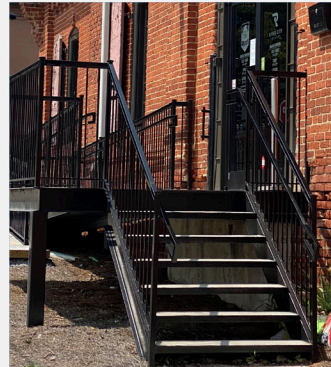


2019  
Grant Year

Enterprise Zone  
Annual Report



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## 2019 Qualification Year Snapshot

### Job Creation Grant



**54** Businesses



**\$2,927,324** in total awards



**3,829** jobs created/retained

**210**

Total JCG & RPIG Grants  
Awarded

### Real Property Investment Grant



**156** Properties



**\$11,572,676** in total awards



**\$281,688,333** in qualified investments

**193**

Businesses and Investors  
received JCG & RPIG grants

## Enterprise Zone Program Overview:

The Virginia Enterprise Zone (VEZ) program is a partnership between the Commonwealth of Virginia and local governments designed to incentivize job creation and real property investment. The goal of the program is to promote local and regional economic development and revitalization, particularly in areas that are (or were in the past) considered “economically distressed.” The VEZ was originally established as a tax credit program in 1982. In 2005, the General Assembly passed the Enterprise Zone Grant Act, which replaced the former tax credit incentives with the Real Property Investment Grant (RPIG) and the Job Creation Grant (JCG). These grants are performance-based, requiring firms to create jobs meeting specific requirements and/or place a real property investment into service before applying for grant awards. The 2005 Act allowed pre-qualified firms to continue accessing the former General Income and Investment Tax Credit incentives. The tax credit program officially concluded in 2019. When used in conjunction with other local, state and federal programs, Enterprise Zone incentives can leverage substantial private sector investment for economic development in localities across the commonwealth. The commonwealth’s 45 Enterprise Zones encompass approximately 245 square miles, and include boundaries in 20 cities, 34 counties, and 12 towns within those counties.

## Enterprise Zone Grant 2019 Summary

Table 1: Enterprise Zone Grant 2019 Summary

<b>Total Funds Available: \$14,500,000</b>			
	<b>RPIG</b>	<b>JCG</b>	<b>Total</b>
<b>Funds Requested</b>	<b>\$13,788,160</b>	<b>\$2,927,324</b>	<b>\$16,715,484</b>
<b>Funds Disbursed</b>	<b>\$11,572,676</b>	<b>\$2,927,324</b>	<b>\$14,500,000</b>
<b>Number of Grants Issued</b>	<b>156</b>	<b>54</b>	<b>210</b>
<b>Number of Entities*</b>	<b>139</b>	<b>54</b>	<b>193</b>
<b>Proration (RPIG Only)</b>	<b>\$0.84</b>	<b>N/A</b>	<b>\$0.84</b>
<b>Jobs Created</b>	<b>N/A</b>	<b>3,829</b>	<b>3,829</b>
<b>Investment Leveraged</b>	<b>\$281,668,333</b>	<b>N/A</b>	<b>\$281,668,333</b>
<b>Average QRPI Per RPIG Grant</b>	<b>\$1,805,566</b>	<b>N/A</b>	<b>\$1,805,566</b>

\*Unique businesses and/or investors receiving grants

## The Real Property Investment Grant

The RPIG provides grants to offset “hard” construction costs, referred to as Qualified Real Property Investments (QRPI), invested by property owners/developers for properties being constructed, expanded, and/or rehabilitated in Enterprise Zones. For QRPI of less than \$5 million, the program provides grants for up to 20% (not to exceed \$100,000 within a five-consecutive-year period) of the total amount of QRPI in a building or facility. For QRPI of \$5 million or more, grants of up to 20% per building or facility can be requested, up to \$200,000. For rehabilitation and expansion projects, a Zone investor must invest at least \$100,000 in QRPI to be considered eligible for the RPIG. New construction projects require Zone investors spend at least \$500,000 in order to qualify for the RPIG grant. The grant award is based on the amount of investment made in excess of the \$100,000 and \$500,000 eligibility thresholds for rehabilitation and new construction, respectively. It is important to note that, because the number of Enterprise Zones currently exceeds what the program is funded for, grants may be awarded on a pro-rated basis. In 2019, RPIG requests were awarded at a rate of \$0.84 on the dollar. Table 2 shows an example of how grant requests under the RPIG are calculated.

Table 2: RPIG Grant Threshold and Award Example

Type	Investment	Threshold	Total Grant-Eligible Funds*	Grant Rate	Grant Request	Example Proration	Grant Award*
<b>New Construction</b>	\$1,000,000	\$500,000	\$500,000	20%	\$100,000	\$0.85	\$85,000
<b>Rehab/Expansion</b>	\$500,000	\$100,000	\$400,000	20%	\$80,000	\$0.85	\$68,000

\*Must meet all program requirements to be considered

## The Job Creation Grant

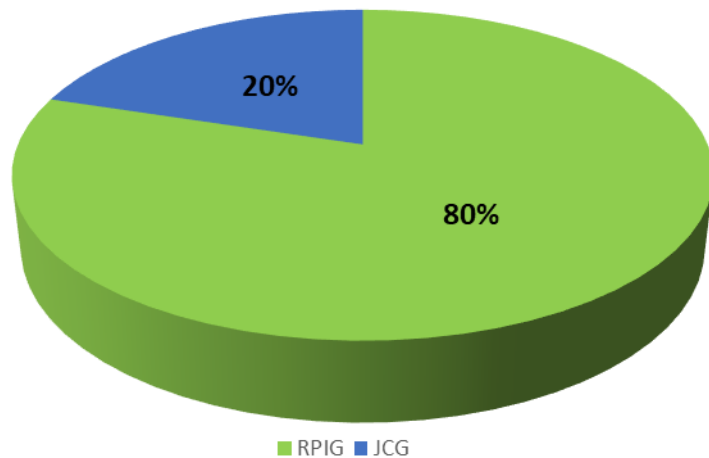
The JCG provides grants to incentivize the creation of full-time jobs with health benefits that pay well above minimum wage in Enterprise Zones. Qualifying businesses can receive up to \$800 for each net new, permanent, full-time position created above a baseline four-position threshold for a maximum five-year period. Eligible firms can receive grants for up to 350 new positions created per year for a maximum of five years. Retail, food and beverage, personal service, and nonprofit positions are not eligible for the JCG. Eligible firms in High Unemployment Areas (HUAs) can receive JCGs of \$500 per job created meeting program requirements at a reduced wage threshold of 150% of the federal minimum wage (\$7.25 per hour in 2019). HUAs are localities with unemployment rates that are equal to or more than 150% of the state average unemployment. A list of the HUA zones for the 2019 Qualification Year (QY) is included in Appendix E. Qualifying positions paying at least 175% of the federal minimum wage are eligible for a grant of \$500 per new position created, and qualifying positions paying at least 200% of the federal minimum wage are eligible for a grant of up to \$800 per position created, as Table 3 shows:

Table 3: JCG Grant Wage Thresholds & Awards

Eligibility	% of Minimum Wage	Hourly Pay Minimum	Grant Award per Job*
HUAs	150%	\$10.88	\$500.00
All Other EZs	175%	\$12.69	\$500.00
Max	200%	\$14.50	\$800.00

\*Jobs above the four-job minimum threshold meeting all other program requirements

Figure 1: Share of Grant Funds Disbursed by Program, 2019



In 2019, the total funds available for the VEZ program was \$14,500,000, as Table 3 shows. Total requests for funding exceeded that amount by just over \$2.2 million. Overall, 210 grants were issued to 193 unique investors and businesses. Because of the high number of grant requests, proration for the RPIG for 2019 was \$0.84 on the dollar. There were 3,829 jobs awarded JCGs in 2019. Nearly \$282 million in QRPI was leveraged to receive RPIGs, with the average QRPI per grant issued being just over \$1.8 million. Figure 1 shows the approximate percentage of total grant funds disbursed by grant program type in 2019.

