

The seal is circular with the text "COMMISSION TOBACCO REGION REVITALIZATION" around the perimeter. In the center is a map of Virginia, with the western part shaded in blue and the eastern part in orange.

**Virginia Tobacco Region
Revitalization Commission**

Fall 2021 Commission Meetings

**Peaks of Otter Lodge
Calvin Rice Room
85554 Blue Ridge Parkway
Bedford, VA**

September 21-22, 2021



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Fall 2021 Commission Meetings
Peaks of Otter Lodge
Bedford, VA
September 21-22, 2021**

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ITINERARY

Virginia Tobacco Region Revitalization Commission
Fall Full Commission Meeting
Peaks of Otter Lodge
Bedford, VA
September 21 - 22, 2021



TUESDAY, SEPTEMBER 21, 2021 – Peaks of Otter Lodge

2:00 – 3:30 PM EDUCATION Committee Meeting

HOTEL CHECK-IN – 3:00 PM

Peaks of Otter Lodge, 85554 Blue Ridge Parkway, Bedford

3:30 – 3:45 BREAK

3:45 – 5:15 PM SOUTHERN VIRGINIA Committee Meeting

6:30 – 8:30 PM Dinner Buffet

TUESDAY, SEPTEMBER 22, 2021 – Peaks of Otter Lodge

9:30 - 11:00 AM INCENTIVES and LOANS Committee Meeting

11:00 – 11:15 BREAK

11:15 – 12:15 PM SOUTHWEST VIRGINIA Committee Meeting

12:15 – 1:00 PM BOXED LUNCH

1:15 – 2:15 PM FULL COMMISSION Meeting

2:15 PM DEPART FOR HOME

IMPORTANT REQUIREMENTS OF THE VENUE

- MASKS OR OTHER FACE COVERINGS ARE REQUIRED TO BE WORN INSIDE ALL INDOOR AND PUBLIC SPACES AT PEAKS OF OTTER LODGE, REGARDLESS OF VACCINATION STATUS.
- *Guests will not be permitted to enter if they are sick or if they have come into contact with someone who is sick during the last 14 days.*
- *Staff will not enter guest rooms for cleaning service during the guest's stay. Instructions will be given at check-in on how to get additional linens, if needed.*
- *You may experience limited cell phone reception as you get closer to and at the Lodge.*

*** **SAFE TRAVEL HOME** ***

Directions to Peaks of Otter Lodge

Peaks of Otter Lodge is located at 85554 Blue Ridge Parkway, Bedford, VA. It is at Milepost 86, north of Roanoke on the Blue Ridge Parkway. Please find directions from the region's highways below.

From I-81 South

Take I-81 South to Exit 167 (Buchanan Exit) or Exit 168 (Arcadia Exit).
Follow route 11 South into the Town of Buchanan.
Pick up Route 43 South to the Blue Ridge Parkway.
Turn left (North) on the Parkway.
The Lodge is located at Milepost 86 on the right.

From I-81 North

Take I-81 North to Exit 162 (Buchanan Exit).
Follow Route 11 North into the town of Buchanan.
Pick up Route 43 South to the Blue Ridge Parkway.
Turn left (North) on the Parkway.
The Lodge is located at Milepost 86 on the right.

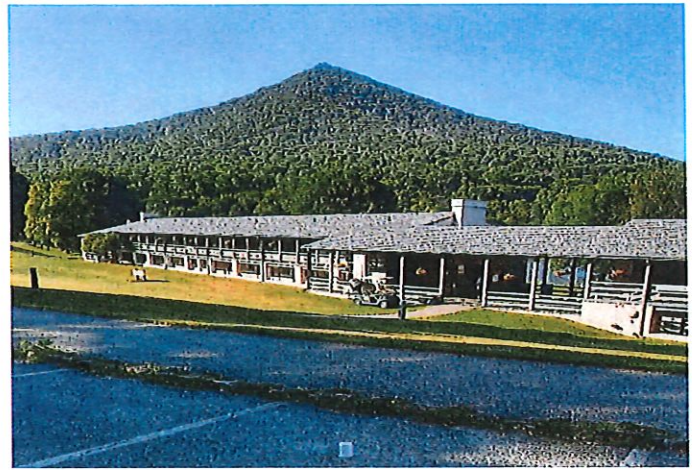
From 460 West

Take 460 West to the first Bedford Exit (460 Business).
Pick up Route 43 North (Peaks Street) to the Blue Ridge Parkway.
The Lodge is located 500 yards on the right.

