.10%
30	Page County	1897	2015	2034	0	N/A	N/A	N/A	N/A	\$0	0.00%
31	City of Newport News	3236	2015	2034	5	N/A	N/A	N/A	N/A	\$315,968	2.62%
0	JCG from Expired Zones	N/A	N/A	N/A	1	1	N/A	N/A	N/A	\$217,712	1.80%
					215					\$12,071,157	

Appendix C: Report on Local Incentives

Community Zone #	Local Incentives Offered
Accomack County 26A	Accelerated permit processing and plan review Bond conduit issuer fee exemption Business Personal Property tax grant Discounted land buy-down Local job creation grants in the Accomack Industrial Park Local real property investment grants Marketing opportunities Permit fee and land fill rebates
Alleghany County 53A	Building permit fee rebate Business license tax reduction Machinery and tools tax reduction Partial real estate tax exemption Utility consumption tax reduction Zoning fee rebate
Bedford (Town) 12	5-year business, occupational, license (BPOL) fee rebates 5-year rehabilitated real estate tax exemption Accelerated permit processing Utility service improvements and reduction of connection fees Zoning and signage fee waiver
Bristol (City) 29	Accelerated permit processing Business and job training grants Design assistance Façade improvement grant Partial real property tax exemption
Brunswick County 32A	Accelerated permit processing Building permit fee waiver Coordination with local banking services Discounted land buy-down Low-interest loans for fixed-assets Machinery and tools tax grant Partial real estate tax exemption Water and sewer connection fee waiver
Carroll County 27A	Building permit fee waiver Local job creation credit program Water and sewer connection fee waiver
Charlotte County 48A	Accelerated permit processing Discounted land buy-down Machinery and tools tax grant Technology assistance in industrial parks Workforce training
hesterfield County 33	Business personal property rebate Business, professional, and occupational license fee waiver Machinery and tools tax grant Partial real estate tax exemption Utilities connection fee credit Zoning, plan review, building permit, land disturbance, and signage permit waivers

Community Zone #		Local Incentives Offered
Chilhowie (Town)	51C	Building permit fee waiver Business, professional, and occupational license fee waiver for businesses creating new jobs Partial real estate tax exemption Utilities connection fee credit
Clifton Forge (Town)	53C	Business, professional, and occupational license fee partial waiver Machinery and tools tax grant Partial real estate tax exemption Utility consumption tax reduction Zoning and building permit fee rebate
Clintwood (Town)	49B	Water and sewer connection fee waiver Workforce training opportunities
Covington (City)	53B	Machinery and tools tax grant Partial business, professional, and occupational license fee waiver Partial real estate tax exemption Permit and zoning fee waiver Small business loan program Utility consumption tax reduction
Danville (City) 1 & 57B		Dan River Businesses Development Center assistance Discounted land buy-down Local job creation grant Machinery and tools tax grant Partial business, professional, and occupational license fee waiver Partial real estate tax exemption Permit fee waiver Regional Center for Applied Technology and Training assistance Utility connection fee rebates
Dickinson County	49A	Building and permit fee waivers Grants based on real estate taxes paid Machinery and tools tax grant Partial real estate tax exemption Utility connection fee rebates Workforce training grants
Dinwiddie County	47B	Accelerated permit processing Building and permit fee waivers Business, professional, and occupational license fee waiver Certified recycling equipment grant Code enforcement assistance Partial Water and sewer connection fee waiver
Emporia (City)	43B	Business incubation grant Business personal property grant Business, professional, and occupational license fee waiver Façade improvement grant Machinery and tools tax grant Partial real estate tax exemption Water and sewer connection fee waiver Zoning and building permit fee waiver

