



ANNUAL
REPORT
2024

VCeDA

VIRGINIA COALFIELD ECONOMIC DEVELOPMENT AUTHORITY

CHAIRMAN'S LETTER

The Honorable Glenn Youngkin
Governor of Virginia
Patrick Henry Building, 3rd Floor
1111 East Broad Street
Richmond, Virginia 23219

J.P. Richardson
Chairman



Dear Governor Youngkin,

We are pleased to submit to you and the General Assembly the 2024 Annual Report of the Virginia Coalfield Economic Development Authority (VCEDA).

Twenty-one new projects and three expansions/retentions were announced in 2024, involving 407 full-time and 80 part-time jobs. These projects plan more than \$18.86 million in private investment in the region. New project announcements included WRAP Technologies in Norton, VA, projecting 126 new full-time jobs and private investment of more than \$4 million. Other significant announcements included the expansion and job retention activities of Bird Dog Distributors, LLC in Dickenson County, projecting 43 full-time jobs; Simmons Equipment Company in Russell County, projecting 115 full-time jobs including the retention of 40 jobs; and VFP, Inc. in Scott County, projecting 50 full-time jobs.

In 2024, VCEDA approved 37 loans and grants for \$13,342,233 in new VCEDA funding, including 20 seed capital projects. Funding was approved for projects in all seven counties in the VCEDA region. In providing administrative assistance to the Virginia Coalfields Expressway Authority (CFX), VCEDA, in conjunction with the region's federal legislators, raised \$7 million in federal funding for continued work on the CFX, which is deemed a crucial component in the economic development future of Southwest Virginia.

VCEDA is committed to its mission and crucial role in helping to diversify the region's economy. We look forward to working with the Governor's Office and the General Assembly to help our region continue to diversify and grow.

Sincerely,

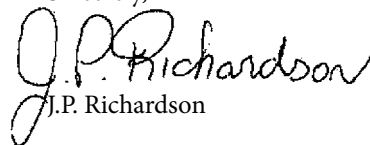

J.P. Richardson

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Mission of the Virginia Coalfield Economic Development Authority

The primary purpose of the Authority is to enhance the economic base for the seven-county and one-city coalfield region of Virginia (Lee, Wise, Scott, Buchanan, Russell, Tazewell and Dickenson Counties and the City of Norton). The Authority shall provide financial support for the purchase of real estate, construction of buildings for sale or lease, installation of utilities, direct loans and grants to private for-profit basic employers; may apply for matching funds from the state or federal government, or the private sector; and any other support improvements it deems necessary.

Code of VA Title 15.2 Chapter 60, Section 15.2-6002

EXECUTIVE DIRECTOR'S REPORT

The Virginia Coalfield Economic Development Authority (VCEDA) was formed by the Virginia General Assembly in 1988 to enhance and diversify the economy of the seven-county, one-city coalfield region of Southwest Virginia, which includes the counties of Buchanan, Dickenson, Lee, Russell, Scott, Tazewell and Wise and the City of Norton. Since VCEDA was formed, the region has seen the creation of tens of thousands of jobs, billions in private investment, the economic diversity index of the region has improved by more than 250%, and the region's unemployment rate has been cut by at least half.



Jonathan Belcher
Executive Director/
General Counsel

2024 was another successful year for the region, with the following being some of the highlights of the year:

- » The announcement of 21 new projects in the region, projected to create 199 full-time and 80 part-time jobs and \$5,387,526 in private investment.
- » The announcement of 3 expansion projects in the region, projected to create and retain 208 full-time jobs and \$13,480,000 in private investment.
- » The approval by the VCEDA Board of 37 loans and grants for \$13,342,233.29 in new VCEDA funding for projects in all 7 counties in the VCEDA region, projected to help create 192 full-time and 80 part-time jobs and \$7,107,526 in private investment.
- » The closing of 42 approved loans and grants totaling \$9,111,600.27 for a projected 558 new and retained full-time jobs, 157 part-time jobs, and \$33,768,781 in private investment.
- » Twenty new business start-ups in the region supported by grants from VCEDA's Seed Capital Matching Fund program, projecting a total of 73 full-time and 80 part-time jobs.
- » Thirty-three outreach marketing events to promote the region, which VCEDA promotes as Southwest Virginia's e-Region, throughout the United States.
- » The securing of federal funding needed to complete the Coalfields Expressway as a four-lane highway from Grundy, Virginia to Buchanan County's Southern Gap development.

Important projects announced during the year in the region include the location of WRAP Technologies to Norton, Va., projecting 126 new full-time jobs. In 2024, VCEDA closed a \$3.16 million loan to the Norton Industrial Development Authority to help construct a facility for WRAP Technologies. Simmons Equipment Company also announced a major expansion of its operations to Lebanon, Va., which was assisted by a \$500,000 loan and a \$187,500 grant approved by VCEDA. VFP, Inc., which VCEDA has assisted with several expansions, announced it was expanding again in Scott County and adding 50 new jobs. Bird Dog Distributors, recruited by VCEDA to Dickenson County a decade ago, announced an expansion projecting 43 new jobs. Also this year, ribbon-cuttings were held on two important VCEDA-assisted projects announced last year – the new CNX Resources Virginia headquarters at Richlands, Va. with 75 new and retained jobs and the new Tate data center components manufacturing operation at St. Paul, Va. with a projected 170 new full-time jobs. Loan and grant funds were approved by VCEDA for a variety of projects throughout the year including for infrastructure development, building construction, workforce development and training, tourism development, and entrepreneurship.

As always, the successes of 2024 were possible because of the region's team approach as VCEDA and its economic development allies work towards a common goal for the betterment of the region. It is this team approach that will continue to be critical as the region perseveres in its challenge to enhance and diversify the economy of the coalfields of Virginia.

Members of the VCEDA staff are, from left, Mitzi White, office manager; Diane Thomas, business development specialist; Jonathan Belcher, executive director/general counsel; and Marketta Horton, economic development specialist. Not pictured are Susan Copeland, marketing coordinator; and Charlotte Mullins and Cathy St. Clair, marketing ambassadors.



2024 NEW PROJECTS

NEW PROJECTS	LOCALITY	JOB	PRIVATE INVESTMENT
Jordan's Pumpkin Patch	Dickenson	3 FT / 3 PT	\$55,000
Smith Property Maintenance, LLC	Dickenson	3 FT	\$11,026
Little Notions Quilt Shop, LLC	Dickenson	2 FT / 1 PT	\$20,300
Real Deal Curb Appeal LLC	Lee	3 FT / 4 PT	\$20,426
Stone Mountain Yogurt, LLC	Lee	2 FT / 3 PT	\$32,447
MT.3D Printing LLC	Lee	5 FT	\$11,242
Outsiders Pizzeria and Bar	Lee	5 FT / 8 PT	\$152,350
WRAP Technologies	Norton	126 FT	\$4,080,000
Shaka Latte LLC	Russell	3 FT / 6 PT	\$15,871
Stay Fly Drone Service, LLC	Russell	1 FT	\$10,000
J Starnes Enterprises LLC d/b/a Blue Line Treats	Scott	1 FT / 8 PT	\$30,917
Franco's Gate City Bistro LLC	Scott	3 FT / 10 PT	\$58,600
Revolutionary Market LLC	Scott	8 FT / 8 PT	\$170,750
ELH Investments LLC d/b/a The Edison	Scott	1 FT / 1 PT	\$111,500
The Roasted Bean of VA, LLC	Tazewell	6 FT / 6 PT	\$71,800
Mason Dixon Brothers LLC	Tazewell	5 FT / 2 PT	\$285,000
The Athlete's Bakery & Blends LLC	Tazewell	6 FT / 9 PT	\$41,000
Triple J Angus Farms, LP	Tazewell	3 FT / 3 PT	\$22,000
Jones-Hurst Designs LLC	Wise	2 FT / 2 PT	\$11,500
Shortt Family Farms, LLC	Wise	3 FT / 6 PT	\$10,797
Foam Solutions LLC	Wise	8 FT	\$165,000
TOTAL NEW PROJECTS (21)		199 FT / 80 PT	\$5,387,526

2024 EXPANSIONS/RETENTIONS

EXPANSIONS/RETENTIONS	LOCALITY	JOB	PRIVATE INVESTMENT
Bird Dog Distributors, LLC	Dickenson	43 FT	N/A
Simmons Equipment Company	Russell	115 FT*	\$8,480,000
VFP, Inc.	Scott	50 FT	\$5,000,000
TOTAL EXPANSIONS/RETENTIONS (3)		208 FT	\$13,480,000
TOTAL NEW PROJECTS & EXPANSIONS/RETENTIONS (24)		407 FT / 80 PT	\$18,867,526

FT = full-time; PT = part-time; *Simmons includes 40 retained jobs

HIGHLIGHTS

WRAP Technologies / City of Norton

Governor Youngkin announced the relocation of WRAP Technologies (Nasdaq: WRAP) to Southwest Virginia, marking a significant expansion of the company's commitment to defense and public safety technology. The new manufacturing and distribution facility at Project Intersection in Norton will result in 126 new jobs, contributing to the acceleration of the region's growing tech corridors. VCEDA assisted by approving a \$3.16 million loan to the Norton Industrial Development Authority to be used toward the construction of the new facility at the Intersection development in Norton. The new 20,000-square-foot facility will serve as the central hub for WRAP's manufacturing and distribution operations. This expansion will support the development of next-generation tech products, including WRAP's innovative AI and VR training platforms, integrated body camera systems and planned advanced drone technologies designed for safer and more efficient law enforcement practices.



