



# VIRGINIA ENTERPRISE ZONE

## GY2020 ANNUAL REPORT



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Cover photo: Blue Ridge Aquaculture  
in Henry County, Virginia

# 2020 Qualification Year Snapshot

196 JCG & RPIG Grants Awarded

## Job Creation Grant



42 Businesses



\$1,930,431 in  
Total Awards



2,740 Jobs  
Created / Retained

## Real Property Investment Grant



154 Properties



\$12,569,569 in  
Total Awards



\$347,809,651 in  
Qualified Investments



# Enterprise Zone Program Overview

The Virginia Enterprise Zone (VEZ) program is a partnership between the Commonwealth of Virginia and local governments designed to incentivize job creation and real property investment. The goal of the program is to promote local and regional economic development and revitalization, particularly in areas that are considered “economically distressed.”

The VEZ program 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. When used in conjunction with other local, state and federal programs, the enterprise zone incentives can leverage substantial private sector investment for economic development in localities across the Commonwealth. The Commonwealth’s 45 enterprise zones encompass approximately 245 square miles, and include boundaries in 20 cities, 34 counties, and 12 towns within those counties.

**Table 1: Enterprise Zone Grant 2020 Summary**

|                             | RPIG          | JCG         | TOTAL         |
|-----------------------------|---------------|-------------|---------------|
| Funds Requested             | \$14,217,222  | \$1,930,431 | \$16,147,653  |
| Funds Disbursed             | \$12,569,569  | \$1,930,431 | \$14,500,000  |
| Number of Grants Issued     | 154           | 42          | 196           |
| Number of Entities*         | 144           | 41          | 185           |
| Proration (RPIG only)       | \$0.88        | N/A         | \$0.88        |
| Jobs Created                | N/A           | 825         | 825           |
| Investment Leveraged        | \$347,809,651 | N/A         | \$347,809,651 |
| Average QRPI per RPIG Grant | \$2,258,504   | N/A         | \$2,258,504   |

*\*Unique businesses and/or investors receiving grants*

# The Real Property Investment Grant

The Real Property Investment Grant (RPIG) provides grants 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, 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 for the RPIG grant. 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 qualification year 2019, 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 the 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 the RPIG grant. 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.

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 the JCGs, the remaining funds are allocated to the Real Property Investment Grants (RPIG) and the amount paid to each RPIG applicant is prorated proportionally should grant requests exceed the remaining funds. In 2020, RPIG requests were awarded at a rate of \$0.88 on the dollar. Table 2 illustrates how grant requests under the RPIG are calculated.



**Staunton Innovation Hub completed over \$4.13 million in a rehab/expansion project with solar panels and received \$88,410 RPIG.**

Over 77 businesses co-work and utilize the building, creating jobs, accelerating economic growth, and spurring innovation in the region. Solar panels were included in the project and are utilized to power 42% of the flex space/co-working building.

**Table 2: RPIG Grant Threshold and Award Example***\*Must meet all program requirements to be considered*

| Type                        | Investment  | Threshold | Total Grant-Eligible Funds* | Grant Rate | Grant Request | Example Proration | Grant Award |
|-----------------------------|-------------|-----------|-----------------------------|------------|---------------|-------------------|-------------|
| New Construction            | \$1,000,000 | \$500,000 | \$500,000                   | 20%        | \$100,000     | \$0.88            | \$88,000    |
| Rehab/Expansion             | \$500,000   | \$100,000 | \$400,000                   | 20%        | \$80,000      | \$0.88            | \$70,400    |
| New Construction with solar | \$1,000,000 | \$450,000 | \$550,000                   | 20%        | \$100,000     | \$0.88            | \$88,000    |
| Rehab/Expansion with solar  | \$100,000   | \$50,000  | \$50,000                    | 20%        | \$10,000      | \$0.88            | \$8,800     |
| Solar-only                  | \$75,000    | \$0       | \$75,000                    | 20%        | \$15,000      | \$0.88            | \$13,200    |

**CloudFit Software leveraged \$2.69 million and received \$88,410 RPIG for rehabilitation of historic Lynchburg building.**

CloudFit Software, which works with Fortune 500 companies and the Department of Defense, helps its customers leverage cloud technology to “empower every business on the planet to successfully transform at maximum velocity.” The company’s building is adjoined to the famous landmark, Monument Terrace, recognized for its cascade of stairs and tribute to veterans. Known as the Carter Glass building, the new hub was constructed in 1931 and don’s classic art deco architectural elements.



# The Job Creation Grant

The Job Creation Grant (JCG) provides grants to incentivize the creation of full-time jobs with health benefits that pay well above minimum wage in enterprise zones.

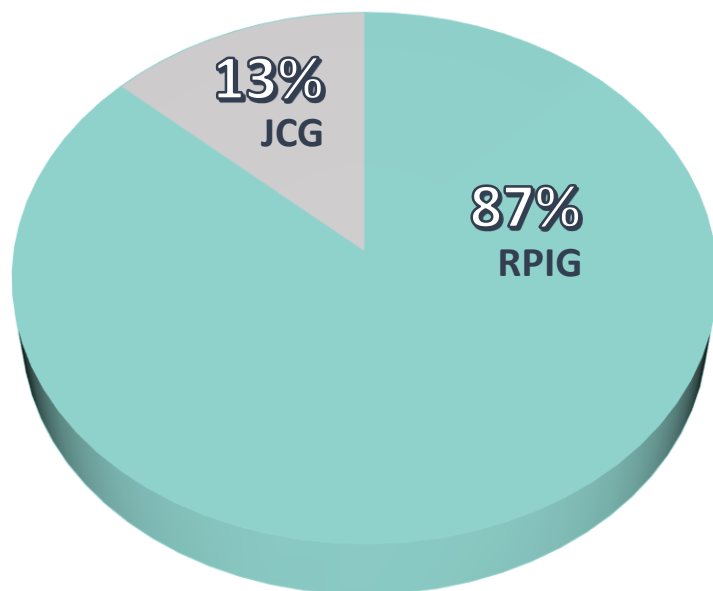
Qualifying businesses can receive up to \$800 for each net new, permanent, full-time position created above a baseline four-position threshold for a maximum five-year period. Eligible firms can receive grants for up to 350 new positions created per year for a maximum of five years. Retail, food and beverage, personal service, and nonprofit positions are not eligible for the JCG.

Eligible firms in High Unemployment Areas (HUAs) can receive JCGs of \$500 per job created meeting program requirements at a reduced wage threshold of 150% of the federal minimum wage (\$7.25 per hour in 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 2020 Qualification Year (QY) is included in Appendix E. Qualifying positions paying at least 175% of the federal minimum wage are eligible for a grant of \$500 per new position created, and qualifying positions paying at least 200% of the federal minimum wage are eligible for a grant of \$800 per position created, as Table 3 shows:

**Table 3: JCG Grant Wage Thresholds & Awards**

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

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



**Figure 1: Share of Grant Funds Disbursed by Program, 2020**

The VEZ program  
was allocated

**\$14,500,000**

in total funds for  
Qualification Year  
2020.

2020 was a year of unprecedented events around the world, as the global COVID-19 pandemic affected every aspect of our lives. While the pandemic affected many sectors, construction continued, as zone investors throughout the Commonwealth completed Real Property Investment projects in their communities. Grant requests exceeded the amount of funding by just over \$1.6 million; for this reason, proration for the RPIG was at \$0.88 on the dollar.

Overall, 196 grants were issued to 185 unique investors and businesses. Zone investors leveraged \$347,809,651 in qualified real property investments to receive RPIGs, with the average QRPI per grant issued being \$2,258,504. There were 2,740 jobs that were awarded JCGs.

Figure 1 shows the approximate percentage of total grant funds disbursed by grant program type in 2020.



**Figure 2: Enterprise Zone Funding Shortfall/Surplus History, 2010-2020**

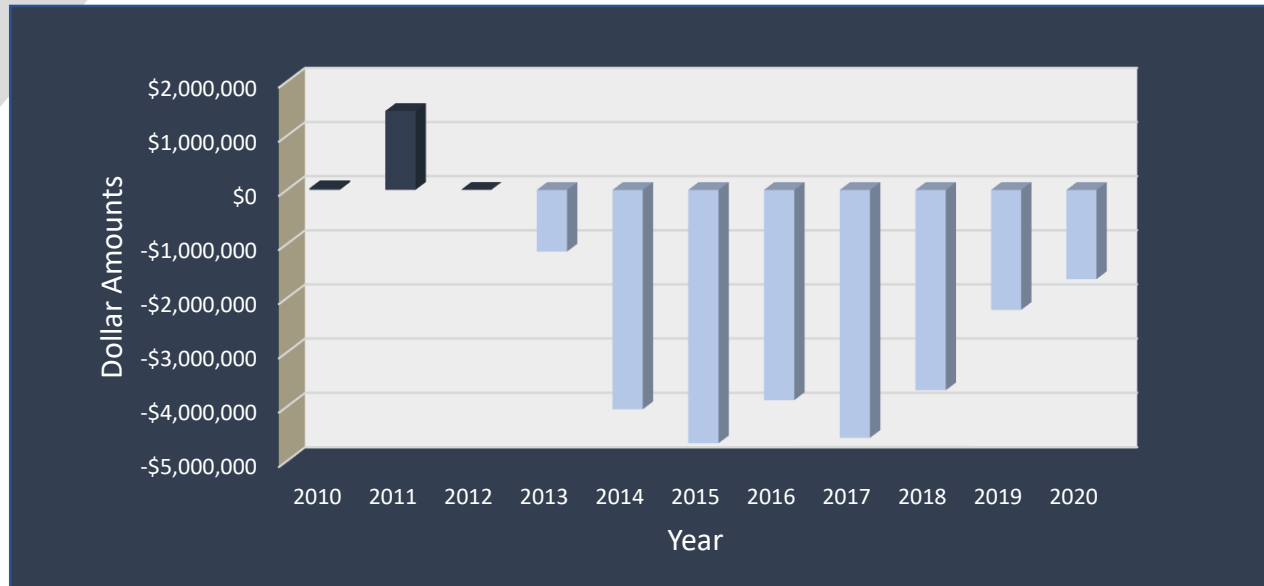
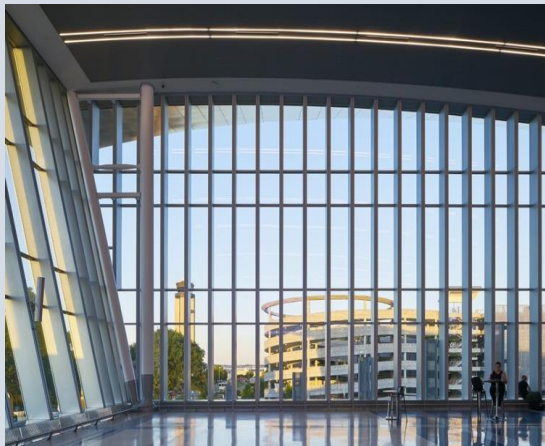


Figure 2 shows the difference between allocations and requests for VEZ grants over the last ten years. 2011 was the last year that a funding surplus existed, when \$1.5 million remained after grants were disbursed. 2015 had the largest shortfall over the last decade, with approximately \$4.7 million more funds requested than disbursed, which required a proration of \$0.67 on the dollar for grants disbursed.