Figure 2: Enterprise Zone Funding Shortfall/Surplus History, 2010-19

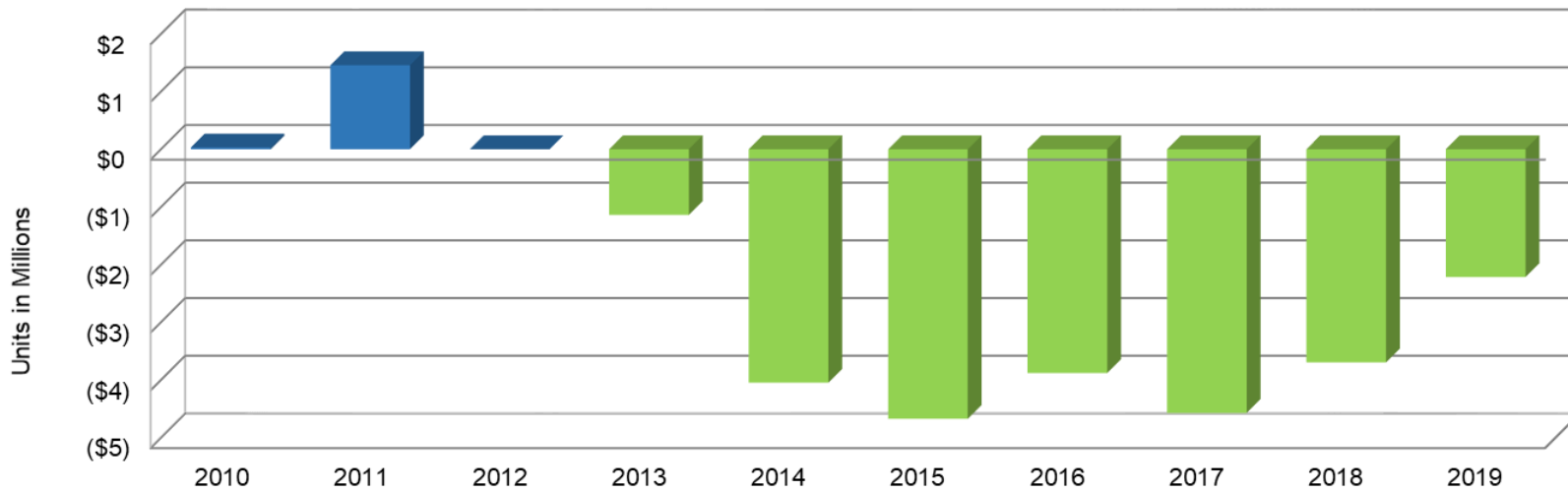


Figure 2 illustrates the difference between allocations and requests for VEZ grants over the last 10 years. The last year that a funding surplus existed was in 2011, when \$1.5 million remained after grants were disbursed. The largest shortfall over the last decade occurred in 2015, when there was approximately \$4.7 million more funds requested than disbursed. This required a proration of \$0.67 on the dollar for grants disbursed. Due to the higher program funding in 2019 of \$14,500,000, and the lower number of grants issued (223 grants were issued in 2018, compared to 210 in 2019), the shortfall was lower in 2019 than it had been in the five previous years. Based on this data, it is evident that there is and has been a high level of interest/participation in the VEZ grant programs and demand for the program has been higher than funding in recent years.

## 2019 Real Property Investment Grant Overview

Table 4: RPIG Proration by Grant Year 2015-19

Year	2015	2016	2017	2018	2019
<b>Surplus/Shortfall</b>	-\$4,671,430	-\$3,878,710	-\$4,571,915	-\$3,696,572	-\$2,215,484
<b>Appropriation</b>	\$12,071,157	\$12,650,000	\$12,814,467	\$13,500,000	\$14,500,000
<b>Grant Requests</b>	\$16,742,587	\$16,528,710	\$17,386,382	\$17,196,572	\$16,715,484
<b>Proration</b>	\$0.67	\$0.74	\$0.70	\$0.75	\$0.84

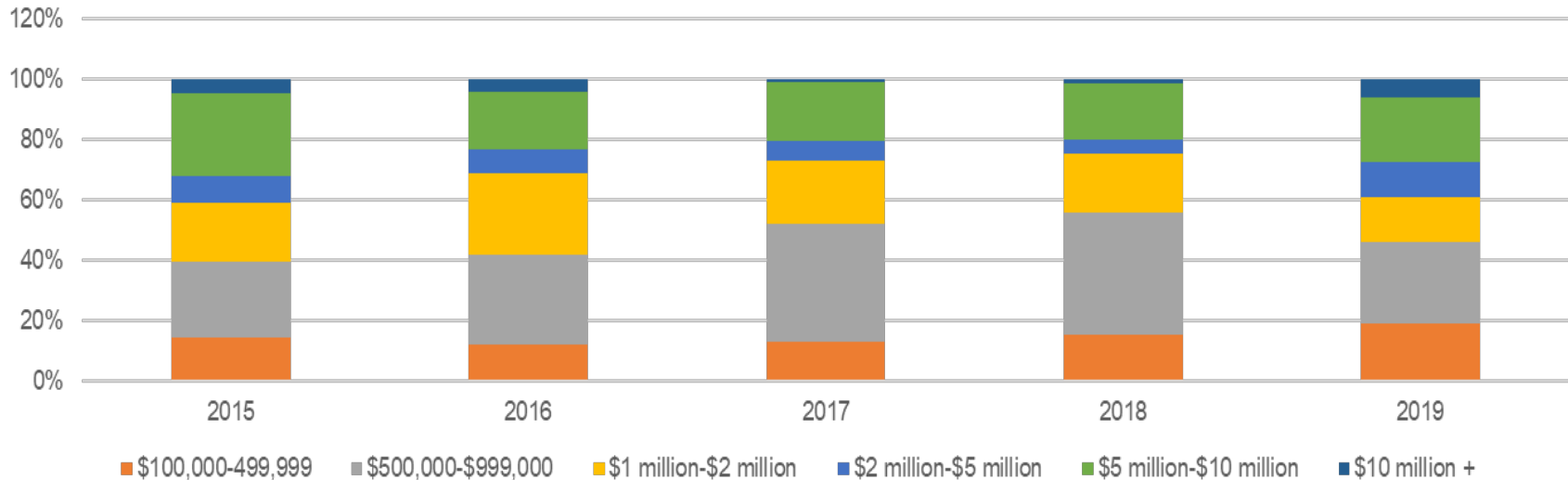
As Table 4 illustrates, proration for the RPIG has varied over the past five grant cycles, with the lowest being \$0.67 on the dollar in 2015, and the highest being \$0.84 on the dollar in 2019. This demonstrates that demand for RPIGs and JCGs has exceeded funding levels for the past five years in a row.

Table 5: Percentage of Funds Awarded and Application Count by QRPI Ranges, 2015-19

QRPI Amount	2015		2016		2017		2018		2019	
	%	#	%	#	%	#	%	#	%	#
<b>\$100,000-\$499,999</b>	14.2%	49	12.2%	44	12.9%	45	15.3%	53	19.2%	56
<b>\$500,000-\$999,000</b>	25.5%	44	29.7%	51	39.2%	64	40.5%	63	27.0%	42
<b>\$1 million-\$2 million</b>	19.3%	27	26.9%	42	20.8%	33	19.7%	30	14.9%	22
<b>\$2 million-\$5 million</b>	8.9%	14	8.1%	12	6.6%	10	4.8%	7	11.4%	17
<b>\$5 million-\$10 million</b>	27.9%	20	19.0%	14	19.7%	15	18.3%	14	21.8%	15
<b>\$10 million +</b>	4.3%	3	4.1%	3	0.8%	1	1.4%	1	5.8%	4



Figure 3: Percentage of Funds Awarded and Application Count by QRPI Ranges, 2015-19:



Over the last five years, the RPIG program has awarded grants to zone investors who have made investments in VEZ properties in widely varying amounts, ranging from \$100,000 (the “floor” for qualifying for an RPIG for rehabilitation of an existing structure or structures) up to \$10 million and above. Qualification Year 2019 saw a wide variation in levels of investments across Zones and investors, from a \$20,000,000 investment in a new industrial facility in the City of Richmond to a \$127,000 investment in the rehabilitation of a small commercial property in Waynesboro. As Table 4 and Figure 3 show, the largest share of investments leveraged for RPIG funding in 2019, 27%, were made in the \$500,000-999,000 range, which was also the most common investment range by zone investors awarded RPIGs over the past five years. The second largest-share of investments was significantly more; nearly 22% of investments leveraged for RPIG funding in 2019 fell within the \$5 million to \$10 million range. Unsurprisingly, investments exceeding \$10 million made up the smallest percentage of applications receiving RPIGs over the years, but that level of investment experienced a slight uptick between 2018 and 2019.