Simmons Equipment Company / Russell County

Simmons Equipment Company expanded its operations into Russell County, VA and VCEDA was pleased to be a part of assisting the company to grow and expand on the current project and in the past. VCEDA approved a \$187,500 workforce development and training grant to the company as well as a \$500,000 loan to the Industrial Development Authority of Russell County for facility improvements. The expansion is expected to create 75 new full-time jobs in the next two years, help retain 40 full-time jobs and create nearly \$8.5 million in private investment.

VFP, Inc. / Scott County

An expansion of VFP, Inc.'s, manufacturing operations in Scott County, VA, was announced in September by the governor's office. VFP, Inc. is a producer of custom-designed enclosures used to protect critical infrastructure for telecommunications, public safety radio, data centers and utility projects. The expansion will help VFP better serve the growing data center market. Virginia competed successfully with Louisiana and Missouri for the project, which will create 50 new jobs and a \$5 million private investment. VCEDA has approved a \$100,000 grant to assist VFP with workforce development and training.



HIGHLIGHTS

Bird Dog Distributors, LLC / Dickenson County

Bird Dog Distributors, LLC was awarded \$525,000 from the Virginia Department of Energy's Abandoned Mine Land Economic Revitalization (AMLER) grant program to expand its plastics manufacturing facility in Dickenson County, VA. VCEDA has had the pleasure of working with the company since it first located in Dickenson County many years ago and was approved for a loan from VCEDA at that time in partnership with the Dickenson County Industrial Development Authority. A total of 43 new jobs are projected.



CNX Resources Ribbon Cutting Held / Tazewell County

VCEDA was pleased to take part in the ribbon cutting with Gov. Glenn Youngkin in September 2024 at the CNX Resources new regional headquarters office in Richlands, VA. VCEDA worked with the company, locality and state on the project, including a \$900,000 loan approved by VCEDA to the Tazewell County Industrial Development Authority to assist on the project. In his remarks, the governor noted the renewed commitment by CNX to retain its regional headquarters office in Virginia "brings to life our vision for an all-American, all-of-the-above approach to fueling Virginia's unprecedented economic growth and energy needs, leveraging Southwest Virginia's rich coal mines to produce abundant, affordable and lower emissions natural gas." The expansion will house 75 employees, increases the facility's square footage 85 percent and is expected to create eight new jobs and retain 67 jobs.

Tate Location in St. Paul Celebrated / Russell & Wise Counties

VCEDA was in attendance at the St. Paul, VA ribbon cutting for Tate, a global provider focused on the research, development and manufacturing of next-generation raised access floors, airflow management and infrastructure solutions for commercial and data center applications. The plant primarily focuses on data center component manufacturing and containment products to serve data center sites. Gov. Glenn Youngkin joined Delegates Terry Kilgore and Israel O'Quinn, along with Tate officials and employees, for the celebration in 2024. VCEDA previously provided the Russell County Industrial Development Authority with \$2.5 million in financing enabling the IDA to acquire the building now occupied by the company. VCEDA also approved \$250,000 in workforce development and training funds for the company. Virginia successfully competed with numerous states for the project, which is projected to create 170 new jobs and provide \$14.9 million in private investment by the company.



EarthLink Grand Opening Held / City of Norton

EarthLink in Norton, VA, celebrated its grand opening and a ribbon cutting of its new state-of-the-art call center with Virginia Gov. Glenn Youngkin and other Southwest Virginia legislators, employees and invited guests. EarthLink is the nation's leading Internet service provider renowned for its commitment to excellence and customer satisfaction. VCEDA previously approved a \$100,000 workforce development and training grant to EarthLink for the project and also approved to allow temporary space for the company in the former Sykes building in Wise, VA, while the permanent facility in Norton was being constructed. In his remarks at the event, the governor noted the opening of EarthLink in Norton was "all about teamwork, persistence and vision," adding it reaffirmed Virginia's position as the top state for business. The project is expected to bring 285 new jobs to the region.



Southern Gap Office Building / Buchanan County / \$2.214 Million Loan

An up to \$2.214 million loan was approved in early 2024 for the Buchanan County Industrial Development Authority (IDA) to be used to assist with the construction and development of an office building for economic development purposes at the Southern Gap development in Buchanan County, VA. Approximately 40 construction-related jobs supported by the building's construction and approximately 32 permanent jobs created from the rental of space within the building once it is constructed are projected. With available commercial property in Buchanan County currently becoming aged or located in a floodplain, the IDA identified building new marketable office space in the regional office park section of its Southern Gap development as one of its priorities.

Buchanan Medical Campus / Buchanan County / \$500,000 Grant

An up to \$500,000 VCEDA grant to the Buchanan County Industrial Development Authority was closed in the third quarter of 2024 and will be used to finance utility installations on a 57-acre medical campus in the Southern Gap area of Buchanan County, VA. The medical campus, being developed by Buchanan General Hospital and the Coalfields Health Foundation (CHF), is proposed to house a 61-bed assisted living facility -- Heart Stone Lodge -- being developed by CHF, as well as a medical clinic, a medical retail building and hotel. Within 25 years, it is projected the site will also house a new hospital. All of these planned facilities will need utility infrastructure, including water, sewer and electricity which currently does not exist to serve the property.



HIGHLIGHTS

Buchanan Scenic Wildlife Viewing Overlook / Buchanan County / \$100,000 Grant

A preliminary engineering study examining the potential to establish a scenic wildlife viewing overlook on Corridor Q (US 121/460) in Buchanan County, VA, is being conducted by the Buchanan County Industrial Development Authority (IDA) due to \$100,000 in grants approved between the IDA and VCEDA. The grants include an up to \$50,000 grant from the VCEDA Tourism Capital Improvement Matching Fund; and an up to \$50,000 grant from the VCEDA Buchanan County Account. Jointly, they are being used to fund the study and its subsequent report which will focus on determining the best location(s) and estimated costs of the project, with any leftover funding to be applied toward actual construction. The new road, which will have significantly more traffic once fully opened in 2027, is frequented by numerous elk and other wildlife, due to the elk restoration program operated by the Virginia Department of Wildlife Resources (DWR).



Breaks Interstate Park / Dickenson & Buchanan County / \$100,000 Grant

An up to \$100,000 grant awarded to the Breaks Interstate Park in 2024 will serve to further develop and address infrastructure needs at the park. The grant is being used for expansion of the park gift shop, repairs and/or replacement of the roof and gutters on the chief ranger's residence, improvements to the park's amphitheater, maintenance shop repairs and additions and miscellaneous equipment purchases. The miscellaneous equipment purchases include a new trailer for hauling equipment and a radio/repeater system to be used by park staff to coordinate park functions between headquarters and field staff.

Haysi's Russell Fork Trail Center / Dickenson County / \$200,000 Grant

An up to \$200,000 grant to the Dickenson County Industrial Development Authority (IDA) is being used to develop Haysi's Russell Fork Trail Center. Building construction, renovation and rehabilitation; the purchase of furniture, fixtures and equipment; and other improvements related to the development of the trail center are planned. The Town of Haysi began to develop plans for the trail center in 2016 and received an initial VCEDA grant of \$150,000. The funding approved in 2024 will help to take care of a deficit in funding for the project which exists as project costs have climbed in the interim period. The center will serve as the town's tourism marketing hub and has several additional uses projected as well. Three part-time employees, one of which is new and two of whom are retained, are projected.



Jettie Baker Center / Dickenson County / \$50,000 Grant

An up to \$50,000 grant from the VCEDA Tourism Capital Improvement Matching Fund to be used to finance the replacement of the marquee sign at the Jettie Baker Center in the Town of Clintwood, VA, was closed between VCEDA and the town in late 2024. The Town of Clintwood owns and operates the Jettie Baker Center -- a high-tech, multi-functional performance and events theater venue located at 348 Main Street in downtown Clintwood. As part of its agreement with VCEDA, the town indicated it will match the funding from VCEDA with at least \$50,000 from the town. The theater was originally built in the 1940s as the Mullins Theater and was donated to the town years ago. The theater underwent extensive renovations and improvements to transform it into what is now described as one of the finest events venues in the VCEDA region.



