



Virginia Department of Housing and Community Development

VIRGINIA
ENTERPRISE
ZONE

GY2021 ANNUAL REPORT



VIRGINIA DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT
Partners for Better Communities

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Cover Photo | **Within Interior Design** on 1088 Granby Street in the **city of Norfolk** was previously Ogle Auto Repair and Machine Work Company (top photos circa 1916 & 2019). The building now houses a design team on the bottom floor and a construction team on the mezzanine. The company leveraged over \$995,000 for a grant award of \$100,000.

Qualification Year 2021 Snapshot

JOB CREATION GRANTS



50
Businesses



4,115
Jobs
Created/
Retained



\$2,493,393
Total
Awards

REAL PROPERTY INVESTMENT GRANTS



114
Properties



\$307,083,311
in
Qualified
Investments



\$11,089,416
Total
Awards

VEZ 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 considered “economically distressed.”

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 prequalified firms to continue accessing the former general income and investment tax credit incentives. The tax credit program officially concluded in 2019.



The downtown **Hampton Landing Hotel** completed a \$2.1 million renovation on the waterfront in the **city of Hampton** and received a Real Property Investment Grant totaling \$100,000.

Grant Year 2021 Program Summary

When used in conjunction with other local, state and federal programs, Virginia Enterprise Zone incentives can leverage substantial private sector investment for economic development in localities across the Commonwealth. There are currently 45 enterprise zones throughout the state that encompass approximately 245 square miles and include zones in 20 cities, 34 counties and 12 towns within those counties.

Table 1 | Grant Year 2021 Summary

	RPIG	JCG	TOTAL
Fund Requests	\$11,089,416	\$2,493,393	\$13,582,809
Funds Disbursed	\$11,089,416	\$2,493,393	\$13,582,809
Number of Grants Issued	114	50	164
Number of Entities	107	50	157
Proration (RPIG only)	\$0	N/A	\$0
Jobs Created	N/A	4,115	4,115
Investment Leveraged	\$307,083,311	N/A	\$307,083,311
Average QRPI per RPIG Grant	\$2,693,713	N/A	\$2,693,713

Real Property Investment Grant (RPIG)

The Real Property Investment Grant (RPIG) provides funds to offset “hard” construction costs, referred to as Qualified Real Property Investments (QRPI), incurred 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, for up to \$200,000. For rehabilitation and expansion projects, a zone investor must invest at least \$100,000 in QRPI to be eligible for the RPIG. New construction projects require zone investors to spend at least \$500,000 in order to qualify. Grant awards for all property types are based on the amount of investment made in excess of the \$100,000 and \$500,000 eligibility thresholds for rehabilitation and new construction, respectively.

In GY2019, solar-only projects were added to the program, as well as a lower threshold for other projects that include solar panels. A zone investor must invest in solar panels costing at least \$50,000 to be considered for RPIG. New construction projects that include solar panels that cost at least \$50,000 require zone investors to spend at least \$450,000 in order to qualify for RPIG. Solar-only projects of at least \$50,000 and no more than \$100,000 do not have a QRPI amount to meet in order to be eligible for grant funding.



Lilian Lumber Company and Lumber Yard in Northumberland County recently celebrated its 110th anniversary and the completion of a new drive-through lumberyard and contractor showroom. The company was the first to mill lumber in the Northern Neck to manufacture windows and doors. The company invested \$550,000 in remodeling and expansion of its retail store, consolidating two branches. It received a \$100,000 RPIG award.

Real Property Investment Grant (RPIG)

Enterprise zone grants are subject to an annual appropriation by the General Assembly. By statute, the Job Creation Grants (JCGs) receive funding priority. After fully funding JCGs, the remaining funds are allocated to RPIG, and the amount paid to each RPIG applicant is prorated proportionally should grant requests exceed the remaining funds. In GY2021, RPIG requests were awarded in full without proration. Table 2 illustrates how grant requests under RPIG are calculated.

Table 2 | Example-RPIG Threshold & Award

TYPE	Investment	Threshold	Total Grant-Eligible Funds	Grant Rate	Grant Request	Pro-ration	Grant Award
New Construction	\$1,000,000	\$500,000	\$500,000	20%	\$100,000	\$0	\$100,000
Rehab/Expansion	\$500,000	\$100,000	\$400,000	20%	\$80,000	\$0	\$80,000
New Construction with Solar	\$1,000,000	\$450,000	\$550,000	20%	\$100,000	\$0	\$100,000
Rehab/Expansion with Solar	\$100,000	\$50,000	\$50,000	20%	\$10,000	\$0	\$10,000
Solar-only	\$75,000	\$0	\$75,000	20%	\$15,000	\$0	\$15,000

Job Creation Grant (JCG)

The Job Creation Grant (JCG) provides funds 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 2020). 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 GY2021 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 \$800 per position created, as Table 3 on the right shows.

Table 3 | JCG Grant Wage Thresholds & Awards

ELIGIBILITY	% of Minimum Wage	Hourly Pay Minimum	Grant Award per Job*
HUAs	150%	\$10.88	\$500
All Other EZs	175%	\$12.69	\$500
Max	200%	\$14.50	\$800

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

GY2021 RPIG Overview

Overall, 164 grants were issued to 157 unique investors and businesses. Zone investors leveraged \$307,083,311 in qualified real property investments to receive RPIGs, with the average QRPI per grant issued being \$2,693,713. There were 4,115 jobs that were awarded JCGs. Figure 1 illustrates the approximate percentage of total grant funds disbursed by grant program type in 2021.