Thanks to increased program funding in 2020, the proration was lower in 2020 than it had been since 2013. Based on the data, it is evident that there is and has been a high level of interest and participation in the VEZ grant programs and demand for the program has significantly outpaced funding since 2015.



**Press Glass invested \$29 million in Henry County in their industrial production facility and received \$176,821 in Real Property Investment Grants. The company created 74 jobs to receive \$56,538 in Job Creation Grants.**

Press Glass, an architectural glass fabrication company was founded in 1991 in Poland. The company has 12 factories located in the U.S. and Europe. Along with the headquarters in North Carolina, the Ridgeway location in Henry County is the company's only production facility in the U.S.



# 2020 Real Property Investment Grant Overview

**Table 4: RPIG Proration by Grant Year 2016-2020**

| Year              | 2016         | 2017         | 2018         | 2019         | 2020         |
|-------------------|--------------|--------------|--------------|--------------|--------------|
| Surplus/Shortfall | -\$3,878,710 | -\$4,571,915 | -\$3,696,572 | -\$2,215,484 | -\$1,647,653 |
| Appropriation     | \$12,650,000 | \$12,814,467 | \$13,500,000 | \$14,500,000 | \$14,500,000 |
| Grant Requests    | \$16,528,710 | \$17,386,382 | \$17,196,572 | \$16,715,484 | \$16,147,653 |
| Proration         | 73.6803%     | 69.9705%     | 74.5061%     | 83.9320%     | 88.40%       |

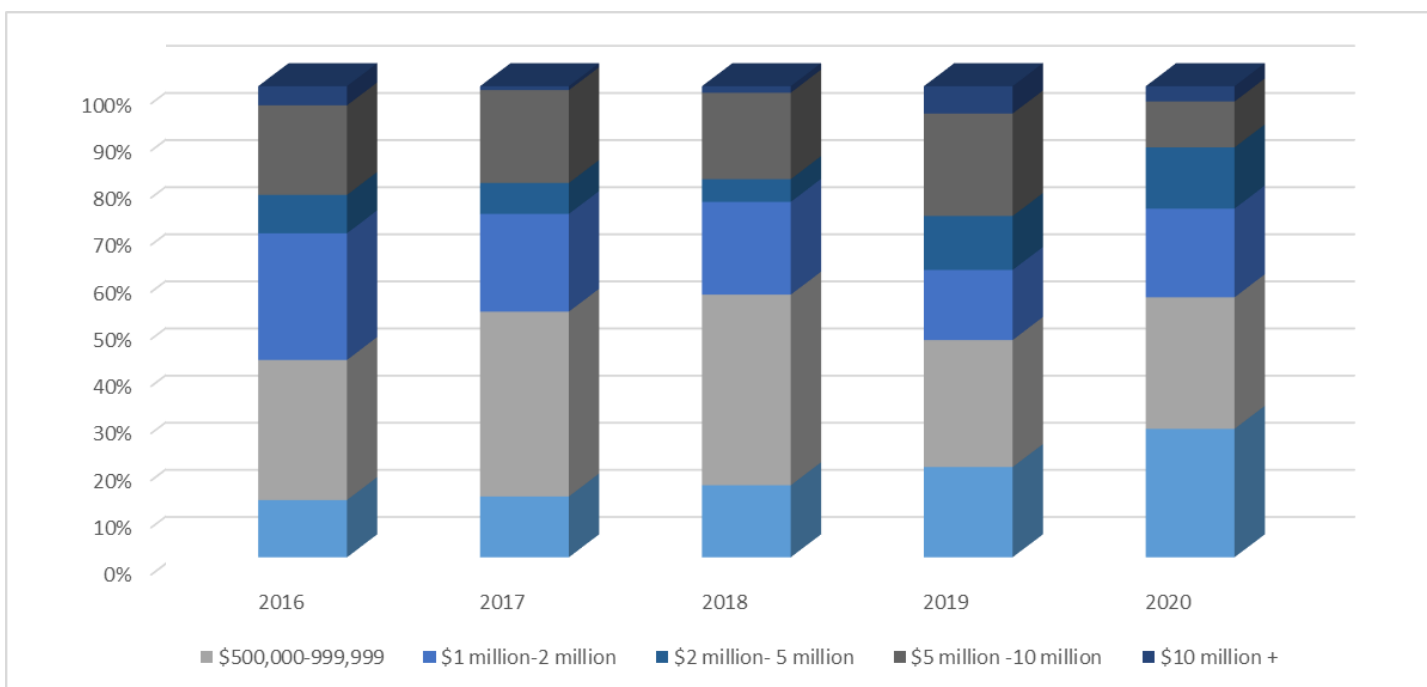
Proration for the RPIG has varied, which is illustrated in Table 5. The highest proration was \$0.69 on the dollar in 2017. Grant Year 2020 had the lowest proration at \$0.88 on the dollar.

**Table 5: Percentage of Funds Awarded and Application County by QRPI Ranges, 2016-2020**

| QRPI Amount              | 2016  |    | 2017  |    | 2018  |    | 2019  |    | 2020  |    |
|--------------------------|-------|----|-------|----|-------|----|-------|----|-------|----|
|                          | %     | #  | %     | #  | %     | #  | %     | #  | %     | #  |
| \$100,000-499,999        | 12.2% | 44 | 12.9% | 45 | 15.3% | 53 | 19.2% | 56 | 12.0% | 42 |
| \$500,000-\$999,000      | 29.7% | 51 | 39.2% | 64 | 40.5% | 63 | 27.0% | 42 | 28.4% | 43 |
| \$1 million-\$2 million  | 26.9% | 42 | 20.8% | 33 | 19.7% | 30 | 14.9% | 22 | 20.0% | 29 |
| \$2 million-\$5 million  | 8.1%  | 12 | 6.6%  | 10 | 4.8%  | 7  | 11.4% | 17 | 12.7% | 20 |
| \$5 million-\$10 million | 19.0% | 14 | 19.7% | 15 | 18.3% | 14 | 21.8% | 15 | 19.9% | 15 |
| \$10 million +           | 4.1%  | 3  | 0.8%  | 1  | 1.4%  | 1  | 5.8%  | 4  | 7.0%  | 5  |

Grant requests for RPIGs and JCGs have exceeded funding levels for the past five years (and beyond)

**Figure 3: Percentage of Funds Awarded and Application Count by QRPI Ranges, 2016-2020**



Real Property Investment grants 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 of an existing structure(s)) up to more than \$10 million, with Table 5 and Figure 3 showing data for the last five years. Investments ranged from \$133,860.37 to \$36,804,228.00 in qualification year 2020. Investments in the range of \$500,000-\$999,000 comprised 28.35% of the amounts of total QRPI. Investments \$1 million-\$2 million range comprised 20.05% of projects this year, which is about 5% more than 2019. The third largest share of investments was close behind in the \$5 million-\$10 million range at 19.9%. Nearly 13% of investments were made in the \$2 million-\$5 million range. Investments in the ranges of \$100,000-\$499,999 comprised about 12% of total QRPI, while projects exceeding \$10 million made up the smallest percentage of applications receiving RPIGs in 2020, as it had in previous years, as well.

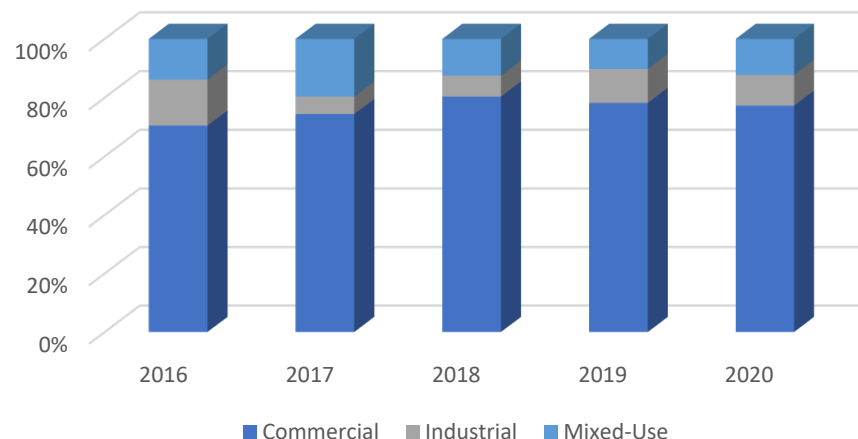
Since the grant programs were created in 2005, the majority of VEZ funds have been utilized for RPIG awards. However, beginning with QY 2010, JCG applications were given funding priority. JCG awards are funded at 100%, and then the remaining funds are prorated, if necessary, among qualifying RPIG applicants. The demand for RPIG awards has consistently outweighed the demand for JCGs over the last decade. In 2020, the ratio of RPIG to JCG requests was \$7.36 in RPIG requests for every \$1 in JCG requests.

## Top RPIG Grantees by QRPI in 2020:

- Church Hill North Holdings, LLC in the City of Richmond invested **\$36,804,228** in a new mixed-use facility.
- Press Glass, Inc. invested **\$29,000,763** in their new production facility in Henry County.
- 1887 Holdings, Inc., Sauer Brands, in the City of Richmond invested **\$13,677,063** in rehabilitation of their industrial facility.
- Ridgewood Realty Partners, LLC invested **\$12,300,146** in their new commercial facility in Newport News.
- River Ridge Mall JV, LLC invested **\$10,877,688** in the rehabilitation of commercial space to build a Dick's Sporting Goods in Lynchburg.

