



COMMONWEALTH of VIRGINIA

Office of the Governor

Ralph S. Northam
Governor

February 21, 2018

The Honorable Thomas K. Norment, Jr.
Co-Chairman, Senate Finance Committee
Pocahontas Building, Room E603
900 East Main Street
Richmond, Virginia 23219

Dear Senator Norment:

I am writing to provide documentation of the transactions of the Commonwealth's Opportunity Fund (COF) which have occurred during the first half of the 2018 fiscal year as required by § 2.2-115(G) of the Code of Virginia.

For the first half of the 2018 fiscal year, ended December 31, 2017, a total of \$6,678,000 was committed from the COF to assist 20 projects relocating to or expanding in the state. A summary for each of these projects is enclosed. For the projects that have been announced, I am enclosing a profile and an analysis and recommendation by the Virginia Economic Development Partnership.

For the first half of the 2018 fiscal year, actual disbursements from the COF were made to the City of Emporia for SteelFab of Virginia, Arlington County for Bloomberg BNA, the City of Richmond for Owens & Minor, the City of Suffolk for Atarfil, Greensville County for Oran Safety Glass, Prince William County for US Foods, Russell County for Jennmar, the City of Roanoke for Humm Kombucha, and Pittsylvania County for Intertape Polymer. Actual disbursements totaled \$2,910,000.

Sincerely,

A handwritten signature in black ink, appearing to read 'R S Northam'.

Ralph S. Northam

RSN:kme

Enclosures

cc: The Honorable Esther C. Lee
Secretary of Commerce and Trade

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

PROJECT SUMMARIES

1. Prince William County: **US Foods** will expand its existing food service distribution center in Prince William County. This project will create 99 new jobs and an investment of \$42 million (amount of grant: \$350,000; use of grant: building construction; other grants awarded: Virginia Jobs Investment Program grant of \$79,200; local match: \$350,000; anticipated completion date: December 2020; average wage of new jobs: \$51,000; prevailing average wage: \$45,969). This project has been announced.
2. City of Virginia Beach: **LifeNet Health** will expand its headquarters operation in the City of Virginia Beach. LifeNet, a regenerative medicine company, will create 321 new jobs and an investment of \$12.3 million (amount of grant: \$700,000; use of grant: building construction and workforce training; other grants awarded: Virginia Jobs Investment Program grant of \$288,900; local match: \$700,000; anticipated completion date: December 2020; average wage of new jobs: \$70,524; prevailing average wage: \$41,135). This project has been announced.
3. City of Bristol: **Merchant House International**, a manufacturer of textiles for home furnishings, will locate a new facility in the City of Bristol. This location will create 405 new jobs and an investment of \$19.9 million (amount of grant: \$300,000; use of grant: building and infrastructure improvements; other grants awarded: Virginia Jobs Investment Program grant of \$210,400, Tobacco Region Opportunity Fund grant of \$590,000; Enterprise Zone Job Creation grant of \$1,188,000, Enterprise Zone Real Property Investment grant of \$100,000; local match: \$267,000 [waiver of remaining \$33,000 match approved by Governor]; anticipated completion date: December 2022; average wage of new jobs: \$32,664; prevailing average wage: \$37,660). This project has been announced.
4. City of Roanoke: **PowerSchool** will expand its existing facility in the City of Roanoke. An education technology platform provider, PowerSchool will create 96 new jobs and invest \$1.8 million (amount of grant: \$250,000; use of grant: building improvements and workforce training; other grants awarded: Virginia Jobs Investment Program grant of \$76,800, Enterprise Zone Job Creation grant of \$368,000, Enterprise Zone Real Property Investment grant of \$100,000; local match: \$255,000; anticipated completion date: December 2020; average wage of new jobs: \$68,116; prevailing average wage: \$44,702). This project has been announced.
5. Pittsylvania County: **Intertape Polymer Group**, a manufacturer of pressure sensitive coatings and films, will expand its existing facility in Pittsylvania County. This expansion will create 15 new jobs and an investment of \$7 million (amount of grant: \$50,000; use of grant: building improvements; other grants awarded: Tobacco Region Opportunity Fund grant of \$75,000, Enterprise Zone Job Creation grant of \$41,600, Enterprise Zone Real Property Investment grant of \$200,000; local match: \$89,500; anticipated completion date: December 2020; average wage of new jobs: \$40,666; prevailing average wage: \$32,558). This project has been announced.