Bluestone Regional Business and Technology Park Natural Gas Expansion / Tazewell County / \$120,000 Grant

A study to determine how best to expand natural gas service to the Bluestone Regional Business and Technology Park in Tazewell County, VA, is underway due to a VCEDA grant of up to \$120,000 to the Industrial Development Authority of Tazewell County. The funds are being used to finance engineering, geotechnical and construction plans and a right of way analysis. The Bluestone Regional Business and Technology Park is Tazewell County's primary available property for economic development. Located adjacent to US 460 between Tazewell and Bluefield, the park is a developed property with several available building pads and also a 40,000 square foot technology shell building. The funds obtained by the IDA will serve as matching funds for a \$368,200 grant from the Virginia Business Ready Sites Program.

Mountain Empire Community College Foundation Regional / \$186,091 Grant

A new fiber optic installation program and a new heavy equipment operator II program to be offered at Mountain Empire Community College will benefit from an up to \$186,091.29 VCEDA Coalfield Workforce Development and Training Fund grant. The funds are being used for workforce development and training costs and expenses of equipment, supplies and tuition for the two programs. The programs will also further support the training needs of multiple employers already operating in the region. Students completing the Fiber Optic Installation program will earn a Certified Network Cable Installer nationally recognized credential or a similar certification. Graduates of the heavy equipment operator II program will earn credentials including: NCCER Core, NCCER Equipment Operator Level I and HEO Level II and VDOT Work Zone Flagger certification. MECC estimates in the next two years, 40 students may be trained through the fiber optic installation program and 48 students through the heavy equipment operator II program.



HIGHLIGHTS

Napoleon Hill Foundation / Regional / \$50,000 Grant

Continued workforce development and training for high school students in the region is the focus of an up to \$50,000 grant from the VCEDA Coalfield Workforce Development and Training Fund approved for the Napoleon Hill Foundation in Wise, VA. The funds are being used to assist with the continued development and implementation of a free online interactive course in entrepreneurial skills. VCEDA has provided two previous grants to the Napoleon Hill Foundation for this initiative, which included a \$50,000 grant approved in November 2021 and an additional \$50,000 grant approved in February 2023. Both of those grants were also from the VCEDA Coalfield Workforce Development and Training Fund. Approximately 200 students have registered for the online course since 2022, surpassing the original foundation goal of providing training for 100 students.



Southwest Virginia Community College Educational Foundation / Regional / \$307,142 Grants

Workforce development grants totaling \$307,142 to the Southwest Virginia Community College Educational Foundation are being used to expand emerging workforce training programs at the college. The grants included one for up to \$102,000 to expand the college's CDL automotive technology program; one for up to \$100,000 for workforce development and training scholarships and for National Career Readiness Certificate testing; and a third for up to \$105,142 for workforce development and training in electric vehicle (EV) and hybrid vehicle technology for residents and/or workers in the VCEDA region.

Project Maggie / Lee County / \$500,000 Loan

An up to \$500,000.00 loan to the Lee County Economic Development Authority to assist with the expansion of a project in Lee County, VA, was approved in September 2024. The funds, which include up to \$150,000 from the VCEDA Lee County Account and up to \$350,000 from the VCEDA Coalfield Revolving Loan Fund, will be used to finance the purchase of equipment to assist with the project expansion, which has not yet been announced. Within two to four years, the project is expected to create more than a dozen new jobs.



Project Find / Tazewell County / \$3 Million Loan

An up to \$3 million loan to the Tazewell County Industrial Development Authority to assist with the location of Project Find, which has not yet been announced, was approved in November 2024. Up to \$2 million of the loan will come from the VCEDA Coalfield Revolving Loan Fund and will be used for building construction and upfits, and up to \$1 million of the loan will come from the VCEDA Tazewell County Account to be used to finance workforce development and training and the purchase of equipment, machinery and tools. The project is expected to create several dozen new full-time jobs within five years.



Project Laser / Tazewell County / \$1.315 Million Loan

An up to \$1,315,000 loan was approved for the expansion of an as yet unannounced project in Tazewell County. Up to \$1 million of the loan will come from the VCEDA Tazewell County Account and up to \$315,000 will come from the VCEDA Coalfield Revolving Loan Fund. The funds will be used to finance the purchase of equipment, machinery and tools. The project is expected to create several dozen new full-time jobs within five years.

SEED CAPITAL HIGHLIGHTS

Smith Property Maintenance, LLC / Dickenson County / \$10,000 Grant

As Jonathan Smith opened Smith Property Maintenance, LLC, residential customers in search of someone to do small to medium remodeling and maintenance projects in Dickenson County, VA, found a place to turn to for those services. The business projects three full-time employees within five years.



Little Notions Quilt Shop, LLC / Dickenson County / \$10,000 Grant

When Stephanie and Blake Little decided to open Little Notions Quilt Shop in Clintwood, VA, they did so with an eye toward offering more variety and options to quilters in the area and for Stephanie to be able to share her love of quilting with others close to home. The business projects two full-time and one part-time employee within five years.

Real Deal Curb Appeal LLC / Lee County / \$10,000 Grant

When Nick Lundy opened Real Deal Curb Appeal LLC in Ewing, VA, he found out quickly that services like those his new business offered were in demand and he knew by the response, he had made the right decision to utilize his nearly 20 years of experience to open his own business. The business projects three full-time and four part-time employees within five years.



Stone Mountain Yogurt, LLC / Lee County / \$10,000 Grant

After purchasing land in Lee County in 2023 and making the decision to move from Greenville, SC, to Virginia, Jeff and Tonya Taylor became immersed in the community and began looking for ways to invest in their new small town way of life and to give it a boost and set an example. They found that way to invest and give back when they opened Stone Mountain Yogurt, LLC on 124 N. Main Street in Pennington Gap, VA. The business projects two full-time and three part-time employees within five years.



MT.3D Printing LLC / Lee County / \$10,000 Grant

When Kevin Frantz thinks about 3D printing, he sees it as an emerging field. He first entered the world of 3D printing as a hobbyist, but soon found out there were applications for its use in many arenas -- including toy making -- which led to his decision to start MT.3D Printing as a new business in Pennington Gap, VA. The business projects five full-time employees within five years.

Outsiders Pizzeria and Bar / Lee County / \$10,000 Grant

Wood-fired pizza, sandwiches and a pub will be the specialties found at Outsiders, a new restaurant opening at 41169 West Morgan Avenue, Pennington Gap, VA, which provides a place for locals and tourists alike to get a bite to eat, catch a game, listen to local music, or find a place to relax before and after local events. Owner Jonathan Lynch projects the new business will employ five full-time and eight part-time employees within five years.



SEED CAPITAL HIGHLIGHTS

Shaka Latte LLC / Russell County / \$10,000 Grant

When Ellie McGlothlin opened her new small business -- Shaka Latte LLC, a mobile coffee business based in Lebanon, VA -- she had one simple goal in mind: to create a shop with "world class coffee to go." The mobile shop is now set up weekly at the Lebanon Farmer's Market and posts its schedule of other locations on its Facebook page. The business projects three full-time and six part-time employees within five years.



Stay Fly Drone Service, LLC / Russell County / \$10,000 Grant

From search and rescue, to photography, videography and more, Joshua and Kelli Stevens offer a variety of services utilizing drone technology and have plans to expand their drone fleet as their new business, Stay Fly Drone Service, LLC, grows. The business projects one full-time employee.

J Starnes Enterprises LLC d/b/a Blue Line Treats / Scott County / \$10,000 Grant

Twelve flavors of premium hand-dipped ice cream, shaved ice and fresh-squeezed lemonade are among the offerings found at the Blue Line Treats mobile food truck, operated by J Starnes Enterprises LLC. With plans to add in coffees, espressos and lattes at the Duffield, VA-based business, owners Freda Starnes, J.C. Starnes and Tyler Starnes project one full-time and eight part-time employees within five years.



Franco's Gate City Bistro LLC / Scott County / \$10,000 Grant

Authentic Italian food and international dish specialties to appeal to locals and tourists alike are what patrons of Franco's Gate City Bistro LLC will find when they visit the new restaurant and bar on 114 Jackson Street in Gate City, VA, according to Franco's owner, Frank Wynne. The business projects three full-time and 10 part-time employees within five years.



Revolutionary Market LLC / Scott County / \$10,000 Grant

For Jeff and Rebecca Arrington, of Hiltons, VA, doing what they can to help grow and revitalize their community while at the same time preserving its heritage and culture is important and as such, the Arringtons have worked to establish Revolutionary Market and Community Center -- a country store, restaurant and community center all in one location. The business projects eight full-time and eight part-time employees within five years.