## Applications by Property End Use

Figure 4: RPIG Applications by Property End Use, 2016-2020



**Blue Ridge Aquaculture invested \$1.4 million in Henry County and received \$95,872 in Real Property Investment Grant funds.**

Blue Ridge Aquaculture, Inc. is the world's largest producer of tilapia using indoor recirculating aquaculture systems. In 2020, the company completed construction of a new, state-of-the-art nursery facility to support its existing farming operations and future growth plans. Company infrastructure includes a 90,000ft. indoor aquaculture (RAS) facility used for grow-out operations, a broodstock/genetics operation, hatchery/nursery operation, feedmill/nutrition program, and distribution company. The company currently produces five million pounds of live tilapia per year.

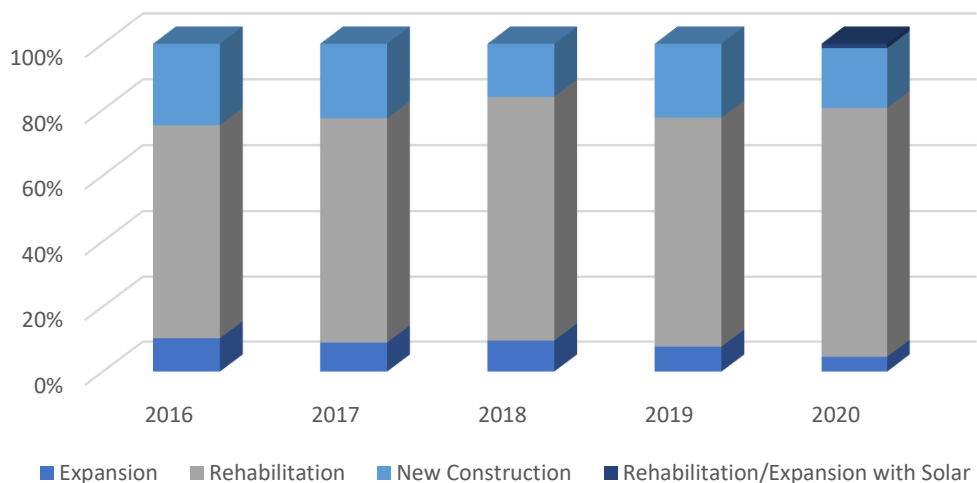


RPIG funding is only available for investments made to commercial, industrial, or mixed-use properties (where a minimum of 30% of the useable floor space is devoted to commercial, office, or industrial use) in enterprise zones.

Retail and office properties are considered to be commercial properties for the purposes of the RPIG. As illustrated in Figure 4, commercial projects have consistently made up the largest share (more than 70%) of RPIG applications over the last five grant cycles. Qualification years 2019 and 2020 had slightly more RPIGs awarded for industrial properties, 11.5% and 12.34%, respectively. Mixed-use has consistently made up between 10-12.5% of RPIGs for the last three years.

## Applications by Construction Project Type

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



### Nine million investment in Compass Entertainment complex in Lancaster County.

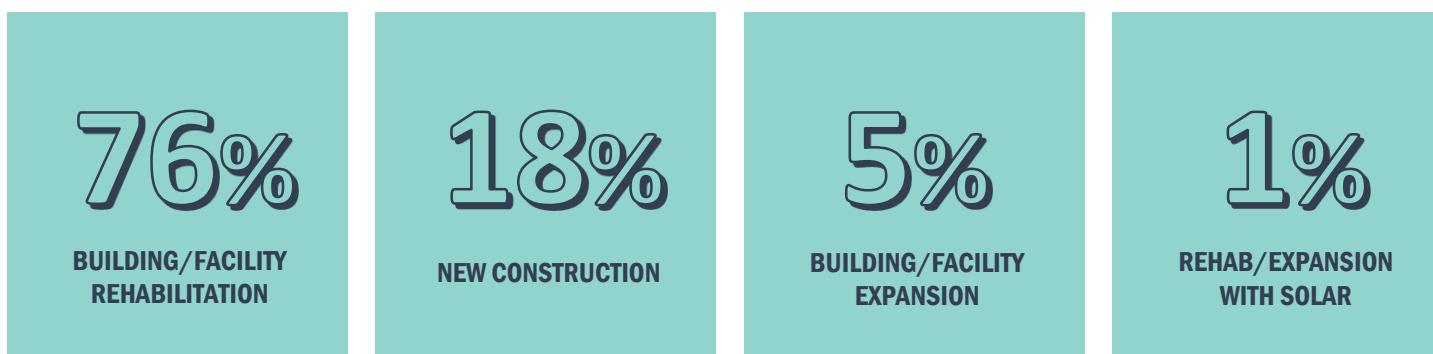
Compass Entertainment Center completed construction of its new building and facilities in 2020. Compass is a complex that includes a restaurant, six movie theaters, an arcade, flip-zone bumper cars, three climbing walls, virtual reality games and a kids' play zone, along with an indoor high adventure course.

In 2020, 119 RPIGS were awarded for commercial uses, followed by 19 for mixed-use and 16 for industrial developments.

Similar to previous years, industrial use projects had the highest average QRPI, with an average of \$4,669,693, followed by mixed-use projects with an average of \$3,540,670, and commercial projects with an average of \$1,719,950 in QRPI. Average grant awards by property end use followed the same pattern. Industrial uses had the highest average award of \$102,069, followed by grants for mixed-use properties, which averaged out to \$93,569. Commercial grants averaged out to \$76,963, due to the high number of awards in the category, and the wide range of QRPIs invested to leverage grant funding.

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.

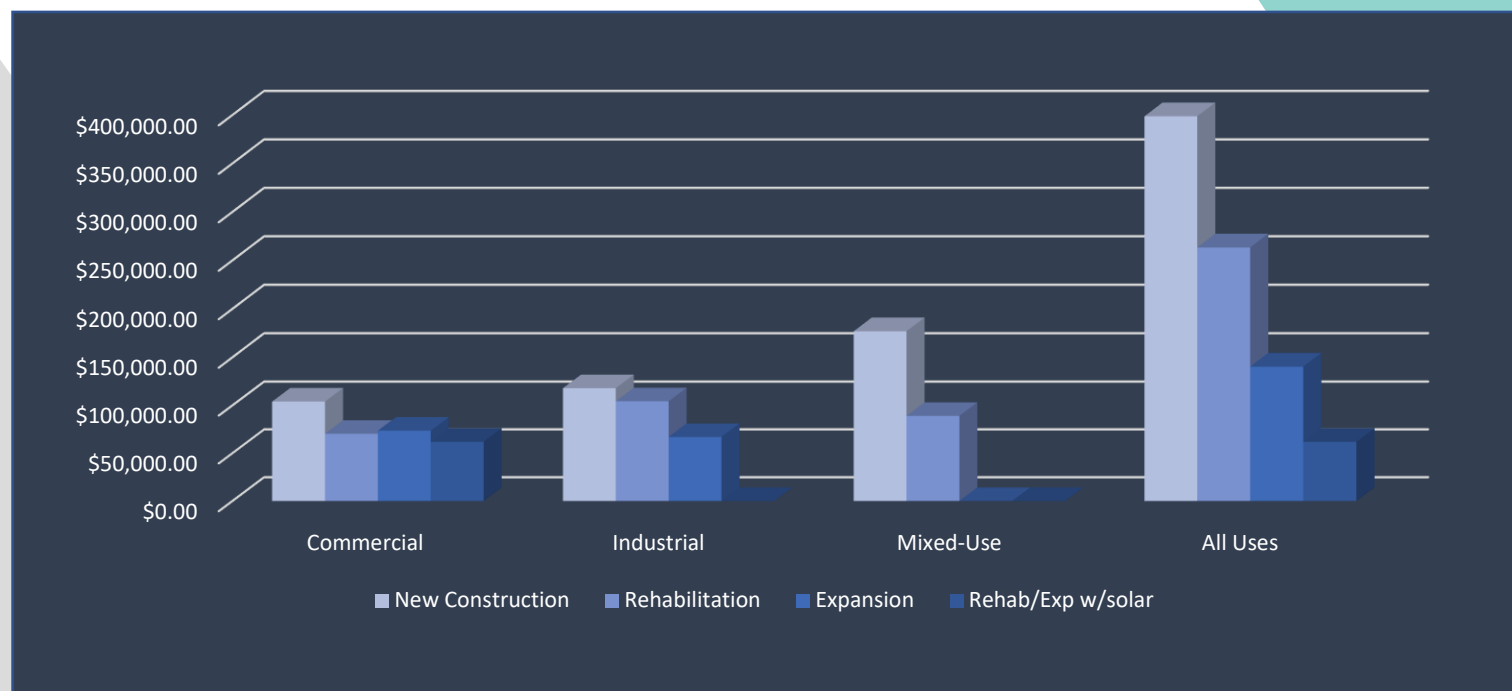
Figure 5 shows the share of RPIG awards by type of property improvement over the last five grant cycles. Solar-only projects were eligible for the first time in qualification year 2020, and this new regulation included a new, lower threshold for projects that included solar. The largest share of grants awarded over the last five years was consistently for rehabilitation investments, followed by new construction. Investors who were expanding existing building/facilities and rehabilitation/expansion with solar projects had the smallest share of grants awarded. The high number of rehabilitation projects demonstrates the revitalization goals of the program are being fulfilled.



### 2020 Awards by Project Type

There are multiple factors contributing to why rehabilitations of commercial spaces make up the bulk of RPIG awards. Many Enterprise Zones encompass downtown areas and commercial corridors, and see a significant number of small and midsize 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 2020 grant cycle, the average QRPI was highest for new construction, at \$5.3 million. This was followed by rehabilitation or expansion with solar at \$2.2 million and rehabilitation and expansion with averages of \$1.5 million and \$1.6 million, respectively. The average award by property improvement type followed a similar trend: the average RPIG for new construction projects was \$108,014, the average rehabilitation award was \$76,245, and the average RPIG for expansion was \$71,560. The average RPIG for rehabilitation and expansion projects with solar was the outlier with an average of \$61,781.

**Figure 6: Average Grant by Property Improvement and Use, 2016-2020**



Due to the higher threshold requirement, the highest average RPIG was awarded for new construction projects. New construction mixed-use projects were awarded the highest average RPIG, with an average grant of about \$176,822, followed by industrial and then commercial new construction projects, as Figure 6 shows.

The lowest average RPIG was awarded for rehabilitation/expansion projects with solar and industrial expansion projects, followed closely by commercial rehabilitations. As previously noted, grants for smaller-scale commercial rehabilitations make up the bulk of RPIGs awarded in enterprise zones, which tend to have both lower QRPIs and therefore lower grant awards. There were no grants awarded for the following projects in 2020: mixed-use expansion, mixed-use solar, industrial solar.

