



**ECONOMIC DEVELOPMENT AUTHORITY  
COUNTY OF POWHATAN**

**MONDAY, JULY 18, 2016 at 6:00 P.M.**

**Village Building Conference Room  
3910 Old Buckingham Road  
Powhatan, Virginia 23139**

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**MEETING AGENDA**

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**A. Call to Order and Roll Call**

**B. Recognition of Guests**

**C. Meeting Minutes –**

1. June 6, 2016 Meeting Minutes

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**D. Treasurer's Report -Verbal report**

1. Monthly Report
2. Audit Status
3. Financial Accounts – Discussion of Current Status and Options

**E. Old Business**

1. 2016 Lease Revenue Bond Issue Update
2. Business Visitation Program – Discussion of Draft Survey

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**F. New Business**

1. Freedom of Information Act/Conflict of Interest Act  
– Presentation by Tom Lacheney - Verbal presentation
2. Technology Zone
  - Code of Virginia §58.1-3850 – Technology Zones
  - Code of Virginia §58.1-3245.12 – Local Enterprise Zone Program for Technology Zones
  - VEDP: Establishment of Technology Zones
3. Business Investment Incentives
  - VEDP: Guide to Incentives 2015-2016
  - Virginia's Business Incentives VIDA Presentation – Langston
  - Virginia's Business Incentives VIDA Presentation – Povar

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**G. Adjournment**

June 6, 2016

**AT A SPECIAL MEETING OF THE POWHATAN COUNTY ECONOMIC DEVELOPMENT AUTHORITY HELD IN THE POWHATAN VILLAGE BUILDING CONFERENCE ROOM, 3910 OLD BUCKINGHAM ROAD IN POWHATAN COUNTY, VIRGINIA, JUNE 06, 2016 AT 6:00 PM**

**EDA Members Present:**

Timothy Benusa  
Russell E. Holland, Jr.  
Daniel G. Jones  
Gary Nester  
Phil Sherman  
John C. Watkins

**EDA Members Absent:**

William Moslow, Jr.

**Staff Members Present:**

John M. Altman, Jr., Deputy County Administrator

**Guests Present:**

Thomas William "T.W." Bruno, McGuireWoods LLP  
Kyle A. Laux, Davenport & Company LLC

**A. Call to Order and Roll Call**

Chairman Sherman called the meeting to order at 6:00 p.m. and conducted a roll call of the members.

**B. Recognition of Guests**

Mr. Altman Introduced Thomas "T.W." Bruno with McGuireWoods LLP, and Kyle A. Laux with Davenport & Company LLC.

**C. Meeting Minutes – May 16, 2016 meeting**

Mr. Watkins motioned to approve meeting minutes of the May 16, 2016 EDA Regular Meeting, as amended, seconded by Mr. Jones. Mr. Benusa, Mr. Holland, Mr. Jones, Mr. Nester, Mr. Sherman, and Mr. Watkins voting AYE.

**VOTE 6-0  
MOTION Passed**

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**D. Treasurer's Report**

Mr. Benusa presented the Treasurer's report. Mr. Benusa asked if it was possible to get the 2016 statements. Mr. Altman stated that once the names on the bank signature card have been changed, which required the approval of the May meeting minutes so the bank can change the signature and account information that the account statements would be made available to the EDA. Mr. Altman stated that everything was in place to have the changes made.

Mr. Benusa discussed the proposal from Brown Edwards to provide audit services to the EDA. Mr. Jones asked Mr. Benusa if a full audit was required. Mr. Benusa stated that he felt that the EDA should move forward with the "agreed upon procedures" option, but that the EDA also should obtain additional proposals from local audit services to get more competitive pricing. Mr. Watkins read the by-laws with regard to whether a full audit was required. It was determined that a full audit was not required. It was decided by the consensus of the Directors to have Mr. Benusa contact local firms to get additional cost proposals for audit services.

Mr. Jones motioned to approve the Treasurer's report, seconded by Mr. Watkins. Mr. Benusa, Mr. Holland, Mr. Jones, Mr. Nester, Mr. Sherman, and Mr. Watkins voting AYE.

**VOTE 6-0  
MOTION Passed**

**E. Old Business**

**1. EDA R-2016-01 Lease Revenue Bond Issue**

Mr. Bruno discussed the resolution with the Directors stating that the issuance would be a non-recourse bond and that the County will finance the lease payments equal to the bond payments. Mr. Bruno added that the Board of Supervisors made a request of the EDA to issue the lease revenue bonds by adopting Resolution R-2016-40 at the Board's May 23, 2016 meeting. Mr. Watkins asked when the County anticipated going to the market to sell the bonds. Mr. Laux stated that the bonds would be sold in late June and the County would be meeting with the rating agencies within the next couple of weeks. Mr. Watkins asked what municipal bonds were selling at. Mr. Laux stated the rates were in the low 3% range and discussed a recommendation to try and lock in rates as soon as possible to reduce economic risk. Mr. Bruno requested the final maturity date contained in item #2 of EDA R-2016-01 be amended to June 30, 2040 to be consistent with the resolution passed by the Board of Supervisors. Mr. Bruno also discussed items #5 and #6 of the resolution. Mr. Watkins motioned to amend items #2

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of the resolution to reflect the change of the date from June 30, 2048 to June 30, 2040. Mr. Jones seconded the motion. Mr. Benusa, Mr. Holland, Mr. Jones, Mr. Nester, Mr. Sherman, and Mr. Watkins voting AYE.

**VOTE 6-0**  
**MOTION Passed**

Mr. Jones motioned to approve Resolution EDA - R-2016-01. Mr. Benusa seconded the motion. Chairman Sherman discussed what the bond resolution was for and the nature of the projects, and asked if any of the Directors had any further questions. Hearing none, Chairman Sherman called for a vote on the motion. Mr. Benusa, Mr. Holland, Mr. Jones, Mr. Nester, Mr. Sherman, and Mr. Watkins voting AYE.

**VOTE 6-0**  
**MOTION Passed**

**F. New Business**

Chairman Sherman asked if there were any other items for discussion. Mr. Altman stated that he had a few items that he would like to discuss with the Directors.

**1. County of Powhatan Business Retention & Expansion Survey**

Mr. Altman presented the County of Powhatan Business Retention & Expansion Survey to the Directors, stating the program is intended as an outreach effort to the County's existing business community and as a partnership effort with the Powhatan Chamber of Commerce. Mr. Altman asked that the Directors review the draft survey and provide comments at the next meeting, adding that meetings would be scheduled with the Executive Director of the Chamber and the Chamber Board to discuss the program and how the EDA and Chamber can partner on this effort. The Directors and staff discussed the survey and the value of having a Business Visitation Program

**2. Business Appreciation**

EDA discussed the Business Appreciation Breakfast scheduled for Tuesday, June 7, 2016. Mr. Altman encourage the Directors, schedule permitting, to attend the breakfast.

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**3. Virginia Industrial Development Authorities Institute (VIDA)**

Chairman Sherman stated that he felt the information presented at VIDA was excellent and asked the Directors that attended if any particular items stood out. Mr. Jones stated that he was impressed with the presentations in Staunton and felt it was time well spent. Mr. Benusa commented on the tourism presentations and the amount of work that was required to launch the effort and sustain it. Mr. Jones added that the message from the tourism presentation that he felt was important, was that of regional cooperation. Chairman Sherman suggested that the Directors may want to form a working group to review the “Fields of Gold, Discover Shenandoah Valley’s Farm Trail” presentation and the effort to launch and maintain the program. The Directors discussed possible opportunities to partner with Goochland County in a similar effort. Mr. Holland stated that we needed to find some commonalities between the communities for such an effort. Mr. Watkins agreed with Mr. Holland and added that we needed to find commonalities among businesses in Powhatan and that the business survey should focus on developing those commonalities. Mr. Watkins added that he felt strongly that we needed to develop priorities regarding infrastructure to support business development along with how to address implementation of that infrastructure.

The Directors discussed the upcoming July 11, 2016 meeting. Mr. Altman stated that he would be on vacation. The Directors discussed the possibility of cancelling the meeting and the importance of being proactive. Mr. Watkins stated that he felt the questionnaire was the beginning. Chairman Sherman stated that it was important for the Directors to determine the role of the EDA. Mr. Jones stated that he felt that we had a good group of individuals around the table that could serve as a resource for Mr. Altman. He added that he concurred with Mr. Watkins that the questionnaire was a good start.

Mr. Jones asked Mr. Altman if there was any additional news on Belmead. Mr. Altman stated that he understood that a request to dissolve the non-profit FrancisEmma, Inc. had been submitted to the State Corporation Commission (SCC) by Schubert Gallagher, et al, and that the request had been approved by the SCC.

Mr. Holland asked about upcoming EDA appointments by the Board of Supervisors. Mr. Altman stated that there were two (2) members coming up for appointment – Mr. Jones and Mr. Moslow.

Mr. Nester asked who the Directors should call if an emergency comes up and someone cannot attend the meeting. Chairman Sherman requested that the Directors contact him to ensure that there is a quorum. Mr. Altman offered that if a Director could not reach the Chairman that the Directors could contact him.

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**G. Adjournment**

There being no further business, Mr. Jones moved to adjourn the meeting, seconded by Mr. Benusa. Mr. Benusa, Mr. Holland, Mr. Jones, Mr. Nester, Mr. Sherman, and Mr. Watkins voting AYE.

**VOTE 6-0**  
**MOTION Passed**

The meeting was adjourned at 7:03 p.m.

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Phil Sherman, Chairman  
Economic Development Authority

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John M. Altman, Jr., Secretary  
Economic Development Authority

# COUNTY OF POWHATAN BUSINESS RETENTION & EXPANSION SURVEY

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*ALL INFORMATION CONTAINED HEREIN IS CONSIDERED CONFIDENTIAL*

County of Powhatan  
Department of Economic Development  
3834 Old Buckingham Drive, Virginia, VA 23139  
[www.powhatanva.gov](http://www.powhatanva.gov)  
(804) 598 - 5605

# County of Powhatan Business Retention & Expansion Survey

*All Information is confidential.*

Visit Date: \_\_\_\_\_

Time: \_\_\_\_\_

<b>OFFICE USE ONLY</b>
ID#: _____

Visit Made by: \_\_\_\_\_ Organization: \_\_\_\_\_

\_\_\_\_\_ Organization: \_\_\_\_\_

\_\_\_\_\_ Organization: \_\_\_\_\_

Company Information	
Company Name	Date of Visit (mm/dd/yy)
Street Address	City/State/Zip
Main Phone # (      )	Website
Contact Information	
Contact 1	Position
Email	Phone
Contact 2	Position
Email	Phone

<b>Background Information</b>	
1. Year business located in Powhatan:	
2. Is this Facility: Owned / Leased	3. Lease expiration date:
4. If Leased, will your company renew its lease upon expiration?	
5. If no, please explain why:	
6. Property owner (if leased):	
7. Are there plans to expand?	8. Number of new jobs:
9. Location for expansion:	
10. If expansion plans are located outside of Powhatan, please explain why?	
11. Are there any reasons Powhatan may not be a location considered for future expansion?	
<i>Additional Notes:</i>	

<b>Products/Services and Market</b>
12. Which best describes your market?      Local / Regional / National / International
13. How are you shipping your products? <p style="text-align: center;">Truck / Railroad / Water (barge or ship) / Airplane / N/A</p>

14. Over the last 5 years, total company sales are:      Increasing / Stable / Decreasing	
15. Within the last year, total company sales are:      Increasing / Stable / Decreasing	
16. What industry or business sector do you sell your products/services to?	
17. Primary Products & Services:	
18. Has the company introduced new products/services in the last five years?	19. Are new products/services anticipated in the next two years?
20. How are you marketing your products/services?	
21. Are there suppliers or service providers that the company would like to have located closer to this facility?	
<i>Additional Notes:</i>	

<b>Workforce</b>	
22. Full-Time Employees:	23. Part-Time Employees:
24. Temporary Employees:	

25. Number of jobs added in the last 3 years?	26. Number of jobs lost in the last 3 years?		
27. What is the primary reason for worker turnover?			
	<b>Low</b>	<b>Moderate</b>	<b>High</b>
28. How do you rate the <b>availability</b> of workers in this area:	1	2	3
29. How do you rate the <b>quality</b> of workers in this area:	1	2	3
30. How do you rate the <b>stability</b> of workers in this area:	1	2	3
31. What is the average age of Full-Time employees?		32. What is the average age of Part-Time employees?	
33. What is the average age of Temporary employees?		34. Do you import employees outside the normal employee drive range of 30 minutes?	
35. If yes, from where (how far does the farthest employee travel)?			
36. Are there recruitment problems for particular positions or skills? Why?			
37. Are there anticipated changes in the make-up of your workforce? Why?			
<i>Additional Notes:</i>			

<b>Technology</b>			
Compared to your business segment how would you rank your company's use of technology for:			
	<b>Low</b>	<b>Moderate</b>	<b>High</b>
38. Internal office operations/ Business administration	1	2	3
39. Sales and inventory management	1	2	3
40. Marketing	1	2	3
41. Is the community's technology infrastructure adequate for your company's growth plan? Please explain:			
<i>Additional Notes:</i>			

<b>Utility Services</b>			
42. Do you have any issues or concerns with utility services?			
Please rate your satisfaction with your utility providers:			
	<b>Low</b>	<b>Moderate</b>	<b>High</b>
43. Water	1	2	3
44. Sewer	1	2	3
45. Natural Gas	1	2	3
46. Electric	1	2	3
47. Telecom	1	2	3
48. Internet access	1	2	3
49. Internet speed	1	2	3
<i>Additional Notes:</i>			

<b>Community Services</b>				
Please rate the quality of the following services provided by the community:				
	<b>Low</b>	<b>Moderate</b>	<b>High</b>	<b>No opinio</b>
50. Public safety protection	1	2	3	
51. Fire protection	1	2	3	
52. Ambulance/EMS service	1	2	3	
53. Health care service	1	2	3	
54. Child care services	1	2	3	
55. School (K-12)	1	2	3	
56. Public transportation	1	2	3	
57. Traffic control	1	2	3	
58. Local streets and roads	1	2	3	
59. Highways	1	2	3	
60. Airline passenger service	1	2	3	
61. Air cargo service	1	2	3	
62. Trucking	1	2	3	
63. Zoning changes & building permits	1	2	3	
64. Community planning (land use, zoning, etc.)	1	2	3	
65. Powhatan Public Library	1	2	3	
66. Parks/Recreation Facilities	1	2	3	
<b><i>Additional Notes:</i></b>				

**Additional Information**

67. Do you have any **IMMEDIATE** business needs or concerns?

68. What are the community's **strengths** as a place do business?

69. What are the community's **weaknesses** as a place to do business?

70. Are there any **barriers to growth** within the Powhatan County? If yes, please explain:

71. What are your top three (3) reasons for locating or keeping your business in Powhatan?

- |  |  |
|--|--|
| A. Access to airport   | I. Access to metropolitan amenities    |
| B. Proximity to freeways   | J. Local officials                     |
| C. Access to my customers  | K. Workforce availability              |
| D. Access to my suppliers  | L. Recreation facilities/entertainment |
| E. Proximity to home   | M. Quality of housing                  |
| F. Cost of doing business  | N. Quality of life                     |
| G. Business Services<br>(e.g., printing, financial services, etc.) | O. Safety services                     |
| H. Financial incentives  | P. Other: _____                        |

72. As a business Organization, what activities/initiatives can the Powhatan be doing to support or enhance your business?

**Please List Any Additional Comments:**

*DRAFT*

Follow-Up Needed?     Yes     /     No    

*Business Retention & Expansion Survey*

## § 58.1-3850. Creation of local technology zones

- A. Any city, county or town may establish, by ordinance, one or more technology zones. Each locality may grant tax incentives and provide certain regulatory flexibility in a technology zone.
- B. The tax incentives may be provided for up to ten years and may include, but not be limited to: (i) reduction of permit fees; (ii) reduction of user fees; and (iii) reduction of any type of gross receipts tax. The extent and duration of such incentive proposals shall conform to the requirements of the Constitutions of Virginia and of the United States.
- C. The governing body may also provide for regulatory flexibility in such zone which may include, but not be limited to: (i) special zoning for the district; (ii) permit process reform; (iii) exemption from ordinances; and (iv) any other incentive adopted by ordinance, which shall be binding upon the locality for a period of up to ten years.
- D. Each locality establishing a technology zone pursuant to this section may also adopt a local enterprise zone development taxation program for the technology zone as provided in § [58.1-3245.12](#).
- E. The establishment of a technology zone shall not preclude the area from also being designated as an enterprise zone.

1995, c. [397](#);1996, c. [830](#);1997, c. [168](#);2002, c. [449](#).

## § 58.1-3245.12. Local enterprise zone program for technology zones

The governing body of any county, city, or town may also adopt a local enterprise zone development taxation program for a technology zone, as described in § 58.1-3850, or a defense production and support services zone, as described in § 58.1-3853, located within its boundaries, regardless of whether such technology zone or defense production and support services zone has been designated by the Governor as an enterprise zone pursuant to Chapter 49 (§ 59.1-538 et seq.) of Title 59.1. Such program for a technology zone or defense production and support services zone shall be adopted by local ordinance. All other provisions in this article as they relate to a local enterprise zone development taxation program for enterprise zones shall apply to such program for technology or defense production and support services zones.

2002, c. 449;2005, cc. 863, 884;2011, cc. 875, 877;2012, c. 91.

## Establishment of Technology Zones

A technology zone can be a valuable tool for the encouragement of new and expanding technology businesses in a locality. Virginia's cities, counties, and towns have the ability to establish, by ordinance, one or more technology zones to attract growth in targeted industries.

Establishment of a technology zone allows localities to create special incentives for qualified businesses locating or expanding operations in a zone. These incentives may include; a reduction of user and permit fees, local tax incentives, special zoning treatment, exemption from local ordinances or other incentives adopted by ordinance.

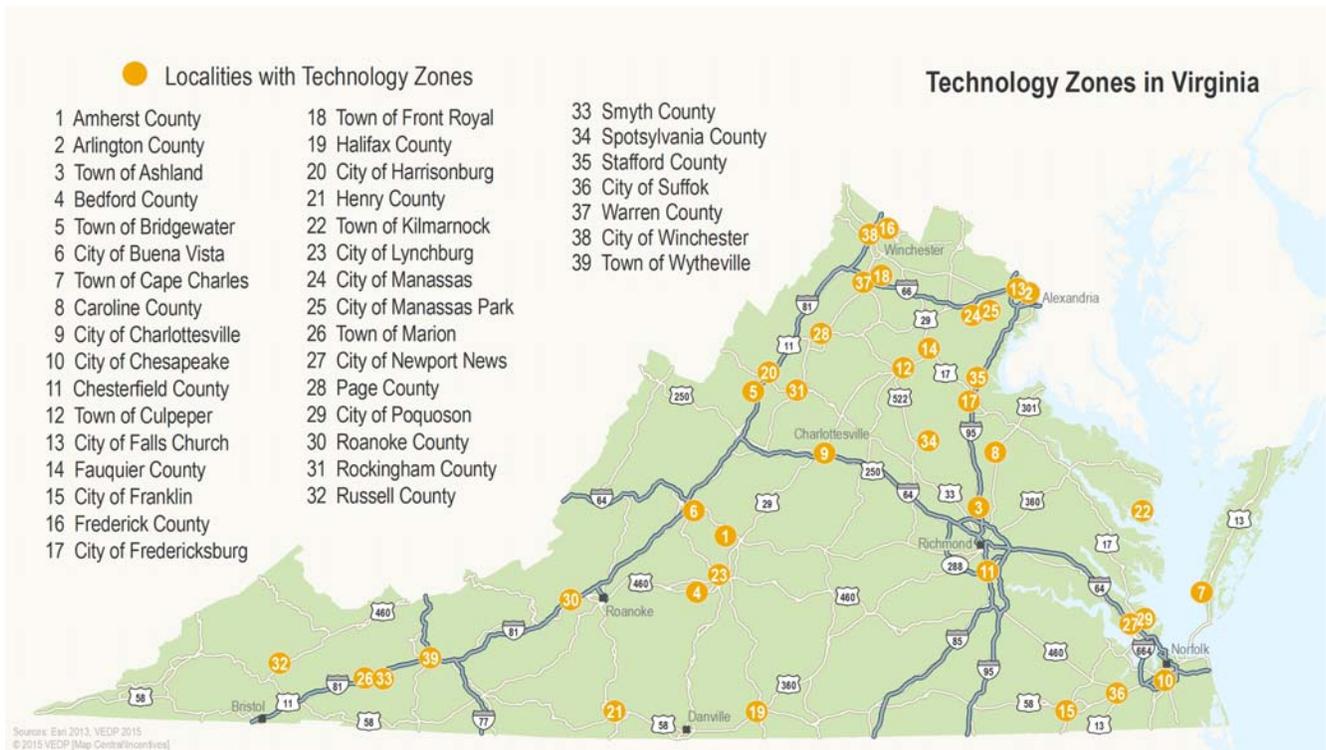
Once a local technology zone has been established, incentives may be provided for up to ten years. Each locality designs and administers its own program. The establishment of a technology zone shall not preclude the area from also being designated as an enterprise zone.

Localities that have established technology zones include the counties of **Amherst, Arlington, Bedford, Caroline, Chesterfield, Culpeper, Fauquier, Frederick, Halifax, Henry, Page, Roanoke, Rockingham, Russell, Smyth, Spotsylvania, Stafford and Warren**; the cities of **Buena Vista, Charlottesville, Chesapeake, Falls Church, Franklin, Fredericksburg, Harrisonburg, Lynchburg, Manassas, Manassas Park, Newport News, Poquoson, Suffolk and Winchester**; and the towns of **Ashland** in Hanover County, **Bridgewater** in Rockingham County; **Cape Charles** in Northampton County, **Front Royal** in Warren County, **Kilmarnock** in Lancaster County, **Marion** in Smyth County and **Wytheville** in Wythe County.

If your locality has established a technology zone and it does not appear in the list above, please contact us so that you may be included in our marketing literature. You may contact Michelle Mende at (804) 545-5785 or at [mmende@yesvirginia.org](mailto:mmende@yesvirginia.org). We would like a copy of the ordinance establishing the zone for our records, as well as an aerial or map showing the technology zone boundaries.

Virginia Code provisions governing Technology Zones can be found in section 58.1-3850.

September 2015



## **TECHNOLOGY ZONE INCENTIVES AMHERST COUNTY, VIRGINIA**

**Business Type:** A new or existing business which (i) derives more than 50 percent of its revenue either from sales outside the County or from direct support of businesses deriving more than 50 percent of their revenue from sales outside the County, and (ii) either produces a technology-based product or service, or employs a significant level of technology in its operations.