6. City of Richmond: **Thomson Reuters** will locate an internal cybersecurity operations center in the City of Richmond. This location will create 68 new jobs and an investment of \$2.2 million (amount of grant: \$50,000; use of grant: building upfits and workforce training; other grants awarded: Virginia Jobs Investment Program grant of \$68,000, Enterprise Zone Job Creation grant of \$256,000; local match: \$50,000; anticipated completion date: December 2020; average wage of new jobs: \$120,000; prevailing average wage: \$58,556). This project has been announced.
7. Pulaski County: **Koinonia Ltd.**, a manufacturer of foam and foam tapes, will locate a new facility in Pulaski County. The company will create 40 new jobs and invest \$4.9 million in this facility (amount of grant: \$100,000; use of grant: building construction; other grants awarded: Virginia Jobs Investment Program grant of \$32,000, Enterprise Zone Job Creation grant of \$88,000; local match: \$100,000; anticipated completion date: December 2021; average wage of new jobs: \$35,300; prevailing average wage: \$36,777). This project has been announced.
8. Pittsylvania County: **Unison Ltd.**, a manufacturer of metal fabrication machinery, will locate a new facility in Pittsylvania County. This location will create 35 new jobs and an investment of \$5 million (amount of grant: \$105,000; use of grant: building improvements and workforce training; other grants awarded: Virginia Jobs Investment Program grant of \$35,000, Tobacco Region Opportunity Fund grant of \$135,000, Enterprise Zone Job Creation grant of \$154,400, Enterprise Zone Real Property Investment grant of \$51,110; local match: \$718,000; anticipated completion date: December 2020; average wage of new jobs: \$51,771; prevailing average wage: \$32,558). This project has been announced.
9. Project Not Announced.
10. City of Harrisonburg: **Ariake U.S.A., Inc.**, a manufacturer of soup bases and seasonings, will expand its existing facility in the City of Harrisonburg. This project will create 22 new jobs and an investment of \$17 million (amount of grant: \$75,000; use of grant: site development and infrastructure improvements; other grants awarded: Virginia Jobs Investment Program grant of \$17,600; local match: \$75,000; anticipated completion date: December 2020; average wage of new jobs: \$40,000; prevailing average wage: \$35,888). This project has been announced.
11. Botetourt County: **Altec Industries, Inc.**, a manufacturer of construction and utility equipment, will expand its operations in Botetourt County. This project will create 180 new jobs and an investment of \$30.2 million (amount of grant: \$400,000; use of grant: building construction; other grants awarded: Virginia Jobs Investment Program grant of \$139,500, Virginia Investment Partnership grant of \$300,000; local match: \$400,000; anticipated completion date: December 2010; average wage of new jobs: \$55,000; prevailing average wage: \$39,061). This project has been announced.

12. City of Roanoke: **Humm Kombucha**, a manufacturer of tea, will locate a new facility in the City of Roanoke. This location will create 46 new jobs and an investment of \$9.35 million (amount of grant: \$150,000; use of grant: building construction; other grants awarded: Virginia Jobs Investment Program grant of \$34,500, Enterprise Zone Job Creation grant of \$154,400, Enterprise Zone Real Property Investment grant of \$100,000; local match: \$216,340; anticipated completion date: July 2021; average wage of new jobs: \$39,462; prevailing average wage: \$45,357). This project has been announced.
13. Arlington County: **American Institutes for Research** will relocate its major operations from Washington, DC, to Arlington County. One of the world's largest behavioral and social science research and evaluation organizations, American Institutes for Research will create 320 new jobs and invest \$12.5 million (amount of grant: \$500,000; use of grant: building improvements; other grants awarded: none; local match: \$500,000; anticipated completion date: January 2022; average wage of new jobs: \$90,000; prevailing average wage: \$85,907). This project has been announced.
14. Spotsylvania County: **idX Corporation**, a manufacturer of furniture and fixtures, will expand its existing facility in Spotsylvania County. This expansion will create 25 new jobs and an investment of \$2.68 million (amount of grant: \$75,000; use of grant: building infrastructure and improvements; other grants awarded: Virginia Jobs Investment Program grant of \$22,500; local match: \$75,000; anticipated completion date: December 2020; average wage of new jobs: \$50,000; prevailing average wage: \$38,415). This project has been announced.
15. City of Virginia Beach: **Global Technical Systems**, a manufacturer of state-of-the-art electro-mechanical batteries, will expand its existing facility in the City of Virginia Beach. This expansion will create 1,110 new jobs and an investment of \$54.7 million (amount of grant: \$1,800,000; use of grant: site development and building construction; other grants awarded: Virginia Jobs Investment Program grant of \$777,000, Virginia Investment Partnership grant of \$3,000,000; local match: \$1,800,000; anticipated completion date: December 2021; average wage of new jobs: \$73,372; prevailing average wage: \$41,461). This project has been announced.
16. Rockbridge County: **Mohawk Industries, Inc.**, a manufacturer of polymer backing for carpet tiles, will expand its existing facility in Rockbridge County. The company will create 15 new jobs and invest \$10 million in this facility (amount of grant: \$73,000; use of grant: electrical upgrades to facility; other grants awarded: none; local match: \$127,610; anticipated completion date: December 2020; average wage of new jobs: \$34,888; prevailing average wage: \$31,064). This project has been announced.

17. City of Roanoke: **Atlantic Credit and Finance** will expand its financial services operation in the City of Roanoke. This expansion will create 115 new jobs and an investment of \$4 million (amount of grant: \$250,000; use of grant: building improvements; other grants awarded: Virginia Jobs Investment Program grant of \$92,000, Enterprise Zone Job Creation grant of \$409,600; local match: \$258,250; anticipated completion date: December 2020; average wage of new jobs: \$43,333; prevailing average wage: \$45,861). This project has been announced.

18. Giles County: **Interstate Group LLC**, a manufacturer of enclosed cargo trailers, will locate a new facility in Giles County. This location will create 83 new jobs and an investment of \$4.1 million (amount of grant: \$200,000; use of grant: site and building improvements; other grants awarded: Virginia Jobs Investment Program grant of \$74,700; local match: \$200,000; anticipated completion date: December 2020; average wage of new jobs: \$37,200; prevailing average wage: \$39,018). This project has been announced.

19. Project Not Announced.

20. Prince George County: **Service Center Metals**, a metal fabrication facility, will expand its existing operation in Prince George County. This expansion will create 58 new jobs and an investment of \$45.2 million (amount of grant: \$200,000; use of grant: site preparation and utility infrastructure; other grants awarded: Virginia Jobs Investment Program grant of \$46,400, Virginia Investment Partnership grant of \$400,000, Enterprise Zone Job Creation grant of \$161,600, Enterprise Zone Real Property Investment grant of \$200,000; local match: \$905,468; anticipated completion date: December 2020; average wage of new jobs: \$55,411; prevailing average wage: \$51,266). This project has been announced.