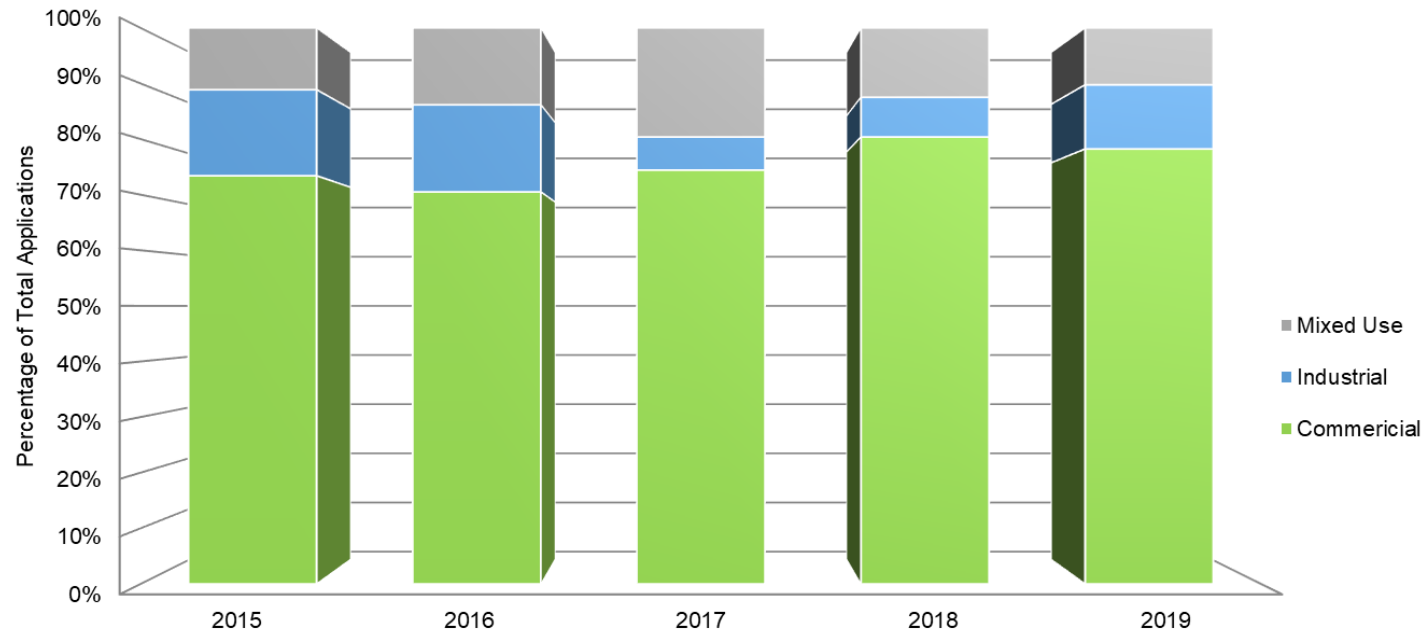
Since the grant programs were created in 2005, the majority of VEZ funds have been utilized for RPIG awards. However, beginning with QY 2010, JCG applications were given funding priority. JCG awards are funded at 100%, and then the remaining funds are prorated, if necessary, among qualifying RPIG applicants. The demand for RPIG awards has consistently outweighed the demand for JCGs over the last decade with the ratio of RPIG to JCG requests ranging from \$3.62 in RPIG requests for every \$1 in JCG requests in 2010 to \$8.22 for every \$1 in JCG requests in 2016. In 2019, the ratio of RPIG to JCG requests was \$4.71 in RPIG requests for every \$1 in JCG requests.

### Top RPIG Grantees by QRPI in 2019:

- Richmond Industrial Investor Holdings, LLC of Richmond invested over \$20 million in QRPI.
- Soy sauce manufacturer San-J International invested more than \$15 million in QRPI in Henrico County to expand their production facility.
- Brooks Crossing II, LLC of Newport News invested just over \$14 million in the new Brooks Crossing Innovation and Opportunity Center.
- Blue Ridge Knives invested over \$10 million in QRPI in their Smyth County facility.
- Tabani Holdings VA, LLC received an RPIG for investing over \$8.5 million in the new Element Hotel in the City of Hampton in 2019

### Applications by Property End Use

Figure 4: RPIG Applications by Property End Use, 2015-2019

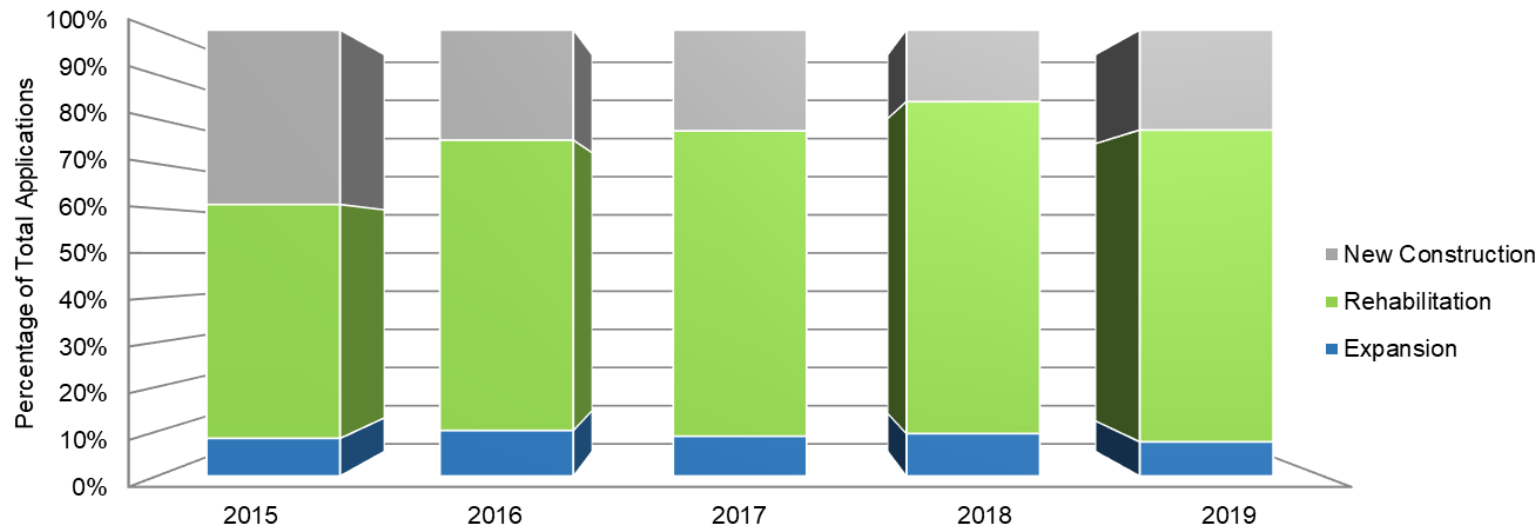


RPIG funding is only available for investments made to commercial, industrial, or mixed-use properties (where a minimum of 30% of the useable floor space is devoted to commercial, office, or industrial use) in Enterprise Zones. Retail and office properties are considered to be commercial properties for the purposes of the RPIG. As illustrated in Figure 4, commercial projects have consistently made up the largest share (more than 70%) of RPIG applications over the last five grant cycles. A slightly larger share of RPIGs (11.5%) were awarded for industrial properties in 2019 than in 2018 or 2017. In 2019, 122 RPIGs were awarded for commercial uses, followed by 18 for industrial uses and 16 for mixed-use developments.

The projects with the highest average QRPI were industrial use projects, with an average QRPI of \$3,848,812, followed by commercial projects, with an average QRPI of \$1,560,581, and mixed use projects, with an average QRPI of \$1,374,928. It is therefore unsurprising that average grant awards by property end use in 2019 were highest for industrial uses, with an average award of \$96,791. Grants for mixed-use properties averaged out to \$76,259 per award, and commercial uses had the lowest average grant amount, \$70,576, due to the high number of awards in that category, and the wide range of QRPIs invested to leverage grant funding.

### Applications by Construction Project Type

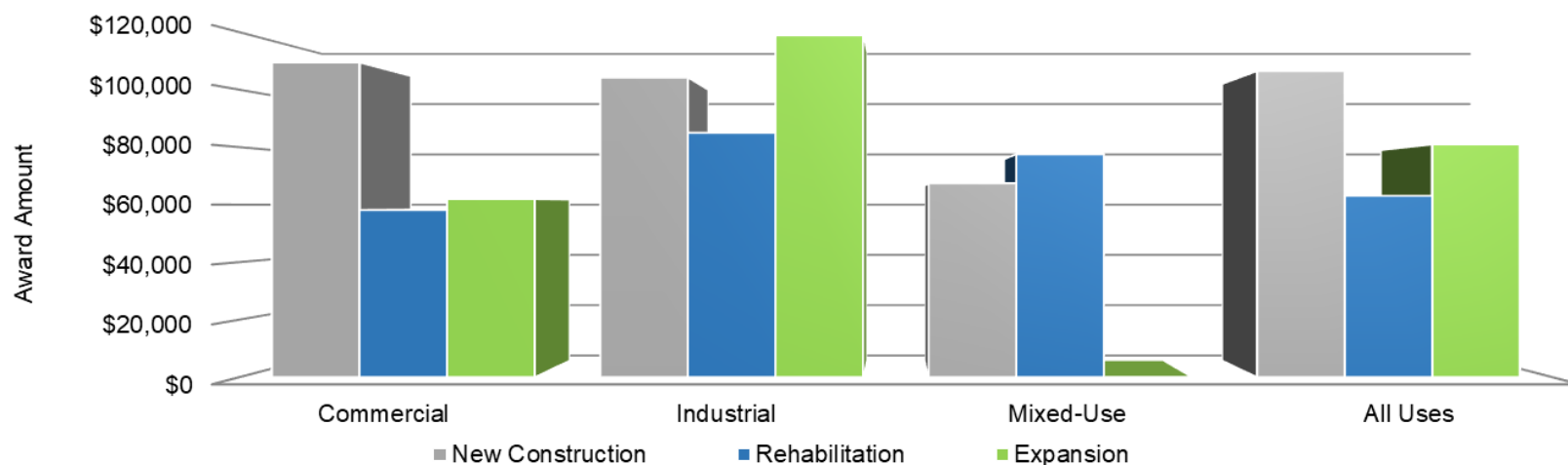
Figure 5: RPIG Applications by Project Type, 2015-2019