From 460 East

Take 460 East to the first Bedford Exit (460 Business).
Pick up Route 43 North (Peaks Street) to the Blue Ridge Parkway.
The Lodge is located 500 yards on the right.

PEAKS OF OTTER LODGE



Peaks of Otter has drawn settlers and travelers to the region for more than 8,000 years. The community whose vestiges remain to be explored today had its beginning in 1766 when Thomas Wood arrived from Pennsylvania. The wife of one of Wood's descendants would open her home as the area's first lodging for travelers in 1834. By the late 1800s, Peaks of Otter would be home to some 20 families, a school, a church and a resort hotel. Thomas Jefferson is just one of many luminaries who have visited Peaks of Otter over the years and felt compelled to record the magnificence of the experience.

The Peaks of Otter are three exceptional mountain peaks situated close together in the Blue Ridge Mountains overlooking the town of Bedford, Virginia. They include Sharp Top, with an altitude of 3,875 feet (1,181 m); Flat Top, with an altitude of 4,004 feet (1,220 m); and Harkening Hill, with an altitude of 3,375 feet (1,029 m). Abbott Lake lies at their feet. The National Park Service preserves the peaks and lake as part of the Blue Ridge Parkway in the Jefferson National Forest.

Several trails offer hikers the opportunity to explore the peaks and surrounding countryside on foot. The least challenging is a one-mile loop around picturesque Abbott Lake. More demanding is the one and one-half mile course to the summit of Sharp Top. Make the climb and be rewarded with a 360°-view of the peak and its surroundings.

In the mid-1900s, the location was selected for special attention as the National Park Service developed recreation and service areas along the Blue Ridge Parkway. Abbott Lake was constructed and Peaks of Otter Lodge opened in 1964. Today, the property includes 63 rooms all with views of scenic Abbott Lake and majestic Sharp Top Mountain. While some things have changed over the years, the appeal of the region's Blue Ridge Mountains is still as timeless and captivating as ever.

EDUCATION COMMITTEE



AGENDA

EDUCATION COMMITTEE

Peaks of Otter Lodge

85554 Blue Ridge Parkway, Bedford, VA

Tuesday, September 21, 2021

2:00 P.M.

In accordance with §2.2-3708.2.D.2 of the Code of Virginia, the public may witness this meeting electronically via a computer, phone or other electronic device by following the below link:

<https://virginiatobaccocommission.my.webex.com/virginiatobaccocommission.my/j.php?MTID=m4d406acea73aed98454a83a113c6e4bf>

Only audio and the chat box feature will be utilized for the electronic meeting no video will be available. The meeting may be accessed via telephone by dialing: 1-408-418-9388 (toll) and utilize the access code: 132 663 7916 and password: 84875737.

If you experience problems calling in, please call Mr. David Bringman at 804-894-9659 or email at: dbringman@revitalizeva.org

Welcome and Call to Order	<i>Mrs. Rebecca “Becky” Coleman, Chair</i>
Call of the Roll	<i>Evan Feinman, Executive Director</i>
Approval of the <u>5/27 & 7/16/21</u> Minutes	<i>(published on website)</i>
Public Comments	
FY22 Competitive Edu. Applications	<i>Sara Williams, Southwest Regional Director</i>
Extensions and Modifications	<i>Sarah Capps, Southern Regional Director</i>
FY22 TAP Awards	<i>Stephanie Kim, Finance Director</i>
Other Business	<i>Evan Feinman, Executive Director</i>
Public Comments	
Adjournment	

FY22 Competitive Education

Pending Applications

September 21, 2021

The Commission received 11 applications by the July 13, 2021 deadline for the FY22 Competitive Education Program. The applications are grouped below by focus area. The Education Committee will act on these applications at its meeting scheduled for September 21, 2021 at 2:00 p.m.