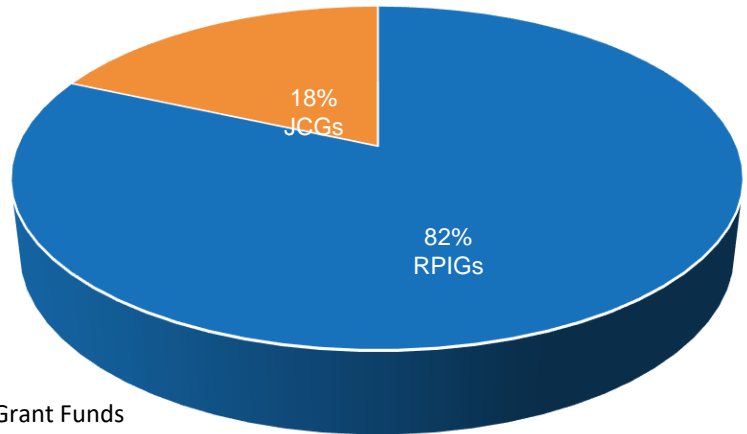


Figure 1 | GY2021 Grant Funds Disbursed by Program

GY2021 RPIG Overview

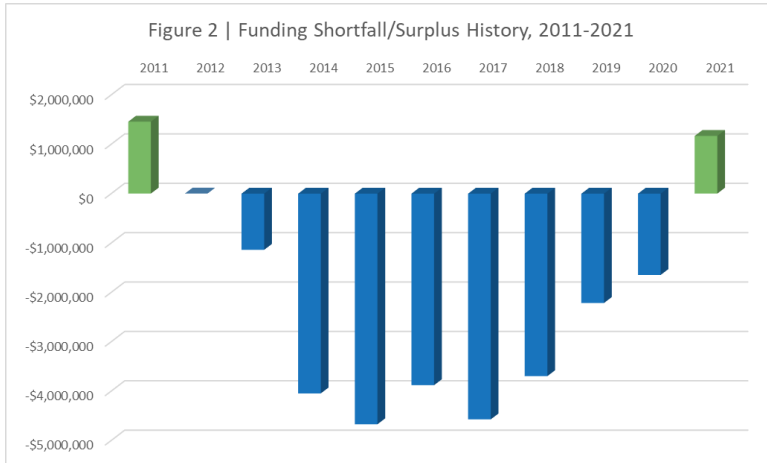


Figure 2 and Table 4 show the difference between allocations and requests for VEZ grants over the last ten years. Due to increased program funding in 2020 and 2021, the proration was lower in 2020 than it had been since 2013, and 2021 was the first time in 10 years that a funding surplus existed, with a surplus of \$1,167,191. GY 2015 had the largest shortfall in the past decade, with approximately \$4.7 million more funds requested than disbursed, which required a proration of \$0.67 on the dollar for grants disbursed.

Table 4 | RPIG Proration by Grant Year 2017-2021

Year	2017	2018	2019	2020	2021
Surplus/Shortfall	-\$4,571,915	-\$3,696,572	-\$2,215,484	-\$1,647,653	\$1,167,191
Appropriation	\$12,814,467	\$13,500,000	\$14,500,000	\$14,500,000	\$14,750,000
Grant Requests	\$17,386,382	\$17,196,572	\$16,715,484	\$16,147,653	\$13,582,809
RPIG Requests	\$15,224,750	\$14,499,840	\$13,788,160	\$14,217,222	\$11,089,416
Proration	70%	75%	84%	88%	0%

Projects that received funding in GY2020 likely began construction in 2019 or early 2020, before the COVID-19 pandemic began. Projects eligible for GY2021 funds received final placed-in-service documentation in calendar year 2021. GY2021 likely reflects projects least impacted by pandemic related construction and supply chain delays.

GY2021 RPIG Overview

RPIG are awarded to zone investors who make investments in widely varying amounts, ranging from \$100,000 (the required threshold for qualifying for an RPIG for rehabilitation or expansion of an existing structure(s) up to more than \$10 million, with Table 5 and Figure 3 (both above) showing data for the last five years. Investments ranged from \$57,247 for a solar-only project to \$34,241,147 for a new construction project in GY2021. Investments in the range of \$500,000-\$999,000 comprised 27.7% of the amounts of total QRPI, which is similar to previous years. Investments in the \$5 million-\$10 million range comprised 22.6% of projects this year, which is about 3% more than GY2020. The third largest share of investments was in the \$100,000-\$999,000 range at 14.9%, followed closely by the \$10 million plus range at 14.4%, which is a 7% increase from 2020. Over 11% of investments were made in the \$1 million-\$2 million range. Investments in the ranges of \$2 million-\$5 million comprised about 9% of total QRPI, while projects with an investment of \$50,000-\$100,000, which are solar-only projects, made up the smallest percentage of applications receiving RPIGs in 2021.

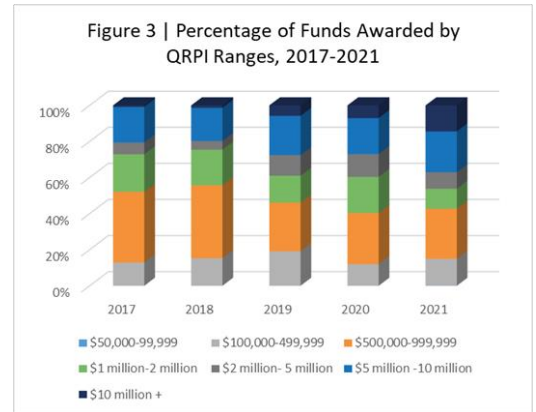


Table 5 | Percentage of Funds Awarded & Application Count by QRPI Ranges

QRPI Amount	2017		2018		2019		2020		2021	
	%	#	%	#	%	#	%	#	%	#
\$50,000-100,000	0%	0	0%	0	0%	0	0%	0	0.1%	1
\$100,000-499,999	12.9%	45	15.3%	53	19.2%	56	12.0%	42	14.9%	35
\$500,000-\$999,000	39.2%	64	40.5%	63	27.0%	42	28.3%	44	27.7%	33
\$1 million-\$2 million	20.8%	33	19.7%	30	14.9%	22	20.1%	30	11.0%	13
\$2 million-\$5 million	6.6%	10	4.8%	7	11.4%	17	12.7%	18	9.1%	11
\$5 million-\$10 million	19.7%	15	18.3%	14	21.8%	15	19.9%	15	22.6%	13
\$10 million +	0.8%	1	1.4%	1	5.8%	4	7.0%	5	14.4%	8

GY2021 RPIG Overview

Since the VEZ grant programs were created in 2005, the majority of funds have been utilized for RPIG awards. However, beginning in GY2010 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. In 2021, the ratio of RPIG to JCG requests was \$4.45 in RPIG requests for every \$1 in JCG requests.



Moog Inc. in the city of Galax is a worldwide designer, manufacturer and integrator of precision motion control products and systems. Moog's high-performance systems control military and commercial aircraft, satellites and space vehicles, launch vehicles, missiles, industrial machinery, marine applications and medical equipment. The company invested over \$5.4 million in rehabilitation costs and was awarded \$200,000 in RPIG funds.

GY2021 RPIG by Property End Use

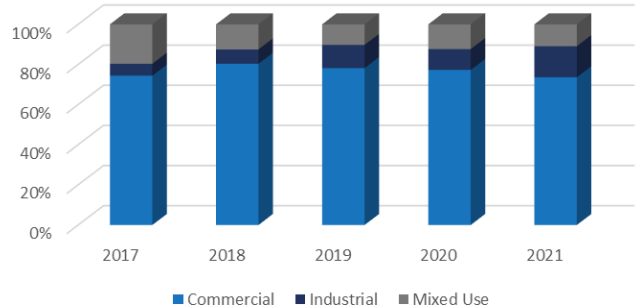
RPIG funding is only available for investments made to commercial, industrial or mixed-use properties where a minimum of 30% of the useable floor space is devoted to commercial, office, or industrial use) in designated enterprise zones.

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. Grant years 2019-2021 had slightly more RPIGs awarded for industrial properties, at 11.5%, 12.34% and 17% respectively. Mixed-use has consistently made up between 10-12.5% of RPIGs for the last four years.