**Business Qualification:** In order to be eligible for an award of tax incentives, qualifying entities must make an initial new taxable investment in taxable real property and improvements, taxable machinery and equipment, or taxable business personal property totaling \$250,000 for existing businesses and \$500,000 for new businesses.

**Area:** Entire county.

**Incentives:**

Reimbursement up to 5% of the initial new taxable investment generated by a qualified business locating in the Amelon Commerce Center and up to 4% for a qualified business locating elsewhere. Eligible reimbursements are real estate, machinery and equipment, business personal property, or gross receipts taxes for a period of up to 10 years.

July 2015

## **TECHNOLOGY ZONE INCENTIVES ARLINGTON, VIRGINIA**

- Business Type:** Primary function in the creation, design and/or research and development of technology hardware or software
- Business Qualification:** Have moved to Arlington within the last 18 months or be an existing Arlington company that has increased its employee base by 25% or more within the past 12 months (as reported to Virginia Employment Commission)
- Area:**
- Rosslyn- Ballston Corridor
  - Jefferson Davis Corridor, including Crystal City and Pentagon City
  - Columbia Pike
  - Shirlington
  - Properties located within commercial/mixed use (c) districts and industrial (m) districts

**Incentives:**

50% reduction in the rate for Business, Professional, Occupational License (BPOL) tax. Qualified technology companies are eligible to receive the benefit for up to 10 years; and the offset rate decreases as the number of employee increases.

September 2015

# TECHNOLOGY ZONE INCENTIVES

## ASHLAND, VIRGINIA

### **Business Type:**

A business, which derives its gross receipts from the design, development, manufacture or other creation, for lease, sale or license of technology based products, processes or related services. Technology based products, processes or related services are defined as engaging in the activity of automation, biotechnology, biomedical research, electronics, computer hardware, computer software, defense, energy, environmental, manufacturing equipment, advanced materials, medical applications, pharmaceuticals, photonics, electronic based subassemblies and components, testing and measurements, telecommunications, systems integration, multimedia, e-commerce, internet services, transportation, architecture and engineering or similar activities. In no case shall the use of computers or telecommunications services by a business in its internal operations qualify the business as a technology business unless the business can demonstrate that over 50% of its gross receipts are derived from broadband internet sales.

### **Business Qualification:**

Existing businesses must increase the number of full-time employees in the technology zone by at least two (2) net new, full-time employees over the base year. The business must also demonstrate a new net capitalized investment of at least \$100,000.00.

New businesses must create a minimum of five (5) full-time jobs and make a capital investment of at least \$500,000.00.

Existing and New Businesses:

- The added capital investment shall be established by the value of personal property, machinery & tools, and/or real estate and/or improvements to such, either owned or leased for the operation of the qualified technology

July 2015

# TECHNOLOGY ZONE INCENTIVES

## ASHLAND, VIRGINIA

business. Such assets owned or leased by a business firm which are moved into a technology zone from another location within the town shall not be included in the determination of the added capital investment.

- Wages paid to the minimum threshold number of full-time employees needed to qualify must be equal to twice the federal minimum qualifying wage rate. For example, in 2009 the federal minimum wage according to the Virginia Employment Commission is \$7.25. Therefore, the current threshold would be a minimum of \$14.50.
- The added full-time employment and investment thresholds must be met once to become a qualifying technology business and these thresholds maintained through year 5 in order to receive incentives each year.

**Area:** Designated zone areas.

### **Incentives:**

#### Existing Businesses

Rebate of the business personal property tax, machinery & tools tax, BPOL tax and Real Property tax equaling 100 % of the amounts due for years 1, 2 and 3, and 50% of the amounts due for years 4 and 5.

#### New Businesses

Receive all of the benefits of existing businesses enumerated above, as well as rebated fees for development plan approved including site plan, zoning, and subdivision fees for two years which will be considered the development stage of the business.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## BEDFORD COUNTY, VIRGINIA

### **Business Type:**

A qualified technology business is one engaged in the activities of research, development, or manufacture of commodities used in biotechnology, computer hardware or software, electronics, telecommunications, systems integration, testing and measurements, e-commerce, factory automation, internet services, subassemblies and components, medical and pharmaceutical products, photonics, advanced materials, architecture and engineering, defense, energy, and transportation.

### **Business Qualification:**

Tier No. 1 - \$500,000 capital investment and 25 jobs  
Category A – payroll in excess of \$15/hr  
Category B - payroll lower than above  
Tier No. 2 - \$50,000 capital investment and 5 jobs  
Category A – payroll in excess of \$15/hr  
Category B – payroll less than above  
Tier No. 3 - \$25,000 capital investment and 3 jobs

Note: The EDA has flexibility to lower threshold job levels when the offset is of benefit to the county.

### **Area:**

200 acres in the New London Business & Technology Park.

### **Incentives:**

Technology zone incentives may be offered as a one-time up front contribution towards the development costs associated with a project, or may be provided as a reimbursement or rebate, depending upon the nature and scope of the development. A qualified technology company may be eligible to receive one or all of the following:

1. Rebate of a portion of machinery and tools tax or business furniture and fixtures personal property tax (whichever is applicable) according to the tier and category appropriate. The tax rebate shall be graduated over a period of time not to exceed 6 years.
2. A discount, based upon the level of employment and investment generated by the business, of up to 100% of the following:
  - a. Purchase price of the land within the technology zone, where applicable;
  - b. Cost of water connection fees;
  - c. Cost of sanitary sewer connection fees.

July 2015

## **TECHNOLOGY ZONE INCENTIVES**

### **BEDFORD COUNTY, VIRGINIA**

3. A discount on fees associated with new construction, including but not limited to building permit, plan review, and land disturbance fees, of up to 100% based upon and in accordance with the scope of the project.
4. A site preparation and/or infrastructure improvement grant, based upon the nature and scope of the project.

All business firms shall be eligible for building permit fees rebate and public service authority fee rebate.

## TECHNOLOGY ZONE INCENTIVES

### BRIDGEWATER, VIRGINIA

**Business Type:** Qualified “technology” businesses.

**Business Qualification:** Business use of “technological significance.”

**Area:** Designated zone areas.

**Incentives:**

Reduction or elimination of some or all of the off-street parking requirements imposed by the town code.

Allowance of commercial uses despite their not being listed as permitted by the town code.

Adjustment of dimensional requirements for lots (such as depth, front yards, side yards and rear yards) and size requirements for buildings (such as building height or maximum lot coverage).

Elimination of any processes required for the consolidation of lots or the relocation of lot boundaries.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## BUENA VISTA, VIRGINIA

### **Business Type:**

Design, development, manufacture or other creation, for lease, sale or license of technology based products, processes or related services. Technology based products, processes or related services are defined as engaging in the activity of automation, biotechnology, biomedical research, electronics, computer hardware, computer software, defense, energy, environmental, manufacturing equipment, advanced materials, medical applications, pharmaceuticals, photonics, electronic based subassemblies and components, testing and measurements, telecommunications, systems integration, multimedia, e-commerce, internet services, transportation, architecture and engineering or similar activities.

### **Business Qualifications:**

#### Downtown Technology Zone:

- The existing business must increase the average number of fulltime employees in the technology zone by at least three (3) net new, full-time employees over the base year. The business must also demonstrate a new net capitalized investment of at least \$15,000.
- The new business must create a minimum average of three (3) full-time jobs and make a capital investment of at least \$20,000.

#### Industrial Districts Technology Zone:

- The existing business must increase the average number of fulltime employees in the technology zone by ten (10) percent over the base year. The business must also demonstrate a new net capitalized investment of at least \$150,000.
- The new business must create a minimum of twenty-five (25) full-time jobs and make a capital investment of at least \$150,000.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## BUENA VISTA, VIRGINIA

1. For both technology zones, the added capital investment shall be established by the value of personal property, machinery & tools, and/or real estate owned for the operation of the qualified technology business. Such assets owned by a business firm which are moved into a technology zone from another location within the city shall not be included in the determination of the added capital investment.
2. Wages paid to the minimum threshold number of full-time employees needed to qualify must be equal to twice the federal minimum qualifying wage rate.
3. To retain qualifying status, a business firm must maintain the minimum qualifying employment and investment levels for each year for which incentives are requested.
4. The added full-time employment and investment thresholds must be met once to become a qualifying technology business and these thresholds maintained through year 5 in order to receive incentives each year.

**Area:**

The Downtown Zone includes designated areas in downtown. The Industrial Zone includes all areas currently zoned Industrial.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## BUENA VISTA, VIRGINIA

### Incentives:

- ❖ Existing businesses, upon certification as a qualified technology business, shall:
  - receive a rebate of a percentage of the utility tax on local telephone usage, electric usage and cable television.
  - be exempted from a percentage of the business, machinery & tools, professional, and other occupational license taxes and fees. They shall also have a percentage of business personal property rebated.
  - The amount of each type of tax rebate or exemption above shall be a percentage of that tax paid or due by the qualified technology business each year. The percentage rebated or exempted each year after the base year shall be determined by the following schedule:

Year 1	50%
Year 2	50%
Year 3	50%
Year 4	50%
Year 5	50%
- ❖ Existing businesses in the Industrial Districts Technology Zone also qualify for capital investment grants. These grants will be based solely on the net increase in capital investment made within the technology zone. The five-year capital investment grant will be calculated on the qualifying increase, net of any dispositions, in business personal property, real estate, and machinery and tool taxes paid by a qualified technology business. The grant will be equal to eighty (80) percent of fractional net increase in year one, sixty (60) percent in year two, forty (40) percent in year three, twenty (20) percent in year four, and twenty (20) percent in year five.
- ❖ New businesses upon certification as a qualified technology business shall receive all of the benefits of existing businesses enumerated above, as well as the following for five (5) years:
  - rebated sewer and water connection fees.
  - rebated fees for development plan approved including site plan, zoning, subdivision, sign and building permit fees.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## CAPE CHARLES, VIRGINIA

**Business Type:** Qualified non-manufacturing applied technology or technology manufacturing businesses.

**Business Qualification:** Manufacturing:

- Create and maintain a minimum of 5 new full time jobs which are each compensated at one and one half times the wage rate of the currently-defined federal minimum wage.
- Make a new verified capital investment of no less than \$250,000.00 in a building, building improvements, and/or in machinery and tools.

Non-Manufacturing:

- Create and maintain a minimum of 3 new full time jobs which are each compensated at one and one half times the wage rate of the currently-defined federal minimum wage.
- Make a new verified capital investment of no less than \$100,000.00 in a building, building improvements, and/or in machinery and tools.

**Area:** Within the town limits.

# TECHNOLOGY ZONE INCENTIVES

## CAPE CHARLES, VIRGINIA

### Incentives:

#### **Manufacturing:**

- ❖ A grant equal to 25% of the new or increased machinery and tools tax paid to the Town with a verified capital investment of \$250,000 that shall increase proportionately up to 100% with a capital investment of \$1,000,000 or more.
- ❖ A grant of up to 100% of the amount of the net increase in Real Estate Tax paid to the Town.
- ❖ A grant of up to 100% of the amount of BPOL Tax paid to the Town.
- ❖ For a Qualified Technology Manufacturing Business that maintains at least 25 full time jobs, a grant of up to 50% of the Facility and Connection fees paid to the Town.
- ❖ A grant of up to 100% of the Building Permit fee paid to the Town.

#### **Non-Manufacturing:**

- ❖ A grant equal to 25% of the new or increased machinery and tools tax paid to the Town with a verified capital investment of \$100,000.00 that shall increase proportionately up to 100% with a capital investment of \$1,000,000.00 or more.
- ❖ A grant of up to 100% of the amount of the net increase in real estate tax paid to the Town.
- ❖ A grant of up to 100% of the amount of BPOL tax paid to the Town.
- ❖ For a Qualified Non-manufacturing Applied Technology Business that maintains at least 15 full time jobs, a grant of up to 50% of the Facility and Connection fees paid to the Town.
- ❖ A grant of up to 100% of the Building Permit fee paid to the Town.

# TECHNOLOGY ZONE INCENTIVES

## CAROLINE COUNTY, VIRGINIA

**Business Type:** A qualified technology business is one whose primary purpose is the design research, development or production of technology services, software or products.

**Business Qualification:**

- Provide a Capital Investment of at least \$1 million in the Base Year or Year One or a combination of the two;
- Add and retain at least five new positions that are filled with Full-time Employees;
- Maintain in the County the minimum qualifying number of Full-Time Employees and Fixed Assets from the Capital Investment of \$1 million through and including Year Ten.

**Area:** Entire county.

### **Incentives:**

Incentives are based on the level of investment and the determination of the Board of Supervisors after project review.

- ❖ Real Estate and BPOL Tax Rebates
  - Year 1 100%
  - Years 2-10 75%
- ❖ Machinery and Tools Tax Rebate
  - Years 1-5 100%
  - Years 6-10 75%

Additional incentives are available to qualified technology businesses that locate their corporate headquarters within the technology zone.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## CHARLOTTESVILLE, VIRGINIA

### **Business Type:**

- Engaged in design, development, creation, for lease, sale or license of computer software, hardware, systems or of biotechnology, pharmaceutical or medical technologies, immunology and analytical biochemistry services, telecommunications or electronics
- Internet service providers
- Receivers, principals or prime contractors of identifiable federal appropriations for research and development defined in Federal Acquisition Regulations, in the areas of computer and electronic systems, computer software, applied sciences, economic, social and physical sciences.
- Is NOT operating under a certificate of public convenience issued by Virginia Corporation Commission, or engaged in the provision of a "utility service" as defined by City Code.

### **Area:**

Within the corporate limits of Charlottesville

### **Incentives:**

- ❖ For qualified technology businesses whose gross receipts in a year are \$50,000 or less, the business license fee is reduced 100%.
- ❖ For qualified technology businesses whose gross receipts in a year are more than \$50,000, the business license tax is reduced 50%.

July 2015

# TECHNOLOGY ZONE INCENTIVES CITY OF CHESAPEAKE, VIRGINIA

**Business Type:**

Derives a substantial portion of its gross receipts from technological research and design services or from the sale, leasing, licensing, or servicing of technological products such as computers, hardware, software, telecommunication devices, electronic information devices and video, audio, electronic products; or uses advanced and innovative technological devices to conduct design, manufacture, sales, leasing, and service businesses, provided that at least fifty percent (50%) of total capital outlay is invested in the lease or purchase of technological products to be located in the technology zone and employed for purposes other than internal administrative operations.

**Business Qualification:**

Employs a minimum of five (5) employees with average wages equal to or greater than two and one-half times the federal minimum wage as calculated without assignment of value to benefits.

Invests at least two hundred thousand dollars (\$200,000.00) in real estate, improvements and equipment located in the technology zone.

**Area:**

South Norfolk Borough

**Incentives:**

- ❖ Exemption from building code fees for 10 years.
- ❖ Exemption from zoning fees, including fees for land use applications, building permits and other fees for 10 years.
- ❖ Exemption from fees imposed under the Subdivision Ordinance, including fees for subdivision plat and site plan review for 10 years.
- ❖ Reduction of business license taxes and fees for 5 years:
  - Year 1 – 80%
  - Year 2 – 60%
  - Year 3 – 40%
  - Year 4 – 20%
  - Year 5 – 20%

July 2015

## **TECHNOLOGY ZONE INCENTIVES CHESTERFIELD COUNTY, VIRGINIA**

**Business Type:** Companies locating or expanding in a zone or subzone.

**Business Qualification:** Varies by incentive (see incentive section).

**Area:** Jefferson Davis and Hull Street Road areas.

### **Incentives:**

#### ❖ BPOL

- Companies new to zone or subzone: 100% exemption
- Companies relocating to zone or subzone: Partial exemption

#### ❖ Machinery & Tools

- New companies classified as manufacturers: Five-year, 100% rebate
- Existing companies with a qualifying plant expansion: Minimum investment of \$50,000 or an increase of 15% in assessed value from previous year, whichever is greater

#### ❖ Business Tangible Personal Property

- New and existing companies locating in or relocating in a subzone: One-time rebate up to a maximum of \$100,000 with investment of at least \$3 million

#### ❖ Utilities

- A one-time fee credit towards the capital recovery cost equivalent to a 5/8 inch meter

#### ❖ Real Estate

- 5-year, 100% tax credit for improvements to commercial, industrial or mixed-use buildings 15 years or older resulting in an increase of the real property assessed value of at least 15%

July 2015

# TECHNOLOGY ZONE INCENTIVES

## CULPEPER COUNTY, VIRGINIA

- Business Type:** Research, development, manufacturing, advanced technological services or other technology related products and services companies
- Business Qualification:** Based on four economic impact factors:  
(1) number of new full-time jobs created (part time jobs will be adjusted using a full time equivalency of 40 hours per week);  
(2) median annual gross wage of all employees of the qualified business (part time wages will be adjusted based on a 40 hour FTE);  
(3) amount of private money spent on real estate improvements, the purchase of business personal property and the purchase of inventory; and  
(4) the square footage size of the building or buildings.
- Area:** Lover's Lane Technology Zone, McDevitt Drive Technology Zone, Brandy Station Technology Zone, Elkwood Technology Zone, Bragg's Corner Technology Zone

**Incentives:**

- ❖ Grants for up to three consecutive years
- ❖ Grant amount based upon a percentage of real estate, business personal property and machinery and tool taxes paid by the business.
- ❖ Reimbursements up to 100% of the cost for building permits and site plan review permits.
- ❖ Incentives are based on the level of investment and the determination of the Board of Supervisors after project review.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## FALLS CHURCH, VIRGINIA

**Business Type:** Research, development, manufacturing, or rendering of advanced technology product or services.

**Business Qualification:** 50% of gross receipts from research, development, manufacturing, or rendering of advanced technology products or services.

**Area:** City boundaries

**Incentives:**

- ❖ Three-year exemption from business, professional and occupational license tax.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## FAUQUIER COUNTY, VIRGINIA

**Business Type:**

A business must have as its primary purpose the design, research, development, utilization or production of technology services, software or products.

**Business Qualification:**

Existing Businesses must add a minimum of three (3) full-time positions whose salaries are at least 10% above the average County wage level as listed by the Virginia Employment Commission for the prior calendar year following approval of eligibility for incentives. In addition, the company must increase capital investment by at least \$250,000.

New Businesses must add a minimum of ten (10) full-time positions whose salaries are at least 10% above the average County wage level as listed by the Virginia Employment Commission for the prior calendar year following approval of eligibility for incentives. In addition, the company must increase capital investment by at least \$500,000.

**Area:**

Designated areas.

**Incentives:**

- ❖ Up to a full rebate on County Tangible Business Personal Property Tax, not to exceed a three (3) year period.
- ❖ Up to a full rebate of the Machinery & Tools Tax.
- ❖ Up to a full rebate of Business & a Professional Occupation Tax (BPOL) not to exceed a three (3) year period.
- ❖ Up to a full rebate of the fees associated with new construction including, but not limited to, building permits, plans review and land disturbance fees.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## FRANKLIN, VIRGINIA

**Business Type:** Computer-related businesses, electrical equipment manufacturers, telecommunications, or computer-controlled manufacturing

**Business Qualification:** 20 new jobs and \$250,000 investment

**Area:** Pretlow Industrial Park and the 16.76 acre parcel located at Armory Drive & College Drive.

### **Incentives:**

- ❖ Utility tax rebate for telephone and electric bills
  - Year 1        100%
  - Year 2        80%
  - Year 3        60%
  - Year 4        40%
  - Year 5        20%
- ❖ Building code fees waived (fees include plan review, new construction, plumbing permit, electrical permit and mechanical permit)
- ❖ Water and sewer connection fees waived
- ❖ 10% discount on electric rate for 10 years

July 2015

# TECHNOLOGY ZONE INCENTIVES

## FREDERICK COUNTY, VIRGINIA

**Business Type:** A qualifying business must derive its gross receipts from research and development and/or production of any product, device, or service that is related to the pharmaceutical/biotechnological industry.

**Business Qualification:** To qualify, the new or existing company must have a minimum of three employees and an investment of at least \$10,000. Investment may be established by the value of personal property; real estate owned; or the value of a lease or real property for the operation of the pharmaceutical/biotechnological business.

**Area:** The county's urban development area.

### **Incentives:**

- ❖ Five-year exemption from business, professional and occupational license taxes
  - Year 1            100%
  - Year 2            80%
  - Year 3            60%
  - Year 4            40%
  - Year 5            20%
- ❖ Five-year rebate of utility taxes for telephone, electricity, and cable
  - Year 1            100%
  - Year 2            80%
  - Year 3            60%
  - Year 4            40%
  - Year 5            20%
- ❖ A five-year rebate of 20% for water and sewer availability charges, building code fees, zoning ordinance fees, and subdivision ordinance fees.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## FREDERICKSBURG, VIRGINIA

### **Business Type:**

A “technology business” includes, but is not limited to, research, development, manufacture, or associated training of: applied, economic and social, physical, electronic and computer sciences; biotechnology, chemicals, computer hardware, computer security, computer software, data warehousing, electronics and circuits, energy, environmental, homeland security, information systems, Internet service, Internet software and data applications, manufacturing equipment, advanced materials, medical, finance related companies, multi-media production, pharmaceuticals, photonics, subassemblies and components, test and measurement, telecommunications or transportation.

### **Business Qualification:**

- An existing technology business that expands to create at least five new jobs or makes a new capital investment of at least \$125,000.00.
- A new technology business that creates at least ten new jobs or makes a capital investment of at least \$250,000.00.

### **Area:**

Route 3 Corridor, Route 1 Corridor, the Downtown/Princess Anne Street Corridor, Central Park Corporate Center and Central Park–Silver Street.

### **Incentives:**

- ❖ Reduction of the annual business license tax as follows:

Years 1-3	up to 100%
Years 4 & 5	up to 50%

- ❖ Performance grants on tax revenue generation as follows:

#### **Business Machinery and Tools Tax**

Years 1-3	up to 100%
Years 4 & 5	up to 50%

#### **Other Business Personal Property Taxes**

Years 1 & 2	up to 30%
Years 3 & 4	up to 50%
Year 5	up to 70%

July 2015

# TECHNOLOGY ZONE INCENTIVES

## FRONT ROYAL/WARREN COUNTY, VIRGINIA

**Business Type:** Computer or telecommunications-related businesses

**Business Qualification:** Minimum of 2 new jobs paying at least 2 times the minimum wage, plus benefits at 10% of wages and a minimum investment of \$10,000.

**Area:** Approximately 125 acres in downtown Front Royal, 125 acres in Happy Creek Technology Park, and Royal Phoenix (Avtex Redevelopment Site).