Community Zone #		Local Incentives Offered
Franklin (City)	18A	Accelerated permit processing
		Discounted land buy-down
		Electricity fee and tax rebate
		Franklin’s Paul D. Camp Community College’s Regional Workforce Development Center assistance
		Free temporary office space for administrative staff up to 5 persons
		Machinery and tools tax grant
		Partial real estate tax exemption
		Permit fee rebate
		Reduced fee for jobs skills assessment
Galax (City)	27	Building permit fee waiver
		Water and sewer connection fee waiver
Glade Spring (Town)	51D	Partial real estate tax exemption
		Business, professional, and occupational license credit
Grayson County	27B	Building permit fee waiver
		Water and sewer connection fee waiver
Greenville County	43A	Building and zoning permit fee waivers
		Discounted land buy-down
		Grant based on real estate taxes paid
		Machinery and tools tax grant
Halifax County	15	Water and sewer connection fee waiver
		Business, professional, and occupational license fee waiver by Halifax County and Town of South Boston
		Chamber of Commerce Membership Fee Waivers
		Discounted land buy-down
		Furniture, fixtures, and equipment grant
		Local real property investment grants
		Machinery and tools tax grant
		Partial permit fee waivers by the Town of South Boston
		Partial sales tax exemption in the Town of South Boston
		Utility Tax Grant on electricity and natural gas by Halifax County and Town of South Boston
Workforce training opportunities		
Hampton (City)	8 & 35	Capital investment grants
		Business, professional, and occupational license fee rebate
		Hampton Technology Incubator assistance
		Hampton University Small Business Incubator assistance
		Revolving loan fund
Utility tax grant		

Community Zone #		Local Incentives Offered
Henrico County	28B	Accelerated permit processing and design assistance Architectural Design Assistance Program for façade, exterior (landscaping) improvements Building demolition and site preparation grant Crime Prevention Through Environmental Design Façade improvement grants Free-standing signage grants Off-Site improvement grants for off-site draining, water and sewer improvements Parking lot sealing and paving, and landscaping grants Partial real estate tax exemption Permit and plan review fee waivers Training Seminars for Businesses Workforce training opportunities
Henry County	36A & 54A	Building Permit Fee Waiver Furniture, fixtures, and equipment grant Machinery and tools tax grant Partial real estate tax exemption Water and sewer connection fee waiver
Hopewell (City)	9	Land development and permit fee waivers Accelerated permit processing Crime prevention assessments Fire safety education seminars Partial business, professional, and occupational license fee waiver Partial real estate tax exemption Public facility and infrastructure enhancements Sewer connection fee waiver
Isle of Wight County	18C	Accelerated permit processing Daycare and Preschool establishment grant Economic Development Incentive Grant Machinery and tools tax grant Partial real estate tax exemption
James City County	37	Partial real estate tax exemption Permit fee waivers Real estate tax grants for zone and county residents employed Utility fee reductions for sewer Utility tax waiver
Kenbridge (Town)	55B	Accelerated permit processing Building Permit Fee Waiver Business, professional, and occupational license fee waiver Discounted land buy-down Tax-exempt industrial revenue bonds Water and sewer connection fee waiver and reduced extension fees Workforce training

Community Zone #		Local Incentives Offered
Kilmarnock (Town)	50A	Auto decal fee waiver Business, professional, and occupational license fee waivers in the Kilmarnock Business and Technology Park Capital investment and job creation incentives for new and existing businesses Water and sewer connection fee waiver in the Kilmarnock Business and Technology Park Zoning, permit, and subdivision fee waivers in the Kilmarnock Business and Technology Park
La Crosse (Town)	38A	Building permit fee waiver Business, professional, and occupational license fee waiver Coordination with local banking services Local job creation grant Machinery and tools tax grant Water and sewer connection fee waiver and reduced consumption charges
Lancaster County	50B	Capital investment and job creation incentives for new and existing businesses Façade improvement grants Micro-enterprise loan pool Partial real estate tax exemption
Lawrenceville (Town)	32B	Accelerated permit processing Business, professional, and occupational license fee waiver Partial real estate tax exemption Water and sewer connection fee waiver
Lunenburg County	48B	Accelerated permit processing Discounted land buy-down Machinery and tools tax grant Real estate tax grants Technology assistance Workforce training opportunities
Lunenburg County	55A	Accelerated permit processing Building permit fee waiver Business, professional, and occupational license fee waiver Discounted land buy-down Equipment investment grants Industrial and commercial development grants Tax-exempt industrial revenue bonds Workforce training opportunities
Lynchburg (City)	2 & 46	Discounted land buy-down Industrial training programs through Central Virginia Community College Low-interest loan pool Partial real estate tax exemption Real estate redevelopment grants Water and sewer connection fee financing