**“We are very excited to have the Bee Hotel as an amenity to our thriving downtown area. Visitors to our community can enjoy the benefits of a boutique hotel that is in walking distance to many of the restaurants, retail shops, and walking trails.”**

**—Kelvin Perry, City of Danville Economic Development**



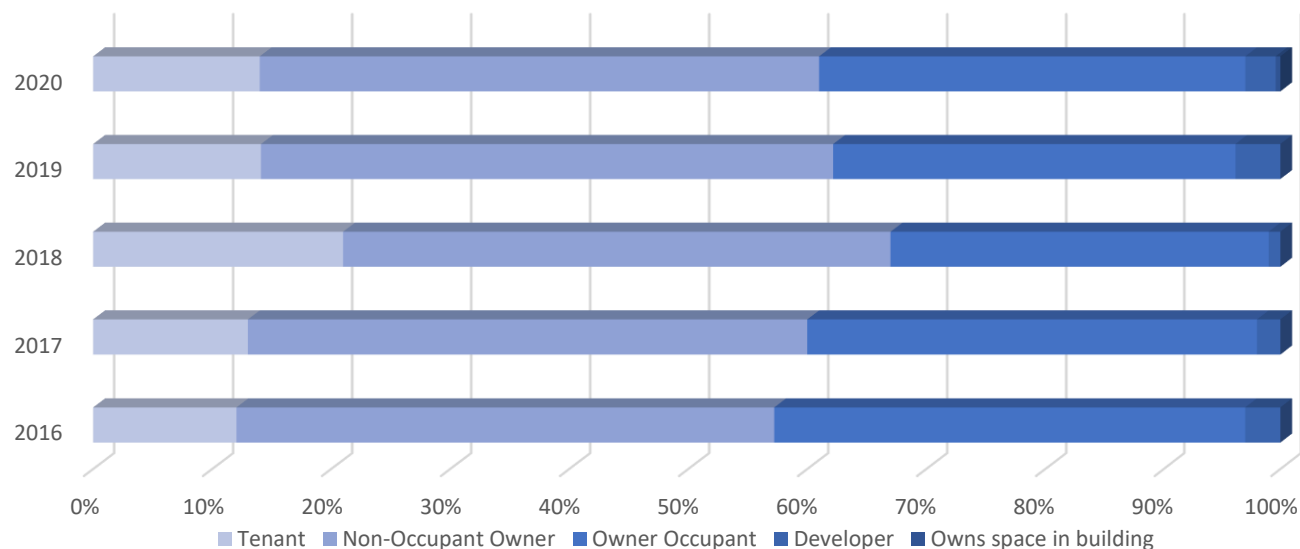
**\$5.5 million investment to historic building completes Danville’s first boutique hotel Downtown.**

Once home to The Danville Register & Bee, the renovated building in the bustling River District of Danville is now the Bee Hotel. The Bee was renovated to mix old with new by mixing the exterior architectural details of the historic building with the modern boutique style on the interior. The company received \$176,821 in RPIG funds.

# Applications by Qualified Zone Investors

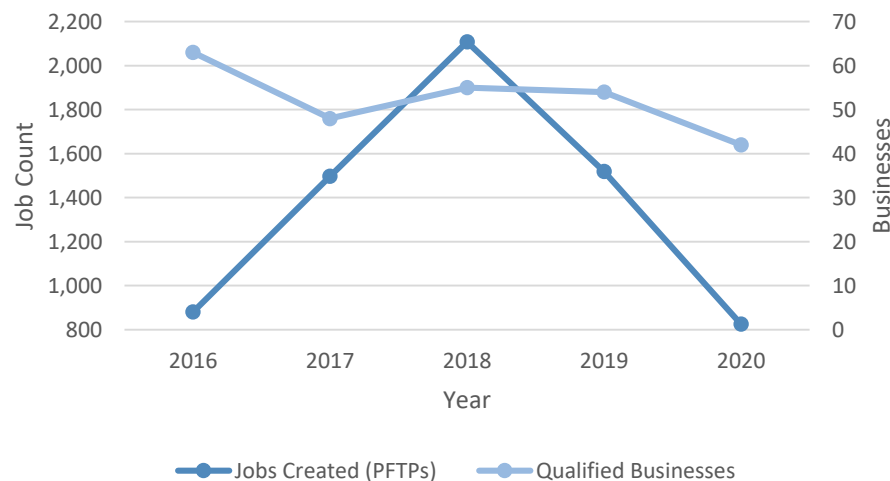
“Qualified Zone Investors” include property owners (occupant or non-occupant), owners of space within a larger building or facility (condominium), tenants leasing space and capitalizing any improvements made to that space, and developers capitalizing their investment before the property is sold.

**Figure 7: Application by Type of Zone Investor, 2016-2020**



As Figure 7 shows, non-occupant property owners have been the most common type of qualified zone investor over the last five years, followed by owner-occupants, tenants improving leased space, developers, and owners of space within a larger building. The VEZ program requires that investors capitalize/expense their investment in order to qualify for RPIGs. The program is not open to developers who will not be expensing/capitalizing hard cost real property investments, which is one reason why the percentage of developers making up total qualified zone investors tends to be lower.

**Figure 8: Qualified JCG Businesses & Jobs Created, 2016-2020**





# 2020 Job Creation Grant Overview

**Table 6: Job Creation Grant Summary, 2016-2020**

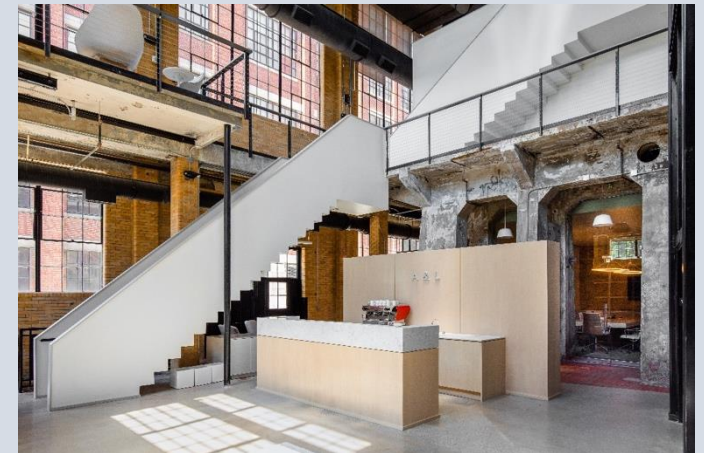
|                                 | 2016        | 2017        | 2018        | 2019        | 2020        |
|---------------------------------|-------------|-------------|-------------|-------------|-------------|
| Qualified Businesses            | 63          | 48          | 55          | 54          | 42          |
| Jobs Created (PFTPs)            | 881         | 1,497       | 2,108       | 1,519       | 825         |
| Total Awards                    | \$1,791,829 | \$2,161,632 | \$2,696,732 | \$2,927,324 | \$1,930,431 |
| Award per Job Created           | \$2,033.86  | \$1,443.98  | \$1,279.28  | \$1,926.58  | \$2,339.75  |
| Average New Jobs per Firm       | 14          | 31          | 38          | 28          | 20          |
| Total Qualified Jobs            | 3,049       | 3,443       | 4,543       | 4,676       | 2,740       |
| Average Qualified Jobs per Firm | 48          | 72          | 83          | 87          | 65          |

DHCD awarded a total of \$1,930,431 in JCGs to 42 businesses in qualification year 2020, as Table 6 shows. JCG requests represent 12% of funds requested through the VEZ program, and approximately 13% of awarded funds. 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 QY 2018. Three companies applied for the maximum number of positions (350) eligible for awards under the JCG program 350, and several existing firms already receiving JCGs expanded in the Cities of Hampton, Newport News, Richmond and Lynchburg, and Prince George County. Most likely due in part to the COVID-19 pandemic, 2020 had fewer new jobs created by eligible firms from the previous three years. As in past years, firms in the Cities of Richmond, Hampton, and Newport News were top job creators, along with firms in the City of Norfolk and Prince George County.

## **\$3.69 million rehab of decommissioned coal-fired power plant by Arts & Letters Creative in Richmond.**

Arts & Letters Creative Co., an independent creative company working in advertising and technology, renovated the location for its second office in Richmond. The building, a decommissioned coal-fired power plant, once generated the power for Lucky-Strikes production facility. The company received \$88,410 in RPIG funds.



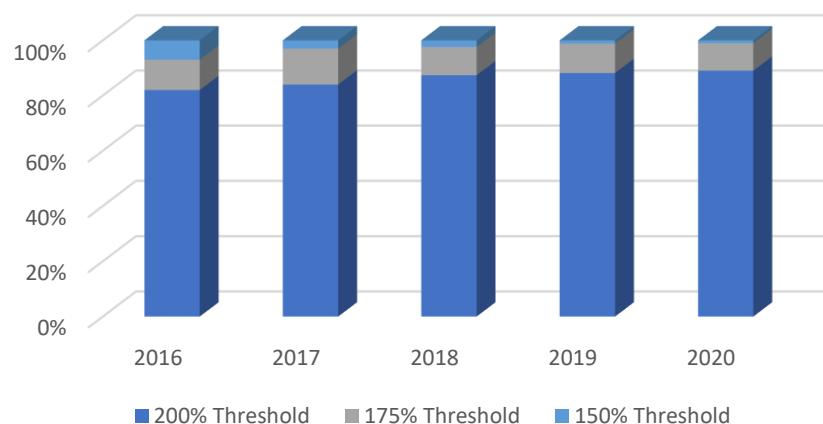
## Top JCG Job Creators, 2020:

*Numbers reflect new jobs created in addition to those created in previous grant years*



## JCG Payouts by Wage Rates

Figure 9: JCG Payout by Wage Rates, 2016-2020



**“In 2020 Liebherr, a German manufacturer of construction machinery and earthmoving equipment, celebrated its 50<sup>th</sup> anniversary in the City of Newport News with yet another expansion on its campus in Copeland Industrial Park,” said Mallory C. Butler, Local Zone Administrator. “For decades the City has worked closely with the family-owned business to ensure the long-term success of its production facility and USA headquarters,” continued Butler.**

**Liebherr-America in Newport News completes third year of JCG eligibility with 124 jobs added in 2020. Company received \$96,232 in Job Creation Grants.**

Liebherr, a global manufacturer of products and services for the construction and mining sectors, as well as refrigeration and freezing products, added 124 jobs this year alone to their North American headquarters in Newport News. QY 2020 was the company’s third consecutive year receiving JCGs; Liebherr has created a total of 642 jobs at this location.