In 2021, 82 RPIGS were awarded for commercial use, followed by 19 for industrial and 13 for mixed-use developments.

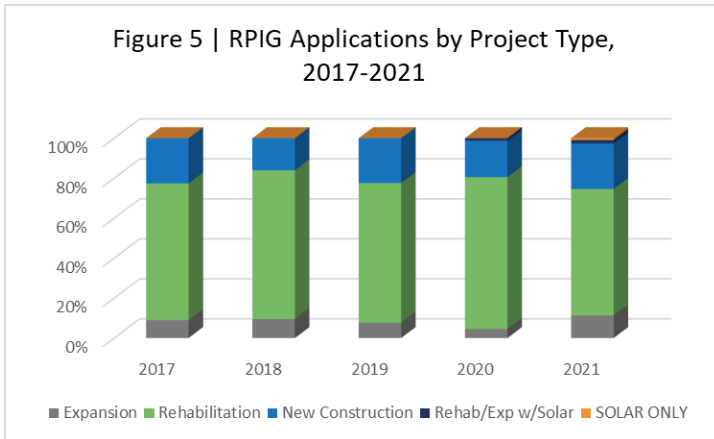
In previous years, industrial use projects had the highest average QRPI, however, in 2021 commercial projects had the highest with an average of \$2,757,389. Mixed-Use projects followed with an average of \$2,576,087, and industrial projects had an average of \$2,499,381 in QRPI. Average grant awards by property end use followed a different pattern. Mixed-use had the highest average award of \$106,901, followed by grants for industrial properties, which averaged out to \$101,232. Commercial grants averaged out to \$94,833, due to the high number of awards in the category, and the wide range of QRPI invested to leverage grant funding.

Figure 4 | RPIG Applications by Property End Use, 2017-2021



GY2021 RPIG by Project Type

Figure 5 | RPIG Applications by Project Type, 2017-2021

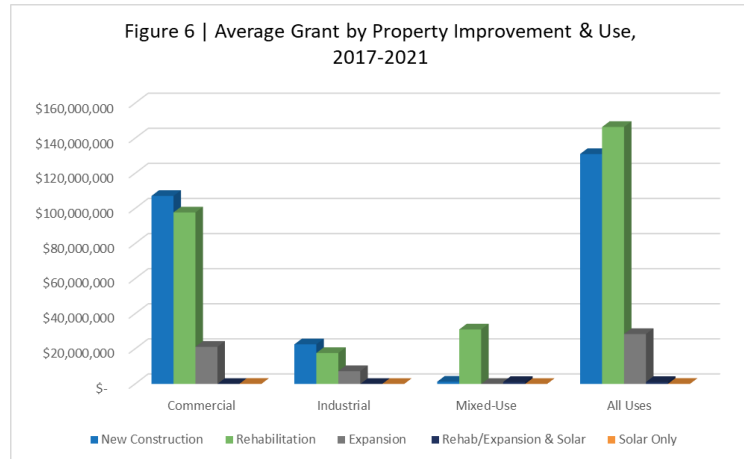


Property improvements eligible for RPIGs include new construction, rehabilitation of an existing building or facility, expansion of an existing building or facility, or solar projects. Figure 5 shows the share of RPIG awards by type of property improvement over the last five grant cycles. Solar-only projects were eligible for the first time in GY2020, and this new regulation included a new, lower threshold for projects that included solar. The largest share of grants awarded over the last five years was consistently for rehabilitation projects, followed by new construction. Investors who were expanding existing building/facilities, rehabilitation/expansion with solar projects and solar-only projects had the smallest share of grants awarded. The high number of rehabilitation projects demonstrates the revitalization goals of the program are being fulfilled.

GY2021 RPIG by End Use and Project Type

There are multiple factors contributing to why rehabilitations of commercial spaces make up the majority of RPIG awards. Many enterprise zones encompass downtown areas and commercial corridors and see a significant number of small and mid-size commercial rehabilitation projects for retail, restaurants, office space or other commercial uses. Other resources 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.

In the 2021 grant cycle, the average QRPI was highest for new construction, at \$5.03 million. This was followed by expansion at \$2.18 million and rehabilitation at \$2.03 million respectively. Rehabilitation and expansion with solar had an average QRPI of \$563,551, and solar-only had one project with a QRPI of \$57,247. The average award by property improvement type followed a similar trend: the average RPIG for new construction projects was \$372,814, the average rehabilitation award was \$280,907 and the average RPIG for expansion was \$191,822. The average RPIG for rehabilitation and expansion projects with solar was \$86,064, and the solar-only project received a grant award of \$11,449.

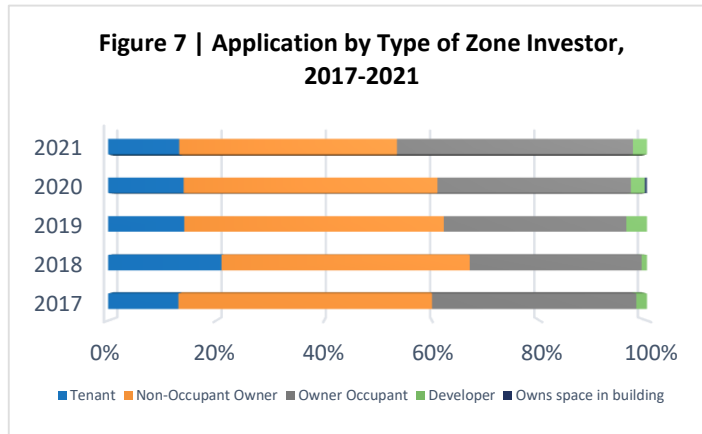


Due to the higher threshold requirement, the highest average RPIG was awarded for new construction projects. New construction industrial projects were awarded the highest average RPIG, with an average grant of approximately \$140,000, followed by commercial new construction projects and rehabilitation of mixed-use properties, show in Figure 6.

GY2021 RPIG by Qualified Zone Investors

“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 7 shows, non-occupant property owners had been the most common type of qualified zone investor in the previous five years, however, in GY2021, owner-occupants were the most common. This was followed by non-occupants, tenants improving leased space, developers and owners of a space within a larger building. VEZ requires that investors capitalize and/or expense their investment in order to qualify for RPIGs. The program is not open to developers who will not be expensing and/or 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.