Property improvements eligible for RPIGs include new construction, rehabilitation of an existing building or facility, or expansion of an existing building or facility. Figure 5 shows the share of RPIG awards by type of property improvement over the last five grant cycles. The largest share of grants awarded over the last five years were consistently for rehabilitation investments, followed by new construction, with the smallest share of awards being made to investors who were expanding existing buildings/facilities. The high number of rehabilitation project demonstrates the revitalization goals of the program are being fulfilled.

In 2019, 70% of awards were for investments in building/facility rehabilitation, followed by 22% for investments in new construction, and 8% for investments in building/facility expansion. There are multiple factors contributing to why rehabilitations of commercial spaces make up the bulk of RPIG awards. Many Enterprise Zones encompass downtown areas and commercial corridors, and see a significant number of smaller and mid-scale commercial rehabilitation projects for retail, restaurants, office space or other commercial uses. Other programs and incentives in those areas, such as the Virginia Main Street program or local rehabilitation tax incentives, may encourage rehabilitation and adaptive reuse over demolition/new construction. For the 2019 grant cycle, unsurprisingly, the average QRPI was highest for new construction, at \$3.8 million, followed by expansion at \$2.8 million, and rehabilitation at just below \$1.1 million. The average award by property improvement type followed the same trend: the average RPIG for new construction projects was \$106,442, the average RPIG for expansion was \$80,942, and the average RPIG for rehabilitation was \$63,082.

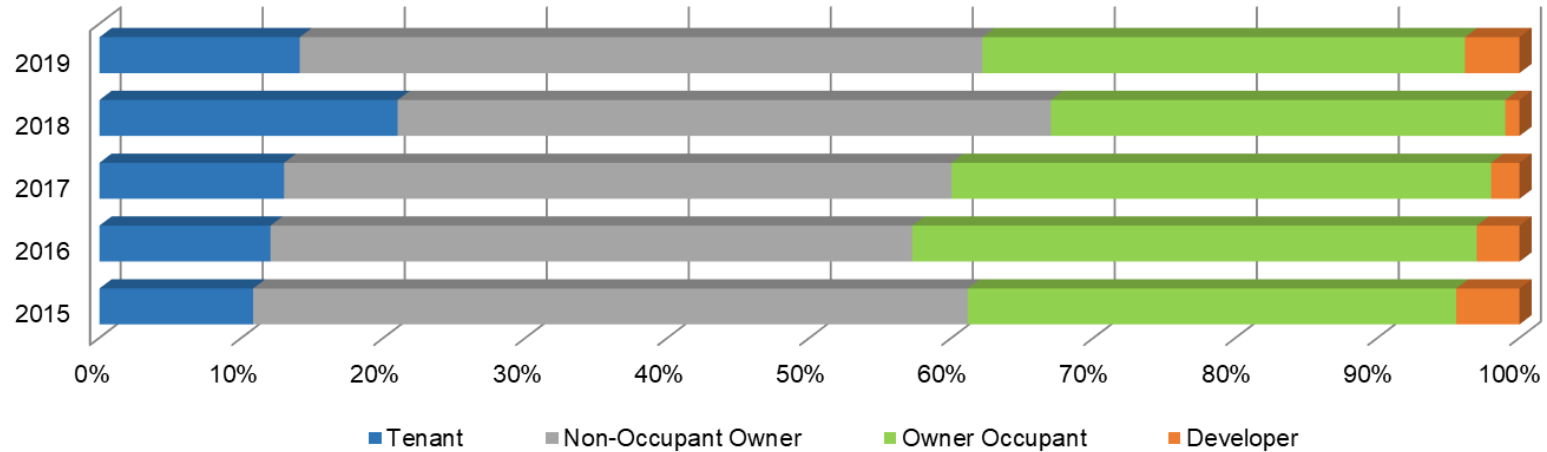
Figure 6: Average Grant by Property Improvement and Use, 2019



In 2019, the highest average RPIG was awarded for the expansion of industrial buildings/facilities, with an average grant of \$118,913 for those projects, as Figure 6 shows. The lowest average RPIG was awarded for commercial rehabilitations, with an average grant of \$58,128. As previously noted, grants for smaller-scale commercial rehabilitations make up the bulk of RPIGs awarded in Enterprise Zones, which tend to have both lower QRPIs and therefore lower grant awards. No grants were awarded for mixed-use expansion projects in 2019.

## Applications by Qualified Zone Investors

Figure 8: Application by Type of Zone Investor, 2015-2019



“Qualified Zone Investors” include property owners (occupant or non-occupant), owners of space within a larger building or facility (condominium), tenants leasing space and capitalizing any improvements made to that space, and developers capitalizing their investment before the property is sold. As Figure 8 shows, non-occupant property owners have been the most common type of qualified zone investor over the last five years, followed by owner-occupants, tenants improving leased space and developers. Because the VEZ program requires that investors capitalize/expense their investment in order to qualify for RPIGs, the program is not open to developers who will not be expensing/capitalizing hard cost real property investments, which is one reason why the percentage of developers making up total qualified zone investors tends to be lower.

### Solar Expansion Project in Staunton

In 2019, VEZ funding was increased to accommodate solar expansion as an eligible qualifying expense with RPIG investments. BSC Holdings LLC invested more than \$866,000 in rehabilitating, expanding and adding rooftop solar panels to the Historic Stratton Building in Staunton, a historic building that is now downtown office space.

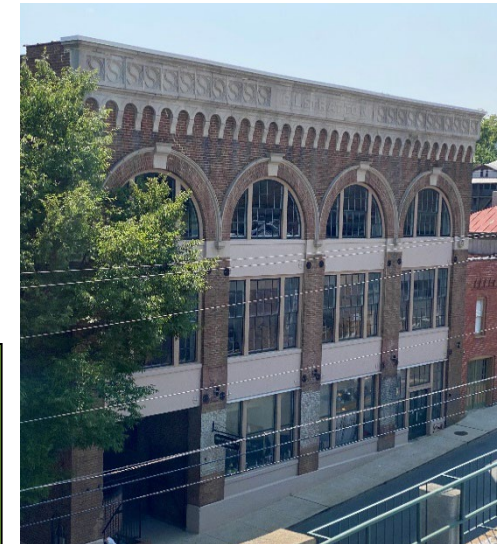


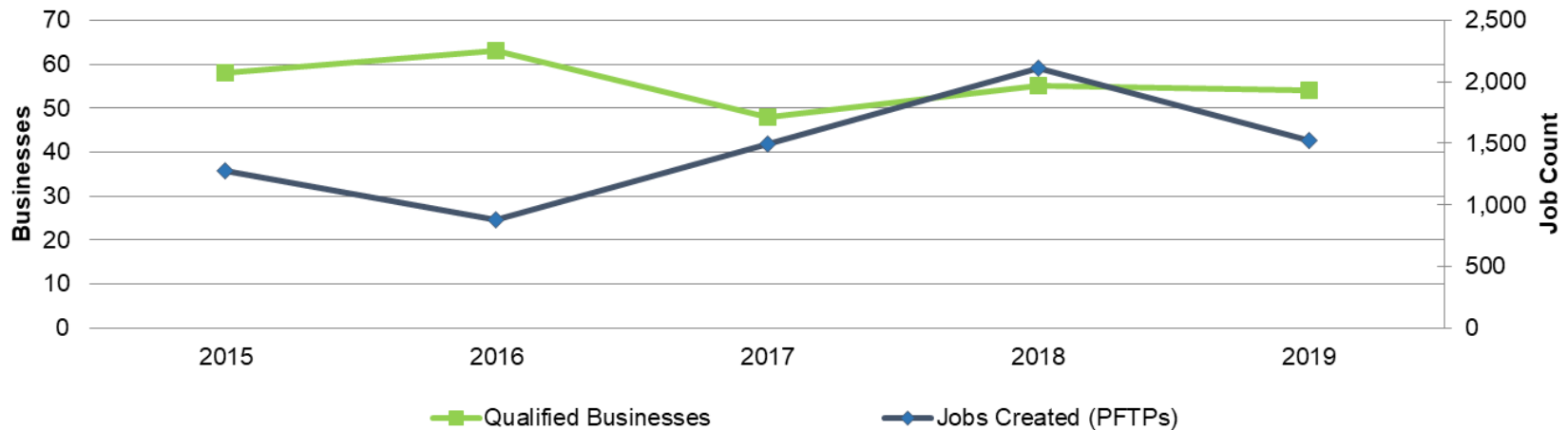
Figure 7: The Historic Stratton Building, Downtown Staunton. Photo Courtesy the city of Staunton.