### **Incentives:**

- ❖ Ten-year exemption from business, professional, and occupational license tax
  - Years 1-5 100%
  - Year 6 80%
  - Year 7 60%
  - Year 8 40%
  - Years 9-10 20%
- ❖ Waiver of permit fees up to \$500; one time EDA grant.
- ❖ No Zone benefits are eligible until the business submits a completed Zone application and is approved by the Economic Development Authority.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## HALIFAX COUNTY, VIRGINIA

**Business Type:** Qualified technology businesses.

**Business Qualification:** New businesses must create a minimum of 5 new jobs and \$250,000 in new investment (real, tangible, or machinery and tools) or the equivalent through a 5-year lease or more with the IDA.

Existing businesses must create a minimum of 5 new jobs, and increase the taxable value of related tangible property by at least 25%.

**Area:** Riverstone Technology Park.

### **Incentives:**

- ❖ Exemption from paying the business, professional and occupational licensure tax for up to five years and a charge of the minimum rate following that period
- ❖ Rebate of utility taxes for five years
- ❖ Partial rebate of building permit fees
- ❖ Waiver of Water/Sewer Initiation fees Reduced lease costs
- ❖ Technology Opportunity Fund – For qualified jobs, a payment of \$250 per new job for five years may be available. Only jobs filled by Halifax County citizens are eligible. Jobs must be full time, new jobs and pay at minimum 185% of the federal minimum wage.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## HARRISONBURG, VIRGINIA

**Business Type:** Bioinformatics, health informatics, nanoinformatics, data management, telecommunications, information technology (software, sales, services), data warehousing, desktop support, technical writing, web development, design engineering, software engineering (products and services), e-commerce, internet service provider, wireless technologies, and virtual technologies.

**Business Qualification:**

- Early stage or semi-mature development status
- An experienced, devoted managerial staff
- A potential and desire to maintain steady growth

**Area:**

Downtown Zone: The northern boundary is East Elizabeth Street; the western boundary is North Liberty Street to West Market Street, west on West Market Street to the railroad tracks, south on the railroad tracks to West Water Street, west on West Water Street to Old South High Street, south on Old South High Street to West Bruce Street; the southern border is Bruce Street; and the eastern border is South Federal Street.

Harrisonburg Technology Park Zone: Within the boundaries of the Harrisonburg Technology Park.

### **Incentives:**

- ❖ Three-year business, professional and occupational license tax/fee exemption
- ❖ Water and sewer connection fee exemption
- ❖ Partial exemption for certain rehabilitations, renovations or replacements of structures no less than 25 years of age
- ❖ Help tenants secure tax credits through federal and state assistance programs

July 2015

# TECHNOLOGY ZONE INCENTIVES

## HENRY COUNTY, VIRGINIA

**Business Type:** Qualified businesses which locate, expand, or modernize within the zone boundaries.

**Business Qualification:** Businesses investing at least \$250,000 and creating a minimum of 10 new jobs paying at least one and one-half times the minimum wage in the zone.

**Area:** Within the county boundary.

**Incentives:**

- ❖ Real estate IDA grants of 100% for the first tax year and 50% per year for years two through five.
- ❖ Machinery and tools IDA grants of 100% for the first tax year and 50% per year for years two through five.
- ❖ Furniture, fixtures and equipment IDA grant of 100% for the first tax year. For furniture, fixtures and equipment excluding computer equipment the grant will be 50% for years two through five. Computer equipment refunds shall be 50% per year of the calculated taxes using the assessed values of the computer equipment.
- ❖ Waiver of water and sewer availability and connection fees.
- ❖ Waiver of building permit fees.
- ❖ Partial exemption of substantially rehabilitated real estate, pursuant to § 58.1-3221, *Code of Virginia*, of 100% for the first tax year and 50% for years two through five.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## KILMARNOCK, VIRGINIA

### **Business Type:**

- Businesses whose gross receipts are derived from computer hardware, software or telecommunications manufacture, sales, application, licensing or services, and, for which the computers or telecommunications are used to provide sales, leases, licensing or services directly to a manufacturer, distributor, retailer, customer or user.
- Businesses whose gross receipts are derived from engaging in the research, development, distribution or sales of new products, technologies or equipment.
- Businesses whose gross receipts are derived from the use of technology transferred from a state or private university, government or government contractor for the manufacture or processing of goods.
- Businesses engaged in medical or biomedical research, product development, distribution, sales, practice or service.

### **Business Qualification:**

Existing business: Adds at least five new employees and makes an additional capital investment of at least \$50,000.00 within one year.

New business: Pays an average annual wage to all new employees within the technology zone that meets or exceeds 115 percent of the average annual wage of the commonwealth or the county, whichever is the lesser.

### **Area:**

Technology Park and surrounding area.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## KILMARNOCK, VIRGINIA

### Incentives:

- ❖ Exemption of business, professional, and occupational license tax
- ❖ Zoning permit fee exemption
- ❖ Water and sewer connection fee exemption
- ❖ Vehicle license tax exemption
- ❖ Subdivision permit fee exemption

#### New:

Years 1-2	100%
Years 3-4	80%
Years 5-6	60%
Years 7-8	40%
Years 9-10	20%

#### Existing:

Year 1	100%
Year 2	80%
Year 3	60%
Year 4	40%
Year 5	20%

July 2015

# TECHNOLOGY ZONE INCENTIVES

## LYNCHBURG, VIRGINIA

### **Business Type:**

A business which derives its gross receipts from the design, development, manufacture or other creation, for lease, sale or license of technology based products, processes or related services. Technology based products, processes or related services are defined as engaging in the activity of automation, biotechnology, biomedical research, electronics, computer hardware, computer software, defense, energy, environmental, manufacturing equipment, advanced materials, medical applications, pharmaceuticals, photonics, electronic based subassemblies and components, testing and measurements, telecommunications, systems integration, multimedia, e-commerce, internet services, transportation, architecture and engineering or similar activities. An electronic equipment facility that is primarily occupied, or intended to be occupied, by electronic and computer equipment that provides electronic data switching, transmission, or telecommunication functions between computers, both inside and outside the facility shall not qualify as a technology business. The use of computers, telecommunications services, or a web page or internet site shall not, in itself, be sufficient to qualify as a qualified technology business.

### **Business Qualification:**

- Makes a minimum net new capital investment of \$100,000
- (Within one year of the new capital investment, hires 5 net new full-time employees.
  - A full-time employee is a person who is listed on the qualified technology business's payroll within the technology zone and is required to report to work in the technology zone.
  - A full-time employee's wages must be equal to or greater than twice the federal minimum wage rate.
- A full-time employee must be provided with health benefits.

# TECHNOLOGY ZONE INCENTIVES

## LYNCHBURG, VIRGINIA

**Area:** Entire city.

**Incentives:**

- ❖ A five-year reimbursement of business license taxes as follows: during the first (1st) calendar year, a seventy-five percent (75%) reimbursement; for the second (2nd) calendar year a fifty percent (50%) reimbursement; and for the third (3rd), fourth (4th) and fifth (5th) calendar years a twenty-five percent (25%) reimbursement. Five-year reimbursement of the machinery and tools tax (100% for the first 3 years and 50% for the remaining 2 years)
- ❖ A five-year reimbursement of machinery and tools taxes for the value of net new machinery and tools investment as follows: during the first (1st) calendar year, a seventy-five percent (75%) reimbursement; for the second (2nd) calendar year a fifty percent (50%) reimbursement; and for the third (3rd), fourth (4th) and fifth (5th) calendar years a twenty-five percent (25%) reimbursement.

## TECHNOLOGY ZONE INCENTIVES MANASSAS, VIRGINIA

**Business Type:** A company that has 50 percent or more of its gross receipts derived from research, development and/or related services

**Business Qualification:** New businesses must commit to a performance agreement based upon a minimum investment, jobs, sales revenues, or other significant criteria. The qualified technology business must make a minimum investment and/or create and sustain a minimum number of full-time or equivalent jobs over a period of years outlined in the performance agreement.

Existing businesses must commit to a performance agreement based upon a minimum expansion that may include jobs, a physical expansion or other significant criteria to be eligible.

**Area:** Within city boundaries.

**Incentives:**

Up to a five year tax exemption from business, professional and occupational license taxes and fees.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## MANASSAS PARK, VIRGINIA

### **Business Type:**

A company that has fifty percent (50%) or more of its gross receipts derived from research, development, manufacturing or rendering of advanced technological products or services and that expands or locates in a technology zone. In no case shall the use of computers or telecommunication services by a company or identifiable subdivision of a company in its administrative operations qualify such company or subdivision as a technology business.

### **Business Qualification:**

- The subject real estate must be zoned to the appropriate incentive zoning district.
- The expansion or establishment of the qualifying technology business must be completed prior to the business becoming fully eligible for the incentives.

### **Area:**

Conner Center and City Center Redevelopment Districts.

### **Incentives:**

- ❖ Eighty percent (80%) of the additional or new gross receipts shall be eligible for exemption from the BPOL tax. Each eligible business will receive a declining BPOL tax exemption for an incentive period(s) that will be determined using a point system, as follows:

One point will be awarded for each performance measure achieved by the eligible business. The number of points awarded will correspond to the number of years in the incentive period. A business shall not be awarded more than ten (10) points.

Example: A new technology business has located in a technology zone. It hires 10 new employees, expands an existing structure by 10,000 square feet, increases the assessed value of the real estate by \$100,000, and is awarded 4 points for performance measures. Assuming all eligibility requirements had been met, the length of the incentive periods for a real estate property tax exemption and a BPOL tax exemption would each be 4 years.

For the first year of an incentive period, the amount exempt from BPOL tax shall be the amount eligible for tax exemption (see above).

## **TECHNOLOGY ZONE INCENTIVES**

### **MANASSAS PARK, VIRGINIA**

Example: The new technology business had \$50,000 in new gross receipts and increased the assessed value of the real estate by \$100,000. In year 1 the amount of new gross receipts exempt from BPOL tax would be \$40,000 (80% of \$50,000) and the amount of new assessed value exempt from real estate property tax \$80,000 (80% of \$100,000).

For subsequent years, if any, in an incentive period, the amount exempt from real estate property tax and/or BPOL tax shall be incrementally reduced by a pro rata amount each year, said amount to be determined by dividing the amount exempt in the first year by the number of years in the incentive period.

Example: If the incentive period is 4 years in length and the new gross receipts exempt from BPOL tax in the first year is \$40,000, the amount exempt in each subsequent year would be reduced by \$10,000 ( $\$40,000 \div 4$ ), so that in year 2 the amount exempt would be \$30,000; in year 3 the amount exempt would be \$20,000; and in year 4 the amount exempt would be \$10,000.

# TECHNOLOGY ZONE INCENTIVES

## MARION, VIRGINIA

### **Business Type:**

Qualified Manufacturing Technology Business: A business engaged in the activity or activities that constitute technology-driven production, including but not limited to the manufacture of advance materials, automation and robotics, biotechnology, computer hardware and software, the manufacture or assembly of hi-tech defense products, electronic subassemblies and components, the manufacture of energy and environmental products, medical instruments, pharmaceuticals, testing and measurement devices, the manufacture or assembly of telecommunication devices, energy saving or environmental transportation products, and products which result in systems integration. This definition also includes any value-added manufacturing industry which uses advance technology in a production processes, or any similar activity or activities, which is deemed appropriate for a technology zone as defined in another jurisdiction of the commonwealth, and found as such by the town council, or by the administrator or his/her designee.

Qualified Non-manufacturing Technology Business: A business engaged in computer-related activities, telecommunications, electrical equipment manufacturing, or the rendering of advanced technology products or services. The use of computers or telecommunications by a business in its internal operations shall not qualify a business, as it is the product or service that is important.

### **Business Qualification:**

For qualified manufacturing technology business:

- a. The business must create and maintain a minimum of 25 new full-time employment positions for at least a one-year period.
- b. Each new employee of the business must be compensated at the weekly or monthly wage rate that is at least twice the currently-defined federal minimum wage.
- c. The business must make a new verified minimum capital investment on the property in the zone in either real estate or improvements, or of machinery and tools, of \$1,000,000.00.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## MARION, VIRGINIA

For qualified non-manufacturing technology business:

- a. The business must create and maintain a minimum of three full-time employment positions for at least one year.
- b. Each new employee must be compensated at a weekly or monthly wage rate that is at least twice the currently defined federal minimum wage.
- c. The business must make a new verified capital investment on the property in either real estate or improvements, or of machinery and tools, of \$25,000.00. Investment may be established by the value of the personal property used, the value of the lease or the real property acquired for the operation of the business.

**Area:**

Technology Zone – the entire area of the town designated by the town as a technology zone pursuant to 58.1-3850 of the Code of Virginia.

**Incentives:**

Economic stimulus grant incentives may be afforded to qualified manufacturing technology businesses and qualified non manufacturing technology businesses which meet the required eligibility requirements, together with other reasonable standards which may be determined by the administrator, his/her designee, or the town council for the town.

For qualified manufacturing technology businesses and qualified non-manufacturing technology businesses, the grant shall be no more than 100 percent of the amount of the new and increased machinery and tools taxes paid to the town, and no more than 100 percent of the net increase in real estate taxes paid to the town. Either of both of these incentives may be offered for a period of no more than five years, beginning with the tax year of the required initial investment.

July 2015

## TECHNOLOGY ZONE INCENTIVES

### NEWPORT NEWS CITY, VIRGINIA

**Business Type:**

- 1) Provide engineering, professional or business services to the non-carbon-based energy development industry or to the shipbuilding industry;
- 2) Design or development or technology-based products, processes or services for lease, sale or license;
- 3) Other technological research and development.

**Business Qualification:**

- 1) Perform a qualifying activity, which it has not previously performed in the city;
- 2) Create at least 25 new positions engaged in the qualifying activity, paying an average annual salary of at least 150% of the prevailing wage for the city;
- 3) Not transfer positions from an existing location in Hampton Roads to the Newport News location performing the qualifying activity.

**Area:**

Designated area.

**Incentives:**

- ❖ Business license tax abatement of 50% for a period of 10 years.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## PAGE COUNTY, VIRGINIA

**Business Type:** Technology businesses as determined by the Board of Supervisors.

**Business Qualification:** Eligible businesses must be located within the boundaries of the zone and conform to all applicable zoning.

**Area:** Page County Airport.

**Incentives:**

The qualified technology business shall be allowed to prepay all tangible personal property taxes due on tangible personal property located in the zone for up to a ten-year period based on the tax rate in effect at the time of the approval of the tax incentive for the qualified technology business. In the event that Page County increases its tax rate on tangible personal property during such ten-year period, the qualified technology business shall not be liable for any additional taxes, and any excess taxes which would normally be owed due to the increased tax rate shall be forgiven.

Additional incentives may be offered as determined by the Board of Supervisors.

# TECHNOLOGY ZONE INCENTIVES

## POQUOSON, VIRGINIA

**Business Type:**

A “technology business” includes, but is not limited to, companies that design or develop computer hardware or software, produce multimedia products, develop technology related to healthcare, security or national defense or design or develop alternate energy technology.

**Business Qualification:**

Must have a minimum of five employees, make a minimum capital investment of \$500,000 and have a 5,000-square-foot owner occupied facility.

**Area:**

Village commercial, research and development and general commercial zoning districts as well as portions of the B-1 office and professional zoning district and the B-2 business and commercial zoning districts.

**Incentives:**

A 30 percent reduction of the business license, real estate and business tangible taxes for three years.

# TECHNOLOGY ZONE INCENTIVES

## ROANOKE COUNTY, VIRGINIA

**Business Type:** Qualified technology businesses

**Business Qualification:** Invest a minimum of \$100,000 and have an average wage equal to one and a half times the existing median wage rate for the Roanoke Region.

**Area:** Roanoke County Centre for Research & Technology

**Incentives:**

- ❖ Up to 100% discount of purchase price of land within the zone
- ❖ Up to 100% discount of water and sewer connection fees
- ❖ Up to 100% discount of the cost of building permit, plan review, and land disturbance fees
- ❖ Site preparation and/or infrastructure improvement grants and/or a one-time local job-training grant for up to \$500 per employee
- ❖ Local BPOL tax exemptions

July 2015

# TECHNOLOGY ZONE INCENTIVES

## ROCKINGHAM COUNTY, VIRGINIA

**Business Type:**

Qualified technology businesses investing in technological advancements to machinery and tools within the zone.

**Business Qualification:**

South Fork Zone:

- In the 24 months in which the qualifying investment is made, invest a minimum of \$50 million in new capital investment in machinery and tools.
- Remit the full payment of all property taxes owed by such applicant and due to Rockingham County, including the taxes due on the new capital investment.
- Provide detailed information to allow verification of the application for the grant, including reconciling this information with the annual personal property assessment filing with the Commissioner of the Revenue for all machinery & tools inventory at the plant.

Bridgewater Aviation Zone:

- In the five years in which the qualifying investment is made, invest a minimum of \$250,000 in machinery, tools, and tangible personal property (other than aircraft) related to aviation, invest a minimum \$150,000 in real property improvements consisting of hangars and support shops for aviation-related technologies.
- Pay a minimum of \$20,000 in personal property tax on aircraft for each of the five years in which the qualifying investment is made.
- Remit the full payment of all property taxes owed by such applicant and due to Rockingham County, including the taxes due on the new capital investment.
- Provide detailed information, as required by the County, to allow verification of the application for the grant, including reconciling this information with the annual personal property assessment filing with the Commissioner of the Revenue.

July 2015

## **TECHNOLOGY ZONE INCENTIVES**

### **ROCKINGHAM COUNTY, VIRGINIA**

#### **Digital Print Zone:**

- In the 24 months in which the qualifying investments are made, invest and install digital print technology equipment that is taxable as machinery and tools by the County with a total book value of \$15,000,000 or greater. Said investments shall expand the operations at the plant located in the zone, and shall not include equipment that merely repairs or replaces existing equipment of similar technology.
- Remit by the due date full payment of all property taxes owed by such applicant and due to Rockingham County for all property and equipment located in the County, including taxes due as a result of the new capital investment.
- Provide detailed information, as required by the County, to allow verification of the application for the grant, including reconciling this information with the annual personal property assessment filing with the Commissioner of the Revenue for all machinery & tools inventory at the plant.

#### **Mt. Crawford Zone:**

- In the 24 months in which the qualifying investments are made, invest and install equipment that is taxable as machinery and tools by the County with a total book value of \$20,000,000 or greater. Said investments shall expand the operations at the plant located in the Zone, and shall not include equipment that merely repairs or replaces existing equipment of similar technology. In addition, the applicant shall certify to the County that it will, during the investment period, employ at least 30 additional persons full-time, at an average annual compensation of \$40,000 per year plus benefits, at the plant in the Zone related to this investment.
- Remit by the due date full payment of all property taxes owed by such applicant and due to Rockingham County for all property and equipment located in the

July 2015

# TECHNOLOGY ZONE INCENTIVES

## ROCKINGHAM COUNTY, VIRGINIA

County, including taxes due as a result of the new capital investment.

- 
- Provide detailed information, as required by the County, to allow verification of the application for the grant, including reconciling this information with the annual personal property assessment filing with the Commissioner of the Revenue for all machinery & tools inventory at the plant.

**Area:** Designated zone areas.

**Incentives:**

South Fork Zone:

The amount of the annual Economic Development Grant shall be computed by multiplying the Annual Grant Percentage times the tax paid by the qualified zone business for additional, new capital investments in machinery & tools in the Zone for the years after qualification as set forth in the following table:

<b>Tax Year after Qualification</b>	<b>Annual Grant Percentage</b>
1	56%
2	50%
3	43%
4	33%
5	20%

Bridgewater Aviation Zone:

The amount of the annual Economic Development Grant shall be computed by multiplying the amount of personal property tax paid for aircraft owned by the applicant or subsidiary thereof and located in Rockingham County by 84.3%.

## TECHNOLOGY ZONE INCENTIVES

### ROCKINGHAM COUNTY, VIRGINIA

#### Digital Print Zone:

The amount of the annual Economic Development Grant for the Digital Print Technology Zone shall be computed by multiplying the Annual Grant Percentage times the tax paid by the qualified zone business for additional, new capital investments in machinery & tools in the Zone for the years after qualification as set forth in the following table:

<b>Tax Year After Qualification</b>	<b>Annual Grant Percentage</b>
1	11%
2	25%
3	42.9%
4	66.7%
5	60%
6	50%
7	33%

#### Mt. Crawford Zone:

The amount of the annual Economic Development Grant for the Mt. Crawford Technology Zone shall be computed by multiplying the Annual Grant Percentage times the tax paid by the qualified zone business for additional, new capital investments in machinery & tools in the Zone for the years after qualification as set forth in the following table:

<b>Tax Year After Qualification</b>	<b>Annual Grant Percentage</b>
1	11%
2	25%
3	43%
4	33%
5	20%
6	25%

# TECHNOLOGY ZONE INCENTIVES

## RUSSELL COUNTY, VIRGINIA

**Business Type:** Business/Technology Park (non industrial) type business.

**Business Qualification:** Minimum of 100 new full-time jobs. Jobs must be established during first 6 months of operation.

**Area:** Russell Regional Business Technology Park

**Incentives:**

Incentives will be available during the first five (5) years of operation.

❖ Machinery & Tools taxes will be reimbursed at the following rate:

Years 0 – 1	90%
Years 2 – 3	80%
Years 4 – 5	70%

❖ Real Estate Taxes will be reimbursed at 50% of the taxable rate.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## SMYTH COUNTY, VIRGINIA

**Business Type:** Technology-related businesses engaged in the manufacture of advanced materials, automation and robotics, biotechnology, computer hardware and software, defense products, electronic subassemblies and components, energy and environmental-related activities, medical instruments, pharmaceuticals, testing and measurement devices, telecommunications, transportation products, and systems integration. Also, the definition includes any value-added manufacturing industry that uses advanced technology in production processes or any activity or activities deemed technologically-based by the administrator or Board of Supervisors.

**Business Qualification:** Businesses must create at least 25 new jobs paying at least twice the minimum wage within a one-year period. Minimum capital investment in real estate, personal property, or machinery and tools of \$1,000,000.

**Area:** Industrial Road property in and near the Town of Marion. A total area of 119 acres.

### **Incentives:**

- ❖ Five-year economic stimulus grant based on the amount of new capital investment in machinery and equipment and real estate improvements. Grant is based on 100 percent of new machinery and tools taxes paid, and 100 percent of the net increase in real estate taxes paid.
- ❖ Additional discretionary cash grants determined on a case-by-case basis, including local match dollars for the Governor's Opportunity Fund.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## SPOTSYLVANIA COUNTY, VIRGINIA

**Business Type:** A business whose primary purpose is the research, development, or manufacture and/or design for lease, sale or license of Technology Products, Processes or Related Services.

