



COMMONWEALTH of VIRGINIA

Office of the Governor

Terence R. McAuliffe
Governor

July 21, 2017

The Honorable S. Chris Jones
Chairman
House Appropriations Committee
House of Delegates
P.O. Box 5059
Suffolk, Virginia 23435

Dear Chairman Jones:

I am writing to provide documentation of the transactions of the Commonwealth's Opportunity Fund (COF) which have occurred during the second half of the 2017 fiscal year as required by § 2.2-115(G) of the Code of Virginia.

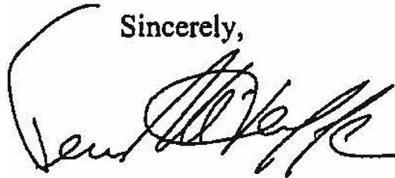
For the second half of the 2017 fiscal year, ended June 30, 2017, a total of \$13,520,000 was committed from the COF to assist 13 projects relocating to or expanding in the state. A summary for each of these projects is enclosed. For the projects which have been announced, I am enclosing a profile, an analysis and recommendation by the Virginia Economic Development Partnership, and a scoring sheet.

For the second half of the 2017 fiscal year, actual disbursements from the COF were made to the City of Suffolk for Peet's Coffee and Tea, the City of Chesapeake for Dollar Tree, Mecklenburg County for Microsoft, the City of Norfolk for Movement Mortgage, Fauquier County for OVH, Arlington County for Grant Thornton, Frederick County for American

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Woodmark, Henrico County for Dominion Packaging, Henry County for Novatech, Spotsylvania County for idX, Dinwiddie County for Aldi, Washington County for Universal Companies, Henry County for Eastman Chemical, and Arlington County for Nestle. Actual disbursements totaled \$16,140,000.

Sincerely,

A handwritten signature in black ink, appearing to read "Terence R. McAuliffe". The signature is stylized and cursive, with a large initial "T" and "M".

Terence R. McAuliffe

Enclosures (Provided Electronically)

cc: The Honorable Todd P. Haymore, Secretary of Commerce and Trade

Mr. Stephen Moret, President and CEO, Virginia Economic Development Partnership

PROJECT SUMMARIES

1. **Frederick County: Navy Federal Credit Union**, a provider of financial services to all departments of the Navy military and civilian personnel, will expand its existing facility in Frederick County. This project will create 1,400 new jobs and an investment of \$100 million (amount of grant: \$2,000,000; use of grant: site preparation and building construction; other grants awarded: Virginia Jobs Investment Program grant of \$560,000, Virginia Economic Development Incentive grant of \$4,000,000; local match: \$2,000,000; anticipated completion date: January 2022; average wage of new jobs: \$60,314; prevailing average wage: \$41,648). This project has been announced.
2. **City of Emporia: SteelFab of Virginia** will expand its existing facility in the City of Emporia. A steel fabricator, this project will create 18 new jobs and an investment of \$2.1 million (amount of grant: \$50,000; use of grant: site and building improvements; other grants awarded: Virginia Jobs Investment Program grant of \$14,400; local match: \$50,000; anticipated completion date: June 2020; average wage of new jobs: \$29,400; prevailing average wage: \$29,150). This project has been announced.
3. **Arlington County: Nestle**, a global consumer products company, will relocate its headquarters from California to Arlington County. This expansion will create 748 new jobs and an investment of \$36.3 million (amount of grant: \$6,000,000; use of grant: building improvements and workforce training; other grants awarded: Virginia Jobs Investment Program grant of \$1,122,000, Virginia Economic Development Incentive grant of \$4,000,000; local match: \$6,000,000; anticipated completion date: December 2019; average wage of new jobs: \$127,719; prevailing average wage: \$85,146). This project has been announced.
4. **City of Richmond: Owens & Minor**, a distributor and provider of medical and surgical supplies, will locate a new customer engagement and back office operations facility in the City of Richmond. Owens & Minor will create 300 new jobs, retain 200 jobs, and invest \$15 million (amount of grant: \$1,500,000; use of grant: building improvements and workforce training; other grants awarded: Virginia Jobs Investment Program grant of \$300,000, Enterprise Zone Job Creation grant of \$1,184,000, Enterprise Zone Real Property Investment grant of \$200,000; local match: \$1,200,000 (City was granted waiver for full match); anticipated completion date: January 2020; average wage of new jobs: \$52,700; prevailing average wage: \$58,289). This project has been announced.
5. **Spotsylvania County: idX**, a manufacturer of furniture and fixtures, will locate a new facility in Spotsylvania County. This expansion will create 150 new jobs and an investment of \$7.2 million (amount of grant: \$400,000; use of grant: building upfits and infrastructure improvements; other grants awarded: Virginia Jobs Investment Program grant of \$117,000; local match: \$1,525,000; anticipated completion date: June 2020; average wage of new jobs: \$55,502; prevailing average wage: \$38,162). This project has been announced.