## 2019 Job Creation Grant Overview

Table 6: Job Creation Grant Summary, 2015-19

	2015	2016	2017	2018	2019
<b>Qualified Businesses</b>	58	63	48	55	54
<b>Jobs Created (PFTPs)</b>	1,280	881	1,497	2,108	1,519
<b>Total Awards</b>	\$2,738,137	\$1,791,829	\$2,161,632	\$2,696,732	\$2,927,324
<b>Award per Job Created</b>	\$2,139.17	\$2,033.86	\$1,443.98	\$1,279.28	\$1,926.58
<b>Average New Jobs per Firm</b>	22	14	31	38	28
<b>Total Qualified Jobs</b>	4,752	3,049	3,443	4,543	4,676
<b>Average Qualified Jobs per Firm</b>	82	48	72	83	87

Figure 9: Qualified JCG Businesses & Jobs Created, 2015-2019



DHCD awarded 54 qualified businesses a total of \$2,927,324 in JCGs in 2019, an increase of nearly \$231,000 from 2018, as Table 6 shows. JCG requests represent 17.5% of funds requested through the VEZ program, and approximately 20% of awarded funds. Figure 9 shows the five-year trends in qualified businesses applying for JCGs and corresponding job creation.

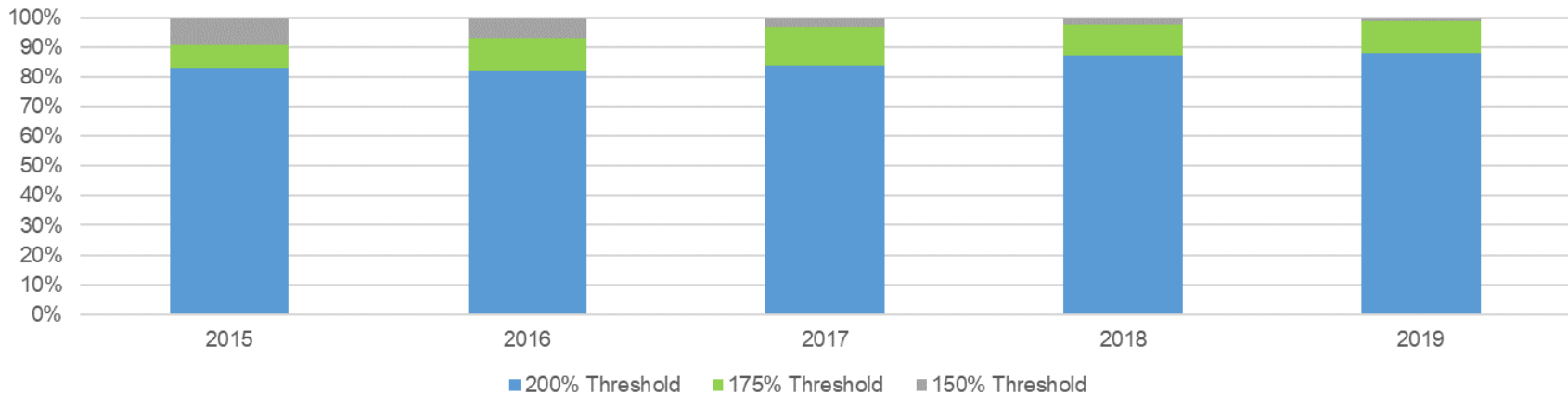
Over the five-year period, job creation peaked in QY 2018. Three companies applied for the maximum number of positions (350) eligible for awards under the JCG program 350, and several existing firms already receiving JCGs expanded in the Cities of Hampton, Newport News, Richmond and Lynchburg, and Prince George County. 2019 was the second-highest year for new jobs created by eligible firms, and had the highest total awards since 2015. Once again, firms in the Cities of Richmond, Hampton, and Newport News were top job creators, along with firms in the City of Norfolk and Prince George County.

**Top JCG Job Creators, 2019:**

- CoStar Realty Information, Inc. created more than 700 net new jobs in Richmond for which they received JCGs.
- Wisconsin Physicians Service Insurance Corporation created over 500 net new jobs for the City of Hampton.
- BAE Systems Norfolk Ship Repair, Inc. created over 300 net new jobs in the City of Norfolk in 2019.
- Vitesco Technologies USA, LLC of Newport News created just under 300 net new jobs in the City’s Enterprise Zone.
- Owens & Minor Medical, Inc. created more than 280 net new jobs for the City of Richmond.

**JCG Payouts by Wage Rates**

*Figure 10: JCG Payout by Wage Rates, 2015-2019*



As previously noted, JCG award amounts are based on wage rates for new positions created by grant-eligible firms. For new positions created by eligible businesses in HUAs, an award of \$500 per position is available for employees earning between 150% and 199% of federal minimum

wage, and can receive a higher grant amount for paying over 200% of minimum wage. For all other areas outside of HUAs, businesses must pay at least 175% of federal minimum wage, and can also receive a higher grant award for paying over 200% of minimum wage. In 2019, as Figure 10 shows, 1% of total jobs in HUA localities (45 jobs) were given \$500 grant awards for exceeding 150% of minimum wage, 11% of the total (409 jobs) were awarded \$500 grants for meeting or exceeding 175% of federal minimum wage, and 88% of the total (3,376 jobs) were awarded \$800 grants for jobs meeting or exceeding 200% of minimum wage. Similar shares were awarded in previous years, with the majority of grants being awarded at the 200% threshold level, with less than 10% of jobs being awarded at the 150% level.

QY 2019 was the ninth grant cycle that localities could be classified as a HUA. Nine localities (17%) of the 54 designated localities (not including towns within these counties) were designated as HUAs for QY 2019. Table 7 shows the 2019 list of HUA localities. Of all eligible jobs created by businesses in HUA localities, only 16% of those positions were granted at the lowest wage threshold of 150-174%. Appendix E shows complete list of QY 2019 HUA Zones.