Community Zone #	Local Incentives Offered
Martinsville (City) 36B & 54B	Building permit fee waiver Business, professional, and occupational license fee rebate Furniture, fixtures, and equipment grant Grant based on real estate taxes paid Machinery and tools tax grant Partial real estate tax exemption Water and sewer connection fee waiver
Mecklenburg County 38C	Building permit fee waiver Coordination with local banking services Discounted land buy-down in the Airport Industrial Park Local job creation grant Machinery and tools tax grant
Newport News (City) 3	Business, professional, and occupational license fee rebate Infrastructure improvements to the Oakland Industrial Park and Carleton Farm Industrial Park Occupancy cost reduction for target industries Utility tax
Newport News (City) 31	Business assistance Business, professional, and occupational license fee rebate Discounted land buy-down Loan guarantee assistance Low-interest loan pool Occupancy cost reduction for target industries Partial real estate tax exemption Utility consumption tax reduction
Norfolk (City) 7	Building permit fee waiver Business assistance Business, professional, and occupational license fee rebate Free tax consultations Marketing opportunities Norfolk Redevelopment Housing Authority technical and research assistance and access to free meeting space Partial real estate tax exemption Utility consumption tax reduction
Northampton County 26B	Accelerated permit processing and plan review Micro-enterprise loan pool Partial real property tax exemption
Northumberland County 50C	Capital investment and job creation incentives for new and existing businesses
Orange (Town) 39	Accelerated permit processing Architectural design and landscaping design assistance Marketing opportunities Zoning, and sign permit fee waivers
Page County 30	Accelerated permit processing Business, professional, and occupational license fee rebate Capital investment grants Development fee rebates Local sales, meals, and lodging tax partial refund Partial real estate tax exemption Small business loan program

Community Zone #		Local Incentives Offered
Patrick County	22A	Building permit fee waiver
		Machinery and tools tax grant
		Partial real estate tax exemption
Petersburg (City)	10	Architectural Design Assistance Program
		Building and land disturbance permit and zoning fee waivers
		Discounted land buy-down
		Façade improvement grants
		Local EZ Development Grant
		Machinery and tools tax grant
		Partial real estate tax exemption
Water and sewer connection fee reduction		
Petersburg (City)	47A	Water and sewer permit fee waivers
		Building and land disturbance permit and zoning fee waivers
		Business, professional, and occupational license fee rebate
		Free water and sewer extension for city-owned properties purchased for private use
Pittsylvania County	57A	Water and sewer connection fee reduction
		Dan River Business Development Center spaces
		Discounted land buy-down
		Local job creation grant
		Machinery and tools tax grant
		Regional Center for Applied Technology and Training (RCATT)
Pittsylvania County	24	Shell building development assistance
		Workforce training
		Building permit fee waiver
		Dan River Business Development Center spaces
		Discounted land buy-down
		Local job creation grant
Portsmouth (City)	4 & 20	Local sales tax grant
		Regional Center for Applied Technology and Training (RCATT)
		Building and site plan review fee waivers
		Building, land-use, mixed-use housing, and subdivision permit fee waivers
		Business personal property investment grant
		Façade improvement grants
		Machinery and tools tax grant
Mixed-use development incentives		
Partial real estate tax exemption		
Streetscape improvement grants		