GY2021 Job Creation Overview

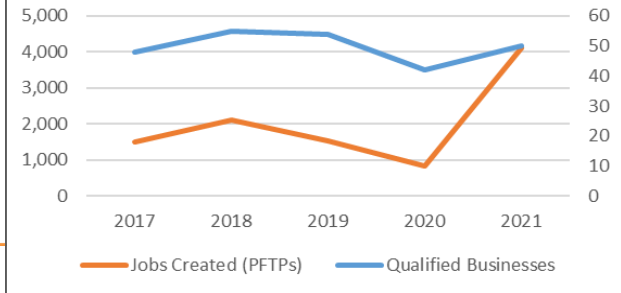
Table 6 | Job Creation Grant Summary, 2017-2021

	2017	2018	2019	2020	2021
Qualified Businesses	48	55	54	42	50
Jobs Created (PFTPs)	1,497	2,108	1,519	825	4,115
Total Awards	\$2,161,632	\$2,696,732	\$2,927,324	\$1,930,431	\$2,493,393
Award per Job Created	\$1,443.98	\$1,279.28	\$1,926.58	\$2,339.75	\$605.88
Average New Jobs per Firm	31	38	28	20	82
Total Qualified Jobs	3,443	4,543	4,676	2,740	4,115
Average Qualified Jobs per Firm	72	83	87	65	82

DHCD awarded a total of \$2,493,393 in JCGs to 50 businesses in GY2021, as Table 6 illustrates. JCG requests represented 18% of funds requested and awarded. Figure 8 shows the five-year trends in qualified businesses applying for JCGs and corresponding job creation. Over the five-year period, job creation peaked in GY2021.

Four companies applied for the maximum number of positions (350) eligible for awards under the JCG program in 2021. In addition, three other companies applied for 250 or more jobs (not including the four companies that applied for the maximum amount). Those top job creators were located throughout Virginia in the cities of Norfolk, Hampton, Newport News and Lynchburg, as well as Pittsylvania County.

Figure 8 | Qualified JCG Businesses & Jobs Created, 2017-2021



GY2021 JCG by Wage Rates

JCG award amounts are based on wage rates for new positions created by grant-eligible firms. For new positions created by eligible businesses in High Unemployment Areas (HUAs), an award of \$500 per position is available for employees earning between 150-199% of the 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.

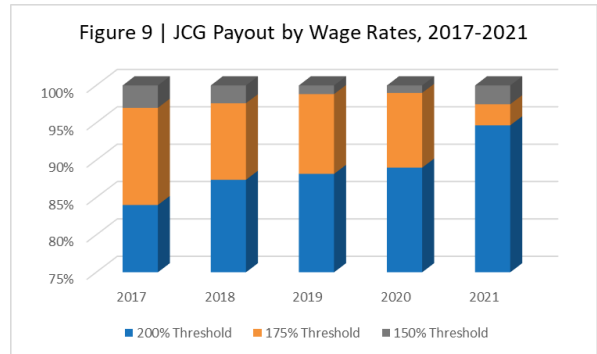
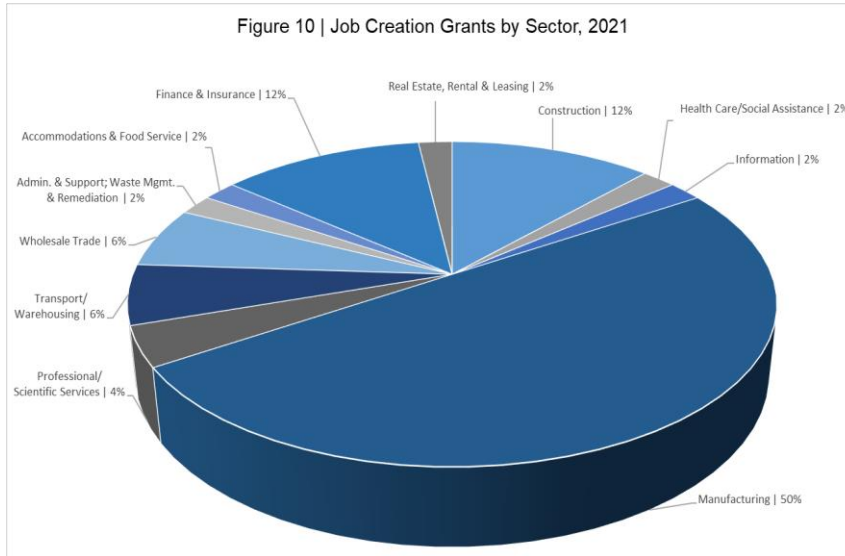


Figure 9 illustrates that approximately 21% (115 jobs) of the total jobs in HUA localities were given \$500 grant awards for exceeding 150% of minimum wage (this level constitutes about 2.5% of the total JCG awards) in GY2021. Approximately 3% of the total JCG awards were awarded \$500 grants for meeting or exceeding 175% of the federal minimum wage, and 95% of the total were awarded \$800 grants for jobs meeting or exceeding 200% of minimum wage in 2021. 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. GY2021 was the 11th grant cycle that localities could be classified as an HUA. Eight of the 54 designated localities (not including towns within these counties) were designated as HUAs for GY2021. Firms in half of the HUAs submitted JCG applications. Appendix E on page 41 shows a complete list of GY2021 HUA localities.

GY2021 JCG 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 GY2021 were manufacturers (NAICS 300), representing half of all grantees. Construction (NAICS 236-238) and Finance and Insurance (NAICS 521-525), both with 12% of the total qualified firms, tied to make up the second-largest share of JCG grantees, as Figure 10 and Table 8 illustrate. None of the qualifying firms fell under Utilities (NAICS 221) or Management of Companies and Enterprises (NAICS 551), which was also the case in the last two previous years.



GY2021 Job Creation Grant Overview

Table 8 | Qualified Firms by Industry Sector, 2017-2021

	2017		2018		2019		2020		2021	
	#	%	#	%	#	%	#	%	#	%
Construction	2	4%	3	5%	5	9%	7	17%	6	12%
Health Care/Social Assistance	0	0%	0	0%	1	2%	1	2%	1	2%
Information	0	0%	1	2%	1	2%	1	2%	1	2%
Manufacturing	24	50%	26	47%	25	46%	18	43%	25	50%
Other Services*	7	15%	8	15%	0	0%	0	0%	0	0%
Professional/Scientific Services	10	21%	10	18%	7	13%	3	7%	2	4%
Transport/Warehousing	0	0%	0	0%	0	0%	0	0%	3	6%
Wholesale Trade	2	4%	4	7%	5	9%	3	7%	3	6%
Admin. & Support; Waste Mgmt. & Remediation	3	6%	2	4%	2	4%	2	5%	1	2%
Utilities	0	0%	0	0%	0	0%	0	0%	0	0%
Accommodations and Food Service	0	0%	1	2%	1	2%	1	2%	1	2%
Management of Companies and Enterprises	0	0%	0	0%	0	0%	0	0%	0	0%
Finance and Insurance	0	0	0	0%	6	11%	6	14%	6	12%
Real Estate and Rental and Leasing	0	0	0	0%	1	2%	0	0%	1	2%
Total	48	100%	55	100%	54	100%	42	100%	50	100%