**Business Qualification:** Existing businesses must meet one of the following criteria:

- Provide additional capital investment of at least \$100,000 over the base year; or
- Increase the average number of full-time employees by the greater of:
  - 10% over the base year; or
  - An average increase over the base year of at least 3 new, full-time employees

New businesses must meet one of the following criteria:

- Provide capital investment of at least \$150,000; or
- Employ at least 5 new, full-time employees

New and existing businesses must meet the following conditions:

- Wages paid to full-time employees must be equal to or greater than 20% above the county's average annual salary as determined by DED.
- Must meet and maintain the minimum qualifying employment and investment levels through Year 5.

Qualified technology businesses that have completed one five-year incentive period and seeking technology zone incentives for a second five-year period will be treated as an existing business for qualification purposes.

**Area:** Primary Settlement District  
Jackson Gateway Corridor  
Lake Anna Corridor

July 2015

**TECHNOLOGY ZONE INCENTIVES**  
**SPOTSYLVANIA COUNTY, VIRGINIA**

**Incentives:**

- ❖ Rebate on the Business, Professional and Occupational License Tax
  - Year 1                    100%
  - Year 2                    100%
  - Year 3                    50%
  - Year 4                    50%
  - Year 5                    50%
  
- ❖ Rebate on the Machinery and Tools Tax
  - Year 1                    100%
  - Year 2                    100%
  - Year 3                    50%
  - Year 4                    50%
  - Year 5                    50%
  
- ❖ Qualified technology businesses shall be placed in the county's established Fast Track Development Review, Permitting and Inspections program.

Note: For existing businesses, rebates shall only be applicable to taxes assessed on the portion of gross receipts or acquired machinery and tools directly attributable to the expansion of the business.

# TECHNOLOGY ZONE INCENTIVES

## STAFFORD COUNTY, VIRGINIA

**Business Type:** Includes, but is not limited to, research, development, manufacture, or associated training of: biotechnology, chemicals, computer hardware, computer security, computer software, data centers, energy, environmental, homeland security, manufacturing equipment, advanced materials, medical, finance related companies, pharmaceuticals, photonics, subassemblies and components, test and measurement, telecommunications, or transportation.

**Business Qualification:** Existing businesses must add a minimum of ten (10) full-time employees whose combined average salary is at least 100% of the average annual wage countywide based on the most recent quarterly data as prepared by the VEC. In addition, the firm must increase capital investment by at least \$500,000.

New businesses must create a minimum of twenty (20) full-time job positions whose combined average salary is at least 100% of the average annual wage countywide based on the most recent quarterly data as prepared by the VEC. In addition, the firm must increase capital investment by at least \$1,000,000.

**Area:** Designated area is the Urban Services Area.

### **Incentives:**

- ❖ A waiver of certain fees associated with new construction, including, but not limited to building permit, plan review and land disturbance fees, based upon the level of employment and capital investment generated by the business
- ❖ M&T Tax abolished by Board.
- ❖ Tangible Personal Property tax rebate:

Years 1 – 2	70%
Years 3 – 4	50%
Year 5	30%
- ❖ Up to a full rebate of any business-based taxes.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## SUFFOLK, VIRGINIA

- Business Type:** Must be a technology business per one of the following NAICS classifications: 334, 5112, 517, 518, 51913, 5415, 5417, or 8112.
- Business Qualification:** Existing businesses must expand by a minimum of 2,500 sq. ft. or 10% of existing space, whichever is greater, and must have a minimum of five (5) employees based out of the Suffolk location.
- New businesses must occupy a minimum of 2,500 sq. ft. of commercial space and must have a minimum of five (5) employees based out of the Suffolk location.
- Area:** Northern Suffolk Urban/Suburban Development District or Central Urban/Suburban Development District.
- Incentives:**
- ❖ A one year 50% return on paid business license tax, not to exceed \$30,000.
  - ❖ A one year 50% return on paid personal property tax, not to exceed \$20,000.

July 2015

# TECHNOLOGY ZONE INCENTIVES

## WINCHESTER, VIRGINIA

**Business Type:** A business which derives its gross receipts from computer hardware, software or telecommunications sales, leases, licensing or services, and, for which the computers or telecommunication is used to provide sales, leases, licensing or services directly to the customer.

**Business Qualification:** To qualify, the company must have a minimum of 3 employees and an investment of at least \$10,000. The investment may be established by the value of personal property; real estate owned; or the value of a lease of real property for the operation of the technology business.

**Area:** 125 acres in downtown Winchester

### **Incentives:**

- ❖ Five-year exemption of business, professional, and occupational license tax
  - Year 1 100%
  - Year 2 80%
  - Year 3 60%
  - Year 4 40%
  - Year 5 20%
- ❖ Five-year rebate of utility taxes for telephone, electricity, and cable
  - Year 1 100%
  - Year 2 80%
  - Year 3 60%
  - Year 4 40%
  - Year 5 20%
- ❖ Water and sewer connection fee rebate
- ❖ Building code fee rebate
- ❖ Zoning ordinance fee rebate
- ❖ Subdivision ordinance fee rebate

July 2015

# TECHNOLOGY ZONE INCENTIVES

## WYTHEVILLE, VIRGINIA

### **Business Type:**

- Design, development or other creation, for lease, sale or license, of computer software or hardware, computer network protocols, information systems, Internet software, Internet database applications;
- Provision of Internet services (i.e., services, including an Internet Web-hosting service, enabling users to access content, information, electronic mail and the Internet as part of a package of services sold to customer), and business-to-business exchanges;
- Design, development or other creation, for lease, sale or license, of biotechnology, or pharmaceutical or medical technologies or products, including, without limitation: drug development, clinical trials services, data management and reporting and regulatory services;
- Design, development or other creation or provision, for lease, sale or license, of immunology and analytical biochemistry services, including, without limitation: mass spectrometry and HPLC, or liquid chromatography, equipment, services and supplies;
- Design, development or other creation of electronics, for lease, sale or license, of telecommunications equipment or technology, such as digital switching systems, Internet protocol telephony gateway, network telephone solutions;
- Design, development or other creation of electronics, for lease, sale or license including, without limitation: flexible and printed circuits, custom integrated circuits, electronic assemblies, medical electronics displays;
- Receipt, as the principal or prime contractor, of identifiable federal appropriations for research and development services, as such services are defined in §31.205-18(a) of the Federal Acquisition Regulations, in the areas of: (i) computer and electronic systems, (ii) computer software, (iii) applied sciences, (iv) economic and social sciences, and (v) electronic and physical sciences;
- Any other business or industry as may be further defined from time to time by the Town of Wytheville;

July 2015

# TECHNOLOGY ZONE INCENTIVES

## WYTHEVILLE, VIRGINIA

- Business Qualification:**
- The business must constitute a “technology business” as set forth in Section 2-241 of the Town Code;
  - The business must not be operating under a certificate of public convenience issued by the Virginia State Corporation Commission;
  - The business must not be engaged in the provision of a “utility service” as that term is defined within Section 14-31 of the Town Code;
  - At the time of application, any qualified business must certify that it expects to be engaged in such business throughout the entire or remaining portion of the tax year for which an incentive is sought; and,
  - The business must have submitted an application for qualification to the Town Treasurer, on or before March 1 of the tax year for which a reduction of taxes is sought under this section.

**Area:** Within corporate limits.

**Incentives:**

- ❖ 100% reduction of license fee for technology businesses with gross receipts of \$50,000 or less.
- ❖ 50% reduction of any taxes owed for technology businesses with gross receipts of more than \$50,000.

July 2015



# GUIDE TO INCENTIVES 2015-2016



**VIRGINIA ECONOMIC  
DEVELOPMENT PARTNERSHIP**

**YESVIRGINIA.ORG**

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# Introduction

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Virginia's most valuable business incentive is its pro-business climate. The Commonwealth strives to maintain traditions of sound fiscal management: a growing, diversified economy, moderate and stable taxes, and a conservative, results-oriented approach to business regulation. This advantageous climate—together with assets such as a strategic location, a highly productive workforce, and excellent quality of life—makes Virginia the place to do business.

In support of this pro-business environment, Virginia offers a range of incentives and services to encourage business growth and reduce the costs of opening or expanding a business facility within the Commonwealth. Incentives include financial assistance, infrastructure development grants, tax credits and exemptions, customized training, and technical support programs.

This guide mainly focuses on state incentive programs. Local governments may offer additional business incentives to further reduce the costs of locating or expanding a business in Virginia.

# Tax Incentives

## Corporate Income Tax

Virginia's corporate income tax is six percent and no unitary tax is levied on Virginia companies' worldwide profits. Corporations generally allocate their multistate income by using a corporate apportionment factor, which traditionally includes a property factor, a payroll factor, and a double-weighted sales factor.

Legislation passed during the 2012 General Assembly session requires retail companies to use a single sales factor method to determine their Virginia taxable income. Likewise, qualifying manufacturing corporations may elect to use the single sales factor method to apportion Virginia taxable income.

Virginia Department of Taxation  
Office of Customer Services  
P.O. Box 1115  
Richmond, Virginia 23218-1115  
804.367.8037

<http://www.tax.virginia.gov/content/corporate-income-tax>

## Corporate Income Tax Credits

### Major Business Facility Job Tax Credit

Qualified companies locating or expanding in Virginia are eligible to receive a \$1,000 income tax credit for each new full-time job created over a threshold number of jobs beginning in the first taxable year following the taxable year in which the major business facility commenced or expanded its operations.

- Companies locating in enterprise zones or economically distressed areas are required to meet a 25-job threshold; all other locations have a 50-job threshold. The threshold number of jobs must be created within a 12-month period.
- The \$1,000 credit is available for all qualifying jobs in excess of the threshold and is taken in equal installments over two years (\$500 per year).
- Non-qualifying jobs include seasonal or temporary jobs, positions in building and grounds maintenance, security, positions ancillary to the principal activities of the facility, and/or a job created when a position is shifted from an existing location within the Commonwealth to the new major business facility.
- Credits are available for taxable years before January 1, 2020. Unused credits may be carried over for up to 10 years.
- For jobs on the payroll for less than the full calendar year, the credit will be prorated.

# Tax Incentives

## Recycling Equipment Tax Credit

An income tax credit is available to manufacturers for the purchase of certified machinery and equipment used for processing recyclable materials in taxable years beginning before January 1, 2020. The credit is equal to 20 percent of the purchase price paid during the taxable year for the machinery and equipment. For purposes of determining the purchase price paid, a taxpayer may use the original total capitalized cost of such machinery and equipment, less capitalized interest. In any taxable year, the amount of credit allowed cannot exceed 40 percent of the company's Virginia income tax liability before the credit. The unused amount of the credit may be carried over for 10 years. The Virginia Department of Environmental Quality must certify that the eligible equipment is integral to the recycling process before a taxpayer may claim this credit. For taxable years beginning on and after January 1, 2015, the credit is subject to a \$2 million cap per fiscal year. As a result, companies must apply to the Department of Taxation for an allocation of tax credits after the Department of Environmental Quality has certified the eligible equipment.

## Worker Retraining Tax Credit

Virginia employers will be eligible to receive an income tax credit equal to 30 percent of all expenditures made by the employer for eligible worker retraining. If the eligible worker retraining consists of courses at a private school, the credit is equal to the cost per qualified employee, up to \$200 per qualified employee annually, or \$300 per qualified employee annually if the eligible worker retraining includes retraining in a STEM or STEAM discipline. The credit has a statewide spending cap of \$2.5 million in any fiscal year. Eligible worker retraining consists of courses at Virginia community colleges and private schools, certified by the Department of Small Business and Supplier Diversity, or retraining programs through apprenticeship agreements approved by the Commissioner of Labor and Industry.

## Green Job Creation Tax Credit

For taxable years beginning before January 1, 2018, a taxpayer will be allowed a credit against the Virginia personal or corporate income tax for each new green job created within the Commonwealth by the taxpayer. The amount of the annual credit for each new green job will be \$500 for each annual salary that is \$50,000 or more. The credit will be first allowed for the taxable year in which the job has been filled for at least one year and for each of the four succeeding taxable years, provided that the job is continuously filled during the respective taxable year. Each qualifying taxpayer may claim the credit for up to 350 green jobs.

A "green job" means employment in industries relating to the field of renewable, alternative energies, including the manufacture and operation of products used to generate electricity and other forms of energy from alternative sources that include hydrogen and fuel cell technology, landfill gas, geothermal heating systems, solar heating systems, hydropower systems, wind systems, and biomass and biofuel systems.

The amount of the credit may not exceed the total amount of Virginia income tax for the taxable year in which the green job was continuously filled. If the amount of credit allowed exceeds the taxpayer's tax liability for such taxable year, the amount that exceeds the tax liability may be carried over for credit against the income taxes of the taxpayer in the next five taxable years or until the total amount of the tax credit has been taken, whichever is sooner.

If the taxpayer is eligible for the Green Job Creation Tax Credit and creates green jobs in an enterprise zone, such taxpayer may also qualify for the benefits under the Enterprise Zone Job Grant Program. The taxpayer may not, however, claim this Green Jobs Tax Credit in addition to a Major Business Facility Job Tax Credit nor a federal tax credit for investments in manufacturing facilities for clean energy technologies that would foster investment and job creation in clean energy manufacturing.

# Tax Incentives

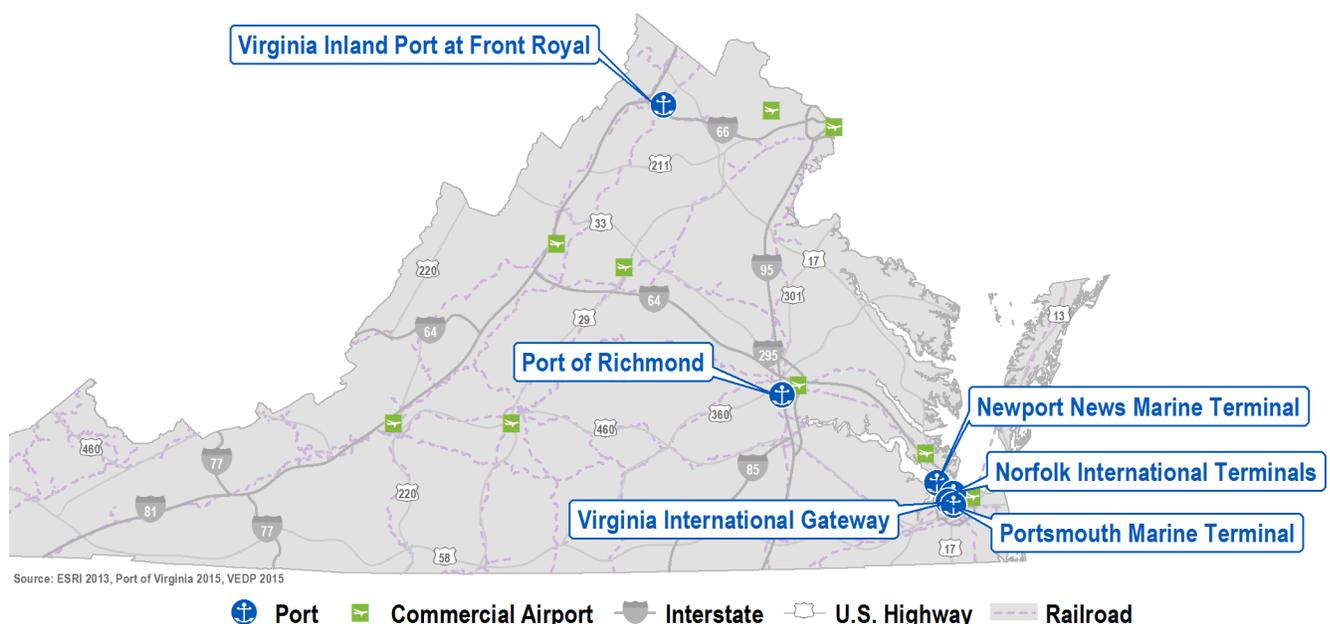
## Refundable Research and Development Expenses Tax Credit

For taxable years beginning before January 1, 2019, businesses may claim a tax credit equal to 15 percent of the first \$234,000 in Virginia qualified research and development expenses incurred during the taxable year or they may claim a tax credit equal to 20 percent of the first \$234,000 in Virginia qualified research and development expenses if the qualified research was conducted in conjunction with a Virginia college or university. If the amount of the credit allowed exceeds the taxpayer's tax liability, the amount that exceeds the tax liability shall be refunded to the taxpayer. There is a statewide cap of \$6 million per fiscal year. If applications for credits total less than \$6 million, then the remaining balance of credits will be prorated among applicants, up to doubling the amount of their credits. Conversely, if applications for credits exceed \$6 million, applicants' credits will be prorated.

## Port Volume Increase Tax Credit

Prior to January 1, 2017, a taxpayer that is an agricultural entity, manufacturing-related entity, or mineral and gas entity that uses port facilities in the Commonwealth and increases its port cargo volume at these facilities by a minimum of five percent in a single calendar year over its base year is eligible to claim a credit against its income tax liability. The amount of the credit is generally equal to \$50 for each 20-foot equivalent unit (TEU), unit of roll-on/roll-off cargo, or 16 net tons of non-containerized cargo above the base year port cargo volume, as applicable, transported through a port facility during a major facility's first calendar year. For purposes of calculating the credit amount, one TEU is equivalent to 16 net tons of non-containerized cargo or one unit of roll-on/roll-off cargo. The Virginia Port Authority may waive the requirement that port cargo volume be increased by a minimum of five percent over base year port cargo volume for any taxpayer that qualifies as a major facility.

The maximum amount of tax credits allowed to all qualifying taxpayers pursuant to this section may not exceed \$3.2 million for each calendar year. If the credit exceeds the taxpayer's tax liability for the taxable year, the excess amount may be carried forward and claimed against income taxes in the next five succeeding taxable years. If applications for credits total less than \$3.2 million, then the remaining balance of credits will be prorated among applicants. Conversely, if applications for credits exceed \$3.2 million, applicants' credits will be prorated.



# Tax Incentives

## International Trade Facility Tax Credit

A Virginia taxpayer is allowed a credit against its income tax liability if the taxpayer is engaged in port-related activities, uses maritime port facilities located in the Commonwealth, increases the amount of cargo transported through Virginia maritime port facilities by at least five percent, and either hires new qualified full-time employees or makes a capital investment to facilitate increased qualified trade activities. The amount of the credit earned is equal to either \$3,500 per new qualified full-time employee or two percent of the new capital investment made by the taxpayer. The amount of the credit allowed shall not exceed 50 percent of the tax imposed for the taxable year. Any remaining credit amount may be carried forward for the next 10 taxable years. The fund is capped on a fiscal year basis at \$1.25 million and credits may be prorated if they are oversubscribed. The credit is scheduled to expire for taxable years beginning on and after January 1, 2017.

## Barge and Rail Usage Tax Credit

A company that is an international trade facility, as defined under the Barge and Rail Usage Tax Credit, that transports cargo through Virginia ports by barge or rail rather than by trucks or other motor vehicles on the Commonwealth's highways, is allowed a credit against its income tax liability. The amount of the credit is \$25 per 20-foot equivalent unit (TEU), or 16 tons of non-containerized cargo, or one unit of roll-on/roll-off cargo moved by barge or rail. The credit has a spending cap of \$500,000 per fiscal year. Unused credits may be carried forward for five years. The credit is scheduled to expire for taxable years beginning on and after January 1, 2017.

*Virginia Department of Taxation*

*Tax Credit Unit*

*P.O. Box 715*

*Richmond, Virginia 23218-0715*

*804.786.2992*

<http://www.tax.virginia.gov/content/tax-credits>

## Property Tax Incentives

Virginia does not tax property at the state level; real estate and tangible personal property are taxed at the local level. Moreover, Virginia differs from most states in that its counties and cities are separate taxing entities. A company pays either county or city taxes, depending on its location. If the company is located within the corporate limits of a town, it pays town taxes as well as county taxes. In addition, Virginia localities do not have separate school district taxes.

**Virginia does not tax:** Intangible property; manufacturers' inventory; manufacturers' furniture, fixtures or corporate aircraft; certified pollution control facilities and equipment; and solar energy equipment, facilities and devices that collect, generate, transfer, or store thermal or electric energy.

**Localities have the option to fully or partially exempt the following property from taxation:** Certified recycling equipment; rehabilitated commercial/industrial real estate for up to 15 years; manufacturers' generating and co-generating equipment; certified solar energy devices; and environmental restoration sites (eligible real estate in the Virginia Voluntary Remediation Program).

**Localities may elect to tax the following tangible personal and real property at reduced rates:** Research and development tangible personal property; equipment used for biotechnology research, development, and production; semiconductor manufacturing machinery and tools; computer hardware and peripherals; aircraft; clean-fuel vehicles; tangible personal property used in the provision of certain internet services; tangible personal property owned by qualifying businesses in their first two taxable years; and energy-efficient buildings.