ELH Investments LLC d/b/a The Edison / Scott County / \$10,000 Grant

When Leslie and Geoffrey Crawford first got the idea to renovate a 111-year-old building in downtown Gate City, VA to create a curated venue to host events, corporate meetings and more, they did so with one thought in mind -- they wanted to create a space where history meets community and in so doing, The Edison was born. The business projects one full-time and one part-time employee within five years.



SEED CAPITAL HIGHLIGHTS

The Roasted Bean of VA, LLC / Tazewell County / \$10,000 Grant

For the owners of The Roasted Bean of VA, LLC, the coffee shop business Larry and Donna Kinzer opened in downtown Bluefield, VA, is about more than just providing a welcoming environment and cultivating coffee enthusiasts of all ages. Every sip, they said, tells a unique story and the high-quality products and caring customer service they provide are hallmarks of the new business as they seek to draw people to downtown Bluefield to share in a deep feeling of community. The business projects six full-time and six part-time employees within five years.



Mason Dixon Brothers LLC / Tazewell County / \$10,000 Grant

Creating a luxury primitive resort on their picturesque 87-acre rolling farm in North Tazewell, VA, was the goal Mike and Mary Blevins had as they returned to their roots, moving back to the region they grew up in from Raleigh, NC, to open the Ruakh Resort, part of their new business, Mason Dixon Brothers LLC. The business projects five full-time and two part-time employees within five years.

The Athlete's Bakery & Blends LLC / Tazewell County / \$10,000 Grant

Providing healthy food options to benefit athletes, spectators and the general public is the goal of The Athlete's Bakery & Blends LLC, as Colton Mullins outfits a second food truck to be stationed at a variety of athletic events in the region. Based in Tazewell County, VA, the business, which offers nutrient-packed superfoods which are refined sugar-free and non-GMO, projects six full-time and nine part-time employees within five years.



Triple J Angus Farms, LP / Tazewell County / \$10,000 Grant

Providing excellent quality, affordable beef to its customers is the primary goal of Triple J Angus Farms, LP in Tazewell County, VA, according to Grace Fuller, who operates the new business along with her husband, John; and mother-in-law, Judy. Plans in the future include to add baked goods, home remedy salves, sugar and salt scrubs and later handmade wooden cutting boards. The new business projects three full-time and three part-time employees within five years.



Jones-Hurst Designs LLC / Wise County / \$10,000 Grant

For Adam Patterson, fashion design has been a way of life and a way to make a living, but now, translating those designs into custom clothing using his own patterns and manufacturing it here in Southwest Virginia is his goal through Jones-Hurst Designs, LLC in Big Stone Gap, VA. Patterson's vision is "to redefine the way Southwest Virginia experiences fashion by offering accessible, customizable designs that celebrate individual expressions and creativity." The business projects two full-time and two part-time employees within five years.

Shortt Family Farms, LLC / Wise County / \$10,000 Grant

Freeze-dried fruits, vegetables, candies and herbal teas are the focus of Shortt Family Farms, LLC's new business in Pound, VA, according to owner, Jennifer Shortt, who noted since the business – Delights by the Pound -- first opened in June, the biggest product demand has been in the herbal tea line, especially for custom make-your-own blends. The business projects three full-time and six part-time employees within five years.



SEED CAPITAL HIGHLIGHTS

Foam Solutions LLC / Wise County / \$10,000 Grant

Improving Energy efficiency is one of the goals of Foam Solutions LLC, a spray foam insulation and coatings company which offers not only spray foam insulation, but also concrete leveling and more. Owned by Class A contractor Amy Hubbard, the new Big Stone Gap, VA business projects eight full-time employees within five years.



FOAM SOLUTIONS



Jordan's Pumpkin Patch / Dickenson County / \$10,000 Grant

Finding a way to share the family farm which has been a part of the Rose family since 1890, while at the same time creating a business focused on agritourism, was one of the things that led David, Kelly and Jordan Rose to start up Jordan's Pumpkin Patch on 7498 DC Caney Ridge Road, in Coeburn, VA. In addition to pumpkins, the new business also has plans to be known for its strawberries and Sugar Baby watermelons. The business projects three full-time and three part-time employees within five years.

Long-Time VCEDA Funds Administrator Jean Jordan Retires

The year 2024 marked some big changes for VCEDA as long-time VCEDA Funds Administrator Jean Jordan retired after 33 years of service.

A resolution honoring Jordan and recognizing her with gratitude for her tireless service to VCEDA was approved and presented to Jordan, who was the longest serving member of the VCEDA staff.

Her retirement became effective June 30.

The resolution noted Jordan had served VCEDA in various capacities since 1991, the majority of which was as VCEDA's funds administrator. Prior to serving in her capacity with VCEDA, Jordan was an employee in the coal industry with Pittston Coal Company.

"During her long and illustrious career at VCEDA, Ms. Jordan has contributed greatly to the economic development of the region and assisted in the creation of thousands of jobs for the region's citizens," the resolution noted. "As VCEDA's Funds Administrator, Ms. Jordan very capably managed the authority's loan and grant funds for many years including more than 600 projects approved by VCEDA which she helped to manage."



From left, Jean Jordan and VCEDA board members Tim Stuller and Roger Rife.

VCEDA SEED CAPITAL MATCHING FUND

VCEDA established the VCEDA Seed Capital Matching Fund in 2017 to provide a source of matching grant funds to assist new, start-up and emerging small businesses located within the region and to attract small businesses from outside the region to locate within the region.

VCEDA region for-profit businesses in qualifying business sectors one year and under with less than 10 full-time employees are eligible to apply for dollar-for-dollar matching grants up to \$10,000 from the VCEDA Seed Capital Matching Fund. Applicants work with the Small Business Development Centers at Mountain Empire and Southwest Virginia community colleges to prepare their applications to VCEDA that include detailed business and financial plans. Businesses must be located in, or plan to operate in, the VCEDA region.

A February 2021 study of the Seed Capital Matching Fund completed by Virginia Tech's Center for Economic & Community Engagement found the VCEDA seed capital program had a very high return on VCEDA's investment at a ratio of approximately 34:1. The study also found VCEDA has played a critical role in the development of small businesses and in support of entrepreneurship.

STATISTICS	
Stats on Seed Capital Matching Fund SINCE 2017	
NEW START-UPS	204
PROJECTED JOBS	1,508 (827 FULL-TIME; 681 PART-TIME)
PROJECTED INVESTMENT	\$11,970,520

In 2024, VCEDA approved grants from the Seed Capital Matching Fund to assist 20 new small business start-ups throughout the region. A total of 73 full-time and 80 part-time jobs are projected by those businesses in a five-year period. Since the seed capital program was created in 2017, a total of 204 businesses have been approved, creating 717 full and part-time jobs to date. Jobs projected to be created within five years total 1,508. Total investment by these businesses in a five-year period is projected to be \$11.97 million.



Stay Fly Drone Service, LLC



Little Notions Quilt Shop, LLC

2024 VCEDA MARKETING EVENTS

EVENT	DATE	LOCATION
VEDA Legislative Reception & VEDA Day	1/16/24	Richmond, VA
VA Chamber Day & Old Dominion Assembly Reception	1/17/24	Richmond, VA
Center for Rural Virginia Breakfast	1/17/24	Richmond, VA
PowerGen	1/23-25/24	New Orleans, LA
Southwest Virginia Legislative Reception	1/31/24	Richmond, VA
MCPA Legislative Breakfast	2/1/24	Richmond, VA
SVAM Women in Manufacturing Symposium	3/8/24	Abingdon, VA
International Battery Seminar & Exhibit	3/12-15/24	Orlando, FL
Business Facilities LiveXchange Reception/Dinner	3/16/24	Richmond, VA
Site Selectors Guild Annual Conference	4/3-5/24	Nashville, TN
Data Center World	4/15-18/24	Washington, DC
VEDP International Trade Event on Exporting	4/17/24	Abingdon, VA
AUVSI Xponential	4/22-25/24	San Diego, CA
MCPA Annual Conference & Expo	5/18-21/24	Roanoke, WV
2024 Small Business Symposium	5/21/24	Abingdon, VA
Southwest Virginia Economic Forum	5/23/24	Wise, VA
VEDA Summer Membership Meeting	6/3-4/24	Danville, VA
2024 Spring Consultants Forum	6/10-12/24	Virginia Beach, VA
SelectUSA Investment Summit	6/23-26/24	National Harbor, MD
SEDC Annual Conference	7/28-30/24	Savannah, GA
Southwest Virginia Manufacturers Expo	8/29/24	Abingdon, VA
International Manufacturing Technology Show	9/9-14/24	Chicago, IL
CreatorCon	9/18-19/24	Wise, VA
Site Selectors Guild Fall Forum	9/23-25/24	Detroit, MI
VEDA Fall Conference	9/25-27/24	Roanoke, VA
Appalachian Council for Innovation Annual Gala	9/26/24	Abingdon, VA
Startup Mountain Summit	9/30-10/1/24	Johnson City, TN
VEDP Advanced Materials Pittsburgh Call Trip	9/23-10/15/24	Virtual
SVAM Manufacturing Awards Banquet	10/3/24	Abingdon, VA
EO Rural Summit & Reception	10/23-24/24	Abingdon, VA
Governor's Summit on Rural Prosperity	10/28-30/24	Wytheville, VA
VEDA Winter Membership Meeting	12/5/24	Richmond, VA
VA Economic Summit & Forum on International Trade	12/6/24	Richmond, VA
TOTAL MARKETING EVENTS (33)		

MARKETING SOUTHWEST VIRGINIA'S e-REGION

VCEDA continued to promote Southwest Virginia's e-Region through marketing and business development in 2024 and participated in 33 outreach events throughout the year. In 2024 VCEDA had 36 prospect visits and handled 190 inquiries about Southwest Virginia's e-Region.