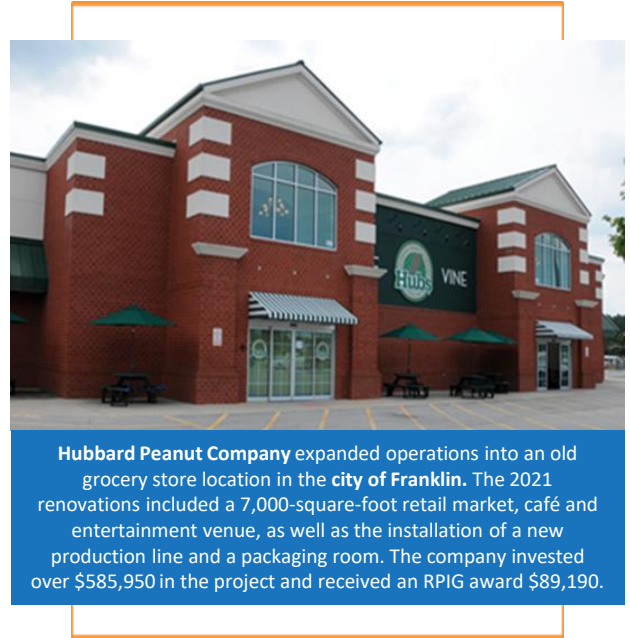
Local Enterprise Zones

Virginia 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 GY2021, 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.



Hubbard Peanut Company expanded operations into an old grocery store location in the **city of Franklin**. The 2021 renovations included a 7,000-square-foot retail market, café and entertainment venue, as well as the installation of a new production line and a packaging room. The company invested over \$585,950 in the project and received an RPIG award \$89,190.

Appendix A | Zone Highlights

Accomack County – Northampton County

Rocket Lab announced the project in 2021 and broke ground in April 2022 on a 250,000-square-foot rocket manufacturing complex on Wallops Island. Once fully operational, the company will become one of the largest employers with one of the highest paid local work forces. Coastal Precast Systems in Northampton County received \$37,424 in JCG awards for creating 54 new jobs.

Allegheny County – Clifton Forge (Town) – Covington (City)

The Allegheny Highlands is moving forward with the creation of a 35-acre graded site on a 105-acre contiguous parcel in the Allegheny Regional Commerce Center. This site, located in the enterprise zone, will include a 750,000-square-foot building or three separate buildings.

Bedford (Town)

The Bedford EDA awarded 12 grants for property improvement and equipment for businesses in the enterprise zone. The reimbursed incentives totaled \$41,707 and leveraged private investment of \$2,633,527. Work began on a catalytic mixed-use project to convert an old Rubatex factory into “The 620” at 620 Railroad Avenue that will include with 52 apartments and three commercial spaces near Beale’s Brewery.

Bristol (City)

Lux Enterprises created 49 jobs and received \$36,296 in JCG awards. American Merchant received its second year of JCG award funding, creating 49 jobs total and receiving \$27,611 in award funds.



The Allegheny Highlands Industrial Heritage and Technology Discovery Center in Covington is a project developed by the Allegheny Historical Society as part of an area wide effort to create a heritage trail and boost the economic revitalization of our community. It showcases the 275+ years of settlement and growth of the Allegheny Highlands and provides an interactive experience for visitors of all ages and chronicles the technological advances in our industrial heritage. The Center had a total QRPI of over \$879,112 and received an RPIG award of \$100,000

Appendix A | Zone Highlights

Brunswick County – Mecklenburg County

Three new businesses opened in the Brunswick County enterprise zone during 2021. Holistic Safe Space, Glorious Events and Designs, and Kindred Non Emergency Medical Transport have accounted for the creation of 10 jobs for the community. In addition, the zone was expanded in 2021 to include two established businesses, Brunswick Box and the Butler Lumber property, as well as to add property in the Alberta zone. Freeman Enterprises Inc. invested \$533,027 in the rehabilitation of their building and received \$86,605 in RPIG awards.

Carroll County – Galax (City) – Grayson County

Moog Inc. in the city of Galax invested over \$5.4 million in rehabilitation costs and was awarded \$200,000 in RPIG funds. Marathon Realty invested \$5.24 million and received \$200,000 in RPIG funds.

Charlotte County – Lunenburg County – Prince Edward County

Eastern Engineered Wood Products (EEWP) completed construction at a 32-acre parcel in the Heartland Park for a storage yard and distribution center for trusses and other products. EEWP will be eligible for grants in the upcoming grant cycle.

Danville (City) – Pittsylvania County

Tyson Foods' celebrated the \$300 million, 325,000-square-foot, state-of-the-art manufacturing facility, which is expected to be operational in early 2023. RMC Investments leveraged over \$6.37 million in private investment to received a \$200,000 RPIG for the construction of a Hampton Inn.

Ma's Cakes is a locally owned bakery in the city of Danville that offers a variety of pastries, cakes, gourmet breads, juices coffee and teas. The company invested over \$464,235 and received a Real Property Investment Grant of \$62,847.



Appendix A | Zone Highlights

Emporia (City) – Greensville County

Two companies in Emporia invested over \$1.45 million and received a total of \$133,553 in RPIG awards.

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

Birdsong Corporation invested over \$5 million to build the Rose Valley facilities in the city of Franklin to store bulk farmer stock peanuts. The company received the maximum RPIG award of \$200,000. Franklin Lumber began installation of a sawmill line and building improvements in Isle of Wight County, valued at approximately \$15 million.

Halifax County – South Boston (Town)

This zone saw a total of private and public investment of over \$8 million. Factory Street Brewery opened in a former blighted tobacco warehouse in downtown South Boston, and the SoVA Innovation Hub opened with a tremendous partnership between Mid-Atlantic Broadband Communities Corporation and Microsoft.

Hampton (City)

Two companies received the maximum \$100,000 award for rehab/expansion projects. Wisconsin Physicians Service Insurance Corporation received its fifth year of JCG. The company has created a total of 260 jobs and received \$198,920 in JCG funds for GY21.

Henrico County

Henrico County saw significant investment in its zone with 11 businesses investing more than a total of \$54 million in private investment. This included three companies that invested over \$5 million each in new construction projects that received the maximum award amount of \$200,000 in RPIG funding. Kenmore Envelope Company has added 62 jobs in the past three years and received \$46,920 in JCG funds in GY21.

Appendix A | Zone Highlights

Henry County – Martinsville (City)

Crown Holdings Inc., an industry leader in metal packaging technology, will invest \$145 million to establish a manufacturing operation in Henry County. The company will build a 355,000-square-foot aluminum beverage can production facility and create 126 jobs in the Commonwealth Crossing Business Centre. Press Glass Inc. continues to invest in Henry County and receive JCGs for its new facility located in the Commonwealth Crossing Business Centre.



Hopewell (City)

WRM LLC completed a rehabilitation project, which included investing over \$566,200 and receiving a RPIG for \$93,241. AdvanSix received its third year of JCGs and has created 84 net new jobs and was awarded \$66,920.