6. City of Suffolk: **Atarfil** is a manufacturer and distributor of thermoplastic geomembranes for use in mines and landfills. Locating in the City of Suffolk, the company will create 15 new jobs and an investment of \$5.1 million (amount of grant: \$60,000; use of grant: building improvements and workforce training; other grants awarded: Virginia Jobs Investment Program grant of \$19,500, Port Economic and Infrastructure Development grant of \$15,000; local match: \$60,000; anticipated completion date: June 2020; average wage of new jobs: \$52,547; prevailing average wage: \$46,436). This project has been announced.
7. Not Yet Announced.
8. Arlington County: **Bloomberg BNA** is a publisher of advisory and research reports, books, and newsletters for business, government, and academic professionals. Bloomberg BNA will consolidate and expand its facility in Arlington County, creating up to 125 jobs and investing \$5.5 million (amount of grant: \$500,000; use of grant: building improvements and workforce training; other grants awarded: Virginia Jobs Investment Program grant of \$100,000; local match: \$2,000,000; anticipated completion date: June 2020; average wage of new jobs: \$85,500; prevailing average wage: \$85,234). This project has been announced.
9. Pulaski County: **Phoenix Packaging**, a manufacturer of plastics packaging, will expand its existing facility in Pulaski County. This project will create 145 new jobs and an investment of \$48.7 million (amount of grant: \$600,000; use of grant: site preparation and building costs; other grants awarded: Virginia Jobs Investment Program grant of \$116,000, Virginia Investment Partnership grant of \$1,000,000, Enterprise Zone Job Creation grant of \$259,000, Rail Industrial Access Program grant of \$450,000, Port Economic and Infrastructure Development grant of \$84,000; local match: \$1,054,000; anticipated completion date: August 2021; average wage of new jobs: \$40,978; prevailing average wage: \$36,777). This project has been announced.
10. Not Yet Announced.
11. Henry County: **Eastman Chemical Company**, a manufacturer of solar film, will expand its existing facility in Henry County. This expansion will create 15 new jobs and an investment of \$11.7 million (amount of grant: \$50,000; use of grant: building improvements; other grants awarded: Tobacco Region Opportunity Fund grant of \$115,000, Enterprise Zone Job Creation grant of \$38,000, Enterprise Zone Real Property Investment grant of \$100,000; local match: \$50,000; anticipated completion date: July 2020; average wage of new jobs: \$43,000; prevailing average wage: \$31,808). This project has been announced.
12. City of Newport News: **Ferguson Enterprises, Inc.**, a supplier of commercial and residential plumbing, will expand its existing facility in the City of Newport News. Ferguson will create 434 new jobs and invest \$82.8 million (amount of grant: \$2,000,000; use of grant: building construction; other grants awarded: Virginia Jobs Investment Program grant of \$347,000, Enterprise Zone Job Creation grant of \$1,251,000, Enterprise Zone Real Property Investment grant of \$200,000; local match: \$34,310,000; anticipated completion date: August 2020; average wage of new jobs: \$45,000; prevailing average wage: \$51,227). This project has been announced.

13. Frederick County: **Thermo Fisher Scientific**, a manufacturer of advanced diagnostic tools, will expand its existing facility in Frederick County. This expansion will create 57 new jobs and an investment of \$9.5 million (amount of grant: \$110,000; use of grant: construction and site preparation; other grants awarded: Virginia Jobs Investment Program grant of \$45,600; local match: \$110,000; anticipated completion date: September 2020; average wage of new jobs: \$63,187; prevailing average wage: \$42,672). This project has been announced.