# Tax Incentives

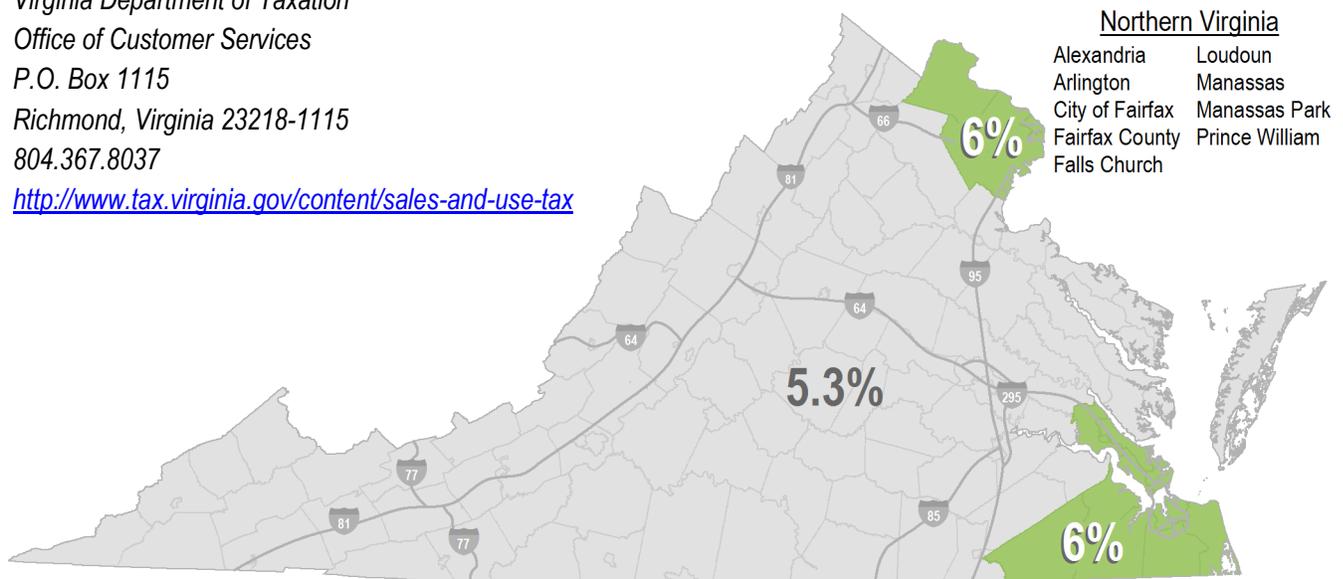
## Sales and Use Tax Exemptions

Virginia's combined state and local sales and use tax is 5.3 percent (4.3 percent state tax and 1 percent local tax). An additional regional sales tax is imposed in the Hampton Roads and Northern Virginia regions at a rate of 0.7 percent. A seller is subject to a sales tax imposed on gross receipts derived from retail sales or leases of tangible personal property, unless the retail sales or leases are specifically exempt by law. When a seller does not collect the sales tax from the purchaser, the purchaser is required to pay a use tax on the purchase, unless the use of the property is exempt. Some important exemptions include:

- Manufacturers' purchases used directly in production including machinery, tools, spare parts, industrial fuels, and raw materials
- Items purchased for resale by distributors
- Certified pollution control equipment and facilities
- Custom computer software
- Utilities delivered through lines, pipes or mains
- Purchases used directly and exclusively in research and development
- Most film, video, and audio production-related purchases
- Charges for internet access and sales of software via the internet
- Purchases used directly and exclusively in activities performed in cooperation with the Virginia Commercial Space Flight Authority
- Semiconductor clean rooms or equipment and other tangible personal property used primarily in the integrated process of designing, developing, manufacturing, or testing a semiconductor product
- Computer equipment purchased or leased for the processing, storage, retrieval, or communication of data in large data centers (requires a minimum capital investment, job creation and wage level to qualify)

Virginia Department of Taxation  
Office of Customer Services  
P.O. Box 1115  
Richmond, Virginia 23218-1115  
804.367.8037

<http://www.tax.virginia.gov/content/sales-and-use-tax>



Source: ESRI 2013, VA Department of Taxation 2014, VEDP 2014

### Northern Virginia

- |                 |                |
|-----------------|----------------|
| Alexandria      | Loudoun        |
| Arlington       | Manassas       |
| City of Fairfax | Manassas Park  |
| Fairfax County  | Prince William |
| Falls Church    |                |

### Hampton Roads

- |                  |              |                |              |
|------------------|--------------|----------------|--------------|
| Chesapeake       | James City   | Portsmouth     | Williamsburg |
| City of Franklin | Newport News | Southampton    | York         |
| Hampton          | Norfolk      | Suffolk        |              |
| Isle of Wight    | Poquoson     | Virginia Beach |              |

# Enterprise Zones

The Virginia Enterprise Zone Program, administered by the Virginia Department of Housing and Community Development (DHCD), assists with business development and expansion in specially targeted areas throughout the state called enterprise zones. Virginia's Enterprise Zone Program offers two state incentives to qualified businesses and zone investors located in a Virginia Enterprise Zone. In addition to state incentives, each zone community offers additional local incentives to qualified businesses. In order to access enterprise zone incentives, companies must submit applications and all required attachments to DHCD by April 1st each year.

## Enterprise Zone Job Creation Grants

Qualified businesses in an enterprise zone are eligible for cash grants for permanent net new jobs created over a four-job threshold. Qualifying jobs must offer health benefits and meet certain wage thresholds. Positions created over the four-job threshold that pay at least 1.75 times the federal minimum wage rate\* are eligible for a maximum grant of \$500 per position per year for up to five years. Businesses in enterprise zone localities designated as high unemployment areas by DHCD can qualify for \$500 grants using a lower wage threshold of 1.5 times the federal minimum wage. Positions that pay at least twice the federal minimum wage rate are eligible for a maximum grant of \$800 per position per year for up to five years. Jobs with pay rates below the federal minimum wage or without health care benefits as well as positions in retail, personal service, or food and beverage service are not eligible for grants.

Grants are calculated based on the number of full months worked during a calendar year. In cases where a position is filled or is eligible for a grant for only a portion of the year, the grant is prorated based on the number of full months the position was filled and/or eligible for a grant. This applies to cases where there is a change in the wage rate, health benefits or the federal minimum wage rate. Businesses must qualify for the grants annually. A business can receive grants for a maximum of 350 jobs annually above the four-job threshold. Businesses may qualify for additional five-year grant periods with additional job creation. Business facilities located in an enterprise zone and electing to receive this grant are not eligible for the Major Business Facility Job Tax Credit for the same jobs.

\* The current federal minimum wage is \$7.25 per hour.

## Enterprise Zone Real Property Investment Grant

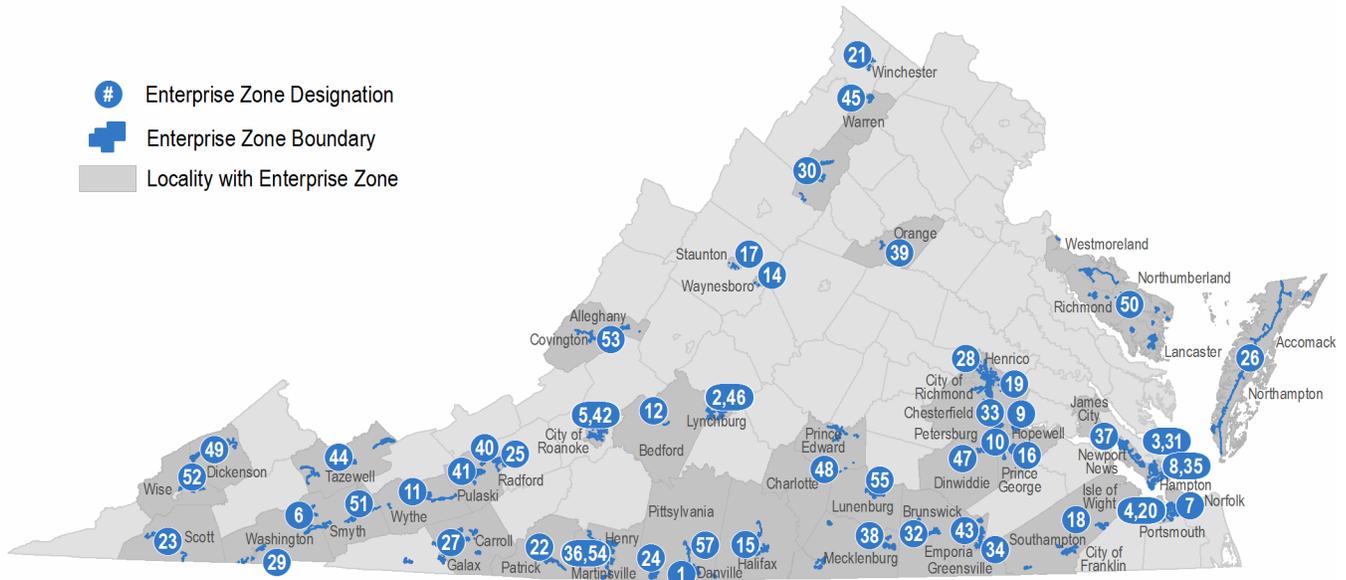
Qualified zone investors (entities and individuals) making a qualified investment in industrial, commercial or mixed-use real property located within an enterprise zone are eligible for a cash grant. The grant is equal to 20 percent of the excess above the minimum required investment up to a maximum of \$100,000 for companies investing \$5 million or less in qualified real property investments. For companies investing more than \$5 million, the maximum grant is equal to 20 percent of the excess above the minimum required investment up to a maximum of \$200,000. Total grant awards may not exceed the maximums specified above within any five-year period for a specific building or facility. Investment in rehabilitation/expansion projects must equal at least \$100,000. New construction projects must invest at least \$500,000 in qualified real property investments.

Please note: Job Creation Grants receive funding priority and Real Property Investment Grants are paid with the remaining balance. Both grants are subject to proration if demand exceeds program funding.

Virginia Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, Virginia 23219  
Phone: 804.371.7030  
Fax: 804.371.7093

<http://www.dhcd.virginia.gov>

# Enterprise Zones



Source: DHCD 2015, ESRI 2014, VEDP 2015

- |   |   |   |
|---|---|---|
| 1 Danville  | 21 Winchester                           | 40 Pulaski  |
| 2, 46 Lynchburg                                   | 22 Patrick/Stuart                       | 41 Town of Pulaski  |
| 3, 31 Newport News                                | 23 Scott                                | 43 Emporia/Greensville  |
| 4, 20 Portsmouth                                  | 24 Pittsylvania                         | 44 Tazewell   |
| 5, 42 City of Roanoke                             | 25 Pulaski/Radford                      | 45 Warren   |
| 6 Saltville/Smyth                                 | 26 Accomack/Northampton                 | 47 Dinwiddie/Petersburg   |
| 7 Norfolk   | 27 Carroll/Galax/Grayson                | 48 Charlotte/Lunenburg/<br>Prince Edward                                    |
| 8, 35 Hampton                                     | 28 City of Richmond/Henrico             | 49 Dickenson/Clintwood/Haysi  |
| 9 Hopewell  | 29 Bristol                              | 50 Lancaster/Northumberland/<br>Richmond/Westmoreland/<br>Kilmarnock/Warsaw |
| 10 Petersburg                                     | 30 Page                                 | 51 Smyth/Washington/<br>Chilhowie/Glade Spring                              |
| 11 Wythe  | 32 Brunswick/Lawrenceville              | 52 Wise   |
| 12 Bedford  | 33 Chesterfield                         | 53 Alleghany/Covington/<br>Clifton Forge                                    |
| 14 Waynesboro                                     | 34 Greenville                           | 55 Lunenburg/Kenbridge/Victoria   |
| 15 Halifax/South Boston                           | 36, 54 Martinsville/Henry               | 57 Pittsylvania/Danville  |
| 16 Prince George                                  | 37 James City                           |   |
| 17 Staunton                                       | 38 Mecklenburg/South Hill/<br>La Crosse |   |
| 18 Isle of Wight/Southampton/<br>City of Franklin | 39 Town of Orange                       |   |
| 19 City of Richmond                               |   |   |

## Foreign Trade Zones

Foreign trade zones (FTZs) allow businesses to defer paying U.S. Customs duties on imported goods held within the zones until the goods enter the United States for domestic consumption. No duties are paid if goods are re-exported. Companies also receive the benefit of not having to pay duties on broken or scrapped product. Businesses are allowed to store goods within foreign trade zones for an unlimited period of time. They are also allowed to manufacture products within zones and pay duties at the duty rate of either the foreign parts used or on the finished product, whichever is most advantageous to the company. Virginia offers six general-purpose FTZs designated by the U.S. Department of Commerce. Each of Virginia's six FTZs are Alternative Site Framework (ASF) designated which allows greater flexibility when adding new zone operations as well as expedited FTZ Board applications. Any property within the ASF designated area of a particular FTZ can obtain status as a usage driven FTZ site. All zones provide space for storage, distribution, and light assembly operations. These zones are geographically dispersed around the state and include the following:

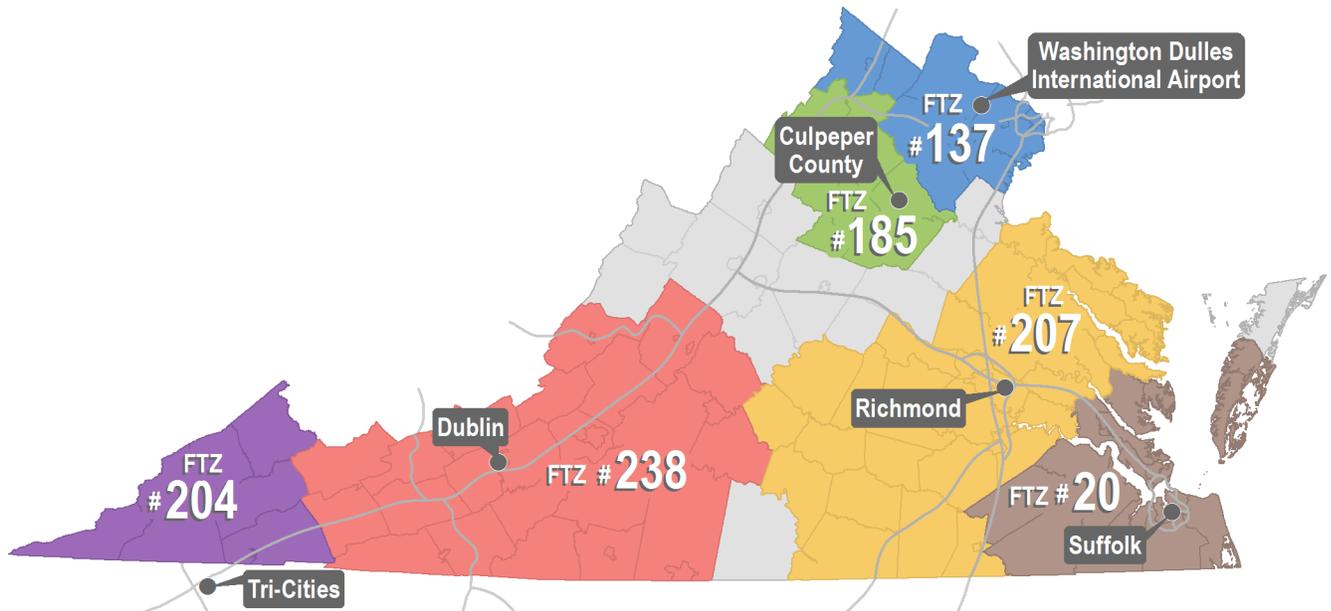
- 1. Suffolk FTZ #20.** The Virginia Port Authority administers Virginia's first foreign trade zone. FTZ #20 is the most active in the state and has a service area that includes the counties of Accomack (partial), Gloucester, Isle of Wight, James City, Mathews, Northampton, Southampton, Sussex, Surry and York, and the cities of Chesapeake, Franklin, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach, and Williamsburg. Contact: Laura Godbolt—757.683.2135
- 2. Washington Dulles FTZ #137.** Foreign trade zone #137 consists of approximately 271 acres at Washington Dulles International Airport and the following expansion sites: Victory International Warehouse near Washington Dulles; Ft. Collier Industrial Park in Winchester; a 90,000 square foot warehouse in Stonewall Industrial Park in Winchester; property adjacent to Winchester Airport; Wrights Run property - 155 acres zoned for light industrial and commercial; and Hazout expansion site west of Dulles Airport. The Grantee of FTZ #137 is Washington Dulles Foreign Trade Zone, Inc. Contact: Anita Kayser—703.572.8714
- 3. Culpeper FTZ #185.** Located in north-central Virginia, the Culpeper foreign trade zone has three sites in its general-purpose zone, including a 78 acre site located on Route 29 and Route 666, a 104 acre site located at the Culpeper County Industrial Airpark, and a 64.6 acre site in Waynesboro. The zone also contains three subzones. Contact: Carl Sachs—540.727.3410
- 4. Tri-Cities TN/VA FTZ #204.** Foreign trade zone #204 has a service area in Virginia covering the counties of Buchanan, Dickenson, Lee, Russell, Scott, Washington, and Wise and the cities of Bristol and Norton. The Grantee of FTZ #204 is the Tri-Cities Airport Authority. Contact: Mark Canty—423.367.2385
- 5. Richmond FTZ #207.** Central Virginia's FTZ #207 includes on-airport warehousing options at the Richmond International Airport and over 100 acres available for development on-airport. Additional magnet sites are located in Ashland, Prince George, and South Hill. The approved ASF service area includes the counties of Amelia, Appomattox, Brunswick, Buckingham, Caroline, Charles City, Charlotte, Chesterfield, Cumberland, Dinwiddie, Essex, Greensville, Goochland, Hanover, Henrico, King and Queen, King George, King William, Lancaster, Lunenburg, Mecklenburg, Middlesex, New Kent, Northumberland, Nottoway, Powhatan, Prince Edward, Prince George, Richmond, Westmoreland, and the independent cities of Colonial Heights, Emporia, Hopewell, Petersburg, and Richmond. Contact: Russ Peaden—804.226.8520

# Foreign Trade Zones

**6. New River Valley Airport FTZ #238.** The New River Valley Economic Development Alliance administers Virginia's newest foreign trade zone. FTZ #238's service area encompasses 22 counties and nine cities in Southern, Central, and Southwest Virginia, and includes a 35 acre general-purpose zone at the New River Valley Airport in Dublin as well as a 200,000 square foot warehouse on a 15 acre site in Pulaski. FTZ #238 is part of the Virginia TradePort (<http://www.vatradeport.com>).  
Contact: Virginia TradePort Manager—540.267.0007

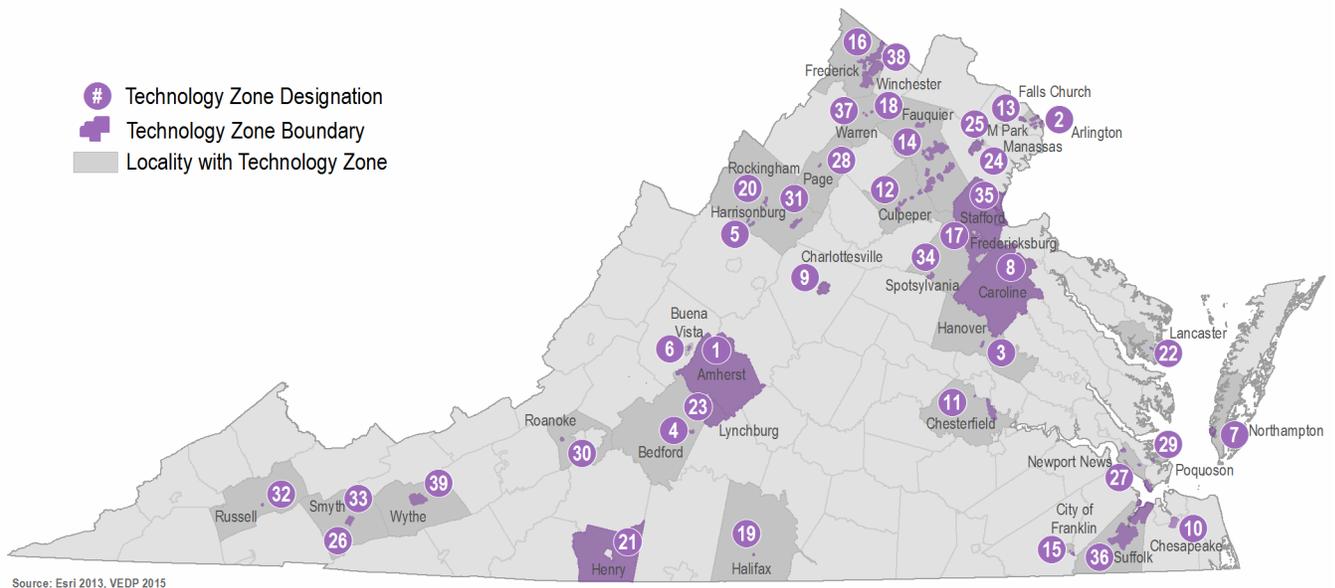
U.S. Department of Commerce  
Foreign Trade Zone Board  
1401 Constitution Avenue, NW  
Washington, District of Columbia 20230  
202.482.1346

<http://enforcement.trade.gov/ftzpage/index.html>



# Technology Zones

Virginia cities, counties, and towns have the ability to establish, by ordinance, one or more technology zones to attract growth in targeted industries. Qualified businesses locating or expanding operations in a zone may receive local permit and user fee waivers, local tax incentives, special zoning treatment, or exemption from ordinances. Once a local technology zone has been established, incentives may be provided for up to 10 years. Each locality designs and administers its own program. The establishment of a technology zone shall not preclude the area from also being designated as an enterprise zone.



Source: Esri 2013, VEDP 2015

- |                           |                           |                         |
|---------------------------|---------------------------|-------------------------|
| 1 Amherst County          | 14 Fauquier County        | 27 City of Newport News |
| 2 Arlington County        | 15 City of Franklin       | 28 Page County          |
| 3 Town of Ashland         | 16 Frederick County       | 29 City of Poquoson     |
| 4 Bedford County          | 17 City of Fredericksburg | 30 Roanoke County       |
| 5 Town of Bridgewater     | 18 Town of Front Royal    | 31 Rockingham County    |
| 6 City of Buena Vista     | 19 Halifax County         | 32 Russell County       |
| 7 Town of Cape Charles    | 20 City of Harrisonburg   | 33 Smyth County         |
| 8 Caroline County         | 21 Henry County           | 34 Spotsylvania County  |
| 9 City of Charlottesville | 22 Town of Kilmarnock     | 35 Stafford County      |
| 10 City of Chesapeake     | 23 City of Lynchburg      | 36 City of Suffolk      |
| 11 Chesterfield County    | 24 City of Manassas       | 37 Warren County        |
| 12 Town of Culpeper       | 25 City of Manassas Park  | 38 City of Winchester   |
| 13 City of Falls Church   | 26 Town of Marion         | 39 Town of Wytheville   |

## Defense Production Zones

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Virginia's cities, counties, and towns have the ability to establish, by ordinance, one or more defense production zones to attract growth in national defense-related businesses. Qualified businesses include:

- Service providers that support national defense, including, but not limited to, logistics and technical support
- Designers, developers, or producers of materials, components or equipment required to meet the needs of national defense
- Companies deemed ancillary to or in support of the aforementioned categories

Establishment of a defense production zone allows localities to create special incentives and certain regulatory flexibility for qualified businesses locating or expanding operations in a zone. These incentives may include: a reduction of user and permit fees, a reduction of any type of gross receipts tax, special zoning treatment, permit process reform, exemption from local ordinances, or other incentives adopted by ordinance.

Once a defense production zone has been established, incentives may be provided for up to 20 years. Each locality designs and administers its own program. The establishment of a defense production zone shall not preclude the area from also being designated as an enterprise zone.

Fauquier County and the City of Manassas Park are currently the only localities to have established zones. Henrico County will create individual defense production zones based around individual projects on a case-by-case basis.

A business entity that meets all four criteria listed below is eligible for a cash grant from the Port of Virginia Economic and Infrastructure Development Fund per §62.1-132.3:2 of the Code of Virginia and subject to appropriation.