Table 7: *Qualifying Firms in HUA Localities*

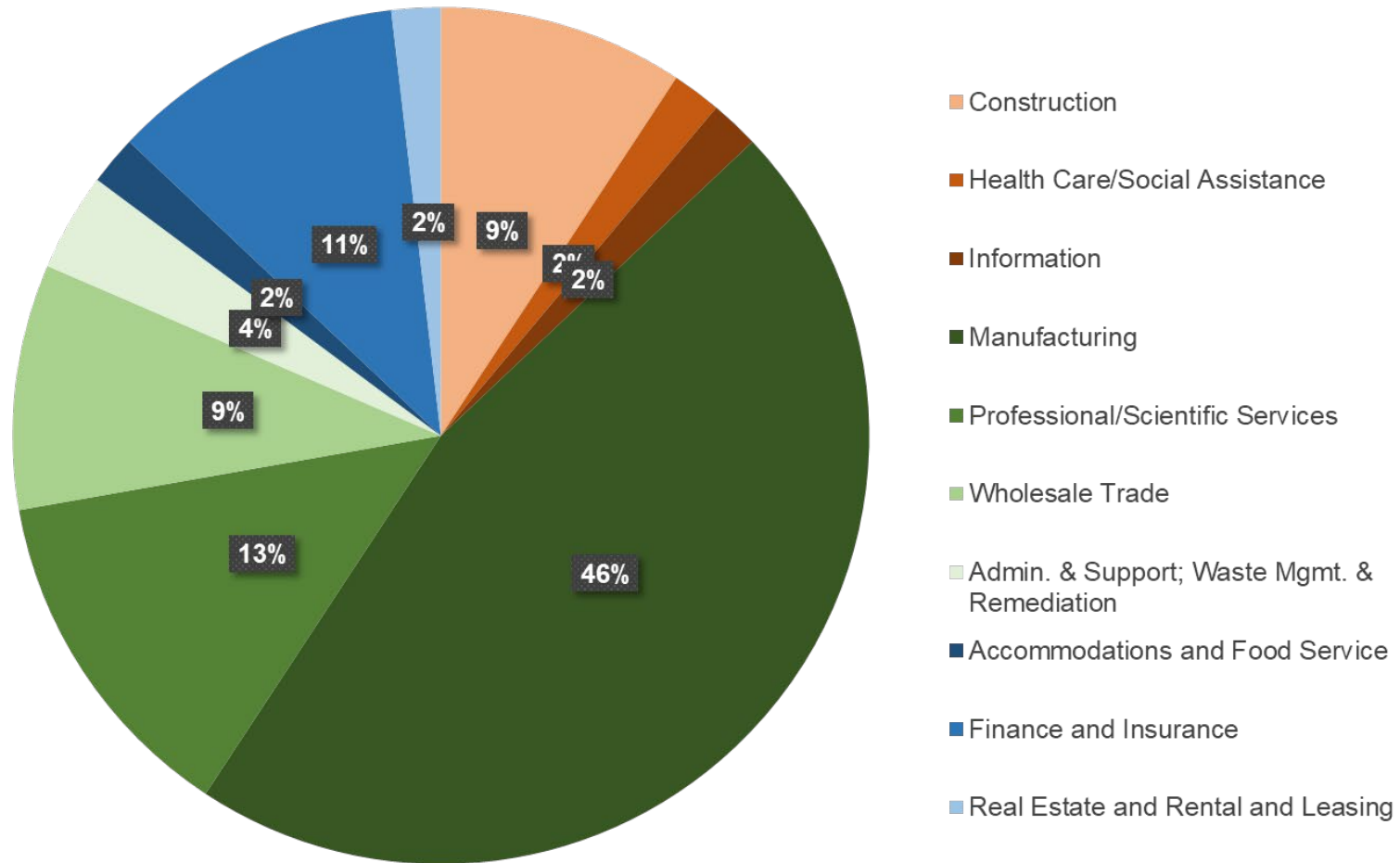
<b>GY 2019</b>	<b>Qualifying Businesses</b>	<b>Total Awarded Jobs</b>	<b>Awarded Jobs at 150%</b>	<b>Percentage of Jobs Qualifying at 150%</b>
<b>Dickenson County</b>	0	N/A	N/A	N/A
<b>City of Covington</b>	0	N/A	N/A	N/A
<b>City of Danville</b>	4	53.9	0	0.0%
<b>City of Hopewell</b>	1	82.8	0	0.0%
<b>City of Martinsville</b>	0	N/A	N/A	N/A
<b>Northampton County</b>	0	N/A	N/A	N/A
<b>City of Petersburg</b>	0	N/A	N/A	N/A
<b>City of Portsmouth*</b>	1	36.2	N/A	0.0%
<b>Tazewell County</b>	1	16.0	4.56	28.5%
<b>Wise County</b>	0	N/A	N/A	N/A
<b>Smyth (Saltville, Chilhowie)*</b>	1	85.9	40	46.6%
<b>Totals</b>	8	274.8	44.6	16.2%

\*Table includes jobs still qualifying within the 5-year grant period in previous HUAs no longer designated as such



## Job Creation Grants by Sector

Figure 11: 2019 Job Creation Grants by Sector



The industry sector of each entity receiving JCGs is tracked using the North American Industry Classification System (NAICS) codes. As with previous grant cycles, the largest share of qualified firms in QY 2019 were manufacturers (NAICS 300), representing 46% of all grantees. In 2019, professional and scientific services (NAICS 541) made up the second-largest share of JCG grantees, as Figure 11 and Table 8 show. None of the qualifying firms fell under utilities (NAICS 221) or management of companies and enterprises (NAICS 551).

Table 8: Qualified Firms by Industry Sector, 2015-19

Industry	2015		2016		2017		2018		2019	
	#	%	#	%	#	%	#	%	#	%
<b>Construction</b>	0	0%	3	5%	2	4%	3	5%	5	9%
<b>Health Care/Social Assistance</b>	2	3%	3	5%	0	0%	0	0%	1	2%
<b>Information</b>	1	2%	1	2%	0	0%	1	2%	1	2%
<b>Manufacturing</b>	37	64%	36	57%	24	50%	26	47%	25	46%
<b>Other Services*</b>	0	0%	2	3%	7	15%	8	15%	0	0%
<b>Professional/Scientific Services</b>	10	17%	12	19%	10	21%	10	18%	7	13%
<b>Transport/Warehousing</b>	2	3%	1	2%	0	0%	0	0%	0	0%
<b>Wholesale Trade</b>	3	5%	1	2%	2	4%	4	7%	5	9%
<b>Admin. &amp; Support; Waste Mgmt. &amp; Remediation</b>	2	3%	3	5%	3	6%	2	4%	2	4%
<b>Utilities</b>	0	0%	0	0%	0	0%	0	0%	0	0%
<b>Accommodations and Food Service</b>	1	2%	1	2%	0	0%	1	2%	1	2%
<b>Management of Companies and Enterprises</b>	0	0%	0	0%	0	0%	0	0%	0	0%
<b>Finance and Insurance</b>	0	0%	0	0%	0	0	0	0%	6	11%
<b>Real Estate and Rental and Leasing</b>	0	0%	0	0%	0	0	0	0%	1	2%
<b>Total</b>	58	100%	63	100%	48	100%	55	100%	54	100%

\* Activities 522 and 531 grouped into Other Services

## Local Enterprise Zones

As previously noted, the Commonwealth has 45 Enterprise Zones encompassing approximately 245 square miles. These zones are located in 20 cities, 34 counties and 12 towns within those counties. During QY 2019, 17 of the 45 were joint zones (including pre-2005 zones designated as joint zones between counties and towns), and 12 localities had two Enterprise Zone designations.

Unless noted otherwise, all data used in this report is generated from the Enterprise Zone Administration Database and is based on information reported by Local Zone Administrators (LZAs), 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, 2015-2019
- Appendix C: Report on Local Incentives
- Appendix D: Enterprise Zone Maps
- Appendix E: 2019 High Unemployment Areas

## Appendix A: Zone Highlights

### Accomack County - Northampton County

- A total of 48 new businesses opened in Accomack County in 2019, creating an estimated 185 net new jobs. In Northampton County, Coastal Precast Systems acquired the Bayshore Concrete Products building and has begun re-hiring former Bayshore staff.

### Alleghany County – Clifton Forge (Town) – Covington (City)

- In 2019, Schaefer Rolls invested nearly \$2,772,000 in building a new plant in Alleghany County, and received an RPIG for investing nearly \$1.2 million in qualified funds. In the city of Covington, Wright Way Motors invested almost \$479,000 in qualified funds to receive an RPIG to rehabilitate their current facility.

### Bedford (Town)

- Eight new businesses opened in Bedford's Enterprise Zone in 2019, all in the downtown area, adding an estimated 10 new jobs.

### Bristol

- Bristol's Enterprise Zone received nearly \$3.4 million in private investment in 2019, concentrated in manufacturing and mixed-use development, creating an estimated 83 jobs in the zone.

### Brunswick County - Mecklenburg County

- In 2019, 14 new businesses opened in Mecklenburg County, and one expanded, adding an estimated 30 net new jobs in their Enterprise Zone.

### Danville (City) – Pittsylvania County

- Danville had a high level of activity in their Enterprise Zones in 2019, with six new businesses opening up, creating an estimated 560 new jobs. The Kyocera SGS Tech Hub held its highly anticipated grand opening. Morgan Olson, a step van manufacturer, announced plans to take over the former IKEA warehouse space in Pittsylvania County's Enterprise Zone.



Figure 12: The Kyocera SGS Tech Hub. Photo Courtesy: City of Danville Economic Development

## Emporia (City) – Greensville County

- A new Family Fare convenience store invested over \$1 million in qualified funds to receive an RPIG to build a new store in Emporia in 2019.

## Franklin (City) – Southampton County – Isle of Wight County

- The city of Franklin's Enterprise Zone also had a busy 2019. Twenty-one new businesses opened, leveraging over \$627,000 in private investment and creating an estimated 44 new jobs. Southampton County also saw new business activity and expansion, including a hemp farming operation and a local butcher shop. In Isle of Wight's Zone, M&M Milling, an agricultural milling operation, announced plans to establish its first East Coast facility in the county.

## Halifax County

- Five new businesses opened in Halifax County's Enterprise Zone in 2019, and nine expanded. In South Boston, the Imperial Lofts, an adaptive reuse project converting an historic tobacco warehouse into a mixed-use development, leveraged nearly \$823,000 in qualified investment funds to receive an RPIG in 2019.

## Hampton (City)

- Two new hotels opened in Coliseum Central, aided by RPIG grants and nearly \$3.6 million in performance grants from the Hampton Economic Development Authority. Despite several closures, the city gained over 400 net new jobs as a result of business development and expansion.