Lynchburg (City)

Businesses in the zone leveraged over \$21.7 million in private investment and received a total of \$674,302 in RPIGs. Finalized commercial building permits totaled more than \$29,680,594 million in real property investment in the city's enterprise zone. Of the 2,416 businesses licensed in the city in 2020, 50% have been in business 10 years or more.

FerraTex Solutions LLC in the city of Martinsville invested over \$777,112 in the rehabilitation and expansion of their facility. The company received \$100,000 in RPIG funds.

Appendix A | Zone Highlights

Newport News (City)

Newport News had 12 companies invest over \$22.4 million in capital investment in the enterprise zone. In addition, five companies created 429 jobs, including Liebherr-America Inc., who created 124 jobs in its third year of JCG eligibility.

Norfolk (City)

A total of eight businesses utilized the zone benefits for a total of \$550,543.14 in grant awards. Five business utilized JCG for a total of \$238,954 in grant awards. The city had four new businesses create jobs for over 25 employees, and seven businesses expanded to create over 25 jobs. BAE Systems Norfolk Ship Repair received its 13th year of JCG awards, creating 128 new jobs in 2021. Colonna's Shipyard received its 14th year of JCG awards and created 61 new jobs in 2021. Seaward Marine Corp received its third year of JCG awards and has created 85 jobs.

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

The Town of Kilmarnock had three business that invested over \$2.92 million to receive a total of \$231,062 in Real Property Investment Grants. This included the Boys and Girls Club of the Northern Neck, which invested \$2,070,298 in their new building. Lillian Lumber company in Northumberland County invested \$862,000 in remodeling and expansion of a retail store, consolidating two branches of the company and was awarded a \$100,000 RPIG.



Ferguson Enterprises completed construction on the company's third headquarters (HQ3) building in the city of **Newport News**. The headquarters is an eight-story building with 260,000 square feet of office space. Ferguson invested over \$82 million in their new building and received a \$200,000 Real Property Investment Grant in 2021.

Appendix A | Zone Highlights

Patrick County – Stuart (Town)

Prolam, a hardwood flooring manufacturer, announced that they would be expanding their business, investing \$12.8 million and creating 58 jobs. Ten Oaks LLC, a manufacturer of hardwood floors, announced that they would invest \$9.3 million to construct a new facility in the county and create 11 jobs. Both companies are in the Enterprise Zone and eligible for EZ incentives once final placed-in-service documents are received.

Petersburg (City)

Two companies invested over \$921,903 to receive a total of \$144,380 in Real Property Investment Grants.

Pittsylvania County

Morgan Olson received their second year of JCG funding. The company created 465 jobs and were eligible for the maximum 350 jobs with an award of \$280,000.

Portsmouth (City)

W F Magann received their fifth year of JCGs, creating 101 jobs and receiving \$78,248 in awards. Marcom Services received their third year of grants, creating 41 jobs and receiving \$29,632 in awards. Two other businesses received JCG awards totaling over \$15,650.

Prince George County

NVR Inc. received its third year of JCGs, creating 148 jobs and receiving a total award in 2021 of \$115,248. RAM's Petroleum invested over \$2,300,000 and received a \$100,000 RPIG.



RAM's Petroleum opened RAM's Café in Prince George County. This travel center offers made-to-order breakfast, lunch and dinner options. RAM's Petroleum invested over \$2.3 million and received a \$100,000 RPIG.

Appendix A | Zone Highlights

Pulaski County – Radford (City)

Patton Logistics completed new construction on a 275,000-square-foot warehouse, investing over \$12.47 million and received \$200,000 in RPIG awards. The company hired 21 employees and received \$13,376 in JCG award. The city of Radford had two RPIG projects that received a total of over \$123,697 in awards.

Richmond (City)

Nineteen companies/commercial property owners received local enterprise zone incentives. The result was approximately \$59 million in private investment and \$1,976,212 in RPIG awards. Two companies received \$307,000 in JCG awards for creating/retaining over 950 jobs in the city. Economic development projects in this zone account for \$833.5 million in new capital investment and 2,827 new jobs.

Roanoke (City)

Twelve businesses opened and one business expanded in 2021 with over \$10,000,000 in private investment. Five businesses received a total of over \$426,935 in RPIGs. Clarkston-Potomac Group Inc. received its third year of JCGs, creating 19 jobs and receiving \$12,080 in awards.

Scott (County)

Delhaize US Holding received \$40,541 in RPIG award with a private investment of \$302,706.

Smyth County – Washington County – Chilhowie (Town) – Glade Spring (Town)

Scholle IPN Packaging received its second year of JCGs, creating 42 jobs and receiving \$29,472 in awards. Two businesses received \$100,000 each, the maximum RPIG award for rehab/new construction.

Appendix A | Zone Highlights

Staunton (City)

Two businesses invested over \$2.6 million and received \$100,000 each in RPIG awards.

Winchester (City)

A private investor has purchased the former Sara Zane Firehouse and is working on the rehabilitation this property into eight residential units and two commercial spaces to be occupied with a coffee shop/deli and a medical office. The owners of the former F&M bank building have continued renovations to their building and are adding 10 residential units and commercial space. In 2021, the former Sunshine's Pride Dairy was purchased by TFC Poultry to renovate and operate a turkey deboning facility. These projects will be eligible for zone incentives upon completion.

Wise County

Tractor Supply company invested \$362,146 to renovate a store in Wise, and received \$52,429 in RPIG funds.

Wythe County

Musser Biomass and Wood Products invested \$1,268,000 for new production and drying capacity at their lumber facility for sawdust and wood shavings, which will be sourced exclusively from Virginia saw mills. Two other companies invested over \$7.25 million. These companies received a total of \$400,000 in RPIG funds.



NOVA of Virginia Aquatic Center is a component of the Regency Square shopping mall redevelopment in **Henrico County**. The aquatics center was built from the former Macy's department store and represented an \$8,799,966 investment. The project received a Real Property Investment Grant of \$200,000.