1. Locates or expands a facility within the Commonwealth.
2. Creates at least 25 new, permanent full-time positions for qualified full-time employees at a facility within Virginia from commencement of the project through the first full year of operation or during the year when the expansion occurs.
3. Is involved in maritime commerce or exports or imports manufactured goods through the Port of Virginia.
4. Is engaged in one or more of the following: distribution, freight forwarding, freight handling, goods processing, manufacturing, warehousing, crossdocking, transloading, or wholesaling of goods exported and imported through the Port of Virginia; ship building and ship repair; dredging; marine construction; or offshore energy exploration and extraction.

The amount of the grant is calculated by the following formula:

- 25–49 new jobs: \$1,000 per job
- 50–74 new jobs: \$1,500 per job
- 75–99 new jobs: \$2,000 per job
- 100 + new jobs: \$3,000 per job

To receive the grant, a qualifying company must apply to the Virginia Port Authority not later than March 31st in the year immediately following the first full year of operation or expansion within Virginia. The qualifying company must also agree to maintain the jobs at the facility within Virginia and continue to move cargo through the Port of Virginia for each of the three years following the receipt of the grant by entering into a Memorandum of Understanding with the Virginia Port Authority. In the event that the company fails to maintain the job number or cargo moving through the Port of Virginia during any of those three years, it will be required to pay all or a portion of the grant back to the Virginia Port Authority.

A company that has received a grant from this fund may be eligible for a second grant if it locates or expands an additional facility in a separate location within the Commonwealth, creates at least 300 new permanent jobs, and increases cargo volumes through the Port of Virginia by at least five percent.

Please note, a company may not claim the Port of Virginia Economic and Infrastructure Development Grant and the Major Business Facility Jobs Tax Credit or the International Trade Facility Tax Credit for the same jobs.

*Virginia Port Authority*  
600 World Trade Center  
Norfolk, Virginia 23510  
757.683.2125

<http://www.portofvirginia.com>

# Recruitment & Training

## Virginia Jobs Investment Program

The Virginia Jobs Investment Program (VJIP) provides customized recruiting and training services to companies creating new jobs or experiencing technological change. As a business development incentive supporting economic development efforts throughout Virginia since 1965, the program reduces the human resource development costs of new and expanding companies throughout the Commonwealth. VJIP offers consulting services, organizational development, and funding. Funding is provided as cash reimbursements and is performance-based, meaning that no funds are disbursed to participating companies until eligible positions have been filled for at least 90 days, and capital investments have been made.

Eligibility for assistance in any of the VJIP program offerings is limited to basic sector businesses that directly or indirectly derive more than 50 percent of their revenues from out of state sources and pay at least 1.35 times the federal minimum wage (\$9.79). Only full-time Virginia jobs that qualify for benefits are eligible for funding.

## Virginia New Jobs Program

The New Jobs Program is a vital part of the Commonwealth of Virginia's economic development efforts. The program targets expansions of existing companies or new facility locations which involve competition with other states or countries. Expansions of existing companies or new company locations must create a minimum of 25 net new jobs within 12 months from the date of the first hire and make a new capital investment of at least \$1 million.

## Workforce Retraining Program

The Workforce Retraining Program provides services and funding to assist in upgrading the skills of existing workers. To be eligible for assistance a company must demonstrate it is undergoing an integration of new technology into their production processes, changing product lines in keeping with marketplace demands, or substantially changing service delivery processes requiring an assimilation of new skills and technological capabilities. Companies must have a minimum of 10 full-time employees needing to be retrained, and a new capital investment of at least \$500,000 is required as the catalyst for the project.

## Small Business New Jobs and Retraining Program

The Small Business Program supports Virginia companies that have 250 employees or less company-wide. The Small Business New Jobs Program and the Small Business Retraining Program provide services and funding to small businesses to train new workers or assist in upgrading the skills of existing workers. For the Small Business New Jobs Program, the business must create a minimum of five net new jobs and make a new capital investment of at least \$100,000. For the Small Business Retraining Program, the business must be undergoing an integration of new technology into its production process, a change of product line in keeping with market place demands, or substantial change to its service delivery process that would require assimilation of new skills and technological capabilities, with at least five employees involved and a capital investment of at least \$50,000.

*Virginia Jobs Investment Program*  
*Virginia Economic Development Partnership*  
*P.O. Box 798*  
*Richmond, Virginia 23218-0798*  
*804.371.8120*

<http://www.yesvirginia.org/AssetRich/VJIP>

# Recruitment & Training

## Virginia's Community Colleges

Virginia's community colleges are well-positioned to align education and economic development to extend workforce development courses, training, and programs into the community. The Commonwealth's 23 colleges prepare a workforce able to respond to new and expanding businesses and industries across Virginia. Colleges serve employers through open enrollment courses that allow emerging or incumbent employees to upgrade their skills. Colleges also offer customized training services that provide employers with tailored training programs that meet specific training needs at a significant value. The result is a workforce that is better prepared to quickly meet changing workplace demands, ensuring that employers are better able to provide direct benefit to their community and economy.

### Open Enrollment

These short-term courses are open to the general public and give workers and job seekers an opportunity to develop and enhance workplace skills and prepare for industry recognized certifications. Often, by taking these open enrollment courses, workers are able to take on more responsibilities in their place of work, and businesses become more productive and efficient. Open enrollment classes are delivered in the classroom at the college or offered online.

### Customized Training

Virginia's community colleges further serve employers by identifying training needs, delivering training and assessing training results. Customized training is convenient for the employer – delivered at the business or at the college on a schedule to meet the business' needs. By taking advantage of these responsive, cost-effective, and flexible programs, employers see improvement in productivity and company growth – an immediate benefit that gives them a competitive edge. Workforce development training services offer open enrollment and customized training focusing on:

- Technical skills (business applications, IT security, web programming, and marketing online)
- Business and professional development (accounting, leadership, human resources, communications, and customer service)
- Health and wellness knowledge (allied health, medical records, pharmacy, and animal health)
- Manufacturing and trades skills (occupational safety, construction, HVAC, and welding)

### Career Readiness Certificate

The Career Readiness Certificate (CRC) provides employers with a standardized measurement tool to assess workplace skills of potential candidates and current employees to match the right person to the right job, reducing turnover and increasing productivity. WorkKeys® simplifies hiring by streamlining the application process and reduces training time and increases skill levels of existing employees. The CRC, based on the ACT WorkKeys® job skills assessment system, is available at Virginia's community colleges. To date, 75,500 CRCs have been issued in Virginia. For more information about the CRC please visit [www.vccs.edu/crc/](http://www.vccs.edu/crc/).

*Virginia Community College System  
Workforce Development Services  
300 Arboretum Place, Suite 200  
Richmond, Virginia 23236  
804.819.4985*

<http://www.vccs.edu/workforce>

# Recruitment & Training

## The Workforce Innovation and Opportunity Act

The Workforce Innovation and Opportunity Act (WIOA) provides federal funding for employment and training activities to enhance productivity and competitiveness. Through statewide and local workforce investment systems, WIOA attempts to increase employment, retention, skill levels, credential attainment, and earnings. In Virginia, the WIOA is administered at the state level by the Virginia Community College System. At the local level, workforce boards appointed by local elected officials oversee the program.

Through the one-stop service delivery network established by WIOA, available employment and training services include:

For Employers:

- Assistance in finding qualified workers, including interview facilities
- Information on and referral to business start-up, retention, and expansion services
- Information and access to a variety of training-related resources to provide for a skilled workforce
- Information on labor markets, workplace accommodations, and tax credits for new hires

For Individuals:

- Job, career, and skill self-assessment tools and assessment services
- Information about and access to a variety of educational and training resources to enhance skill levels and make individuals either work-ready or provide opportunities for advancement along their career pathway
- Information about and access to other supportive services that can help guarantee success while in educational or training programs

Some of the specific training options of value to employers funded by WIOA include:

- On-the-job training (OJT), which allows the employer to be reimbursed for up to 50 percent of the participant's wage rate to compensate for employer costs during training
- Customized training, which allows up to 50 percent of an employer's training costs to be covered by WIOA funds for training designed to meet the needs of an employer or group of employers if there is a commitment to employ or retain individuals at the completion of training
- Incumbent worker training, which provides the opportunity to upgrade skills of the existing workforce

The majority of WIOA funding is passed directly to 15 local workforce investment areas for direct service delivery. In addition, WIOA funds at the state level can assist businesses with layoff aversion strategies and fund rapid-response services to workers affected by plant closings and other dislocations.

*Virginia Community College System  
Workforce Development Services  
300 Arboretum Place, Suite 200  
Richmond, Virginia 23236  
804.819.1680*

<http://www.elevatevirginia.org/>

# Infrastructure

## Economic Development Access Program

The Virginia Department of Transportation (VDOT) administers a program that assists localities in providing adequate road access to new and expanding manufacturing and processing companies, research and development facilities, distribution centers, regional service centers, corporate headquarters, government installations, and other basic employers. The program may be used to:

- Improve existing secondary highway system roads and city streets to accommodate the anticipated additional and type of traffic generated by an eligible economic development site
- Construct a new road from a publicly maintained road to the new eligible establishment's primary entrance when no road exists

Access road construction is scheduled for completion simultaneously with the start-up of plant operations. The access road is not intended to serve as a haul road during plant construction. Before VDOT can act on a particular proposal, a resolution from the local governing body requesting the allocation of access road funds must be submitted to the department through the office of VDOT's local representative. The award amount is limited by the eligible capital investment of the company and the estimated cost of the access road.

In the event there is no new or expanding eligible establishment, a locality may request funding to provide adequate road access to eligible property under the program's option to bond the project until sufficient investment is established warranting the cost for construction of the access road. Under this option, the locality must provide acceptable surety to VDOT and document eligible investment within the timeframe specified.

The maximum award for an economic development access road is \$500,000. However, the state will fund an additional \$150,000 if the estimated cost of the project justifies it and the amount is matched on a dollar-for-dollar basis from sources other than those administered by the Commonwealth Transportation Board. The total yearly allocation for the Economic Development Access Program and the Rail Industrial Access Program is \$5.5 million.

For project sites meeting the Major Employment and Investment (MEI) definition in §2.2-2260 of the Code of Virginia, a provision of the Economic Development Access Program allows a locality to receive up to the maximum \$500,000 unmatched and \$150,000 matched allocations for a design-only project. Furthermore, for these same MEI projects, the locality may receive up to a maximum allocation of \$500,000 unmatched (\$1 million over two years) and \$500,000 matched (\$3 million over two years) for an access road construction project with allocations cumulative for no more than two years. Including the matching funds from the locality, MEI sites may receive a total of \$3.8 million toward design and construction of an access road project.

*Virginia Department of Transportation  
Director of Local Assistance Division  
1401 East Broad Street  
Richmond, Virginia 23219  
804.786.2746*

<http://www.virginiadot.org/business/local-assistance.asp>

# Infrastructure

## Rail Industrial Access Program

The Rail Industrial Access Program provides funds to construct railroad tracks to new or substantially expanded industrial and commercial projects having a positive impact on economic development in Virginia.

In accordance with program guidelines, financial assistance to any one county, city or town is limited to \$450,000 in one fiscal year, and the locality may utilize the entire allocation for one project. The state program will provide a maximum of \$300,000 in unmatched funds. An additional \$150,000 is available if matched on a dollar-for-dollar basis.

Funds may be used to construct, reconstruct, or improve part or all of the necessary tracks and related facilities on public or private property. Funds may not be used for mainline switch, right-of-way acquisition, or adjustment of utilities.

Each application must be accompanied by a resolution from the local governing body requesting the allocation of the funds.

*Virginia Department of Rail and Public Transportation*  
600 East Main Street, Suite 2102  
Richmond, Virginia 23219  
804.786.4440

<http://www.drpt.virginia.gov>

## Transportation Partnership Opportunity Fund

The Virginia Department of Transportation (VDOT) administers the Transportation Partnership Opportunity Fund (TPOF) which may be used to address transportation aspects of economic development opportunities.

TPOF monies are awarded at the discretion of the Governor in the form of grants, revolving loans, or other financial assistance to an agency or political subdivision of the Commonwealth for activities associated with eligible transportation projects.

Projects that are developed with monies from the Fund do not become private property but become or remain public property following completion. The transportation improvements have to be accomplished according to VDOT standards and specifications and have to be maintained by the appropriate public entity pursuant to relevant agreements.

*Virginia Department of Transportation*  
*Transportation Financing*  
1401 East Broad Street  
Richmond, Virginia 23219  
804.371.0850

<http://www.virginiadot.org/projects/tpof.asp>

# Discretionary Incentives

## Commonwealth's Opportunity Fund

The Commonwealth's Opportunity Fund (COF) (formerly the Governor's Opportunity Fund (GOF)) is designed as a "deal closing" fund to be employed at the Governor's discretion to secure a company location or expansion in Virginia. The COF serves as a final resource for Virginia in the face of serious competition from other states or countries. The COF grant is a negotiated amount determined by the Secretary of Commerce and Trade, based on the recommendation of the Virginia Economic Development Partnership (VEDP) and subject to the approval of the Governor. A COF grant is awarded to the Virginia locality (county, city, town, or Industrial/Economic Development Authority) for the benefit of the company, with the expectation that the grant will result in a favorable decision for the Commonwealth.

Grants are made at a locality's request for a project under the following conditions:

- Minimum project capital investment, job creation, and wage requirements
- The locality participates with a matching dollar-for-dollar (cash or in-kind) financial commitment
- A performance agreement is executed between the locality and the company outlining promised job creation, capital investment, and wages
- Public announcement of the project is coordinated by the VEDP and the Governor's Office

Monies may be used for such things as public and private utility extension or capacity development on- and off-site; public and private installation, extension, or capacity development of high-speed or broadband internet access whether on- or off-site; road, rail, or other transportation access costs beyond the funding capability of existing programs; site acquisition; grading, drainage, paving, and any other activity required to prepare a site for construction; construction or build-out of publicly or privately owned buildings; or training.

Once a company decides on one potential Virginia location, the locality works with the VEDP within the guidelines of this program to seek the funds necessary to apply toward the project. The success of the COF application is based on the project's eligibility and the locality's financial support for the project, as well as the actual project requirements and availability of funds. As with all Virginia discretionary incentives, the Commonwealth's investment must make good fiscal sense for both sides, and must carry a suitable benefit for Virginia, based on a return on investment analysis prepared for every project.

For all COF projects submitting applications after December 31, 2015, the company and its directors, officers and owners may not make contributions to the Governor over \$100. This restriction runs from the date of the application through one year after the COF is paid. If any such prohibited contribution is made: the entire COF must be returned and the donor will face a civil penalty of the greater of \$500 or twice the amount of the contribution.

*Virginia Economic Development Partnership  
P.O. Box 798  
Richmond, Virginia 23218-0798  
804.545.5610*

<http://www.YesVirginia.org>

# Discretionary Incentives

## Virginia Investment Partnership Grant

The Virginia Investment Partnership Grant (VIP) is a discretionary performance incentive designed to encourage continued capital investment by Virginia companies, resulting in added capacity, modernization, increased productivity, or the creation, development, and utilization of advanced technology. The program is targeted at manufacturers or research and development services supporting manufacturing that have operated in Virginia for at least three years and are making a capital investment of at least \$25 million, while maintaining stable employment levels. Matching local financial participation is expected.

The amount of each VIP grant is determined by the Secretary of Commerce and Trade, based in part on the Virginia Economic Development Partnership's (VEDP) return on investment analysis and recommendation, and is subject to the approval of the Governor. VIP grants are paid in five equal annual installments beginning in the third year after the capital investment and job creation or retention are achieved, or in the second year if the company is locating in a fiscally distressed area of the state.

Companies are required to execute a performance agreement outlining performance expectations prior to receipt of the grant. Public announcement of the project must be coordinated with the VEDP and the Governor's Office.

*Virginia Economic Development Partnership*  
P.O. Box 798  
Richmond, Virginia 23218-0798  
804.545.5610

<http://www.YesVirginia.org>

## Major Eligible Employer Grant

The Major Eligible Employer Grant (MEE) is a discretionary performance incentive designed to encourage significant capital investment and job creation by Virginia manufacturers and other basic employers. The program is targeted at major employers that make a capital investment of at least \$100 million and create at least 1,000 new jobs (a minimum of 400 jobs, if the average pay is at least twice the locality's prevailing average wage).

The amount of each MEE grant is determined by the Secretary of Commerce and Trade, based in part on the Virginia Economic Development Partnership's (VEDP) return on investment analysis and recommendation, and is subject to the approval of the Governor. MEE grants are paid in five to seven equal annual installments beginning in the third year after the capital investment and job creation targets are met.

Companies are required to execute a performance agreement before receipt of the grant outlining performance expectations. Public announcement of the project must be coordinated with the VEDP and the Governor's Office.

*Virginia Economic Development Partnership*  
P.O. Box 798  
Richmond, Virginia 23218-0798  
804.545.5610

<http://www.YesVirginia.org>

# Discretionary Incentives

## Virginia Economic Development Incentive Grant

The Virginia Economic Development Incentive Grant (VEDIG) is a discretionary performance incentive, designed to assist and encourage companies to invest and create new employment opportunities by locating significant headquarters, administrative, or service sector operations in Virginia. Selected companies must meet the following eligibility requirements:

A company locating in a Metropolitan Statistical Area with a population of 300,000 or more in the most recent decennial Census must:

- Create 400 new full-time jobs with average salaries at least 1.5 times the local prevailing average wage; or create 300 new full-time jobs with average salaries at least twice the local prevailing average wage
- Make a capital investment of at least \$5 million or \$6,500 per job, whichever is greater

A company locating elsewhere in Virginia must:

- Create 200 new full-time jobs with average salaries at least 1.5 times the local prevailing average wage
- Make a capital investment of at least \$6,500 per job

The performance grant is determined by the Secretary of Commerce and Trade, based in part on the Virginia Economic Development Partnership's (VEDP) return on investment analysis and recommendation, and is subject to the approval of the Governor. VEDIG grants are paid in no fewer than five equal annual installments beginning in the third year after the capital investment and job creation are completed. Companies are required to execute a performance agreement before receipt of the grant outlining performance expectations. Public announcement of the project must be coordinated with the VEDP and the Governor's Office.

*Virginia Economic Development Partnership*  
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Richmond, Virginia 23218-0798  
804.545.5610

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# Discretionary Incentives

## Governor's Agriculture and Forestry Industries Development Fund

The Governor's Agriculture and Forestry Industries Development Fund (AFID) is a tool for communities within the Commonwealth to grow their agriculture and forestry industries through strategic grants made to businesses that add value to Virginia-grown agricultural and forestal products. AFID grants are made at the discretion of the Governor with the expectation that grants awarded to a political subdivision will result in a new or expanded processing/value-added facility for Virginia grown agricultural or forestal products, and with the expectation that the grant will be critical to the success of the project. The amount of an AFID grant and the terms under which it is given are determined by the Secretary of Agriculture and Forestry and subject to the approval of the Governor.

Grants are made to a political subdivision for a project under the following conditions:

- The business beneficiary is a facility that produces "value-added agricultural or forestal products"
- A minimum of 30 percent of the agricultural or forestry products to which the facility is adding value are grown within the Commonwealth of Virginia on an annual basis in normal production years
- The grant request does not exceed \$250,000 or 25 percent of qualified capital expenditures (whichever is less)
- The political subdivision applying for the grant provides a dollar-for-dollar matching financial commitment (cash or qualified in-kind)
- A performance agreement is executed between the applicant and the business beneficiary outlining the agreed upon job creation, capital investment, and purchase of Virginia grown agricultural or forestry products
- Public announcement of the project is coordinated with the Governor's Office

Grants may be used for a variety of purposes including public and private utility extension or capacity development on and off site; high-speed or broadband internet access extension or capacity development; road, rail, or other transportation access costs beyond the funding capability of existing programs; site acquisition; grading, drainage, paving, and any other activity required to prepare a site for construction; construction or build-out of publicly or privately owned buildings; or training.

*Virginia Department of Agriculture and Consumer Services*

*Stephen Versen – AFID Fund Coordinator*

*102 Governor Street*

*Richmond, Virginia 23219*

*804.786.6911*

<http://vdacs.virginia.gov/agribusiness/afid.shtml>

# Regional Assistance

## Tobacco Region Opportunity Fund

The Tobacco Region Opportunity Fund (TROF) provides performance-based monetary grants to localities in Virginia's tobacco producing regions (34 counties and six cities in Southside and Southwest Virginia as defined by the Virginia Tobacco Region Revitalization Commission) to assist in the creation of new jobs and investments, whether through new business attraction or existing business expansion. These grants are at the Commission's discretion. The TROF program is intended to support the goal of the Commission to "revitalize the economies of tobacco dependent regions and communities." This goal is measured by job creation, workforce participation rate, wealth, diversity of economy, and taxable assets.

Eligible projects must include:

- A minimum private capital investment of \$1 million within 36 months (amounts spent to acquire real estate will be counted as capital investment)
- A minimum of 10 jobs created within 36 months (the job minimum may be lowered if the jobs pay much higher than the local prevailing wage or the jobs are created in a locality with a very high unemployment rate)

A performance agreement will be required for all grants and repayment of all or part of grant funds is required if performance is not met. The Commission determines grant amounts based on local unemployment rates, prevailing wage rates, capital investment levels, industry type, and other factors chosen by the Commission. Grants are limited to three per county per fiscal year. Applications from incorporated towns count against the county limit, but independent cities do not.