A variety of trade shows and events in nine states and in Washington, D.C. were on tap for VCEDA staff in 2024. From the International Manufacturing Technology show in Chicago, IL, to Power Gen in New Orleans, LA, to the AUVSI Exponential in San Diego, CA and Select USA in National Harbor, MD, VCEDA representatives were there to market the region and what it has to offer to new and expanding businesses. VCEDA also continued its membership in the Site Selector's Guild Partner Program in 2024. The program is a first-of-its-kind networking partnership aiming to build strong, working relationships between economic development professionals and the industry's top site selection consultants. It offers economic development organizations enhanced access to site selection consultants through partner-only networking events with Guild members.

In 2024, VCEDA also continued its Foreign Direct Investment initiative. The program reaches out to companies in several foreign countries through a digital media marketing campaign to promote Southwest Virginia's e-Region internationally and through specific one-on-one meetings with companies identified through the course of the program.

Additional marketing events in which VCEDA participated during 2024 as either a sponsor, exhibitor or participant -- or all three -- were as follows: VEDA Legislative Reception & VEDA Day; Virginia Chamber Day & Old Dominion Legislative Assembly Reception; the Virginia Rural Center Legislative Breakfast; the Southwest Virginia Legislative Reception; and the Metallurgical Coal Producers Association (MCPA) Legislative Breakfast,

all of which were held in Richmond, VA; SVAM Women in Manufacturing Symposium in Abingdon, VA; International Battery Seminar & Exhibit in Orlando, FL; Business Facilities LiveXchange Reception/Dinner in Richmond, VA; Site Selectors Guild Annual Conference in Nashville, TN; Data Center World in Washington, DC; VEDP International Trade Event on Exporting in Abingdon, VA; MCPA Annual Conference & Expo in Roanoke, WV; the 2024 Small Business Symposium in Abingdon, VA; and the Southwest Virginia Economic Forum in Wise, VA.

VCEDA staff also attended the 2024 Spring Consultants Forum in Virginia Beach, VA; the SEDC Annual Conference in Savannah, GA; Southwest Virginia Manufacturers Expo in Abingdon, VA; CreatorCon in Wise, VA; Site Selectors Guild Fall Forum in Detroit, MI; VEDA Fall Conference in Roanoke, VA; Appalachian Council for Innovation Annual Gala in Abingdon, VA; Startup Mountain Summit in Johnson City, TN; VEDP Advanced Materials virtual call trip with Pittsburgh, PA companies; SVAM Manufacturing Awards Banquet in Abingdon, VA; EO Rural Summit & Reception in Abingdon, VA; Governor's Summit on Rural Prosperity in Wytheville, VA; VEDA Winter Membership Meeting in Richmond, VA; and the Virginia Economic Summit & Forum on International Trade in Richmond, VA.

Marketing of Southwest Virginia's e-Region also continues throughout the year on VCEDA social media channels which continued to gain followers and attention for VCEDA and the region. VCEDA also placed several ads in Virginia Business magazine during the year, including one highlighting its successful seed capital program; a two-page spread for the Virginia Coalfields Expressway Authority, for which VCEDA provides administrative support; and two which gave an overview of the region and highlighted the fact that its economic diversity index has improved by 250 percent.



Best practices for economic development were explored in June during the Area Development Spring Consultants Forum held in Virginia Beach, VA. VCEDA Marketing Coordinator Susan Copeland, right; and VCEDA Business Development Specialist Diane Thomas, left, represented VCEDA at the event. The program gave attendees the opportunity to hear from and network with leading site consultants and corporate real estate advisors. Trends influencing corporate location decisions and economic development strategies were additional topics discussed.

MARKETING SOUTHWEST VIRGINIA'S e-REGION



VCEDA and a team of local economic developers represented the VCEDA region at the Data Center World conference in mid-April in Washington, DC, hosting an exhibit booth and meeting in pre-set appointments with companies who were interested in learning about the region's offerings for data center location. The exhibitors at the largest data center conference ranged the full spectrum of solution providers driving the data center and digital infrastructure industry forward. Representing the region, were, from left, John Kilgore, Scott County; Natalie Chapman, Wise County; and Susan Copeland, VCEDA marketing coordinator.



VCEDA was a sponsor and exhibitor at the Governor's Summit on Rural Prosperity in Wytheville, VA in late October. The summit focused on rural development in the Commonwealth and included discussions on broadband development, Accelerate Southwest Virginia initiatives, attracting the next generation workforce, innovations in rural healthcare and rural energy collaboration. Gov. Glenn Youngkin, Lt. Gov. Winsome Earle-Sears, Virginia Secretary of Commerce and Trade Caren Merrick, VEDP CEO Jason El Koubi and Virginia Speaker of the House Don Scott were among the featured speakers. An update on Hurricane Helene recovery efforts was provided and a panel comprised of Del. Israel O'Quinn, Del. Jed Arnold, Sen. Travis Hackworth and Del. Terry Kilgore addressed SWVA issues. VCEDA Marketing Coordinator Susan Copeland and VCEDA Marketing Ambassador Cathy St. Clair represented VCEDA at the event.



VCEDA was pleased to be in attendance for the LEAD SWVA launch in December at the Southwest Virginia Higher Education Center in Abingdon, VA. The new program being offered through UVA-Wise will feature leadership skill building workshops, travel within the region to visit economic development sites and attractions and a community-facing capstone project. On hand for the launch of the new program were, from left, Shannon Blevins, UVA-Wise; Diane Thomas, VCEDA business development specialist; Chancellor Donna Henry, UVA-Wise; Charlotte Mullins, VCEDA marketing ambassador; and Richard Johnson and Randy Rose, UVA-Wise.



Southwest Virginia's e-Region was represented at PowerGen International in New Orleans, LA, in late January by the team of Susan Copeland, VCEDA marketing coordinator; Charlotte Mullins, VCEDA marketing ambassador; and Brian Falin, executive director of the Wise County IDA. The exhibit hall opened with a traditional Mardi Gras band and the team visited exhibitors and attended conference sessions on topics such as building an innovative workforce for a decarbonized future, the decarbonization challenge using hydrogen and other solutions, addressing economic challenges from a construction and operations perspective and microgrids and onsite power for data centers.



VCEDA was pleased to attend and to exhibit at the International Manufacturing Technology Show (IMTS) in Chicago, IL, in September. VCEDA Business Development Specialist Diane Thomas and VCEDA Marketing Ambassador Charlotte Mullins were at the trade show along with Tazewell County Economic Development Director Tim Danielson and Tazewell County Economic Development Manager Ashley Harris. IMTS is the largest trade show in the Western Hemisphere, drawing innovators, sellers and drivers of manufacturing technology together to connect, be inspired and find new solutions. While there, the VCEDA and Tazewell County team also met with companies in pre-set appointments to discuss the advantages of location in Southwest Virginia's e-Region.



VCEDA was represented in the Virginia Pavilion at Xponential 2024, the Technology Event for Autonomy show, held in the San Diego Convention Center, San Diego, CA, in late April. The Virginia Unmanned Systems Center of the Virginia Innovation Partnership Corporation (VIPIC) was a sponsor of the show and hosted the Virginia Pavilion. VCEDA was one of four regional organizations in Virginia represented on the economic development pillar of the Virginia Economic Development Partnership (VEDP). Other pillars represented Virginia Tech, the Mid-Atlantic Aviation Partnership, Wing, Dominion Energy, DroneUp and other Virginia companies and organizations. Susan Copeland, VCEDA marketing coordinator, represented VCEDA and talked with visitors about the region's Kitty Hawk moment in 2015 as the site of the first FAA-approved drone delivery in the U.S., as well as the opportunities in Southwest Virginia's e-Region and applications for unmanned technology in mining, oil

and gas, precision agriculture, mapping and mine reclamation. The XPO Hall featured innovators from every link in the autonomy supply chain.



VCEDA published an ad on the Virginia Coalfields Expressway in the January 2024 issue of Virginia Business.