Appendix B | Incentive Usage by Zone, 2017-2021

Zone Information					Number of Incentives					Summary of 2020 Grants	
Zone #	Community	Acreage	Designation	Expiration	2021	2020	2019	2018	2017	\$ Amt.	% of Total
48	Charlotte County	773	2000	2024	0	0	1	0	6	\$236,507.26	1.71%
	Lunenburg County	405			0	0	0	0			
	Prince Edward County	2,859			0	3	2	6			
49	Dickenson County	3,645	2000	2024	0	0	0	0	0	\$0.00	0.00%
	Town of Clintwood	237			0	0	0	0			
	Town of Haysi	163			0	0	0	0			
50	Town of Warsaw	961	2000	2024	1	4	3	3	8	\$473,378.50	3.42%
	Lancaster County	3,696			0	1	0	0			
	Northumberland County	2,496			1	0	0	1			
	Richmond County	1,140			0	0	3	0			
	Westmoreland County	3,786			2	2	2	0			
	Town of Kilmarnock	374			3	0	1	0			
51	Smyth County	3,572	2000	2023	4	2	3	5	4	\$309,092.00	2.23%
	Washington County	3,594			2	1	0	0			
	Town of Chilhowie	505			0	0	0	0			
	Town of Glade Spring	289			1	1	0	0			
53	Alleghany County	3,608	2001	2025	2	0	3	0	1	\$108,568.00	0.78%
	Town of Clifton Forge	246			0	1	1	0			
	City of Covington	639			0	3	1	3			
54	Henry County	2934	2001	2025	1	2	7	0	4	\$131,152.00	0.95%
	City of Martinsville	527			0	2	2	4			

Appendix B | Incentive Usage by Zone, 2017-2021

Zone Information					Number of Incentives					Summary of 2020 Grants	
Zone #	Community	Acreage	Designation	Expiration	2021	2020	2019	2018	2017	\$ Amt.	% of Total
55	Lunenburg County	364	2001	2025	0	0	0	1	1	\$0.00	0.00%
	Town of Kenbridge	310			0	0	0	0			
	Town of Victoria	220			0	0	0	0			
57	Pittsylvania County	3,428	2001	2025	3	4	0	1	4	\$729,484.00	5.27%
	City of Danville	1,608			4	3	1	2			
22	Patrick County	3,621	2002	2021	0	0	0	2	1	\$0.00	0.00%
	Town of Stuart	176			0	0	0	0			
28	City of Richmond (North)	3,588	2003	2022	15	22	35	34	34	\$2,948,801.27	21.30%
	Henrico County	3,811			13	17	12	16			
1	City of Danville	1,911	2004	2023	7	8	9	5	5	\$492,706.35	3.56%
2	City of Lynchburg	2,198	2004	2023	10	11	9	10	10	\$879,647.69	6.35%
3	City of Newport News	3,839	2004	2023	10	15	14	12	12	\$1,068,850.55	7.72%
5	City of Roanoke	1,904	2004	2023	7	11	7	11	11	\$445,955.00	3.22%
6	Smyth County	619	2004	2024	0	0	0	0	0	\$0.00	0.00%
	Town of Saltville	357			0	0	0	0	0		
8	City of Hampton	3,233	2005	2024	3	3	10	11	11	\$237,035.43	1.71%
9	City of Hopewell	2,183	2005	2024	2	2	2	0	0	\$160,161.00	1.16%
10	City of Petersburg	922	2005	2024	2	1	3	3	3	\$144,380.89	1.04%
11	Wythe County	3,421	2005	2024	3	3	3	4	4	\$400,000.00	2.89%
12	Town of Bedford	636	2005	2024	0	1	0	1	1	\$0.00	0.00%
14	City of Waynesboro	608	2008	2027	0	2	2	1	1	\$0.00	0.00%

Appendix B | Incentive Usage by Zone, 2017-2021

Zone Information					Number of Incentives					Summary of 2020 Grants	
Zone #	Community	Acreege	Designation	Expiration	2021	2020	2019	2018	2017	\$ Amt.	% of Total
15	Halifax County	2,853	2008	2027	5	4	6	3	3	\$301,964.30	2.18%
52	Wise County	3,808	2008	2027	1	0	1	0	0	\$52,429.38	0.38%
4	City of Portsmouth	1,468	2010	2029	4	3	4	4	4	\$254,434.00	1.84%
7	City of Norfolk	2,371	2010	2029	8	13	14	8	8	\$550,543.14	3.98%
16	Prince George County	3,754	2010	2029	2	1	4	2	2	\$215,248.00	1.55%
17	City of Staunton	699	2010	2029	2	3	2	2	2	\$200,000.00	1.44%
18	City of Franklin	878	2010	2029	2	0	1	2	2	\$304,758.70	2.20%
	Southampton County	3412			0	0	0	3	3		
	Isle of Wight County	2,438			1	1	1	1	1		
24	Pittsylvania County	3,132	2010	2029	0	0	0	0	0	\$0.00	0.00%
19	City of Richmond (South)	3,611	2013	2032	6	7	3	7	7	\$600,000.00	4.33%
43	Greensville	3,280	2013	2032	0	0	0	0	0	\$133,553.00	0.96%
	City of Emporia	631			2	0	1	2	2		
20	City of Portsmouth	3,659	2014	2033	3	2	3	1	1	\$94,048.00	0.68%
21	City of Winchester	607	2014	2033	0	1	2	2	2	\$0.00	0.00%
23	Scott County	3,133	2014	2033	1	0	0	1	1	\$40,541.28	0.29%
25	Pulaski County	3,748	2014	2033	4	3	4	3	3	\$354,121.43	2.56%
	City of Radford	1,289			2	4	2	3			
26	Accomack County	3,361	2015	2034	0	0	1	3	1	\$137,424.00	0.99%
	Northampton County	2,993			2	1	2	4			

Appendix B | Incentive Usage by Zone, 2017-2021

Zone Information					Number of Incentives					Summary of 2020 Grants	
Zone #	Community	Acreage	Designation	Expiration	2021	2020	2019	2018	2017	\$ Amt.	% of Total
27	Carroll County	3,658	2015	2034	0	0	0	0	1	\$400,000.00	2.89%
	Grayson County	1,231			1	0	0	0			
	City of Galax	638			1	3	0	0			
29	City of Bristol	634	2015	2034	3	4	5	1	0	\$163,907.00	1.18%
30	Page County	2,084	2015	2034	0	4	0	0	5	\$0.00	0.00%
31	City of Newport News	3,236	2015	2034	2	2	5	10	0	\$124,400.00	0.90%
32	Mecklenburg County	2,738	2016	2035	2	1	1	0	8	\$105,424.35	0.76%
	Brunswick County	273			1	1	0	2			
35	City of Hampton	3,636	2016	2035	3	2	10	7	6	\$362,668.56	2.62%
36	Henry County	3,840	2016	2035	3	4	7	8	2	\$168,633.00	1.22%
	City of Martinsville	630			0	1	2	1			
44	Tazewell County	3,786	2016	2035	2	2	1	2	4	\$65,889.53	0.48%
46	City of Lynchburg	2,176	2016	2035	5	4	3	3	2	\$448,407.82	3.24%
0	JCG from Expired Zones	N/A	N/A	N/A		0	0	2	N/A	\$0.00	0.00%

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
- Utilities connection fee credit

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

Appendix C | Local Incentives

Chilhowie (Town) #51C

- Building permit fee waiver
- Business, professional and occupational license fee waiver for businesses creating new jobs
- Partial real estate tax exemption

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 and #57B

- Reimbursement of tap fees
- Exemption from city permit fees
- Machinery & tools tax rebate
- Partial business, professional and occupational license fee waiver
- Local job creation grant

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

Appendix C | Local Incentives

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



Press Glass, the largest independent flat glass processing operation in Europe, invested \$43.55 million and established a 280,000-square-foot manufacturing operation to employ 212 in **Henry County**. The company received a JCG in the amount of \$131,152 in 2021.