*Virginia Tobacco Region Revitalization Commission*  
 701 East Franklin Street, Suite 501  
 Richmond, Virginia 23219  
 804.225.2027

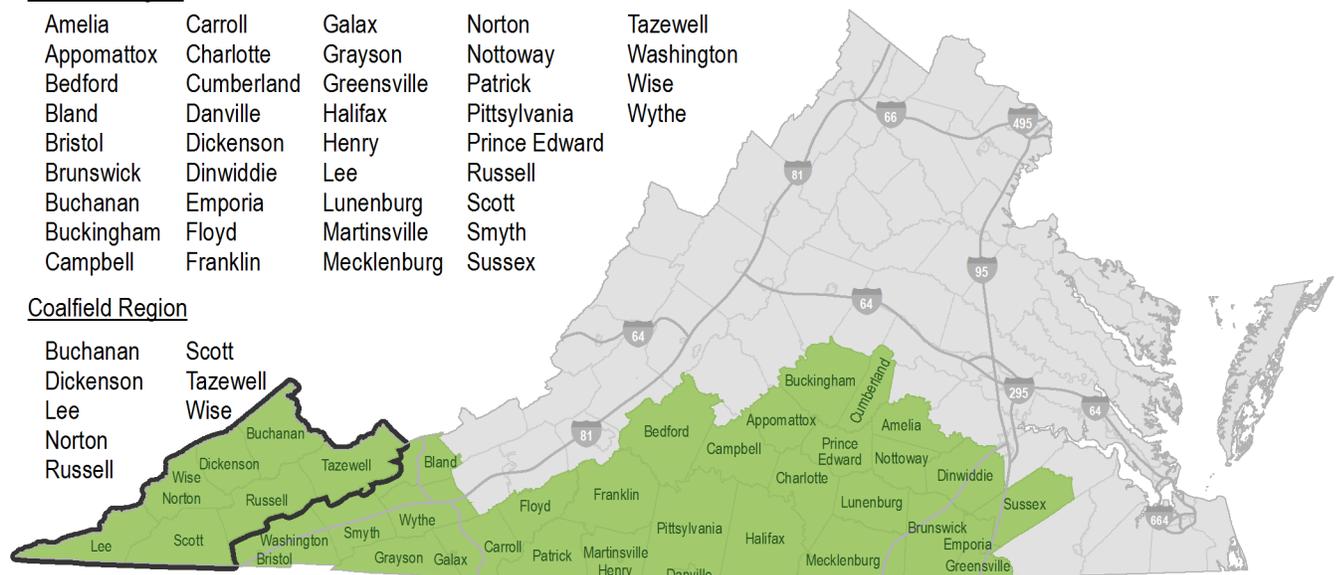
<http://www.tic.virginia.gov>

### Tobacco Region

Amelia	Carroll	Galax	Norton	Tazewell
Appomattox	Charlotte	Grayson	Nottoway	Washington
Bedford	Cumberland	Greensville	Patrick	Wise
Bland	Danville	Halifax	Pittsylvania	Wythe
Bristol	Dickenson	Henry	Prince Edward	
Brunswick	Dinwiddie	Lee	Russell	
Buchanan	Emporia	Lunenburg	Scott	
Buckingham	Floyd	Martinsville	Smyth	
Campbell	Franklin	Mecklenburg	Sussex	

### Coalfield Region

Buchanan	Scott
Dickenson	Tazewell
Lee	Wise
Norton	
Russell	



Source: ESRI 2013, TIC 2014, VACEDA 2014, VEDP 2014

■ Tobacco Region       Coalfield Region

## Regional Assistance

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### Virginia Coalfield Economic Development Authority (Virginia's e-Region)

The Virginia Coalfield Economic Development Authority (VCEDA) works to enhance the economic base of Virginia's e-Region, the seven counties and one city of far southwestern Virginia (Buchanan, Dickenson, Lee, Russell, Scott, Tazewell, and Wise counties and the City of Norton). Virginia's e-Region focuses on electronic information technology, energy, education, emerging technologies, and existing industries.

The Authority provides low-interest loans to qualified new or expanding businesses through its financing program. The loans may be used for real estate purchases, construction or expansion of buildings, and the purchase of machinery and equipment.

To be eligible for the VCEDA loans, private businesses must be basic employers that will bring new income to the area. Priority will be given to loans requiring \$10,000 - \$25,000 or less for each new full-time basic job created, depending upon wage rate. The average minimum hourly wage should equal or exceed 1.5 times the current federal minimum wage rate. Any project providing at least 15 full-time jobs within 36 months of start-up will be given priority.

Program funding is derived primarily from the local coal and gas road improvement tax and the natural gas severance tax.

VCEDA also administers other funding programs designed to encourage economic development and diversification in Virginia's e-Region, including the Coalfield Regional Opportunity Fund (CROF). Eligibility requirements vary by program.

*Virginia Coalfield Economic Development Authority*  
P.O. Box 1060  
Lebanon, Virginia 24266  
276.889.0381

<http://www.vaceda.org>

# Financial Assistance

## Virginia Small Business Financing Authority

The Virginia Small Business Financing Authority (VSBFA) provides small businesses and communities with debt financing resources for business formation and expansion. VSBFA's definition of "small" business is \$10 million or less in annual revenues over each of the last three years; a net worth of \$2 million or less; fewer than 250 employees in Virginia; or qualification as a 501(c)(3) non-profit entity.

**Industrial Development Bonds (IDBs).** The VSBFA issues tax-exempt and taxable bonds to provide businesses and 501(c)(3) corporations with access to long-term, fixed asset financing at favorable interest rates and terms. IDBs can fund land acquisition, building construction, and capital asset (equipment) purchases. Eligible borrowers include new or expanding manufacturing companies, "exempt" facilities such as solid waste disposal facilities, and 501(c)(3)s. Through IDBs, creditworthy manufacturers and 501(c)(3) corporations can borrow up to 100 percent of the cost of acquiring, constructing, and equipping a facility, including site preparation. IDBs may also facilitate tax-exempt funding for leased manufacturing facilities and equipment. All projects financed with IDBs must meet federal tax code eligibility requirements. The maximum manufacturing project size is \$20 million; 501(c)(3) corporations and exempt projects are not subject to this dollar limitation. At current interest rates, projects under \$3 million are generally not cost-effective due to the transaction costs of bond financing. Interested companies should contact the VSBFA.

**Economic Development Loan Fund (EDLF).** The Virginia EDLF offers permanent working capital, owner occupied commercial real estate, and equipment loans to fill the "gap" unmet by equity, conventional financing, and other sources (COF, Historic Tax Credits, etc.). Project eligibility is determined by guidelines set by the federal Economic Development Administration (EDA) and the VSBFA. Eligible borrowers include local Industrial or Economic Development Authorities and businesses engaged in technology, biotechnology, tourism, engine and vehicle manufacturers for the professional motor sports industry, basic industries, manufacturing, and those businesses or entities that provide for a locality's economic and "quality of life" development. Businesses that derived 15 percent or more of their revenues from defense-dependent activities and can demonstrate economic hardship related to defense downsizing may also apply. Eligible projects must provide economic benefit to the community through job creation/retention (minimum \$10.00 hourly wage) or by enhancing a locality's ability to attract private capital investment. The maximum loan amount is generally the lesser of 40 percent of the total project cost or \$500,000 unless the project is located in a city/county defined by the EDA as "economically distressed." Loans in distressed areas can be higher – potentially in excess of \$1 million depending on risk factors, the number of jobs created, and the region in which the project is located. Generally, loans have 10-year maturities with amortizations based on the life of the asset and the borrower's ability to repay. Rates are risk-based but can be below market. Loans are secured by assets and require personal guaranties. Businesses apply directly to the VSBFA.

**Loan Guaranty Program.** The Loan Guaranty Program reduces bank commercial loan risk to increase the availability of small business loans. The maximum guaranty is the lesser of 75 percent of the credit amount or \$750,000. The guaranty term is no longer than seven years. Eligible borrowers must be a VSBFA-defined small business and meet VSBFA credit standards. Loan purposes include lines of credit for accounts receivable and inventory and term loans for permanent working capital and fixed asset purchase. Businesses apply directly to the bank. Interested banks then contact the VSBFA if a guaranty is desired and the borrower creditworthy.

## Financial Assistance

**SWaM Loan Fund (SLF).** The SLF funds a maximum of \$10,000 in loans to existing Virginia small businesses. Eligibility requirements are a minimum of two years of active operation in the Commonwealth and business owners/loan guarantors' credit scores must be at least 650 each. Terms are a maximum of four years and rates are Wall Street Journal Prime plus three percent. If a business has received counseling from a Virginia Small Business Development Center, the maximum loan amount may increase to \$25,000. Interested parties should apply directly to the VSBFA.

**Virginia Capital Access Program (VCAP).** The VCAP promotes business credit by mitigating risk through a form of loan portfolio insurance for participating lenders. Businesses must meet the definition of a small business with credit approval performed by the bank. The lender notifies the borrower that the loan will be VCAP enrolled and sets the fee (two to seven percent of the enrolled amount). VSBFA matches the fee and the monies are used as special loan loss reserve accounts. Maximum enrolled amounts are \$500,000 and maximum term is 10 years. Interested parties should apply to a participating bank.

**Cash Collateral Program (CCP).** The CCP is designed to help Virginia's businesses obtain the funds to start, enhance, or expand their operations, and thereby create or maintain jobs in the Commonwealth. The VSBFA's participation helps reduce a lender's credit risk by providing cash collateral on deposit at the lender bank as support for a business purpose loan. Most typically, the CCP is used in those instances when the applicant company has demonstrated the ability to cash flow the debt, but the collateral coverage is insufficient for the lender's normal underwriting standards. It is also used for SBA 504 loans when the lending bank is funding the certified development company's loan pending the sale of a debenture. The VSBFA can provide cash collateral up to 40 percent of a loan or \$500,000, whichever is less, with a maximum relationship participation between the borrower and the VSBFA of \$500,000. The lender sets the interest rates and terms. The VSBFA's participation is for a maximum of five years on term loans. Annual lines of credit not matured may be renewed up to two times with a maximum term of three years. Interested parties should apply to a participating lender.

**Small Business Investment Grant Fund (SBIGF).** Virginia taxpayers that invest in Virginia businesses may qualify for cash grants of up to 10 percent of their investment amount. Qualified investments can be in the form of cash equity or subordinated debt. For investors to be eligible for the grant, they must invest in a business that has been certified as a qualifying small business by the Virginia Small Business Financing Authority. Investors must be certified as eligible also. Eligibility requirements are defined in the Code of Virginia, Chapter 16.1 of Title 2.2 §2.2-1616.

*Virginia Small Business Financing Authority*  
101 North 14th Street, 11th Floor  
Richmond, Virginia 23219  
804.371.8254

<http://www.vabankers.org/VSBFA>

# Financial Assistance

## Community Development Block Grants

Community Development Block Grant funds (CDBG) are available to eligible cities, counties, and towns to support local community and economic development activities. Funds may be used for off-site development such as public facilities improvements including but not limited to construction of access roads, water and sewer line extensions, and installation of fiber network for telecommunications.

Funds may also be available as loans for on-site redevelopment that supports economic development, subject to underwriting. CDBG funds are available for small business and entrepreneurship development, revitalization of a downtown and other commercial district, and projects resulting in job creation and retention. Funds are awarded to localities on a competitive basis during an annual application cycle. Funds are also awarded noncompetitively, provided certain thresholds are met. Applications for these funds may be submitted at any time from January 1 through September 30. At least 51 percent of jobs created or retained by a project using CDBG funding must be held by or made available to low and moderate-income persons. The Virginia Department of Housing and Community Development administers the non-entitlement portion of the federal CDBG program for cities and towns with populations under 50,000 and counties with populations under 200,000. The U.S. Department of Housing and Urban Development administers the CDBG entitlement program for metropolitan areas.

*Virginia Department of Housing and Community Development  
Main Street Centre  
600 East Main Street, Suite 300  
Richmond, Virginia 23219  
804.371.7061*

<http://www.dhcd.virginia.gov>

# Management & Technical Support

## Center for Innovative Technology

The Center for Innovative Technology (CIT) has been accelerating innovation, technology, and technology-based economic development opportunities and strategies for the Commonwealth of Virginia since 1984. CIT carries out its mission through four service lines: CIT Entrepreneur, CIT R&D, CIT Connect, and CIT Broadband. Through all these activities, CIT leverages public and private sector investments to develop Virginia's new innovation economy that is creating new, high-growth companies and sustainable job growth.

### **CIT Entrepreneur: Access to Capital**

Because the availability of early-stage capital is critical for many emerging technology companies, CIT offers the CIT GAP Funds and Federal Funding Assistance Program. The CIT GAP Funds make seed-stage equity investments in Virginia-based technology, green technology, and life science companies with a high growth potential. The GAP Funds are overseen by CIT and private sector experts - the Investment Advisory Board - who conduct thorough due diligence on the companies before making investments. Since its 2005 launch, CIT GAP Funds have invested in over 130 companies across Virginia, deploying more than \$16 million of public funds and attracting over \$280 million more in private funding. CIT's Federal Funding Assistance Program (FFAP) identifies and accelerates opportunities for Virginia's small technology businesses to obtain SBIR and STTR funding from 11 federal agencies. Low cost workshops, webinars, mentoring, expert consultant support, and small proposal development grants keep Virginia in the top 3 states in annual SBIR/STTR awards, with over 300 projects and more than \$110 million in awards coming to Virginia firms in 2014.

### **CIT R&D: Strategic Investments in Research Commercialization**

The CIT R&D team facilitates commercialization of research and brings together public and private sector teams to develop and deploy marketable solutions. They manage the Commonwealth Research Commercialization Fund (CRCF), which invests in research and commercialization at Virginia colleges and universities, companies, federal labs, and other research institutions in their efforts to advance technology and drive economic growth in the Commonwealth. In the four years since the program's inception in FY2012, the CRCF announced more than 180 awards for \$16.5 million. Closely aligned with the CRCF in driving economic growth are the Commonwealth Research and Technology Strategic Roadmap (Roadmap) and the Innovation and Entrepreneurship Measurement System (IEMS). The Roadmap is a strategic planning tool that identifies key industry sectors with commercial promise that are worthy of institutional focus and economic development for Virginia. The IEMS is a web-based portal that uses key metrics and outcomes to track the performance of Virginia's innovation economy.

### **CIT Connect: Finding and Assimilating Innovation**

CIT Connect works with state, federal, and corporate consumers of technology to assimilate and deliver unique and innovative value-add solutions to clients in Virginia and across the nation. As the consulting branch of CIT, CIT Connect provides various consulting services and programs tailored to meet individual client needs. In addition, CIT Connect facilitates the ongoing operation and maintenance of the Virginia Longitudinal Data System (VLDS) and the Nevada P-20 to Workforce Research Data System (NPWR). CIT Connect also provides management and support for the Department of Homeland Security's Emerge program, a business accelerator created to streamline the assimilation of new technologies for first responders nationwide. CIT Connect employs a variety of in-house experts in the technology space to deliver innovative technology solutions to customers in K-12 and higher education, health IT, security, and mobile learning.

## Management & Technical Support

### **CIT Broadband: New Infrastructure for the New Innovation Economy**

CIT Broadband is the only resource in Virginia that works comprehensively to establish broadband infrastructure, accelerating the socio-economic growth of Virginia's rural and underserved areas. CIT Broadband is an honest broker between providers and customers, a trusted resource for localities, a market analyst, and an advocate for broadband adoption and use.

*Center for Innovative Technology  
2214 Rock Hill Road, Suite 600  
Herndon, Virginia 20170  
703.689.3000*

<http://www.cit.org>

### **Virginia's Small Business Development Center Network**

The Virginia Small Business Development Center Network (SBDC) provides professional business counseling, training, and information resources to help grow and strengthen Virginia businesses. SBDC professionals assist with business planning, marketing, financial analysis, access to capital, exporting, innovation, commercialization, and business start-up issues. For established firms, emerging companies, or aspiring entrepreneurs, the SBDC is where business comes to talk business.

The SBDC Network is the most extensive business development program in Virginia, with 29 local centers across the state. The Network is a partnership between the U.S. Small Business Administration, George Mason University's Mason Enterprise Center, and local sponsors including universities, community colleges, chambers of commerce, municipalities, and economic development organizations.

*Virginia SBDC Network  
George Mason University - Mason Enterprise Center  
4031 University Drive, Suite 100  
Fairfax, Virginia 22030  
703.277.7703*

<http://www.virginiasbdc.org>

# Management & Technical Support

## International Trade

The Virginia Economic Development Partnership's (VEDP) Division of International Trade helps Virginia companies sell their manufactured goods and services to markets around the world. Recipient of the nation's highest award in export promotion with the President's E-Star Award, the International Trade Division annually serves 300+ Virginia companies. It maintains offices across the state and offers a global network of on-call consultants in over 75 countries.

Through the Virginia Leaders in Export Trade (VALET) program and its Global Network, VEDP works with all types of companies to increase their international sales into new markets. VALET is the VEDP's marquee international trade program that helps Virginia companies gain a profitable foothold in global markets. Since its inception, over 200 companies representing a wide cross-section of industry have been accepted into and graduated from the VALET program.

Through the Going Global Defense Initiative, the International Trade Division also helps Virginia's defense-related companies diversify into new international markets with assistance such as market research, export compliance and matchmaking. Virginia International Trade Alliance (VITAL), a new initiative managed by VEDP, expands the International Trade Division via formal partnerships with Virginia's public universities, industry associations and the Virginia Chamber of Commerce to serve their member companies as they expand international sales.

*Virginia Economic Development Partnership  
International Trade  
P.O. Box 798  
Richmond, Virginia 23218-0798  
804.545.5755*

<http://www.exportvirginia.org>

# CONTACT

901 East Byrd Street  
P.O. Box 798  
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OR GO TO  
**YESVIRGINIA.ORG**



# VIRGINIA'S BUSINESS INCENTIVES

Virginia Industrial Development  
Authority Institute

Jay A. Langston, Ph.D.

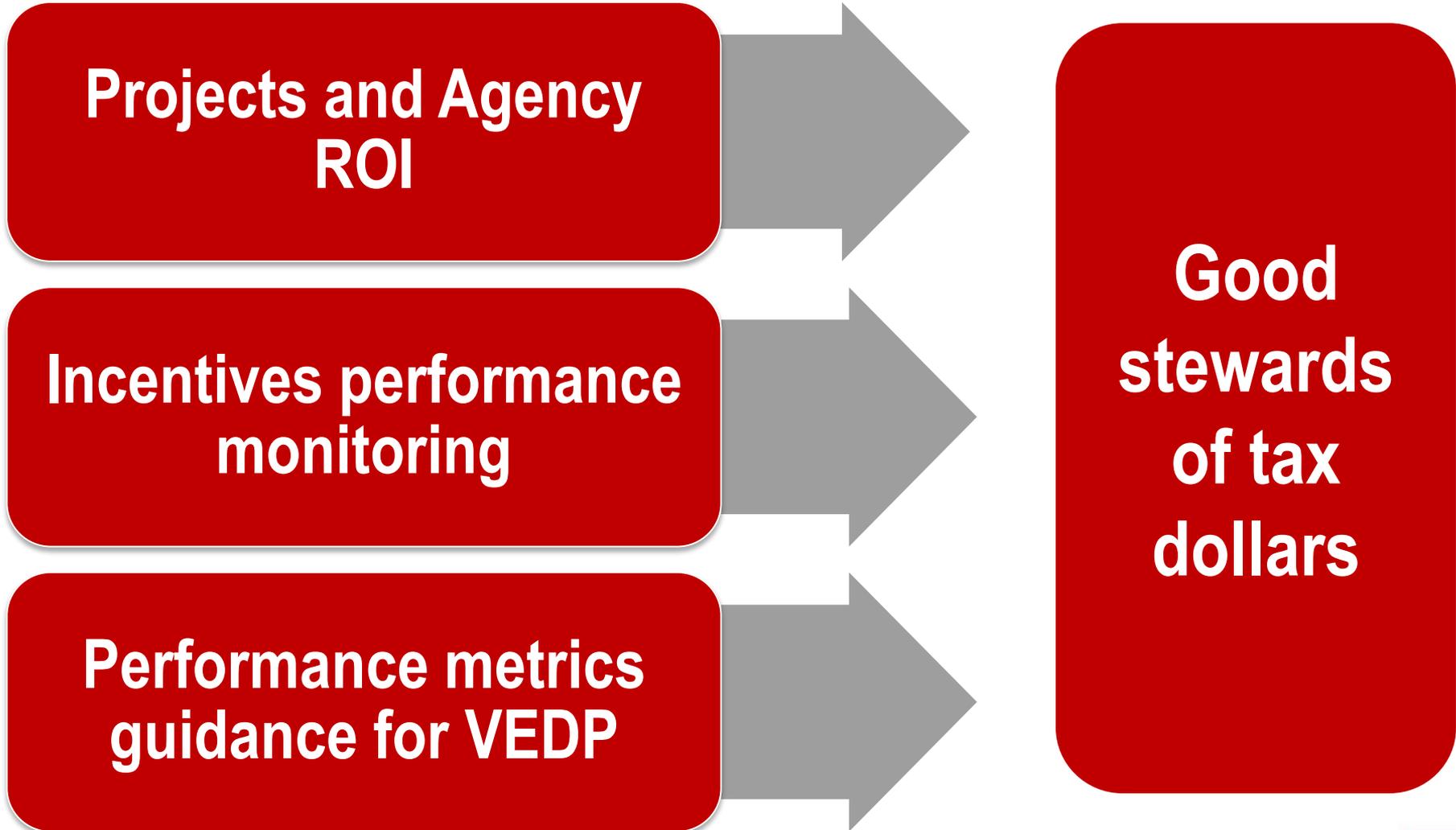
May 25, 2016

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP

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# ECONOMIC RETURN MESSAGE



## Incentives

- Statutory (cash & credits)
- Discretionary



- Enterprise Zones
  - Job Grants
  - Real Property Improvement Grant
- Major Business Facility Job Tax Credit
- Green Jobs Tax Credit
- Research and Development Tax Credit
- Recycling Equipment Tax Credit
- Day Care Facility Investment Tax Credit





# DISCRETIONARY INCENTIVES

- Virginia Jobs Investment Program (VJIP)
- Commonwealth Opportunity Fund (COF)
- Tobacco Region Opportunity Fund (TROF)
- Virginia Investment Partnership Act
  - Virginia Investment Partnership Grant (VIP)
  - Virginia Economic Development Incentive Grant (VEDIG)
  - Major Eligible Employer Grant (MEE)

# DISCRETIONARY INCENTIVES

- Agriculture and Forestry Industries Development Fund (AFID)
- VDOT Economic Access Program (Road Funds)
- VDOT Transportation Partnership Opportunity Fund (TPOF)
- Rail Access Program
- Port of Virginia Infrastructure Development Zone Grant

# LOCAL INCENTIVES PHILOSOPHY

- No amount of incentives can make a bad deal good
- Alignment/support the community's goals
- Available to existing and new companies
- Make economic sense to company and locality
- Performance based
- Performance agreements

# LOCAL INCENTIVES

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- Technology Zones
- Local Enterprise Zone incentives
- Potential tax grants
- Potential tax waivers
- State incentives matches
  - GOF
  - Rail
  - Road