As previously noted, JCG award amounts are based on wage rates for new positions created by grant-eligible firms. For new positions created by eligible businesses in HUAs, an award of \$500 per position is available for employees earning between 150% and 199% of federal minimum wage, and can receive a higher grant amount for paying over 200% of minimum wage. For all other areas outside of HUAs, businesses must pay at least 175% of federal minimum wage, and can also receive a higher grant award for paying over 200% of minimum wage.



**Clarkston-Potomac Group creates jobs in Roanoke during the pandemic.**

Clarkston-Potomac Group received \$12,704 in JCGs for the 20 jobs created in 2020, its second year receiving JCGs. The technology center, located in the heart of Roanoke, has 30 full-time technical employees and plans to add 70 more over the next few years.

**Table 7: Qualifying Firms in HUA Localities**

|                         | Qualifying Businesses | Total Awarded Jobs | Awarded Jobs at 150% | Percent of Jobs Qualifying at 150% |
|-------------------------|-----------------------|--------------------|----------------------|------------------------------------|
| <b>City of Danville</b> | 4                     | 164.9              | 61.59                | 37.3%                              |
| <b>City of Hopewell</b> | 1                     | 639.4              | 0                    | N/A                                |
| <b>TOTALS</b>           | 5                     | 804.3              | 61.6                 | 7.7%                               |

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

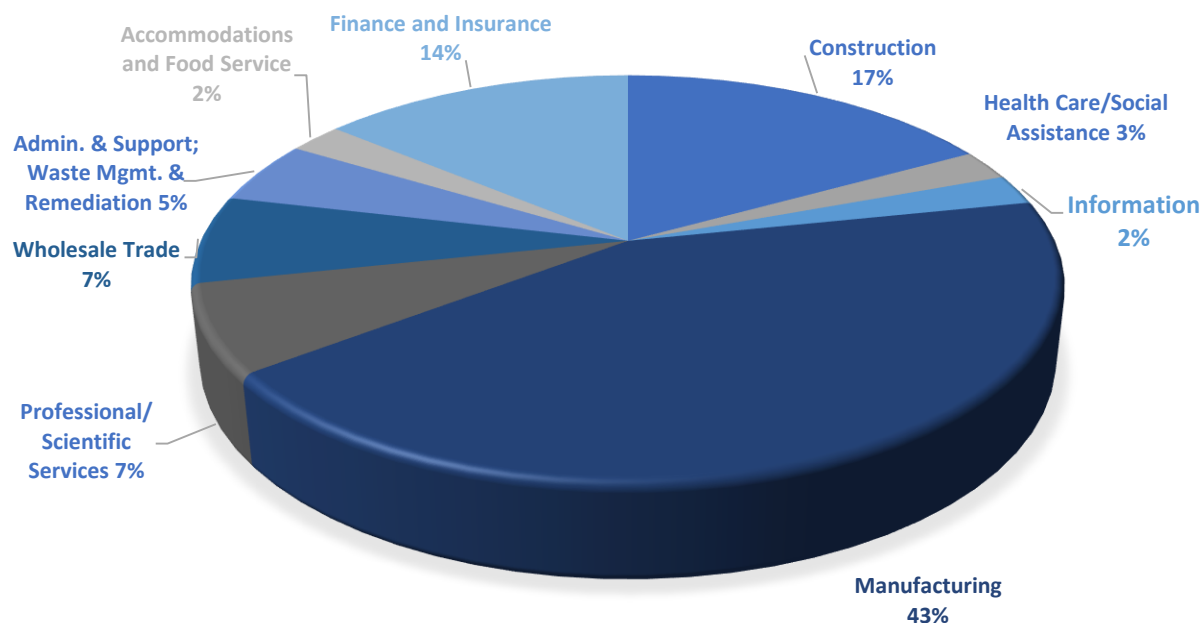
Figure 9 shows that about 8% (62 jobs) of the total jobs in HUA localities were given \$500 grant awards for exceeding 150% of minimum wage. 10% were awarded \$500 grants for meeting or exceeding 175% of federal minimum wage, and 89% of the total were awarded \$800 grants for jobs meeting or exceeding 200% of minimum wage in 2020. Similar shares were awarded in previous years, with the majority of grants being awarded at the 200% threshold level, with less than 10% of jobs being awarded at the 150% level. QY 2020 was the tenth grant cycle that localities could be classified as a HUA. Ten localities (19%) of the 54 designated localities (not including towns within these counties) were designated as HUAs for QY 2020. Only firms in 2 of the 10 HUAs submitted JCG applications. Appendix E shows complete list of QY 2020 HUA localities.

**“The enterprise zone has contributed to Roanoke being able to retain the Clarkston-Potomac Group, Inc. and benefit from its physical presence in our Downtown area, as well as the creation of new jobs offered at competitive wages. The City's partnership with the Clarkston-Potomac Group, Inc. is an example of how enterprise zones bring government together with the private sector to grow the local economy.”**  
**-Aisha Johnson, City of Roanoke Office of Economic Development**



# Job Creation Grants by Sector

Figure 10: 2020 Job Creation Grants by Sector



The industry sector of each entity receiving JCGs is tracked using the North American Industry Classification System (NAICS) codes. As with previous grant cycles, the largest share of qualified firms in QY 2020 were manufacturers (NAICS 300), representing 43% of all grantees. In 2020, construction (NAICS 236-238) made up the second-largest share of JCG grantees, as Figure 10 and Table 8 show. 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 previous year.

**“The renovation of the 118 North Main building has brought new life to both that historic space and that end of historic Downtown Farmville. It has attracted new businesses who have located there and renters in the second floor apartments who are not part of downtown life, daily eating and doing business there.”**

**– Chelsey White, Prince Edward County Department of Economic Development**



## Rehab of mixed-use building, 118 North Main Street in Farmville.

The building, originally constructed in 1885 as the Farmville Opera House, consists of commercial space on the first-floor and four luxury apartments that blend the history of the building with the latest amenities on the second-floor. The company invested \$873,926 and received \$88,410 in RPIG.



**Table 8: Qualified Firms by Industry Sector, 2016-2020**

| Industry                                    | 2016      |             | 2017      |             | 2018      |             | 2019      |             | 2020      |                |
|---|-----------|-------------|-----------|-------------|-----------|-------------|-----------|-------------|-----------|----------------|
|   | #         | %           | #         | %           | #         | %           | #         | %           | #         | %              |
| Construction                                | 3         | 5%          | 2         | 4%          | 3         | 5%          | 5         | 9%          | 7         | 17%            |
| Health Care/Social Assistance               | 3         | 5%          | 0         | 0%          | 0         | 0%          | 1         | 2%          | 1         | 3%             |
| Information                                 | 1         | 2%          | 0         | 0%          | 1         | 2%          | 1         | 2%          | 1         | 2%             |
| Manufacturing                               | 36        | 57%         | 24        | 50%         | 26        | 47%         | 25        | 46%         | 18        | 43%            |
| Other Services*                             | 2         | 3%          | 7         | 15%         | 8         | 15%         | 0         | 0%          | 0         | 0%             |
| Professional/Scientific Services            | 12        | 19%         | 10        | 21%         | 10        | 18%         | 7         | 13%         | 3         | 7%             |
| Transport/Warehousing                       | 1         | 2%          | 0         | 0%          | 0         | 0%          | 0         | 0%          | 0         | 0%             |
| Wholesale Trade                             | 1         | 2%          | 2         | 4%          | 4         | 7%          | 5         | 9%          | 3         | 7%             |
| Admin. & Support; Waste Mgmt. & Remediation | 3         | 5%          | 3         | 6%          | 2         | 4%          | 2         | 4%          | 2         | 5%             |
| Utilities                                   | 0         | 0%          | 0         | 0%          | 0         | 0%          | 0         | 0%          | 0         | 0%             |
| Accommodations and Food Service             | 1         | 2%          | 0         | 0%          | 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           | 0         | 0%          | 6         | 11%         | 6         | 14%            |
| Real Estate and Rental and Leasing          | 0         | 0%          | 0         | 0           | 0         | 0%          | 1         | 2%          | 0         | 0%             |
| <b>Total</b>                                | <b>63</b> | <b>100%</b> | <b>48</b> | <b>100%</b> | <b>55</b> | <b>100%</b> | <b>54</b> | <b>100%</b> | <b>42</b> | <b>100.00%</b> |

\*Activities 522 and 531 grouped into Other Services

### Over \$4.25 million invested in historic renovation of acetylene gas factory in Norfolk.

IPConfigure is a global software development company specializing in video surveillance software with their Orchid VMS and their SteelFin Server line. They recently completed the historic renovation of an acetylene gas factory in the heart of Lamberts Point in partnership with WPA Architects and PG Harris Construction Company.

The building still has many of the original features, including 40-ft ceilings, exposed brick walls, and a now-glass-enclosed train loading station. The original blueprints were found in the attic during renovations and are now framed in the building.

The campus was built to serve as a hiring draw in the ever-escalating talent wars and in 2021 alone IPC has hired over twelve employees both in Hampton Roads and remote. The company received \$88,410 in Real Property Investment Grant funds.



# Local Enterprise Zones

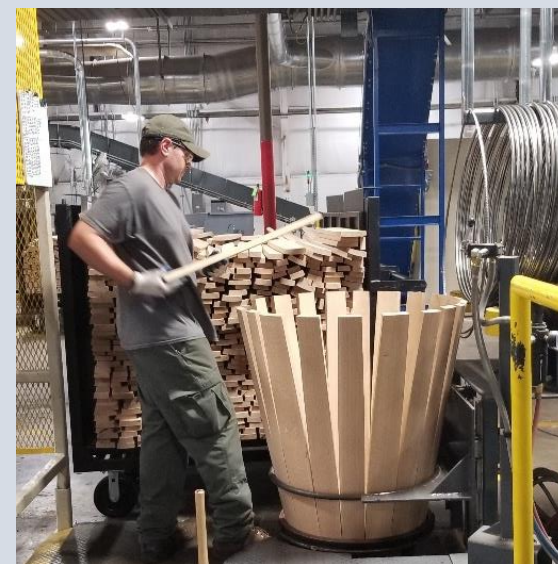
As previously noted, the Commonwealth has 45 enterprise zones encompassing approximately 245 square miles. These zones are located in 20 cities, 34 counties and 12 towns within those counties.

During QY 2020, 17 of the 45 were joint zones (including pre-2005 zones designated as joint zones between counties and towns), and 12 localities had two enterprise zone designations.

Unless noted otherwise, all data used in this report is generated from the Enterprise Zone Administration Database and is based on information reported by Local Zone Administrators (LZAs), businesses, and investors on the incentive applications.