VCEDA was pleased to be a sponsor of the Virginia Economic Developers Association (VEDA) summer meeting in June in Danville, VA. VCEDA representatives Diane Thomas and Charlotte Mullins were in attendance at the event which focused on the intersection between community and economic development and the future of economic development. VEDA Mainstreet Awards were presented and saw Kathy Stewart, of St. Paul Mainstreet, recognized as a winner of the VEDA Community Economic Development Award. Pictured, from left, are Mullins; Kathy Stewart; Tim Stuller, Virginia Economic Development Partnership and member of the VCEDA board; and Thomas.

MARKETING SOUTHWEST VIRGINIA'S e-REGION



VCEDA was a sponsor and exhibitor at the 9th annual Southwest Virginia Economic Forum in Wise, in May. The state of the region from an economic development perspective was one of the topics of discussion as Chris Chmura, founder and chief executive officer of Chmura Economics & Analytics, provided statistics illustrating both the strengths and challenges of the region. Donna P. Henry, chancellor of the University of Virginia's College at Wise welcomed attendees to the event. Dickenson County Economic Development Director Dana Cronkhite and John Wilson talked about the Wildwood Recovery Center under construction. Cronkhite recognized VCEDA's role in helping to fund some \$4 million of the \$7.8 million project. A Southwest Virginia legislative panel comprised of Sen. Travis Hackworth and Dels. Terry Kilgore and Israel O'Quinn discussed housing needs, childcare and early education needs. The keynote address was delivered by Virginia Gov. Glenn Youngkin, who announced the launch of his Accelerate Southwest Virginia initiative and its aim to unlock what he called "unbridled opportunity" in the region.



Charlotte Mullins and Diane Thomas represented VCEDA in March at the 2024 International Battery Seminar & Exhibit in Orlando, FL. Founded in 1983, the International Battery Seminar & Exhibit has established itself as the premier event showcasing the state of the art of worldwide energy storage technology developments for consumer, automotive, military, grid and industrial applications. While there, Mullins and Thomas visited with various companies to talk about Southwest Virginia's e-Region and the benefits of locating in or expanding in the region.



VCEDA published an ad on the Seed Capital Matching Grant Program in the June 2024 Start Virginia issue of Virginia Business.



VCEDA joined others from the region and Virginia in July at the annual conference of the 17-state Southern Economic Development Council held in Savannah, GA. Participants heard from economic development leaders from throughout the member states on foreign direct investment, the U.S. Economic Development Administration, pro-growth state policy examples, navigating the American South energy landscape, rural economic development and space-based economic development. VCEDA Marketing Coordinator Susan Copeland, right, and Marketing Ambassador Charlotte Mullins represented VCEDA. Others from the region attending included Natalie Chapman and Brian Falin from Wise County; and John Kilgore from Scott County.



Diane Thomas and Charlotte Mullins were at the SelectUSA Investment Summit in National Harbor, MD, in June. The summit had more than 5,000 attendees from 87 international markets and 56 states and territories, all gathering to take advantage of in-person networking and informative programming on key industry topics affecting the Foreign Direct Investment community. Joining them at the summit was Scott County Economic Development Authority Director John Kilgore. While at the summit, the team met with companies identified in pre-set appointments to discuss the advantages of doing business in the U.S. and in the Southwest Virginia e-Region in particular. Thomas and Mullins are pictured here with Virginia Sen. Bryce Reeves, who stopped by the VCEDA booth while attending the summit.



VCEDA was a sponsor of the early December Virginia Economic Summit & Forum on International Trade held in Richmond, VA. The 2024 forum convened business leaders and industry experts to discuss the connection between energy and economic development, as well as the infrastructure challenges and opportunities in making economic development planning decisions. The event was hosted by the Virginia Chamber of Commerce. VCEDA attendees at the event were Diane Thomas, business development specialist, left; and Charlotte Mullins, marketing ambassador, right.



VCEDA was a sponsor of and exhibitor at the Virginia Economic Developers Association (VEDA) fall conference held in Roanoke, VA in late September. The conference explored the intersection of community and economic development through a variety of speakers. Among the topics discussed were “Mastering the Mega Trends Shaping the Next Generation of Talent;” and “Revolutionizing the Economic Fabric of Southwest Virginia with Private, Public and Philanthropic Funding.” Pictured is VCEDA Marketing Ambassador Charlotte Mullins at the VCEDA booth.

VCEDA
The Virginia Coalfield Economic Development Authority helps recruit companies and get their facilities move-in ready, aids in building and filling up buildings and business parks, and in obtaining workforce development and training dollars.

SOUTHWEST VIRGINIA'S e-REGION
VCEDA markets the scenic, scenic, and city region as a premier location for business development. VCEDA markets the region for business location. VCEDA markets the region for business location. VCEDA markets the region for business location.

UNIQUE INCENTIVES
VCEDA is unique in other economic development organizations in the United States. In addition to marketing the region for business location, VCEDA markets the region for business location. VCEDA markets the region for business location.

SITES
Geographically located in the scenic Southwest Virginia offers state sites (S.S.), the state's largest land parcels. VCEDA markets the region for business location. VCEDA markets the region for business location.

HOW VCEDA HELPS
VCEDA's primary revenue program is designed to provide incentives to land parcels. VCEDA markets the region for business location. VCEDA markets the region for business location.

ENHANCE AND DIVERSIFY
VCEDA approves loan and grant funds for a variety of projects in 2023 including industrial site development, building construction, broadband, workforce development and training, and tourism. VCEDA and its team of economic development allies work toward a common goal to enhance and diversify the economy of the coalfield.

VCEDA
VIRGINIA COALFIELD ECONOMIC DEVELOPMENT AUTHORITY

SOUTHWEST VIRGINIA'S e-REGION
VCEDA markets the scenic, scenic, and city region as a premier location for business development. VCEDA markets the region for business location. VCEDA markets the region for business location.

UNIQUE INCENTIVES
VCEDA is unique in other economic development organizations in the United States. In addition to marketing the region for business location, VCEDA markets the region for business location. VCEDA markets the region for business location.

FIRST MILES
A significant event in 2023 was the ribbon cutting for the first 2.2 miles of the Virginia Coalfields Expressway (I-64 S. 121), expected to have a transformative economic impact during a 30-year span of \$1.2 billion in 2023 dollars. CFI's Corridor is West, Dickerson and Buchanan Counties in Virginia, West Virginia, and Raleigh Counties in West Virginia. The CFI is critically important to the future of the coalfields. VCEDA provides staff support to the Coalfields Expressway Authority.

SEED CAPITAL
The new business start-ups in the region were supported in 2023 by grants from VCEDA's Seed Capital Matching Fund program, projecting nearly 60 full and part-time jobs. Since creating the seed capital grant program in 2017, 158 new small businesses in all seven counties and the City of Norton have been approved for funding through the seed capital program, creating 602 full and part-time jobs to date. Combined, those businesses projected \$11.2 million in private investment.

ENHANCE AND DIVERSIFY
VCEDA approves loan and grant funds for a variety of projects in 2023 including industrial site development, building construction, broadband, workforce development and training, and tourism. VCEDA and its team of economic development allies work toward a common goal to enhance and diversify the economy of the coalfield.

VCEDA
VIRGINIA COALFIELD ECONOMIC DEVELOPMENT AUTHORITY

VCEDA published ads in the August and September 2024 issues of Virginia Business.

COALFIELDS EXPRESSWAY (CFX)



Members of the Virginia Coalfields Expressway Authority are, from left, (front) Shelbie Willis, Melanie Salyer and Jay Rife; and (back) Philip Cook, Scott Mullins, John Schoolcraft, Ronnie Shortt, James Keen; and Virginia CFX Authority Executive Director Jonathan Belcher. Not pictured are J.H. Rivers, Harry Childress, Ed Talbott and Keith Viers.



Keeping the Momentum Going

2024 saw a number of projects which the Virginia Coalfields Expressway Authority has been working on for the past several years gain significant traction, with plans being developed for future projects.

Keeping the momentum going on the Coalfields Expressway (CFX) project continues to be a major focus for the authority. This was highlighted in a January ad in Virginia Business magazine touting the opening of the first miles of the CFX in Virginia after more than 30 years since the CFX was first proposed.

In early 2024, the authority secured an additional \$8.75 million in federal and local funds for the CFX (US 121), thanks to U.S. Congressman Morgan Griffith and U.S. Senators Tim Kaine and Mark Warner, along with the Buchanan County Board of Supervisors which approved the local match needed. This \$8.75 million will allow VDOT to complete nearly five more miles of Corridor Q (US 121/460) as a four-lane and -- more importantly -- will provide a four-lane limited access highway all the way from the Town of Grundy to Buchanan County's Southern Gap mixed-use development.

For the four-laning of the remaining few miles of Corridor Q near the Breaks Interstate Park, the authority applied for additional federal funds in 2024, with the Buchanan County Board of Supervisors again agreeing to provide the local match.