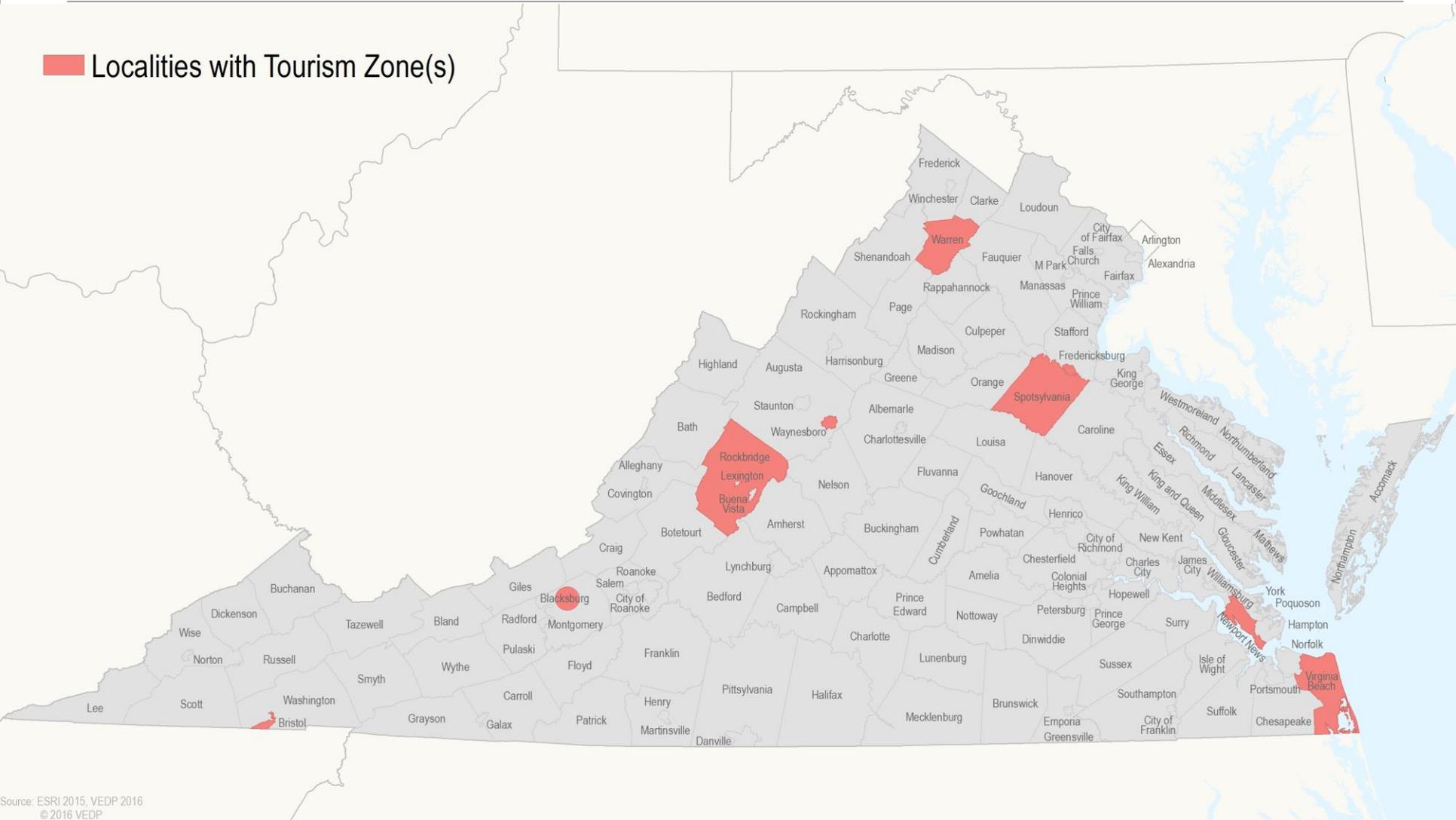
## Tourism Development

- Tourism Development Finance Program (Gap Financing)
  - Tier 1 < \$100 million
    - 30% of project costs, 1% of sales tax
  - Tier 2 ≥ \$100 million
    - 20% of project costs, 1.5% of sales tax
- Tourism Growth Fund (VTGF)
- Tourism Zones

**VIRGINIA  
IS FOR  
LOVERS®**

# TOURISM ZONES

Localities with Tourism Zone(s)



Source: ESRI 2015, VEDP 2016  
© 2016 VEDP

# RESOURCES

[www.yesvirginia.org](http://www.yesvirginia.org)

[www.virginia.org](http://www.virginia.org)

[www.vatc.org](http://www.vatc.org)

[www.exportvirginia.org](http://www.exportvirginia.org)

[www.virginiaallies.org](http://www.virginiaallies.org)



Learn more>

Business-first values



Learn more>

Easy access to world markets



Learn more>

Stable and low operating costs



Learn more>

Talented and educated workforce

# VIRGINIA'S BUSINESS INCENTIVES

Virginia Industrial Development  
Authority Institute

Liz Povar, CEcD

May 25, 2016

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP

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# INCENTIVES IN CONTEXT

- Virginia starts from a strong position
- Recognized widely for positive business climate and other economic development attributes
- Competition requires use of incentives to win and keep Virginia communities in the game
- Virginia employs a fiscally responsible approach to business incentives
  - *COF Administration in 1992*
  - *ROI model developed in 1990s for large projects*
  - *Recognized leader in ROI modeling*
- VEDP administered incentives used in about 15% of VEDP assisted projects

# STEWARDSHIP OF STATE RESOURCES

- Discretionary incentives underpinned by Return-on-Investment Analysis
- ROI model captures all state grants in addition to VEDP Administered Programs (COF, VIP, MEE, VEDIG; Special Performance Grants)
  - *VJIP, EZ, TROF, Road & Rail Funds, etc. included in costs; comprehensive view*
- Measures Benefits vs. Costs (State only; not Local)
  - *Key inputs are number of employees, wages, hiring schedule, capex, broken down by real estate*
  - *Produces estimates of project benefits (personal income tax, sales tax) for direct employees, construction related employment, and indirect employment (IMPLAN multiplier derived for VA NAICS code)*
- Payback – Strive for 2-3 years; have gone 4-8 years

# Sample Project ROI

## Assumptions



<b>1</b>	<b>Total Capital Investment of Project</b>	<b>\$13,500,000</b>
<b>2</b>	<b>Qualifying Investment</b>	<b>\$13,500,000</b>
<b>3</b>	<b>Taxable Machinery &amp; Tools / Personal Property</b>	<b>\$0</b>
	<b>Non-Taxable Machinery &amp; Tools</b>	<b>\$9,000,000</b>
<b>4</b>	<b>Qualifying Real Estate</b>	<b>\$4,500,000</b>
	Land Cost	\$900,000
	Capital Lease or Lease of New Building	\$0
	Purchase of Publicly-Owned Shell Building	\$0
<b>5</b>	<b>Construction Cost, Including Leaseholder Improvements</b>	<b>\$3,600,000</b>
	Labor - Construction Cost (45% of Building Cost)	\$1,620,000
	Materials for Construction (55 % of Building Cost)	\$1,980,000
<b>6</b>	<b>Non-Qualifying Investment</b>	<b>\$0</b>
	Purchase of Existing Building	\$0
	Non-Capital Lease or Lease of Existing Building	\$0
	Other Non-Qualifying Investment	\$0
<b>7</b>	<b>Direct Employment</b>	
	Total Number of Direct Employees	250
	Number of New Direct Employees	250
	Number of Saved Direct Employees	0
	Number of New Non-Qualifying Direct Employees	0
	Average Salary For Direct Employees (1st year)	\$50,700
<b>8</b>	<b>Indirect Employment</b>	
	Transportation Equipment Manufacturing - NAICS 336	
	Indirect Employment Multiplier - IMPLAN Model	2.025
	Total Number of Indirect Employees	256
	Number of Indirect Employees (New jobs)	256
	Number of Indirect Employees (Saved jobs)	0
<b>9</b>	<b>Average Salary For Indirect Employees (1st year)</b>	<b>\$35,632</b>
<b>10</b>	<b>Employment and Salary / Wage Parameters</b>	
	Average Annual Salary / Wage Growth Rate (ECI)	2.5%
<b>11</b>	<b>Community Data: Prince George County</b>	
	Prevailing Wage (Average of last 4 quarters - VEC QCEW)	\$46,095
	85% Wage	\$39,181
	2010 Annual Unemployment Rate	7.3%
	2009 Poverty Rate	N/A

<b>Project Begins, Fiscal Year</b>		
<b>12</b>	<b>Direct Construction Employees - Full Time Equivalent</b>	
	Dollars Paid Per Hour - Construction Employees	\$22.08
	Annual Salary / Wage Per Construction Employee	\$45,927
<b>13</b>	<b>Indirect Construction Employees - Full Time Equivalent</b>	
	Indirect Construction Employment Multiplier - IMPLAN Model	1.523
	Construct new nonresidential manufacturing structures	
	Annual Salary Per Indirect Construction Worker	\$35,713
<b>14</b>	<b>Taxes</b>	
	Virginia State Sales Tax	4%
<b>15</b>	<b>In-Migrant Costs</b>	
	Number of In-Migrants	0
	Average Cost Per In-migrant	\$1,124
	Average State Cost Growth Rate (CPI)	2.2%
<b>16</b>	<b>Discount Rate, 20 Year Treasury Bonds</b>	
	Yield, 1st Business Day of Current Qtr, 7/1/2011	4.12%
<b>17</b>	<b>State Grants &amp; Credits (Allocations Are Analyzed As End Of Year Expenditures)</b>	
	Governor's Opportunity Fund	\$500,000
	Virginia Jobs Investment Program	\$200,000
	<b>Total State Grants</b>	<b>\$700,000</b>
<b>18</b>	<b>Positive Cash Flow Attained</b>	
	Discounted	Fiscal Year 2013
		Years into Project 2nd year, 2nd qtr.
	Undiscounted	Fiscal Year 2013
		Years into Project 2nd year, 2nd qtr.

## Sample Project ROI State Benefits - Costs Analysis Summary



	5 Year Total		10 Year Total		15 Year Total		Virginia BEST STATE FOR BUSINESS	
	Cumulative Total	Net Present Value *	Cumulative Total	Net Present Value *	Cumulative Total	Net Present Value *	Cumulative Total	Net Present Value *
<b>A STATE BENEFITS (Income &amp; Sales Tax)</b>								
Income & Sales Tax Collected - Direct Workers	\$2,628,614	\$2,274,429	\$6,681,909	\$5,207,801	\$11,227,335	\$7,897,632	\$16,545,581	\$10,465,609
Income & Sales Tax Collected - Indirect Workers	\$1,728,013	\$1,494,071	\$4,466,557	\$3,475,956	\$7,665,234	\$5,366,361	\$11,412,593	\$7,177,462
Construction Materials	\$79,200	\$76,066	\$79,200	\$76,066	\$79,200	\$76,066	\$79,200	\$76,066
Direct Construction Employment	\$83,318	\$80,021	\$83,318	\$80,021	\$83,318	\$80,021	\$83,318	\$80,021
Indirect Construction Employment	\$32,593	\$31,303	\$32,593	\$31,303	\$32,593	\$31,303	\$32,593	\$31,303
<b>TOTAL BENEFITS (Income &amp; Sales Tax)</b>	<b>\$4,551,738</b>	<b>\$3,955,891</b>	<b>\$11,343,577</b>	<b>\$8,871,147</b>	<b>\$19,087,680</b>	<b>\$13,451,383</b>	<b>\$28,153,284</b>	<b>\$17,830,462</b>
<b>B STATE COSTS</b>								
<b>Grants</b>								
Governor's Opportunity Fund	\$500,000	\$480,215	\$500,000	\$480,215	\$500,000	\$480,215	\$500,000	\$480,215
Virginia Jobs Investment Program	\$200,000	\$186,066	\$200,000	\$186,066	\$200,000	\$186,066	\$200,000	\$186,066
<b>Total Grants</b>	<b>\$700,000</b>	<b>\$666,281</b>	<b>\$700,000</b>	<b>\$666,281</b>	<b>\$700,000</b>	<b>\$666,281</b>	<b>\$700,000</b>	<b>\$666,281</b>
<b>TOTAL STATE COSTS</b>	<b>\$700,000</b>	<b>\$666,281</b>	<b>\$700,000</b>	<b>\$666,281</b>	<b>\$700,000</b>	<b>\$666,281</b>	<b>\$700,000</b>	<b>\$666,281</b>
<b>NET BENEFIT TO VIRGINIA</b>	<b>\$3,851,738</b>	<b>\$3,289,610</b>	<b>\$10,643,577</b>	<b>\$8,204,866</b>	<b>\$18,387,680</b>	<b>\$12,785,103</b>	<b>\$27,453,284</b>	<b>\$17,164,181</b>
* Discount Rate = 4.12%								
<b>C Average Annual Return on Investment</b>		<b>43%</b>		<b>30%</b>		<b>22%</b>		<b>18%</b>
<i>Benchmark</i>				<b>19%</b>				<b>13%</b>
<b>D Cumulative Benefit-to-Cost Ratio</b>		<b>5.9</b>		<b>13.3</b>		<b>20.2</b>		<b>26.8</b>
<i>Benchmark</i>				<b>5.8</b>				<b>10.8</b>

	Project Analysis		Positive Cash Flow Attained		
	Project	Benchmark †	Discounted	Project ††	Benchmark
Direct New Employment	250	250	Fiscal Year	2013	
GOF (NPV) per New Job	\$1,921	\$1,654	Years into Projec	2nd year, 2nd qtr.	2.2
State Grants (NPV) per New Job	\$2,665	\$5,645			
Direct Investment	\$13.5 (Mill.)	\$13.5 (Mill.)	<b>Undiscounted</b>		
Company Investment per \$GOF (NPV)	\$28	\$139	Fiscal Year	2013	
Company Investment per State Grants (NPV)	\$20	\$35	Years into Projec	2nd year, 2nd qtr.	2.1

† Averages based on announced ROIs with GOF and/or VIP FY00 - FY10, except for Direct Investment which is the median. GOF (NPV) per New Job is based on projects that were awarded GOF.

†† Projects are assumed to take at least one year to achieve positive cash flow and are rounded to the nearest quarter.

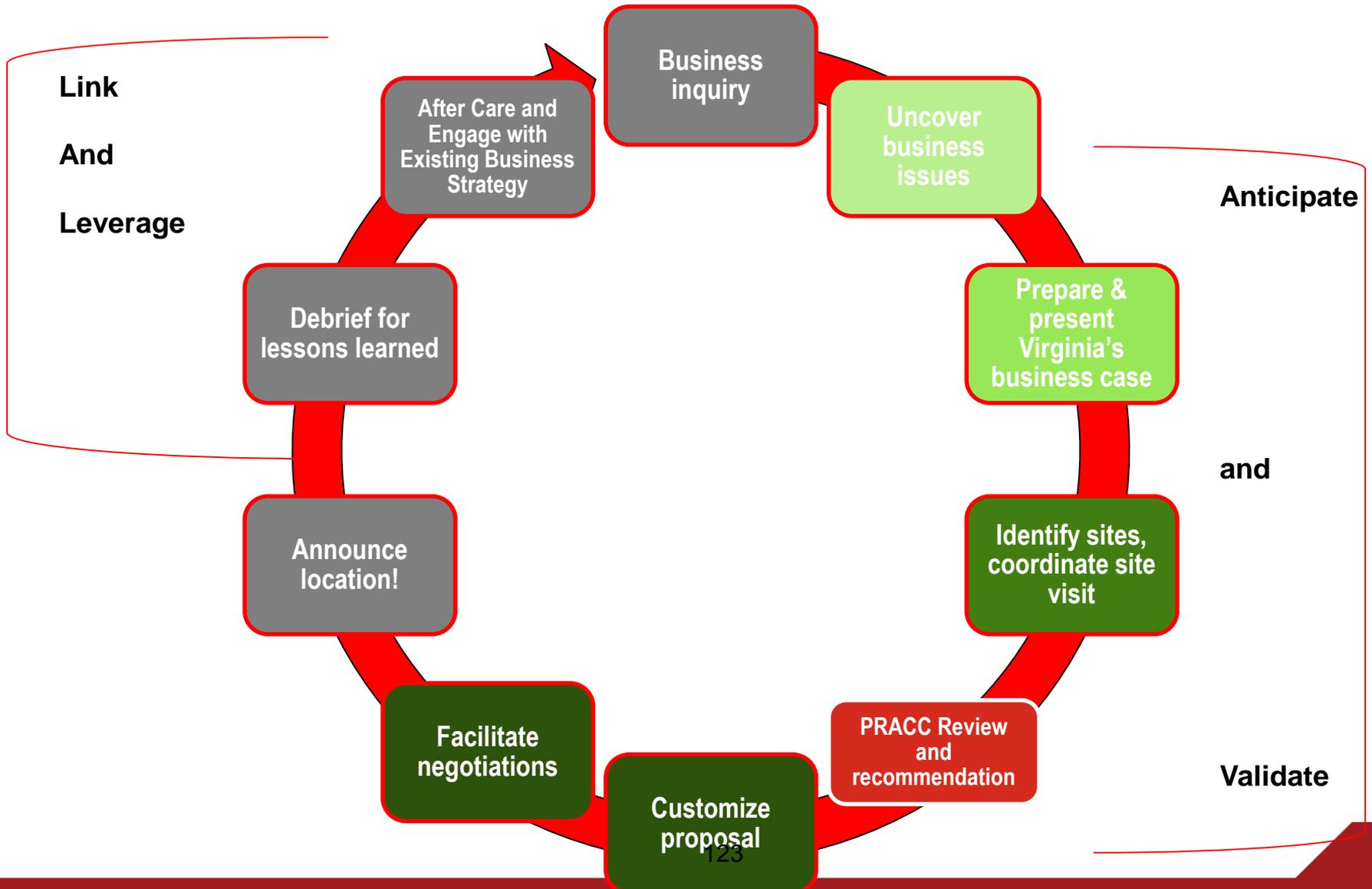
	Performance Grants				
	Payout Starts	Annual Payout	Payout Years	Total Payout	Payout Ends
Governor's Opportunity Fund	2012	\$500,000	1	\$500,000	2012
Virginia Jobs Investment Program	2012	N/A	3	\$200,000	2014

# THE COMPETITIVE ENVIRONMENT

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- The statewide incentive portfolio is performing reasonably well.
- Some projects in the portfolio, if they continue on track, will provide substantially higher than average returns, boosting the overall portfolio return. Others will produce average or just under average returns.
- Virginia needs to stay abreast of the competitive reality around us. Other states are being supremely aggressive, often to overcome deficiencies in their state.

# FROM INQUIRY TO DECISION....



- **Managers & Local Economic Development Partners:**
  - *Who are our partners and stakeholders?*
  - *Do we understand all parties' strategic goals?*
  - *What is our competitive position?*
  - *What is the timeframe for decisions to be made?*
  - *What tools do we have to support the transaction?*
  - *What is needed to secure the opportunity for Virginia?*
  - *If discretionary tools are anticipated, company must be vetted financially and organizationally by VEDP*
  - *Locality should also independently vet the client*

# INCENTIVES: STEWARDSHIP AS AN INVESTOR

- **Guiding Principles for VEDP-Administered Incentives**
  - *Align with strategic sectors*
  - *Impactful*
  - *Maximize community wealth*
  - *Align with local/state strategy*
  - *Diversify the jobs base in regard to skill sets*
  - *Solve a specific need (versus a by-right expectation)*
  - *Use as a real competitive advantage*
  - *Leverage other state/federal/other resources*
  - *Advance quality of life*

- **Required information from the Entity Signing the Performance Agreement:**
  - *Public companies: 10K filings*
  - *Privately-held companies: 3 years of one of the below CPA-prepared financial statements:*
    - *Audited Financial Statements*
    - *Reviewed Financial Statements*
    - *Compiled Financial Statements*
    - *If none of these are available, 3 years of Management Prepared Financial Statements OR Tax Returns*
  - *New or Acquired Company:*
    - *Review existing business owner/parent company backing the new opportunity*
    - *Analyze projections, opening balance sheet, business plan of new entity*
    - *Understand total project cost and how it will be financed*

# INCENTIVES: STEWARDSHIP AS AN INVESTOR

- **Management Evaluation:**

- *Does this build on existing assets, particularly if those assets involved public funds?*
- *Is there benefit to other Virginia assets (i.e. ports, universities, etc.)*
- *What is the economic health of the locality/region?*
- *How engaged is the locality?*
- *How engaged is regional leadership?*
- *View of other partners supporting the deal?*
- *Is this a transformative opportunity/breaking new ground?*
- *Does this leave an improved asset in the community?*
- *How will this company's location directly impact future opportunities for Virginia?*
  - *Supply chain?*
  - *Other company divisions?*
  - *Open doors with other companies?*
- *How will we manage the opportunity going forward?*
- *What are the potential negative outcomes of the opportunity and what is the plan for dealing with those?*

# INCENTIVES: STEWARDSHIP AS AN INVESTOR

- **PRACC may recommend:**
  - *Milestones/Conditions for release of COF funds*
  - *Examples of Milestones/Conditions:*
    - *Standby Letter of Credit*
    - *½ of Grant when Certificate of Occupancy is issued*
    - *½ of Grant when XX number of jobs are filled*
    - *Grant paid on a per job basis as employees ramp up*
    - *Grant paid once construction starts*
    - *Grant timed to payout of local incentives*
    - *Etc.*

# INCENTIVES: STEWARDSHIP AS AN INVESTOR

- **Commonwealth Approval Steps for Discretionary Incentives**
  - *Locality/VEDP manager & team prepare recommendation to PRACC*
  - *PRACC review and recommendation to Secretary of Commerce*
  - *Secretary of Commerce review/pre-approval with Governor's review/pre-approval at certain \$\$ levels*
  - *MEI Commission review if needed*
  - *Offer made/negotiations occur.*
  - *Final applications submitted.*
  - *Final approvals received from Governor.*
  - *Performance agreements signed.*
  - *Progress against metrics measured.*

- **VEDP**

- *Consistent steward of state resources*
- *Catalyst for change*
- *Strong partner for regional and local goals*
- *Facilitating research-based asset development*
- *Building on existing investments*
- *Ensuring after-announcement relationship leveraging*
- *Risk/Reward*

- **Regions and Localities**

- *Bring ideas and opportunities to the table*
- *Content or Hungry?*
- *Best horse & buggy or the next computer mouse?*

# MAINTAINING A RESPONSIBLE POSTURE IN THE FACE OF INTENSE COMPETITION

- *Can we be prepared to responsibly pursue opportunities that can be catalytic or transformational to help communities & regions realize their strategic goals?*
- *Is there a case for additional tools, especially for emerging technologies or preserving existing companies, that our traditional incentives do not adequately address?*
- *Are there financing tools that Virginia should consider adding to our toolkit?*
- *What is appropriate, defensible, and impactful for Virginia?*

# RESOURCES

[www.yesvirginia.org](http://www.yesvirginia.org)

[www.virginia.org](http://www.virginia.org)

[www.vatc.org](http://www.vatc.org)

[www.exportvirginia.org](http://www.exportvirginia.org)

[www.virginiaallies.org](http://www.virginiaallies.org)



Learn more>

Business-first values



Learn more>

Easy access to world markets



Learn more>

Stable and low operating costs



Learn more>

Talented and educated workforce



[YESVIRGINIA.ORG](http://YESVIRGINIA.ORG)

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