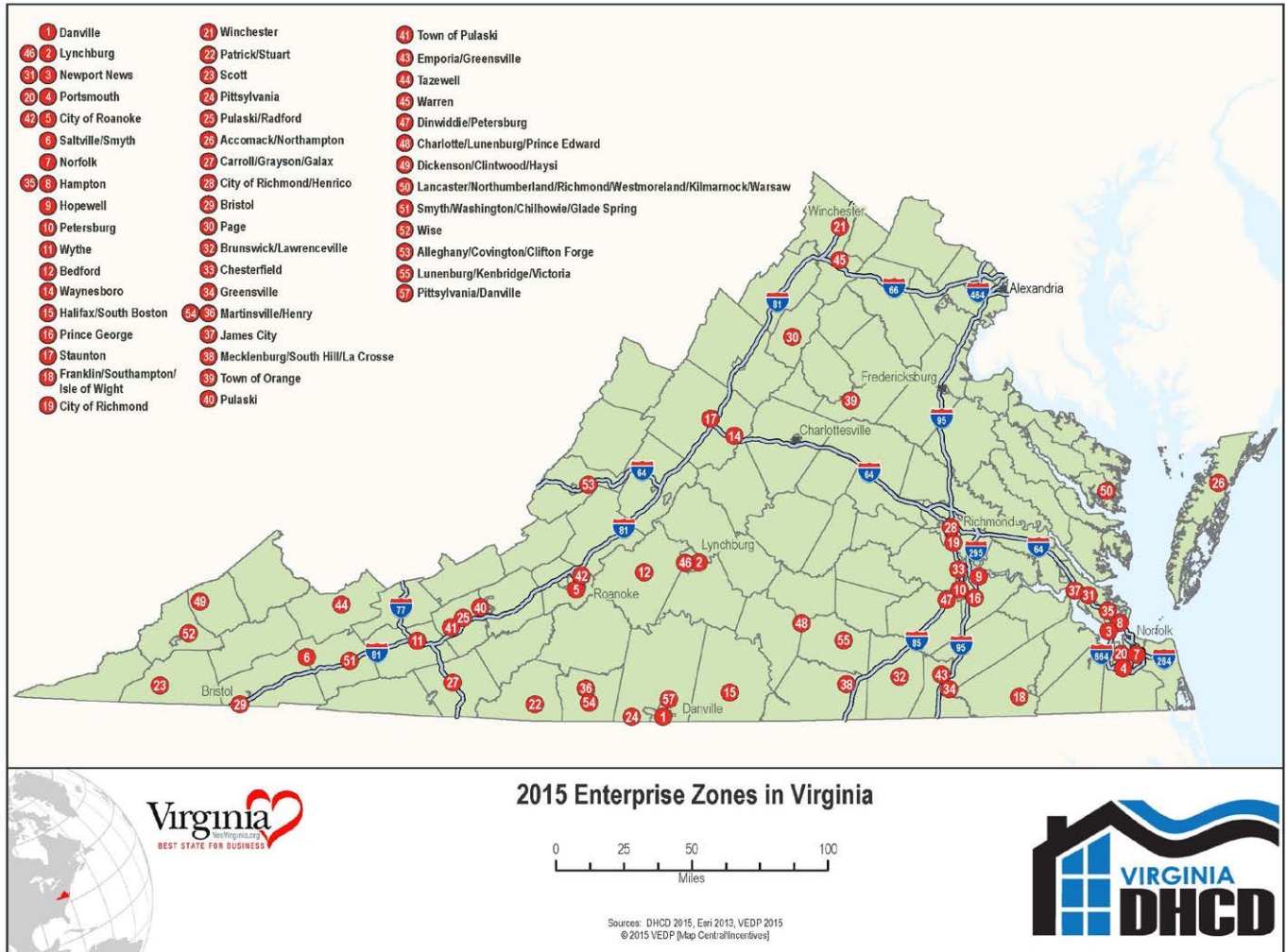
Community Zone #		Local Incentives Offered
Prince Edward County	48C	Accelerated permit processing
		Architectural design fee rebate in Farmville Historic District
		Building permit fee waiver
		Business development services and workshops
		Business security audit
		Crime Prevention Through Environmental Design
		Discounted land buy-down in Prince Edward Business Park
		Labor pool information
		Land disturbance, soil, and erosion permit fee waiver for properties on W. Third Street
		Machinery and tools tax grant in the Prince Edward Business Park and Farmville Industrial Park
		Partial real estate tax exemption
Water and sewer connection fee reduction in the Town of Farmville		
Prince George County	16	Business, professional, and occupational license fee rebate
		Machinery and tools tax grant
		Utility consumption tax reduction
		Zoning fee waiver
Pulaski County	40	Partial real estate tax exemption
		Machinery and tools tax grant
		Water and sewer connection fee reduction and reduced consumption charges
		Off-balance sheet financing
		Tax-exempt industrial revenue bonds
		Accelerated permit processing
Pulaski County	25B	Accelerated permit processing
		Off-balance sheet financing
		Stimulus Grant for job creation and capital investments
		Tax-exempt industrial revenue bonds
		Water and sewer connection fee waiver and reduced consumption charges
Pulaski (Town)	41	Building permit and zoning fee rebates
		Machinery and tools tax grant
		Partial real estate tax exemption
		Small business loan program
Radford (City)	25A	Temporary office space at New River Valley Community College
		Machinery and tools tax grant
		Matching funds for the Commonwealth Opportunity Fund
		Partial real property tax exemption
Richmond (City) 19 & 28A		Utility connection fee waiver
		Brownfield development rebate
		Business relocation rebate
		Employment assistance grant for job creation
		Industrial development fee rebate
		Loan fee rebate up to \$1,000 for businesses financing zone investments
Machinery and tools tax grant		
		Partial real estate tax exemption