Another important initiative for the authority since its inception has been raising funds with which to operate. Since being formed by the General Assembly in 2017, the authority has been unfunded. Virginia Governor Glenn Youngkin and the General Assembly included funds in the FY25/FY26 state budget earmarked for operations of the CFX Authority and to be managed by VCEDA.

Other successes of 2024 included working with VDOT to get the first Coalfields Expressway signage in Virginia installed and working with Buchanan County and VCEDA to raise \$100,000 toward a scenic wildlife viewing pullover project along the US 121/460 corridor. Action has also been taken to request that future sections of the CFX be added to the Appalachian Regional Commission's (ARC) Appalachian Development Highway System (ADHS) which would then allow those sections of the CFX to be eligible for ARC funding.

The completion of the Coalfields Expressway will open up the area for economic development and tourism, including new business and industrial sites and improved access to business and industrial parks and tourism assets, thereby making the region much more competitive for economic development projects and tourism opportunities.

Identifying and obtaining further funding for the Coalfields Expressway remains the most pressing issue going into 2025.

VCEDA BOARD



Members of the VCEDA board, from left (front), with VCEDA Executive Director/General Counsel Jonathan Belcher, are Sonny Ciampanella; Brian Hess, treasurer; Barbara Altizer; J.P. Richardson, chairman; Roger Rife; Chris Hall; and (back) Troy Nichols, secretary; Tim Stuller; Andy Hrovatic; Scotty Wampler; Gerald Lawson; Sim Ewing; and Greg Edwards, vice chairman. Not pictured are board members Matthew Hill, Duane Miller and Shanna Plaster.

Virginia Coalfield Economic Development Authority Board

OFFICERS

J.P. Richardson | Chairman
Greg Edwards | Vice Chairman
Troy Nichols | Secretary
Brian Hess | Treasurer

GOVERNOR'S APPOINTEES

Gregory Edwards
Simeon Ewing
Matthew Hill
Andy Hrovatic
Gerald Lawson

COAL PRODUCERS

Troy Nichols
Paramont Contura, LLC
J.P. Richardson
Wellmore Energy
Brian Hess
Coronado IV LLC

GAS PRODUCER

Sonny Ciampanella
Pocahontas Gas

VIRGINIA COAL & ENERGY ALLIANCE

Barbara Altizer
Metallurgical Coal Producers
Association

PLANNING DISTRICT COMMISSIONS

Scotty Wampler
Cumberland Plateau PDC
Duane A. Miller
LENOWISCO PDC

COUNTY BOARD OF SUPERVISORS

Roger Rife | Buchanan County
Chris Hall | Dickenson County
Shanna Plaster | Tazewell County

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP

Tim Stuller

2024 VCEDA LOAN APPROVALS

LOANS	PROJECT NAME	APPROVED	AMOUNT
Buchanan County	Buchanan County IDA/Southern Gap Office Building	3/21/24	\$2,214,000.00
Lee County	Lee County IDA/Project Maggie	9/19/24	\$500,000.00
Russell County	Russell County IDA/Simmons Equipment Building Upfits	3/21/24	\$500,000.00
Russell County	Tazewell County IDA/Alcoa Building	9/19/24	\$4,000,000.00
Tazewell County	Lawrence Brothers, Inc.	11/21/24	\$1,315,000.00
Tazewell County	Tazewell County IDA/Project Find	11/21/24	\$3,000,000.00
TOTAL LOANS (6)			\$11,529,000.00

2024 VCEDA GRANT APPROVALS

GRANTS	PROJECT NAME	APPROVED	AMOUNT
Buchanan County	Buchanan County IDA/Medical Campus Infrastructure	6/20/24	\$500,000.00
Buchanan County	Buchanan County IDA/Scenic Wildlife Pullover	11/21/24	\$100,000.00
Buchanan/Dickenson County	Breaks Interstate Park/Winter-Spring Projects	9/19/24	\$100,000.00
Dickenson County	Dickenson County IDA/Haysi Trails Center	6/20/24	\$200,000.00
Dickenson County	Jordan's Pumpkin Patch	6/20/24	\$10,000.00
Dickenson County	Smith Property Maintenance, LLC	6/20/24	\$10,000.00
Dickenson County	Town of Clintwood/Jettie Baker Center	11/21/24	\$50,000.00
Dickenson County	Little Notions Quilt Shop, LLC	11/21/24	\$10,000.00
Lee County	Real Deal Curb Appeal LLC	6/20/24	\$10,000.00
Lee County	Stone Mountain Yogurt, LLC	6/20/24	\$10,000.00
Lee County	MT.3D Printing LLC	11/21/24	\$10,000.00
Lee County	Outsiders Pizzeria and Bar	11/21/24	\$10,000.00
Russell County	Shaka Latte LLC	6/20/24	\$10,000.00

2024 VCEDA GRANT APPROVALS

Russell County	Stay Fly Drone Service, LLC	11/21/24	\$10,000.00
Scott County	J Starnes Enterprises LLC d/b/a Blue Line Treats	11/21/24	\$10,000.00
Scott County	Franco's Gate City Bistro LLC	11/21/24	\$10,000.00
Scott County	Revolutionary Market LLC	11/21/24	\$10,000.00
Scott County	ELH Investments LLC d/b/a The Edison	11/21/24	\$10,000.00
Tazewell County	The Roasted Bean of VA, LLC	6/20/24	\$10,000.00
Tazewell County	Mason Dixon Brothers LLC	6/20/24	\$10,000.00
Tazewell County	Tazewell County IDA/Bluestone Natural Gas Planning	9/19/24	\$120,000.00
Tazewell County	The Athlete's Bakery & Blends LLC	11/21/24	\$10,000.00
Tazewell County	Triple J Angus Farms, LP	11/21/24	\$10,000.00
Wise County	Jones-Hurst Designs LLC	6/20/24	\$10,000.00
Wise County	Shortt Family Farms, LLC	6/20/24	\$10,000.00
Wise County	Foam Solutions LLC	11/21/24	\$10,000.00
Regional	MECC Foundation/Fiber Optic & HEO II Training	3/21/24	\$186,091.29
Regional	Napoleon Hill Foundation/Entrepreneurial Skills Training	6/20/24	\$50,000.00
Regional	SWCC Educational Foundation/Emerging Workforce Training	9/19/24	\$100,000.00
Regional	SWCC Educational Foundation/EV & Hybrid Vehicle Training	9/19/24	\$105,142.00
Regional	SWCC Educational Foundation/CDL Training	9/19/24	\$102,000.00
TOTAL GRANTS (31)			\$1,813,233.29
TOTAL LOANS & GRANTS (37)			\$13,342,233.29

INDEPENDENT AUDITORS' REPORT

The Board of Directors
Virginia Coalfield Economic
Development Authority
Lebanon, Virginia 24266

REPORT ON THE AUDIT OF THE FINANCIAL STATEMENT

Opinion

We have audited the accompanying statement of cash receipts and disbursements of Virginia Coalfield Economic Development Authority (the "Authority") for the year ended December 31, 2024 and the related notes to the financial statement.

In our opinion, the financial statement referred to in the first paragraph presents fairly, in all material respects, the statement of cash receipts and disbursements of the Authority for the year ended December 31, 2024, in accordance with the cash receipts and disbursements basis of accounting described in Note 1.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Authority, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Emphasis of Matter – Basis of Accounting

We draw your attention to Note 1 of the financial statement, which describes the basis of accounting. The financial statement was prepared on the cash receipts and disbursements basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to this matter.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of this financial statement in accordance with the cash basis of accounting described in Note 1, and for determining that the cash basis of accounting is an acceptable basis for the preparation of the financial statement in the circumstances. Management is also responsible for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to error or fraud.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Authority's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

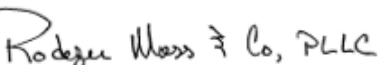
In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Authority's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated February 27, 2025, on our consideration of the Authority's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Authority's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Authority's internal control over financial reporting and compliance.


Roderick Moss & Co, PLLC

Norton, Virginia
February 27, 2025

NOTE 1 - NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

Financial Reporting Entity – Virginia Coalfield Economic Development Authority was created, effective July 1, 1988, as a political subdivision of the Commonwealth of Virginia, pursuant to the Code of Virginia, Chapter 60, Sections 15.2-6000-6015. Virginia Coalfield Economic Development Authority accounts for all funds received from tax and grant receipts, investment earnings, loan collections and related expenditures for the eight participating localities.

Cash basis of accounting – As is the case of many funds of this type, the accounts are maintained, and the statements are presented, on a cash receipts and disbursements basis, reflecting only recorded cash receipts and cash disbursements. Therefore, cash collected and not recorded in the general ledger, receivables, and payables, inventories, accrued revenue and expenditures, and equipment and depreciation, which may be material in amount, are not reflected, and this statement is not intended to present the overall financial position or results of operations in conformity with generally accepted accounting principles.