The following sections of the annual report are a series of appendices that provide the details of how our local partners are contributing to the success of the program.

- Appendix A: Zone Highlights
- Appendix B: State Incentive Usage by Zone, 2016-2020
- Appendix C: Report on Local Incentives
- Appendix D: Enterprise Zone Maps
- Appendix E: 2020 High Unemployment Areas



## **Speyside Bourbon creates over 50 new jobs in Smyth County, VA.**

Governor Northam made a joint announcement to welcome Speyside Bourbon Cooperage and Speyside Bourbon Stave Mill to Virginia. Speyside Bourbon created over 50 jobs in 2020 with plans to add more in upcoming years. The company manufactures barrels locally from wood purchased in the Commonwealth. The company received a total of \$30,566 in job creation grants.

# Appendix A: Zone Highlights

## **Accomack County – Northampton County**

In 2020, Mid-Atlantic Regional Spaceport in the Wallops Research Park constructed a new building to be occupied by Rocket Lab for launches. A total of 54 new businesses opened in Accomack County in 2020 and over \$4.1 in private investments were made. In Northampton County, Coastal Precast Systems added 150 new jobs in 2020.

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

The City of Covington had nine new businesses open in their Enterprise Zone in 2020 and over \$1.5 million in private investments were made. The Rescue Squad of Clifton Forge invested over \$1.3 million in their newly constructed building in the Enterprise Zone.

## **Bedford (Town)**

16 new businesses opened in Bedford's Enterprise Zone in 2020. Additionally, the Ridge Bedford invested over \$2 million in the rehabilitation of their building.

## **Bristol**

Bristol's Enterprise Zone received more than \$6.8 million in private investment in 2020, creating an estimated 45 jobs in the Enterprise Zone.

## **Brunswick County – Mecklenburg County**

Microsoft bought land in three business parks in Mecklenburg County in 2020, expanding their data center campus. Nine businesses opened in Mecklenburg's enterprise zone, creating 36 new jobs. In Brunswick County, four new businesses were established, creating 23 jobs in 2020.

## **Charlotte County**

In 2020, Buckingham Branch Railroad purchased the 20-acre closed railcar repair facility in Charlotte County's Industrial Park to use as a transload site, which is an asset to both the Industrial Park and the adjacent Heartland Industrial Park.

## **Danville (City) – Pittsylvania County**

Morgan Olson invested over \$5.8 million in capital investment in renovating a furniture manufacturing plant into a 925,000 square foot state-of-the-art automotive manufacturing facility in Pittsylvania County's enterprise zone in 2020. Danville had a high level of activity in 2020, with the Bee Hotel investing \$5.5 million in the rehabilitation of the Danville Register & Bee building, while PRA Group created 75 new jobs in the Enterprise Zone.

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

Fifteen new businesses opened in the City of Franklin's enterprise zone in 2020 and created 72 new jobs. ST Tissue, LLC created 30 new jobs in 2020 in the Isle of Wight Enterprise Zone. Two new businesses opened in Southampton County's Enterprise Zone creating 15 jobs in 2020.

## **Halifax County**

Halifax County's enterprise zone saw significant development with over \$9.6 million in private investment, including Golden Piedmont Labs, a hemp processing facility, which invested \$8 million in equipment and hired 14 employees. Mid-Atlantic Broadband Corporation, in partnership with Microsoft, constructed a new state of the art innovation hub in the Enterprise Zone.

## **Hampton (City)**

Wisconsin Physicians Service Insurance Corporation created 300 jobs in the City of Hampton Enterprise Zone in 2020; in addition, the enterprise zone received \$8.7 million in private investment.

# Appendix A: Zone Highlights

## Henrico County

Henrico County saw significant investment in its zone with 14 businesses investing more than \$24.8 million in capital investment in 2020, including The Faison Center, which invested over \$5.3 million in the construction of its new building in the Enterprise Zone.

## Henry County – Martinsville (City)

Press Glass invested over \$29 million and created 75 new jobs in their new industrial production facility in Henry County's enterprise zone in 2020. Two businesses made over \$1 million in capital investment in 2020 in the City of Martinsville.

## Lunenburg

In the Lunenburg County enterprise zone, the Lunenburg Industrial Development Authority is currently working on the demolition and site readiness of an abandoned school to be developed into a business park within the county's enterprise zone.

## Lynchburg

Fourteen businesses leveraged over \$46.6 million in real property investments in 2020, including CloudFit Software's \$2.75 million investment in the rehabilitation of a historic building in the Lynchburg enterprise zone.

## Newport News (City)

The Newport News enterprise zone had 12 companies invest over \$22.4 million in capital investment in the enterprise zone in 2020. In addition, five companies created 429 jobs, including Liebherr-America, who created 124 jobs in its third year of Job Creation Grant eligibility in the Newport News enterprise zone in 2020.

## Norfolk (City)

Eight businesses invested over \$20.1 million in capital investments in the Norfolk enterprise zone in 2020, including Colley 24, LLC with an \$8.9 million investment in the new construction of their commercial property. BAE Systems created 266 jobs and Colonna's Shipyard created 103 jobs in the enterprise zone this year alone, in addition to the jobs that both companies have created in past years in which they received job creation grants.

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

In the Lancaster County enterprise zone, Compass Entertainment invested \$9 million in capital investment in their newly constructed complex in 2020. In the Northumberland enterprise zone, Omega Protein invested \$405,000 in an industrial process upgrade and remodeling.

## Patrick County

Two new businesses opened in Patrick County's enterprise zone in 2020 and construction began of the ViaSat satellite for satellite internet service, which will positively affect economic and community development in the area.

## Petersburg (City)

Sycamore Street Properties invested over \$948,000 in capital investment in the rehabilitation of mixed-use property in 2020 in the Petersburg enterprise zone.

## Portsmouth (City)

W.F. Magann, a heavy industry and marine construction contractor, and PER Associates, a concrete manufacturer, both responded to increasing federal contract work by expanding employment within the City of Portsmouth's enterprise zone in 2020, creating 84 jobs and 18 jobs, respectively.



# Appendix A: Zone Highlights

## Prince Edward County

Prince Edward County had three businesses in the enterprise zone make over \$800,000 in capital investment in 2020, including two mixed-use buildings that were renovated on Main Street in historic Downtown Farmville.

## Prince George County

Three new businesses were created in the Prince George enterprise zone in 2020, including Amazon, who opened a fulfillment center, currently with 150 employees, and NVR, Inc., who created 119 jobs.

## Pulaski County – Radford (City)

Patton Logistics created 30 jobs and three companies invested a total of over \$1.2 million in capital investment in the Pulaski County enterprise zone in 2020.

## Richmond (City)

In the City of Richmond, 26 businesses invested more than \$84 million in capital investment in the enterprise zone in 2020, including 1887 Holdings dba C.F. Sauer Foods, who invested more than \$13.6 million in the rehabilitation of their industrial facility, and Church Hill North Holdings, who invested more than \$36 million in the new construction of their mixed-use property.

## Roanoke (City)

Over \$25.5 million in capital investments were made by businesses in the City of Roanoke's enterprise zone in 2020, including Monument Roanoke, who invested over \$9.7 million to renovate their mixed-use building.

## Scott County

14 businesses invested a total of \$498,000 in private investments in the Scott County enterprise zone in 2020.

## Smyth County

The Smyth County's enterprise zone had 12 new businesses open and over \$1.35 million in private investments made in 2020. In addition, Speyside Bourbon Stave Mill and Cooperage created over 50 new jobs in 2020 in the Smyth County zone.

## Staunton (City)

Staunton Innovation Hub invested over \$4 million in the completion of their rehabilitation project with solar panels in the City of Staunton's enterprise zone in 2020. In addition, 62 new businesses were created in the enterprise zone, creating 93 jobs in 2020.

## Tazewell (County)

Two businesses in the Tazewell County enterprise zone invested a total of over \$1.7 million in capital investment in 2020.

## Waynesboro (City)

In the City of Waynesboro's enterprise zone, 24 new small businesses opened up, and over \$1.3 million in private investments were made in 2021. Waynesboro High School, bordering the EZ, is nearing completion with a \$21 million renovation with just over \$6 million invested in 2020.

## Winchester (City)

In 2020, the City of Winchester saw significant investment in its zone with eight new businesses and a total of more than \$4.6 million in private investment, including the rehabilitation of an old bank into a mixed-use space.

## Wise County

The Wise County enterprise zone had nine businesses open in 2020, resulting in 21 new jobs created and a total private investment of \$2.49 million.

## Wythe County

Governor Northam made two economic development announcements for Wythe County, including Musser Lumber and Klockner Pentaplast. The enterprise zone had \$2.49 million in private investment in 2020.

# Appendix B: EZ Incentive Usage by Zone, 2016-2020

| Zone # | Community             | Acreage | Designation | Expiration | 2020 | 2019 | 2018 | 2017 | 2016 | \$ Amt.      | % of Total |
|--------|-----------------------|---------|-------------|------------|------|------|------|------|------|--------------|------------|
| 48     | Charlotte County      | 773     | 2000        | 2024       | 0    | 1    | 0    | 6    | 8    | \$236,507.26 | 1.63%      |
|        | Lunenburg County      | 405     |             |            | 0    | 0    | 0    |      |      |              |            |
|        | Prince Edward County  | 2,859   |             |            | 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    |      |      |              |            |
|        | Town of Haysi         | 163     |             |            | 0    | 0    | 0    |      |      |              |            |
| 50     | Town of Warsaw        | 961     | 2000        | 2024       | 4    | 3    | 3    | 8    | 3    | \$669,740.68 | 4.62%      |
|        | Lancaster County      | 3,696   |             |            | 1    | 0    | 0    |      |      |              |            |
|        | Northumberland County | 2,496   |             |            | 0    | 0    | 1    |      |      |              |            |
|        | Richmond County       | 1,140   |             |            | 0    | 3    | 0    |      |      |              |            |
|        | Westmoreland County   | 3,786   |             |            | 2    | 2    | 0    |      |      |              |            |
|        | Town of Kilmarnock    | 374     |             |            | 0    | 1    | 0    |      |      |              |            |
| 51     | Smyth County          | 3,572   | 2000        | 2023       | 2    | 3    | 5    | 4    | 3    | \$125,824.86 | 0.87%      |
|        | Washington County     | 3,594   |             |            | 1    | 0    | 0    |      |      |              |            |
|        | Town of Chilhowie     | 505     |             |            | 0    | 0    | 0    |      |      |              |            |
|        | Town of Glade Spring  | 289     |             |            | 1    | 0    | 0    |      |      |              |            |
| 53     | Alleghany County      | 3,608   | 2001        | 2025       | 0    | 3    | 0    | 1    | 3    | \$284,366.17 | 1.96%      |
|        | Town of Clifton Forge | 246     |             |            | 1    | 1    | 0    |      |      |              |            |
|        | City of Covington     | 639     |             |            | 3    | 1    | 3    |      |      |              |            |
| 54     | Henry County          | 2934    | 2001        | 2025       | 2    | 7    | 0    | 4    | 0    | \$362,938.66 | 2.50%      |
|        | City of Martinsville  | 527     |             |            | 2    | 2    | 4    |      |      |              |            |
| 55     | Lunenburg County      | 364     | 2001        | 2025       | 0    | 0    | 1    | 1    | 3    | \$0.00       | 0.00%      |
|        | Town of Kenbridge     | 310     |             |            | 0    | 0    | 0    |      |      |              |            |
|        | Town of Victoria      | 220     |             |            | 0    | 0    | 0    |      |      |              |            |