Community Zone #		Local Incentives Offered
Richmond County	50E	Capital investment and job creation incentives for new and existing businesses Partial real estate tax exemption
Roanoke (City)	5 & 42	Business security grant Development fee rebates Façade, parking, and landscaping improvement grants Fire suppression retro-fit grant and connection fee rebate Neighborhood parks and recreation grant Partial real estate tax exemption Water and sewer and fire connection fee rebates Workforce training opportunities
Saltville (Town)	6A	Broadband access connection reimbursement Business personal property investment grant Downtown revitalization grants and loans Loan assistance Partial real estate tax exemption Stimulus Grant for job creation and equipment investments Tourism marketing mini-grant Water and sewer connection fee waiver Workforce training opportunities
Scott County	23	Building permit and zoning fee waiver CPA Fee refund for EZ incentive attestation Grant based on real estate taxes paid Lodging tax grant Machinery and tools tax grant Merchant Capital tax grant
Smyth County	6B & 51A	Loan assistance Partial real estate tax exemption Stimulus Grant for job creation and equipment investments Water and sewer connection fee reduction Workforce training opportunities
Southampton County	18B	Accelerated permit processing Building permit fee waiver Discounted land buy-down Labor pool information Machinery and tools tax grant Partial real estate tax exemption Temporary office space Utility tax grant for electricity Workforce training
South Hill (Town)	38	Building permit fee waiver Coordination with local banking services Discounted land buy-down Local job creation grant Machinery and tools tax grant

Community Zone #		Local Incentives Offered
Staunton (City)	17	5-year business grant Building, plumbing, electrical, mechanical, sign, special use, and zoning permit fee waivers Crime Prevention Through Environmental Design Labor pool information Local job creation grant Low-interest loan pool Machinery and tools tax grant Partial real estate tax exemption Public property enhancement and beautification program Water and sewer connection fee reduction Workforce training assessment Zoning modification consideration
Stuart (Town)	22B	Business, professional, and occupational license fee reduction Machinery and tools tax grant Partial real estate tax exemption Water and sewer connection fee waiver
Tazewell County	44	Industrial development grant programs Partial real estate tax exemption
Victoria (Town)	55C	Accelerated permit processing Business, professional, and occupational license fee waivers in the Kilmarnock Business and Technology Park Discounted land buy-down Tax-exempt industrial revenue bonds Water and sewer connection and extension fee reduction
Warren County	45	Accelerated permit processing Business, professional, and occupational license fee reduction Financial package assistance Labor pool information Partial planning, zoning, and building permit fees reductions
Warsaw (Town)	50F	Capital investment and job creation incentives for new and existing businesses Façade improvement grants Partial real estate tax exemptions
Washington County	51B	Building and zoning permit fee waivers or reductions Discounted land buy-down Partial real estate tax exemption Tax-exempt industrial revenue bond application fee waiver
Waynesboro (City)	14	Local job creation grants in the Accomack Industrial Park Partial real estate tax exemption Sidewalk and landscape enhancement grants
Westmoreland County	50D	Capital investment and job creation incentives for new and existing businesses