Cash and cash equivalents – For purposes of reporting cash, the Authority considers all certificates of deposit, savings accounts, and money market funds with an original maturity of three months or less to be cash equivalents.

Deposits with banks are covered by the Federal Deposit Insurance Corporation (FDIC) and collateralized in accordance with the Virginia Security for Public Deposits Act (the "Act") Section 2.2-4400 et. Seq. of the *Code of Virginia*. Under the Act, banks and savings institutions holding public deposits in excess of the amount insured by the FDIC must pledge collateral to the Commonwealth of Virginia Treasury Board. Financial Institutions may choose between two collateralization methodologies and depending upon that choice, will pledge collateral that ranges in the amounts from 50% to 130% of excess deposits. Accordingly, all deposits are considered fully collateralized.

CLASSIFICATION OF ACCOUNTS:

Coal and Gas Funds

On September 1, 1988, and on the first day of each month thereafter, each county and city shall remit to the Virginia Coalfield Economic Development Authority twenty-five percent of the revenues

collected during the next to last calendar month from the (i) gas road improvement tax pursuant to Section 58.1-3713 and (ii) local coal road improvement severance licenses tax pursuant to subsection B of Section 58.1-3741.

Pursuant to Section 58.1-3713.4, a county or city may levy an additional license tax on every person engaging in the business of severing gases from the earth. The license tax shall be at a rate not to exceed one percent of the gross receipts from the sale of gases severed within the county or city. In the counties of Buchanan, Dickenson, Lee, Russell, Scott, Tazewell, and Wise, and the City of Norton one-half of the revenues derived from such tax shall be paid to the Virginia Coalfield Economic Development Authority.

Tax Credit Funds

Pursuant to Section 58.1-439.2, Coalfield employment enhancement tax credit, for tax years beginning on and after January 1, 1996, but before January 1, 2017, and or after January 1, 2018, but before January 1, 2022 (for metallurgical coal only), any person who has an economic interest in coal mined in the Commonwealth shall be allowed a credit against the tax imposed by Section 58.1-400 and any other tax imposed by the Commonwealth. If the credit exceeds the person's state tax liability for the tax year, the excess shall be redeemable by the Tax Commissioner on behalf of the Commonwealth for ninety percent of the face value within ninety days after filing the return; however, for credit earned in tax years beginning on and after January 1, 2002, such excess shall be redeemable by the Tax Commissioner on behalf of the Commonwealth for eighty-five percent of the face value within ninety days after filing this return. The remaining ten or fifteen percent of the value of the credit being redeemed, as applicable for such tax year, shall be deposited by the Commissioner in a regional economic development fund administered by the Virginia Coalfield Economic Development Authority to be used for regional economic diversification in accordance with guidelines developed by the Virginia Coalfield Economic Development Authority and the Virginia Economic Development Partnership.

Civil Penalties Funds

Pursuant to the Code of Virginia, Title 45.2, Mines, Minerals and Energy Chapter 10, Virginia Coal Surface Mining Control and Reclamation Act of 1979, Article 2, Regulation of Mining Activity, Section 45.2-1021, any permittee who violates any permit condition or any other provision of this chapter or the regulations thereunder may be assessed a civil penalty by the Director, except that if such violation leads to the issuance of a cessation order, the civil penalty shall be assessed. Such penalty shall not exceed \$5,000 for each violation except that if the violation resulted in a personal injury or fatality to any person, then the civil penalty shall not exceed \$70,000 for each violation. All civil penalties shall be paid into a special fund in the State Treasurer's office to be used by the Director for enhancing conservation and recreational opportunities in the coal-producing counties of the Commonwealth. The Director shall transfer quarterly 50 percent of the fund balance to the Virginia Coalfield Economic Development Authority for the purposes of developing infrastructure and improvements at Breaks Interstate Park.

CFO Funds

The goal of the Virginia Coalfield Economic Development Authority (VCEDA) Communities for Opportunity (CFO) Loan Fund is to establish a revolving loan fund to encourage economic development in the coal producing counties of Virginia. Each proposed use of the CFO Loan Fund must have the concurrence of the Director of the Virginia Department of Housing and Community Development (VDHCD). Generally, VCEDA and VDHCD have determined that the optimum use of the CFO Loan Fund would be to encourage the development and growth of businesses in the VCEDA coal-producing counties where the development and growth of such businesses will create a unique opportunity in a specific community that would not otherwise be addressed without financial support from VCEDA. In order to maximize the resources of this program, all projects requesting funding under this program must have a source of matching funds sufficient to match every dollar requested from the VCEDA CFO Loan Fund with one dollar from some other source(s).

Education and Telehealth Funds

The Virginia State Budget, Chapter 2, Budget Bill - HB30, 2022 Special Session I, Item 115, R allocated \$500,000 from the general fund in fiscal year 2023 and fiscal year 2024 for the Lenowisco Planning District Commission and Cumberland Plateau Planning District Commission, to be managed by the Virginia Coalfield Economic Development Authority (VCEDA). These funds are designated for initiatives intended to expand education and telehealth access.

CFX Funds - The Virginia State Budget, Chapter 2, 2024 Acts of Assembly, Special Session I, has allocated \$250,000 the first year and \$250,000 the second year from the general fund for the Lenowisco Planning District Commission and Cumberland Plateau Planning District Commission, to be managed by the Virginia Coalfield Economic Development Authority (VCEDA). These funds are designated for operations of the Coalfields Expressway Authority.

Proceeds Held - The treasurer may invest and reinvest funds of the Authority pending their need. All monies received by the Authority pursuant to Section 15.2-6009, together with any matching funds received from state or federal sources, shall be applied and used only in the county or city from which the funds were received, unless the governing body of the county or city consents to their use in another county or city. Monies received pursuant to Section 58.1-3713.4 may be used at the discretion of the Authority for purposes and projects as determined by the Authority.

Virginia Coalfield Economic Development Authority Statement of Cash Receipts & Disbursements—Year Ended December 31, 2024

Coal & Gas Funds	CASH RECEIPTS				CASH DISBURSEMENTS			
	Balance 1/1/24	Receipts	Interest Earned	Loans Collections	Administrative & Business Dev. Expenses	Project Loans & Grants	Balance 12/31/24	Uncommitted Available Balance
Buchanan County	\$ 10,256,873	\$ 1,962,520	\$ 573,076	\$ 247,360	\$ 277,276	\$ 299,047	\$ 12,463,506	\$ 4,843,018
Dickenson County	11,258,825	1,446,763	608,297	3,750	216,687	413,171	12,687,777	10,687,732
Lee County	167,228	682	7,939	17,000	(128)	150,000	42,977	34,677
City of Norton	29,376	-	1,522	-	-	-	30,898	30,898
Russell County	1,334,443	57,593	59,102	231,667	5,906	643,447	1,033,452	257,622
Scott County	31,837	394	1,660	-	(81)	-	33,972	33,972
Tazewell County	2,437,666	523,492	152,264	650,171	69,894	1,315,000	2,378,699	158,699
Wise County	4,742,353	102,029	260,828	860,320	7,935	470,025	5,487,570	4,957,595
Regional	4,798,593	335,751	240,518	67,655	534,985	296,213	4,611,319	3,416,444
Total Coal & Gas Funds	\$ 35,057,194	\$ 4,429,224	\$ 1,905,206	\$ 2,077,923	\$ 1,112,474	\$ 3,586,903	\$ 38,770,170	\$ 24,420,657
Other Funds:								
Tax Credit Funds								
Revolving Loan	\$ 14,341,303	\$ 51,690	\$ 825,049	\$ 2,548,294	-	\$ 6,054	\$ 17,760,282	\$ 8,506,337
Workforce	16,752,987	-	865,116	-	-	449,116	17,168,987	5,062,221
Total Tax Credit Funds	\$31,094,290	\$ 51,690	\$ 1,690,165	\$ 2,548,294	-	\$ 455,170	\$ 34,929,269	\$13,568,558
Civil Penalties Funds	\$ 891,069	\$ 66,359	\$ 24,655	-	-	\$ 720,939	\$ 261,144	\$ 29,237
CFO Funds	\$ 1,872,630	-	\$ 95,807	\$ 26,250	-	-	\$ 1,994,687	\$ 1,994,687
Education & Telehealth	\$ 168,770	-	\$ 1,926	-	\$ 202	\$ 161,250	\$ 9,244	\$ 9,244
CFX Funds	-	\$ 250,000	\$ 59	-	-	-	\$ 250,059	\$ 250,059



SOUTHWEST VIRGINIA'S e-REGION IS MARKETED BY VCEDA

VCEDA

VIRGINIA COALFIELD ECONOMIC
DEVELOPMENT AUTHORITY

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