## Henrico County

- Henrico County's Enterprise Zone saw significant investment in manufacturing, retail, and mixed use development and expansion in 2019, including a \$5 million investment in qualified funds by San-J International to expand an existing production facility, for which they received RPIG funding, and an ongoing shopping center redevelopment that is converting a traditional shopping center into a mixed-use, urban live-work center.



Figure 13: Coach's Restaurant. Photo Courtesy: City of Martinsville

## Henry County – Martinsville (City)

- Henry County's manufacturing sector grew significantly in 2019, with an estimated \$5.6 million in investment, which included two different furniture companies. Several adaptive reuse projects were initiated or completed in the city of Martinsville in 2019, including Uptown Pinball, a retro-style arcade that draws a regional crowd. Coach's, a North Carolina-based restaurant chain, opened their first Martinsville location with the help of an RPIG.

## Lynchburg

- Multiple projects in the city of Lynchburg's Zone received RPIG awards in 2019, including 801 Church Street, a building built in 1877 that was converted into loft apartments with the help of an RPIG, and a 1950s-era packing shed that became the headquarters for Lynchburg Grows' community supported agriculture operation.



Figure 15: Lynchburg Grows' new headquarters. Photo Courtesy: City of Lynchburg.



Figure 14: 801 Church Street. Photo Courtesy: City of Lynchburg

## Newport News (City)

- The city of Newport News's Zone also had a busy 2019, particularly in the retail and manufacturing sectors. Governor Ralph Northam attended the opening of the Brooks Crossing Innovation & Opportunity Center, a partnership between Newport News Shipbuilding, Old Dominion University, and the City of Newport News that received a RPIG after investing more than \$14 million in qualified funds.

## Norfolk (City)

- In Norfolk’s Enterprise Zone, significant development and expansion activity in the retail and manufacturing sectors occurred in 2019, particularly in the shipbuilding and logistics industries, with over \$15 million in investment in new construction, rehabilitation, and expansion projects in the Zone.

## Northern Neck Zone (Counties of Lancaster, Northumberland, Richmond, Westmoreland and towns of Warsaw and Kilmarnock)

- The Callao Downtown Revitalization Project in Northumberland continued in 2019, with several local businesses receiving grants and loans from other agencies for façade improvements and other upgrades. In total, Northumberland’s zone saw nearly \$647,000 in private investment in 2019.

## Petersburg (City)

- Several businesses received RPIGs in Petersburg’s Enterprise Zone in 2019, including the Petersburg Home for Ladies, an assisted living facility which underwent a \$225,000 renovation last year.



Figure 16: Brooks Crossing Innovation Center. Photo Courtesy: City of Newport News



Figure 17: Star Express & Huddle House. Photo Courtesy: Prince George County

## Portsmouth (City)

- The city of Portsmouth saw significant investment in its Zone’s office and retail sectors that generated over 300 net new jobs, despite a number of business closures. Two businesses associated with the maritime industry in Portsmouth received JCGs for creating more than 50 new jobs combined in 2019.

## Prince George County

- The Rolls-Royce Crosspointe facility in Prince George, which manufactures precision-engineered engine components for aircraft carriers around the world, received an RPIG after investing nearly \$465,000 in qualifying funds for work done on their existing facility and received a JCG for creating 282 jobs in the Enterprise Zone in 2019. Star Express and Huddle House, an RPIG recipient, celebrated their grand opening in March 2019.

### **Pulaski County – Radford (City)**

- Pulaski County saw more than \$39 million in private investment in their Enterprise Zone in 2019, mainly in the manufacturing sector. Additionally, Volvo Trucks North America announced last year the addition of over 700 jobs to their manufacturing facility in Pulaski's Zone.

### **Richmond (City)**

- The city of Richmond saw a tremendous amount of activity in both of their Zones in 2019. Combined, investors in the city's two zones added more than 1,200 qualifying jobs for which they received JCGs, and invested more than \$56 million in RPIG-qualifying funds for new construction, rehabilitation, and expansion of manufacturing, commercial and mixed-use properties.

### **Roanoke (City)**

- Two major property rehabilitations occurred on Jefferson Street in the city of Roanoke's Enterprise Zone in 2019, including a mixed-use development in the former Heironymous department store building, and the renovation of a former bank building into a 52-room boutique hotel. Overall, the city saw more than \$4 million in private investment in their zone in 2019.

### **Scott County**

- Although no investors received Enterprise Zone grants in Scott County in 2019, the county's Daniel Boone Wilderness Trail Interpretive Center was completed and opened to the public.

### **Smyth County**

- Smyth County's Enterprise Zones had an active year. Despite several business closures, the towns of Marion and Chilhowie created an estimated 136 net new jobs and saw over \$10 million in private investment. Blue Ridge Knives, which received an RPIG, completed their expansion project.

### **Staunton (City)**

- The city of Staunton's Enterprise Zone saw more than 62 new businesses open up in 2019, creating an estimated 88 net new jobs. These included multiple new restaurants, office, and retail establishments. Work is also continuing on the Blackburn Inn with the next phase of development including a small conference center and wellness center with spa facilities.



*Figure 18: Blue Ridge Knives' new facility. Photo Courtesy: Smyth County*



### **Tazewell (County)**

- Tazewell County had five businesses in the Enterprise Zone make over \$100,000 in capital investment in 2019, with Simmons Equipment Company also receiving JCG funding for creating 16 net new jobs.

### **Waynesboro (City)**

- In 2019, the city of Waynesboro's Enterprise Zone saw a significant uptick in private investment since last year, particularly in the office and retail sectors. This translated to more than \$3.7 million in private investments in the Enterprise Zone, with 33 new businesses opening over the course of the year.

### **Winchester (City)**

- Investors in Winchester's Enterprise Zone rehabilitated an old BB&T bank building into office space, leveraging more than \$374,000 in qualifying investments to receive RPIG funding to help defray project costs. The renovation includes co-working space inside the bank's former vault.

### **Wise County**

- In Wise County's Enterprise Zone, 19 new small businesses opened up, and over \$1 million in private investments were made in 2019.

### **Wythe County**

- In 2019, Wythe County's Enterprise Zone experienced investment across multiple industries, including manufacturing, retail, and tourism. Two businesses were awarded RPIGs for their combined investment of nearly \$851,000, and one was awarded a JCG for creating nine net new jobs meeting the program's minimum requirements.

## Appendix B: State Incentive Usage by Zone, 2015-19

Zone Information					Number of Incentives					Summary of 2019 Grants	
Zone #	Community	Acreage	Designation	Expiration	2019	2018	2017	2016	2015	\$ Amt.	% of Total
48	Charlotte County	773	2000	2024	1	0	6	8	6	\$215,981.45	1.5%
	Lunenburg County	405			0	0					
	Prince Edward County	2,859			2	6					
49	Dickenson County	3,645	2000	2024	0	0	0	0	0	\$0.00	0.0%
	Town of Clintwood	237			0	0					
	Town of Haysi	163			0	0					
50	Town of Warsaw	961	2000	2024	3	3	8	3	0	\$534,374.88	3.7%
	Lancaster County	3,696			0	0					
	Northumberland County	2,496			0	1					
	Richmond County	1,140			3	0					
	Westmoreland County	3,786			2	0					
	Town of Kilmarnock	374			1	0					
51	Smyth County	3,572	2000	2023	3	5	4	3	3	\$273,115.87	1.9%
	Washington County	3,594			0	0					
	Town of Chilhowie	505			0	0					
	Town of Glade Spring	289			0	0					
53	Alleghany County	3,608	2001	2020	3	0	1	3	1	\$322,032.62	2.2%
	Town of Clifton Forge	246			1	0					
	City of Covington	639			1	3					
54	Henry County	2934	2001	2020	7	0	4	0	1	\$171,929.46	1.2%
	City of Martinsville	527			2	4					
55	Lunenburg County	364	2001	2020	0	1	1	3	1	\$0.00	0.0%
	Town of Kenbridge	310			0	0					
	Town of Victoria	220			0	0					
57	Pittsylvania County	3,428	2001	2025	0	1	4	5	3	\$20,160.00	0.1%
	City of Danville	1,608			1	2					