Appendix C | Local Incentives

Hampton (City) #8 and #35

- Capital investment grants
- Business, professional and occupational license fee rebate
- Refund of local utility taxes
- Real property improvement tax credit
- Redevelopment cost write down
- Coliseum physical improvement grant
- Coliseum central cooperative advertising program & security improvement grant
- Façade improvement grants
- Manufacturing and innovation grants
- NASA Langley Research Center Technology grants
- Downtown Hampton and Phoebus Retail Incentive grants

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, extending broadband and construction or replacement of sidewalks
- 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 and #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

Appendix C | Local Incentives

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

Appendix C | Local Incentives

Martinsville (City) #46B and #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

Appendix C | Local Incentives

Northumberland County #50C

- Capital investment and job creation incentive

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 and #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



Speyside Bourbon Cooperage created 19 new jobs this year in **Smyth County** and received \$12,592 in JCG awards.

Appendix C | Local Incentives

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

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

Appendix C | Local Incentives

Smyth County #6B and #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

Appendix C | Local Incentives

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

Appendix C | Local Incentives

Wythe County #11

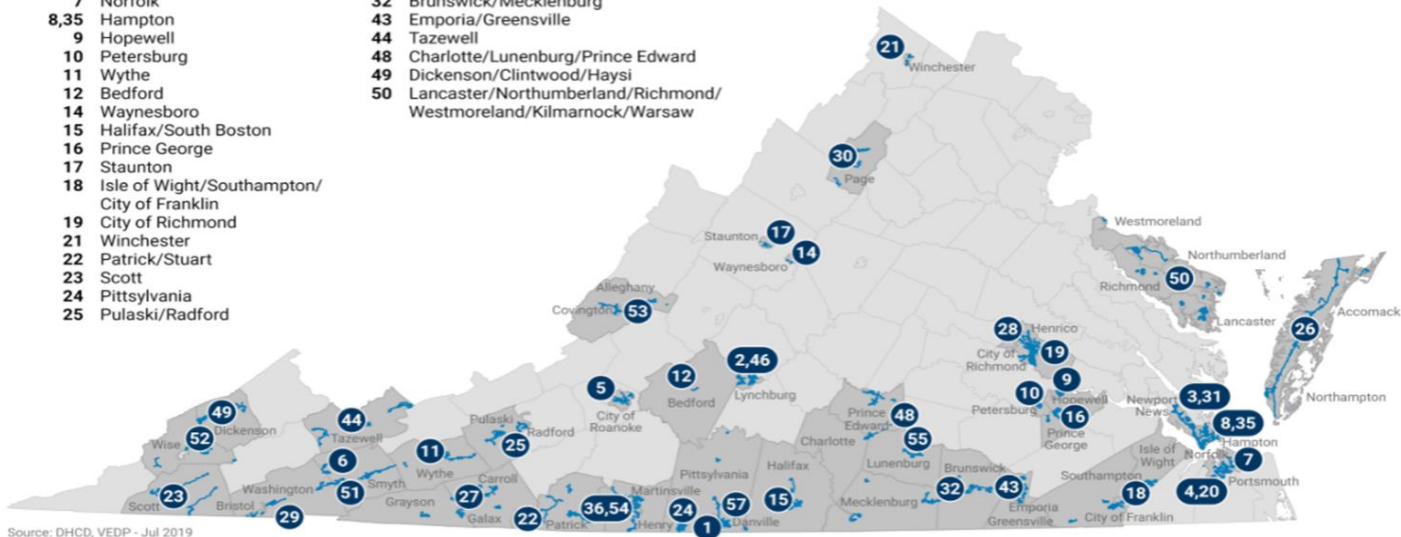
- Accelerated permit processing
- Business, professional and occupational license fee reduction
- Dining and lodging establishment grants
- Discounted land buy-down in Progress Park
- Local job creation grants for high-wage businesses
- Permit fee waivers
- Revolving loan fund
- Sewer connection fee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



American Merchant made their new home in **Bristol, Virginia** in 2018. They have invested more than \$24 million in state-of-the-art equipment including a water treatment facility that restores water to its original quality, before being returned to local waterways. The textile company is committed to sustainable production as well as re-shoring. The company received an RPIG grant in 2019 for \$167,863.96 and received JCG grants totaling \$49,668.00 in 2020 and 2021. Thus far, they have created almost 50 jobs.

Appendix D | Enterprise Zone Map

- | | | |
|---|---|--|
| 1 Danville | 26 Accomack/Norfolk | 51 Smyth/Washington/Chilhowie/Glade Spring |
| 2,46 Lynchburg | 27 Carroll/Galax/Grayson | 52 Wise |
| 3,31 Newport News | 28 City of Richmond/Henrico | 53 Alleghany/Covington/Clifton Forge |
| 4,20 Portsmouth | 29 Bristol | 55 Lunenburg/Kenbridge/Victoria |
| 5 City of Roanoke | 30 Page | 57 Pittsylvania/Danville |
| 6 Saltville/Smyth | 36,54 Martinsville/Henry | |
| 7 Norfolk | 32 Brunswick/Mecklenburg | |
| 8,35 Hampton | 43 Emporia/Greensville | |
| 9 Hopewell | 44 Tazewell | |
| 10 Petersburg | 48 Charlotte/Lunenburg/Prince Edward | |
| 11 Wythe | 49 Dickenson/Clintwood/Haysi | |
| 12 Bedford | 50 Lancaster/Northumberland/Richmond/
Westmoreland/Kilmarnock/Warsaw | |
| 14 Waynesboro | | |
| 15 Halifax/South Boston | | |
| 16 Prince George | | |
| 17 Staunton | | |
| 18 Isle of Wight/Southampton/
City of Franklin | | |
| 19 City of Richmond | | |
| 21 Winchester | | |
| 22 Patrick/Stuart | | |
| 23 Scott | | |
| 24 Pittsylvania | | |
| 25 Pulaski/Radford | | |



Source: DHCD, VEDP - Jul 2019

- Enterprise Zone Designation
- Enterprise Zone Boundary
- Locality with Enterprise Zone

Appendix E | High Unemployment Areas (HUAs)

ZONE NAME	ZONE #
Brunswick County	32B
City of Danville	1 & 57B
City of Emporia	43B
City of Franklin	18
City of Hopewell	9
City of Martinsville	36
City of Peterburg	10
City of Portsmouth	4 & 20

*The following communities in joint zones are **NOT HUAs**:

- Greenville County
- Henry County
- Isle of Wight County
- Mecklenburg County
- Pittsylvania County
- Southampton County

Businesses in these communities are **NOT ELIGIBLE** for the reduced wage threshold.