Community Zone #	Local Incentives Offered
Winchester (City) 21	Business development grants and Commercial and Mixed-Use Property Rehabilitation Grant Development fee rebates Entrepreneurship Grant Façade improvement loans Knowledge-Based Job Grant Major Economic Development Project Major Mixed-Use Development Incentive Micro-enterprise loan pool New or Expanding Technology-Driven Business Grant Partial real property tax exemption Residential Real Estate Improvement Grant Retail-Mix Enhancement Grant Revolving loan funds
Wise County 52	Building permit fee waiver Discounted land buy-down and reduced development costs in the Business and Technology Park and the Toms Creek and Dale Ridge sites Machinery and tools tax grant Partial real estate tax exemption Workforce training at UVA Wise and Mountain Empire Community College
Wythe County 11	Accelerated permit processing Building permit fee waiver Business, professional, and occupational license fee reduction Dining and lodging establishment grants Discounted land buy-down in Progress Park Local job creation grant for high-wage businesses Revolving loan fund Sewer connection fee reduction Water consumption rate reduction

Appendix D: 2015 Virginia Enterprise Zone Map



Appendix E: High Unemployment Areas

In 2010, the Virginia Enterprise Zone (VEZ) Job Creation Grant program was amended to change the eligibility threshold in areas with unemployment rates that are equal to or more than one and one-half times the state average. Previously, positions earning less than 175 percent of the federal minimum wage were not eligible for the JCG. The amendment to the statute allows otherwise eligible businesses in high unemployment areas paying 150 percent of the federal minimum wage to qualify for the \$500/position grant. In Qualification Year 2015, 150 percent of the federal minimum wage was \$10.88. High unemployment area zones that were authorized by this provision during Qualification Year 2015 are listed below. Towns within Counties listed below are considered HUAs as well.

2015 Enterprise Zone Grant Application			
Brunswick County (Town of Lawrenceville)	32	City of Hopewell	9
City of Covington	53	City of Martinsville	36, 54*
City of Danville	1, 57*	Page County	30
Dickenson County (Town of Haysi)	49	City of Petersburg	10, 47*
City of Emporia	43	Prince Edward County	48*
City of Franklin	18*	Smyth County	6, 51*
City of Galax	27*	Tazewell County	44
Halifax County (Town of South Boston)	15		
<p><i>*The following communities in joint zones are NOT HUAs: Alleghany County (Clifton Forge), Charlotte County, Dinwiddie County, Greensville County, Henry County, Isle of Wight County, Lunenburg County, Pittsylvania County, Southampton County, Washington County (Glade Spring). Businesses in these communities are not eligible for the reduced wage threshold. Source: DHCD based on the LAUS Unit and Bureau of Labor Statistics 2014 Annual Virginia Unemployment Report.</i></p>			

The following localities were no longer considered HUA zones: The City of Galax, Greensville County, Henry County, Mecklenburg County (including LaCrosse and South Hill), Richmond County and Wise County. Businesses in these zones that have previously applied for the JCG as HUA applicants were eligible to continue qualifying for the \$500 grant at the reduced wage threshold of \$10.88/hour for the remainder of their 5-year grant period. However, any new businesses applying for the JCG in these zones were required to qualify positions at 175% of the Federal Minimum Wage (FMW).