22	Patrick County	3,621	2002	2021	0	2	1	0	1	\$0.00	0.0%
	Town of Stuart	176			0	0					
28	City of Richmond (North)	3,588	2003	2022	35	34	34	42	45	\$3,088,794.40	21.3%
	Henrico County	3,811			12	16	16				
1	City of Danville	1,911	2004	2023	9	5	5	7	5	\$450,996.79	3.1%
2	City of Lynchburg	2,198	2004	2023	9	10	10	10	9	\$755,872.20	5.2%
3	City of Newport News	3,839	2004	2023	14	12	12	14	12	\$1,096,381.40	7.6%
5	City of Roanoke	1,904	2004	2023	7	11	11	16	13	\$172,492.18	1.2%
6	Smyth County	619	2004	2024	0	0	0	0	0	\$0.00	0.0%
	Town of Saltville	357			0	0	0				
8	City of Hampton	3,233	2005	2024	10	11	11	15	4	\$1,012,765.41	7.0%
9	City of Hopewell	2,183	2005	2024	2	0	0	1	1	\$234,103.96	1.6%
10	City of Petersburg	922	2005	2024	3	3	3	7	0	\$188,767.08	1.3%
11	Wythe County	3,421	2005	2024	3	4	4	1	0	\$116,328.76	0.8%
12	Town of Bedford	636	2005	2024	0	1	1	3	2	\$0.00	0.0%
14	City of Waynesboro	608	2008	2027	2	1	1	2	1	\$172,378.09	1.2%
15	Halifax County	2,853	2008	2027	6	3	3	7	7	\$273,829.15	1.9%
52	Wise County	3,808	2008	2027	1	0	0	1	0	\$83,931.98	0.6%
4	City of Portsmouth	1,468	2010	2029	4	4	4	2	6	\$210,545.51	1.5%
7	City of Norfolk	2,371	2010	2029	14	8	8	11	10	\$845,712.98	5.8%
16	Prince George County	3,754	2010	2029	4	2	2	2	1	\$420,907.78	2.9%
17	City of Staunton	699	2010	2029	2	2	2	1	1	\$167,863.96	1.2%
18	City of Franklin	878	2010	2029	1	2	2	8	7	\$103,155.98	0.7%
	Southampton County	3412			0	3	3				
	Isle of Wight County	2,438			1	1	1				
24	Pittsylvania County	3,132	2010	2029	0	0	0	0	0	\$0.00	0.0%
19	City of Richmond (South)	3,611	2013	2032	3	7	7	6	3	\$383,377.20	2.6%
43	Greensville	3,280	2013	2032	0	0	0	2	0	\$83,931.98	0.6%
	City of Emporia	631			1	2	2				
20	City of Portsmouth	3,659	2014	2033	3	1	1	2	1	\$114,618.50	0.8%

21	City of Winchester	607	2014	2033	2	2	2	2	1	\$54,683.80	0.4%
23	Scott County	3,133	2014	2033	0	1	1	0	2	\$0.00	0.0%
25	Pulaski County	3,748	2014	2033	4	3	3	4	5	\$340,011.61	2.3%
	City of Radford	1,289			2	3					
26	Accomack County	3,361	2015	2034	1	3	1	4	6	\$222,780.76	1.5%
	Northampton County	2,993			2	4					
27	Carroll County	3,658	2015	2034	0	0	1	0	2	\$0.00	0.0%
	Grayson County	1,231			0	0					
	City of Galax	638			0	0					
29	City of Bristol	634	2015	2034	5	1	0	1	2	\$403,094.80	2.8%
30	Page County	2,084	2015	2034	0	0	5	3	0	\$0.00	0.0%
31	City of Newport News	3,236	2015	2034	5	10	0	10	5	\$635,419.94	4.4%
32	Mecklenburg County	2,738	2016	2035	1	0	8	1	1	\$83,931.98	0.6%
	Brunswick County	273			0	2					
35	City of Hampton	3,636	2016	2035	10	7	6	3	6	\$390,380.37	2.7%
36	Henry County	3,840	2016	2035	7	8	2	5	8	\$411,519.27	2.8%
	City of Martinsville	630			2	1					
44	Tazewell County	3,786	2016	2035	1	2	4	1	3	\$11,424.00	0.1%
46	City of Lynchburg	2,176	2016	2035	3	3	2	7	5	\$419,659.90	2.9%
0	JCG from Expired Zones	N/A	N/A	N/A	0	2	N/A	N/A	N/A	\$12,744.00	0.1%
										\$14,500,000.00	100.0%

## Appendix C: Local Incentives

### 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

- Five-year business, occupational, license (BPOL) fee rebates
- Five-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 #32B

- 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

### 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

**Dickenson 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

**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

**Franklin (City) #18A**

- Accelerated permit processing
- Discounted land buy-down
- Electricity fee and tax rebate
- Regional Workforce Development Center assistance
- Free temporary office space for up to five persons
- Machinery and tools tax grant
- Partial real estate tax exemption
- Permit fee rebate
- Reduced fee for jobs skills assessment

**Galax (City) #27C**

- 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
- Water and sewer connection fee waiver

**Halifax County #15**

- Business, professional and occupational license fee waiver
- 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
- 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

**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
- Freestanding signage grants
- Offsite improvement grants for draining, water and sewer
- 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 #46A & #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**

- Accelerated permit processing
- Crime prevention assessments
- Fire safety education seminars
- Land development and permit fee waivers
- 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
- Local job creation grant
- Machinery and tools tax grant
- Permit fee waivers

**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

**Kilmarnock (Town) #50A**

- Auto decal fee waiver
- Business, professional and occupational license fee waivers
- Capital investment and job creation incentives
- Water and sewer connection fee waiver
- Zoning, permit and subdivision fee waivers

**Lancaster County #50B**

- Capital investment and job creation incentives
- Façade improvement grants
- Micro-enterprise loan pool
- Partial real estate tax exemption

**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 CVCC
- Low-interest loan pool
- Partial real estate tax exemption
- Real estate redevelopment grants
- Water and sewer connection fee financing

**Martinsville (City) #46B & #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 #32A**

- 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

**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

**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
- Machinery and tools tax grant
- Partial real estate tax exemption
- Water and sewer connection fee reduction
- Water and sewer permit fee waivers

**Pittsylvania County #24 & #57A**

- 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

**Portsmouth (City) #20**

- Business personal property investment grant
- Façade improvement grants
- Machinery and tools tax grant
- Mixed-use development incentives
- Partial real estate tax exemption
- Permit fee waivers
- Streetscape improvement grants

**Prince Edward County #48C**

- Accelerated permit processing
- Architectural design fee rebate in Farmville Historic District
- Building permit fee waiver
- Business security audit
- Crime Prevention Through Environmental Design
- Discounted land buy-down in Prince Edward Business Park
- Machinery and tools tax grants in select business parks
- Partial real estate tax exemption
- Permit fee waiver for select properties
- 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 #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
- Reduced consumption charges for water and sewer

**Radford (City) #25A**

- Machinery and tools tax grant
- Partial real property tax exemption
- Utility connection fee waiver

**Richmond (City) #19 and #28A**

- Brownfield development rebate
- Business relocation rebate
- Employment assistance grant for job creation
- Industrial development fee rebate
- Loan fee rebate up to \$1,000
- Machinery and tools tax grant
- Partial real estate tax exemption

**Richmond County #50E**

- Capital investment and job creation incentives
- Partial real estate tax exemption

**Roanoke (City) #5**

- 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

**Saltville (Town) #6A**

- Broadband access connection reimbursement
- Business personal property investment grant
- Downtown revitalization grants and loans
- Tourism marketing mini-grant

**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

**Staunton (City) #17**

- Five-year business grant

- 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
- Permit fee waivers
- 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

**Warsaw (Town) #50F**

- Capital investment and job creation incentives
- 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

**Winchester (City) #21**

- Business development grants
- Commercial and mixed-use property rehabilitation grant
- Development fee rebates
- Entrepreneurship grant
- Façade improvement loans
- Professional Job Creation Grant
- 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
- Exterior Improvement Grant Program
- Revolving loan fund

**Wise County #52**

- Building permit fee waiver
- Discounted land buy-down and reduced development costs
- Machinery and tools tax grant
- Partial real estate tax exemption
- Workforce training at UVA Wise and MECC

**Wythe County #11**

- Accelerated permit processing
- Business, professional and occupational license fee reduction
- Dining and lodging establishment grants
- Discounted land buy-down in Progress Park
- Local job creation grants for high-wage businesses
- Permit fee waivers
- Revolving loan fund
- Sewer connection fee reduction
- Water consumption rate reduction



## Appendix E: High Unemployment Areas

2019 High Unemployment Areas (HUA)			
Dickenson County (Town of Haysi, Town of Clintwood)	49	Northampton County	26*
City of Covington	53*	City of Petersburg	10
City of Danville	1,57*	Tazewell County	44
City of Hopewell	9	Wise County	52
City of Martinsville	36, 54*		

\*The following communities in joint zones are NOT HUAs: Alleghany, Henry, Accomack and Pittsylvania counties, and the town of Clifton Forge. Businesses in these communities are not eligible for the reduced wage threshold. Source: DHCD, based on the LAUS Unit and Bureau of Labor Statistics 2018 Annual Virginia Unemployment Report.



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