# Appendix B: State Incentive Usage by Zone, 2016-2020

| Zone # | Community                | Acreage | Designation | Expiration | 2020 | 2019 | 2018 | 2017 | 2016 | \$ Amt.        | % of Total |
|--------|--------------------------|---------|-------------|------------|------|------|------|------|------|----------------|------------|
| 57     | Pittsylvania County      | 3,428   | 2001        | 2025       | 4    | 0    | 1    | 4    | 5    | \$586,569.45   | 4.05%      |
|        | City of Danville         | 1,608   |             |            | 3    | 1    | 2    |      |      |                |            |
| 22     | Patrick County           | 3,621   | 2002        | 2021       | 0    | 0    | 2    | 1    | 0    | \$0.00         | 0.00%      |
|        | Town of Stuart           | 176     |             |            | 0    | 0    | 0    |      |      |                |            |
| 28     | City of Richmond (North) | 3,588   | 2003        | 2022       | 22   | 35   | 34   | 34   | 42   | \$3,165,108.70 | 21.83%     |
|        | Henrico County           | 3,811   |             |            | 17   | 12   | 16   | 16   |      |                |            |
| 1      | City of Danville         | 1,911   | 2004        | 2023       | 8    | 9    | 5    | 5    | 7    | \$468,082.68   | 3.23%      |
| 2      | City of Lynchburg        | 2,198   | 2004        | 2023       | 11   | 9    | 10   | 10   | 10   | \$1,322,931.83 | 9.12%      |
| 3      | City of Newport News     | 3,839   | 2004        | 2023       | 15   | 14   | 12   | 12   | 14   | \$786,028.71   | 5.42%      |
| 5      | City of Roanoke          | 1,904   | 2004        | 2023       | 11   | 7    | 11   | 11   | 16   | \$903,052.63   | 6.23%      |
| 6      | Smyth County             | 619     | 2004        | 2024       | 0    | 0    | 0    | 0    | 0    | \$0.00         | 0.00%      |
|        | Town of Saltville        | 357     |             |            | 0    | 0    | 0    | 0    |      |                |            |
| 8      | City of Hampton          | 3,233   | 2005        | 2024       | 3    | 10   | 11   | 11   | 15   | \$237,035.43   | 1.63%      |
| 9      | City of Hopewell         | 2,183   | 2005        | 2024       | 2    | 2    | 0    | 0    | 1    | \$82,220.43    | 0.57%      |
| 10     | City of Petersburg       | 922     | 2005        | 2024       | 1    | 3    | 3    | 3    | 7    | \$88,410.86    | 0.61%      |
| 11     | Wythe County             | 3,421   | 2005        | 2024       | 3    | 3    | 4    | 4    | 1    | \$183,525.73   | 1.27%      |
| 12     | Town of Bedford          | 636     | 2005        | 2024       | 1    | 0    | 1    | 1    | 3    | \$88,410.86    | 0.61%      |
| 14     | City of Waynesboro       | 608     | 2008        | 2027       | 2    | 2    | 1    | 1    | 2    | \$31,410.33    | 0.22%      |
| 15     | Halifax County           | 2,853   | 2008        | 2027       | 4    | 6    | 3    | 3    | 7    | \$249,683.19   | 1.72%      |
| 52     | Wise County              | 3,808   | 2008        | 2027       | 0    | 1    | 0    | 0    | 1    | \$0.00         | 0.00%      |
| 4      | City of Portsmouth       | 1,468   | 2010        | 2029       | 3    | 4    | 4    | 4    | 2    | \$123,677.25   | 0.85%      |
| 7      | City of Norfolk          | 2,371   | 2010        | 2029       | 13   | 14   | 8    | 8    | 11   | \$1,055,854.97 | 7.28%      |
| 16     | Prince George County     | 3,754   | 2010        | 2029       | 1    | 4    | 2    | 2    | 2    | \$91,856.00    | 0.63%      |
| 17     | City of Staunton         | 699     | 2010        | 2029       | 3    | 2    | 2    | 2    | 1    | \$229,827.16   | 1.59%      |
| 18     | City of Franklin         | 878     | 2010        | 2029       | 0    | 1    | 2    | 2    | 8    | \$20,568.00    | 0.14%      |
|        | Southampton County       | 3412    |             |            | 0    | 0    | 3    | 3    |      |                |            |
|        | Isle of Wight County     | 2,438   |             |            | 1    | 1    | 1    | 1    |      |                |            |

# Appendix B: State Incentive Usage by Zone, 2016-2020

| Zone # | Community                | Acreage | Designation | Expiration | 2020 | 2019 | 2018 | 2017 | 2016 | \$ Amt.      | % of Total |
|--------|--------------------------|---------|-------------|------------|------|------|------|------|------|--------------|------------|
| 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       | 7    | 3    | 7    | 7    | 6    | \$533,329.18 | 3.68%      |
| 43     | Greensville              | 3,280   | 2013        | 2032       | 0    | 0    | 0    | 0    | 2    | \$0.00       | 0.00%      |
|        | City of Emporia          | 631     |             |            | 0    | 1    | 2    | 2    |      |              |            |
| 20     | City of Portsmouth       | 3,659   | 2014        | 2033       | 2    | 3    | 1    | 1    | 2    | \$71,360.00  | 0.49%      |
| 21     | City of Winchester       | 607     | 2014        | 2033       | 1    | 2    | 2    | 2    | 2    | \$43,456.06  | 0.30%      |
| 23     | Scott County             | 3,133   | 2014        | 2033       | 0    | 0    | 1    | 1    | 0    | \$0.00       | 0.00%      |
| 25     | Pulaski County           | 3,748   | 2014        | 2033       | 3    | 4    | 3    | 3    | 4    | \$438,559.82 | 3.02%      |
|        | City of Radford          | 1,289   |             |            | 4    | 2    | 3    |      |      |              |            |
| 26     | Accomack County          | 3,361   | 2015        | 2034       | 0    | 1    | 3    | 1    | 4    | \$13,338.55  | 0.09%      |
|        | Northampton County       | 2,993   |             |            | 1    | 2    | 4    |      |      |              |            |
| 27     | Carroll County           | 3,658   | 2015        | 2034       | 0    | 0    | 0    | 1    | 0    | \$265,232.59 | 1.83%      |
|        | Grayson County           | 1,231   |             |            | 0    | 0    | 0    |      |      |              |            |
|        | City of Galax            | 638     |             |            | 3    | 0    | 0    |      |      |              |            |
| 29     | City of Bristol          | 634     | 2015        | 2034       | 4    | 5    | 1    | 0    | 1    | \$357,536.69 | 2.47%      |
| 30     | Page County              | 2,084   | 2015        | 2034       | 4    | 0    | 0    | 5    | 3    | \$128,581.19 | 0.89%      |
| 31     | City of Newport News     | 3,236   | 2015        | 2034       | 2    | 5    | 10   | 0    | 10   | \$181,968.38 | 1.25%      |
| 32     | Mecklenburg County       | 2,738   | 2016        | 2035       | 1    | 1    | 0    | 8    | 1    | \$195,749.89 | 1.35%      |
|        | Brunswick County         | 273     |             |            | 1    | 0    | 2    |      |      |              |            |
| 35     | City of Hampton          | 3,636   | 2016        | 2035       | 2    | 10   | 7    | 6    | 3    | \$235,993.41 | 1.63%      |
| 36     | Henry County             | 3,840   | 2016        | 2035       | 4    | 7    | 8    | 2    | 5    | \$211,604.95 | 1.46%      |
|        | City of Martinsville     | 630     |             |            | 1    | 2    | 1    |      |      |              |            |
| 44     | Tazewell County          | 3,786   | 2016        | 2035       | 2    | 1    | 2    | 4    | 1    | \$134,366.04 | 0.93%      |
| 46     | City of Lynchburg        | 2,176   | 2016        | 2035       | 4    | 3    | 3    | 2    | 7    | \$295,291.42 | 2.04%      |



# 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

## Chilhowie (Town) #51C

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

# Appendix C: Local Incentives

## Clifton Forge (Town) #53C

- Business, professional and occupational license fee partial waiver
- Machinery and tools tax grant
- Partial real estate tax exemption
- Utility consumption tax reduction
- Zoning and building permit fee rebate

## Clintwood (Town) #49B

- Water and sewer connection fee waiver
- Workforce training opportunities

## Covington (City) #53B

- Machinery and tools tax grant
- Partial business, professional and occupational license fee waiver
- Partial real estate tax exemption
- Permit and zoning fee waiver
- Small business loan program
- Utility consumption tax reduction

## Danville (City) #1 & #57B

- Dan River Businesses Development Center assistance
- Discounted land buy-down
- Local job creation grant
- Machinery and tools tax grant
- Partial business, professional and occupational license fee waiver
- Partial real estate tax exemption
- Permit fee waiver
- Regional Center for Applied Technology and Training assistance
- Utility connection fee rebates

## Dickenson County #49A

- Building and permit fee waivers
- Grants based on real estate taxes paid
- Machinery and tools tax grant
- Partial real estate tax exemption
- Utility connection fee rebates
- Workforce training grants

## Emporia (City) #43B

- Business incubation grant
- Business personal property grant
- Business, professional and occupational license fee waiver
- Façade improvement grant
- Machinery and tools tax grant
- Partial real estate tax exemption
- Water and sewer connection fee waiver
- Zoning and building permit fee waiver

## Franklin (City) #18A

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

## Galax (City) #27C

- Building permit fee waiver
- Water and sewer connection fee waiver

# Appendix C: Local Incentives

## 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

## Greensville County #43A

- Building and zoning permit fee waivers
- Discounted land buy-down
- Grant based on real estate taxes paid
- Machinery and tools tax grant
- Water and sewer connection fee waiver

## Halifax County #15

- Business, professional and occupational license fee waiver
- Chamber of Commerce membership fee waivers
- Discounted land buy-down
- Furniture, fixtures and equipment grant
- Local real property investment grants
- Machinery and tools tax grant
- Partial permit fee waivers by the town of South Boston
- Partial sales tax exemption in the town of South Boston
- Utility tax grant on electricity and natural gas
- Workforce training opportunities

## Hampton (City) #8 & #35

- Capital investment grants
- Business, professional and occupational license fee rebate
- Hampton Technology Incubator assistance
- Hampton University Small Business Incubator assistance
- Revolving loan fund
- Utility tax grant

## Henrico County #28B

- Accelerated permit processing and design assistance
- Architectural Design Assistance Program for façade, exterior (landscaping) improvements
- Building demolition and site preparation grant
- Crime prevention through environmental design
- Façade improvement grants
- Freestanding signage grants
- Offsite improvement grants for draining, water and sewer, 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 & #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

## Lynchburg (City) #2 & #46

- Discounted land buy-down
- Industrial training programs through CVCC
- Low-interest loan pool
- Partial real estate tax exemption
- Real estate redevelopment grants
- Water and sewer connection fee financing

## Martinsville (City) #46B & #54B

- Building permit fee waiver
- Business, professional and occupational license fee rebate
- Furniture, fixtures and equipment grant
- Grant based on real estate taxes paid
- Machinery and tools tax grant
- Partial real estate tax exemption
- Water and sewer connection fee waiver

## Mecklenburg County #32A

- Building permit fee waiver
- Coordination with local banking services
- Discounted land buy-down in the Airport Industrial Park
- Local job creation grant
- Machinery and tools tax grant



# Appendix C: Local Incentives

## Newport News (City) #3

- Business, professional and occupational license fee rebate
- Infrastructure improvements to the Oakland Industrial Park and Carleton Farm Industrial Park
- Occupancy cost reduction for target industries
- Utility tax

## Newport News (City) #31

- Business assistance
- Business, professional and occupational license fee rebate
- Discounted land buy-down
- Loan guarantee assistance
- Low-interest loan pool
- Occupancy cost reduction for target industries
- Partial real estate tax exemption
- Utility consumption tax reduction

## Norfolk (City) #7

- Building permit fee waiver
- Business assistance
- Business, professional and occupational license fee rebate
- Free tax consultations
- Marketing opportunities
- Norfolk Redevelopment Housing Authority technical and research assistance and access to free meeting space
- Partial real estate tax exemption
- Utility consumption tax reduction

## Northampton County #26B

- Accelerated permit processing and plan review
- Micro-enterprise loan pool
- Partial real property tax exemption

## Northumberland County #50C

- Capital investment and job creation 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 & #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

# Appendix C: Local Incentives

## Portsmouth (City) #20

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

## Prince Edward County #48C

- Accelerated permit processing
- Architectural design fee rebate in Farmville Historic District
- Building permit fee waiver
- Business security audit
- Crime Prevention through Environmental Design
- Discounted land buy-down in Prince Edward Business Park
- Machinery and tools tax grants in select business parks
- Partial real estate tax exemption
- Permit fee waiver for select properties
- Water and sewer connection fee reduction in the town of Farmville

## Prince George County #16

- Business, professional and occupational license fee rebate
- Machinery and tools tax grant
- Utility consumption tax reduction
- Zoning fee waiver

## Pulaski County #25B

- Accelerated permit processing
- Off-balance sheet financing
- Stimulus Grant for job creation and capital investments
- Tax-exempt industrial revenue bonds
- Water and sewer connection fee waiver
- Reduced consumption charges for water and sewer

## Radford (City) #25A

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

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

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

## Richmond County #50E

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

## Roanoke (City) #5

- Business security grant
- Development fee rebates
- Façade, parking and landscaping improvement grants
- Fire suppression retro-fit grant and connection fee rebate
- Neighborhood parks and recreation grant
- Partial real estate tax exemption
- Water and sewer and fire connection fee rebates

# Appendix C: Local Incentives

## Saltville (Town) #6A

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

## Scott County #23

- Building permit and zoning fee waiver
- CPA fee refund for EZ incentive attestation
- Grant based on real estate taxes paid
- Lodging tax grant
- Machinery and tools tax grant
- Merchant capital tax grant

## Smyth County #6B & #51A

- Loan assistance
- Partial real estate tax exemption
- Stimulus grant for job creation and equipment investments
- Water and sewer connection fee reduction
- Workforce training opportunities

## Southampton County #18B

- Accelerated permit processing
- Building permit fee waiver
- Discounted land buy-down
- Labor pool information
- Machinery and tools tax grant
- Partial real estate tax exemption
- Temporary office space
- Utility tax grant for electricity
- Workforce training

## Staunton (City) #17

- Five-year business grant
- Crime prevention through environmental design
- Labor pool information
- Local job creation grant
- Low-interest loan pool
- Machinery and tools tax grant
- Partial real estate tax exemption
- Permit fee waivers
- Public property enhancement and beautification program
- Water and sewer connection fee reduction
- Workforce training assessment
- Zoning modification consideration

## Stuart (Town) #22B

- Business, professional and occupational license fee reduction
- Machinery and tools tax grant
- Partial real estate tax exemption
- Water and sewer connection fee waiver

## Tazewell County # 44

- Industrial development grant programs
- Partial real estate tax exemption

## Victoria (Town) #55C

- Accelerated permit processing
- Business, professional and occupational license fee waivers in the Kilmarnock Business and Technology Park
- Discounted land buy-down
- Tax-exempt industrial revenue bonds
- Water and sewer connection and extension fee reduction

# 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

## **Wythe County #11**

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

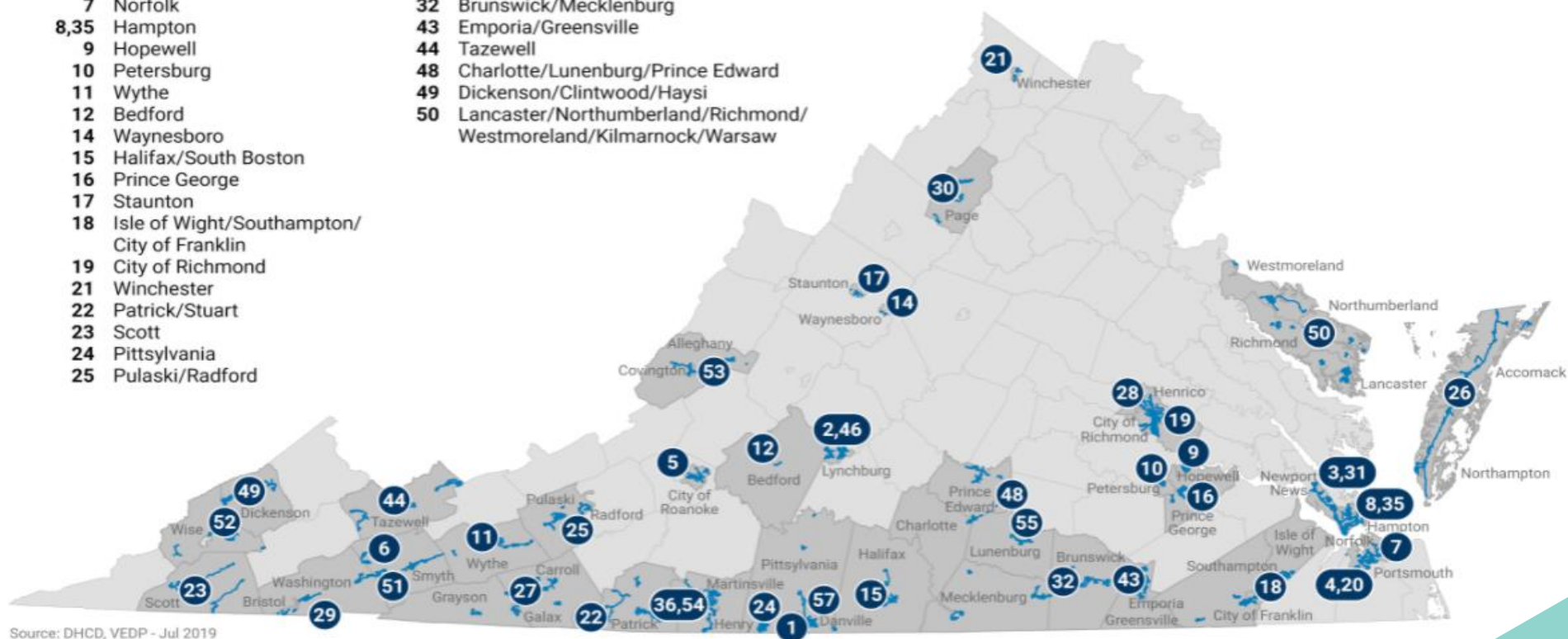


# Appendix D: Enterprise Zone Map

## VIRGINIA'S ENTERPRISE ZONES

### Enterprise Zones

- |   |   |  |
|---|---|--|
| 1 Danville  | 26 Accomack/Norhampton  | 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/<br>Westmoreland/Kilmarnock/Warsaw |  |
| 14 Waynesboro                                     |   |  |
| 15 Halifax/South Boston                           |   |  |
| 16 Prince George                                  |   |  |
| 17 Staunton                                       |   |  |
| 18 Isle of Wight/Southampton/<br>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)

| Locality                             | Zone #  |
|--------------------------------------|---------|
| Brunswick County                     | 32B     |
| Northumberland County                | 50C     |
| City of Danville                     | 1 & 57B |
| Dickenson County (Clintwood & Haysi) | 49A     |
| City of Emporia                      | 43B     |
| City of Hopewell                     | 9       |
| Tazewell County                      | 44      |
| Northampton County                   | 26B     |
| City of Petersburg                   | 10      |
| Wise County                          | 52      |

\*The following communities in joint zones are NOT HUAs: Mecklenburg, Lancaster, Richmond, Westmoreland, Pittsylvania, Greensville, and Accomack Counties and the towns of Kilmarnock and Warsaw. Businesses in these communities are not eligible for the reduced wage threshold. Source: DHCD, based on the LAUS Unit and Bureau of Labor Statistics 2020 annual Virginia Unemployment Report.