Req #	Organization	Project Title	Request Amount	Staff Rec.
Advanced Manufacturing Workforce Training				
3898	Floyd County EDA	New Adult Welding, Fabrication and Machining program at Floyd CCDC	\$162,106	\$162,106
3900	Virginia Technical Institute	Workforce Pipeline Advanced Manufacturing and Skilled Labor	\$60,000	\$60,000
3910	Wytheville Community College	Wytheville Community College Center for Automation and Robotics Education	\$466,829	\$466,829
Work Study / Earn and Learn				
3907	Institute for Advanced Learning and Research	ExperienceWorks - Apprenticeships	\$651,348	\$64,800
Nursing, and Healthcare Careers				
3901	Emory & Henry College	Improving Rural Healthcare through Nursing Education	\$207,195	\$207,195
3905	Ferrum College	Ferrum College Division of Nursing Educational Space Expansion	\$133,188	\$133,188
3899	Patrick Henry Community College Foundation	Increasing Healthcare Training Capacity to Meet Employer Demand	\$210,294	\$210,294
3902	Southern Virginia Higher Education Center	Center of Nursing Excellence: Equipment and Technology Refresh	\$152,704	\$152,704
3909	Southside Virginia Community College Foundation	Expanding Nursing Education in Southside Virginia	\$398,350	\$398,350
Four Year Degree Programs				
3906	Averett University	Growing Workforce Talent Through Expanded Market Responsive Education	\$120,000	\$120,000
Other				
3908	CODEVA INC.	Strengthening the Computer Science Education Pipeline	\$250,112 \$166,612 <i>(reduced by applicant)</i>	\$166,612
TOTAL:			\$ 2,728,626	\$2,142,078

Advanced Manufacturing Workforce Training

Floyd County EDA

New Adult Welding, Fabrication and Machining program at Floyd CCDC (#3898) \$162,106 Requested

Project Summary: Commission funds will be used to purchase equipment (\$145,030) for a new Metal Working Lab and a new Welding, Fabrication, and Machining Program under development with Floyd County Public Schools (FCPS). This program will be located within a dedicated space at FCPS's Collaboration and Career Development Center. This facility, currently under construction, will increase the space allocated for the existing welding program and will provide additional space to add fabrication and machining equipment necessary to create the new program. This project result in a new adult focused evening program as well as improved facilities for high school students. Commission funds are also requested to support an instructor for the evening program for three years (\$17,076). FCPS staff will deliver the training and will provide an increasing level of match over the three year grant period. By year 3, FCPS will be paying 75% of the position and intends to assume 100% responsibility when the grant ends.

Matching Funds: Matching funds include \$498,498 FCPS will use for the construction of the Metal-Working Lab space. This amount represents a portion of construction which will occur post-award and is based only on the square footage of the Lab (14%). For a three year period, FCPS will also provide \$13,528 for the evening program instructor and an in-kind contribution of \$59,171 for the high school instructor.

Project Outputs: The programs housed in the Metal-Working Lab will result in the following outputs:

- 30 new adult graduates annually (2 cohorts of 15 students)
- 25 high school graduates (existing)

Staff Comments: The funding requested in this proposal will establish a Metal Working Lab at FCPS, create a new evening adult program in welding, fabrication and machining, and provide additional learning and certification opportunities for high school students in the existing welding program. These programs will result in a nationally recognized credentials and qualify graduates for employment opportunities immediately available in their community. The addition of a night program focused on adult learners provides the opportunity to leverage the space and equipment to train others in the community that may be interested in pursuing new career opportunities with manufacturers that are stated to be among the highest wages in the Floyd area. The night program will recruit participants from Floyd, Carroll, and Patrick counties. Program graduates will receive AWS welding certifications along with a National Industry Certification for fabrication.

In recent years, the demand for AWS certified welders has far exceeded the supply produced through the FCPS daytime program. There is also demand for welders that are trained in fabrication and machining. New River Community College, which serves Floyd County, and Virginia Western Community College both offer Intro to Welding programs, however, neither program is customized to meet the needs of Floyd's emerging Welding and Metal Working Cluster. These businesses, such as Crenshaw Lighting, Thomas Industrial Fabrication, and Floyd Custom Machine Design, require the fabrication and machining skills which will be provided as a result of the new program. The application documented at least 62 openings among local manufacturers with demand continuing to grow. Starting wages for these types of positions range from \$14-18/hour and increase to \$19+/hour for experienced workers.

Financial Viability Assessment: This project represents a creative approach to address a workforce development gap by maximizing the use of a K-12 facility that is currently under construction. Co-locating an adult program at FCPS's facility will reduce overhead expenses and cause the program to be more sustainable. The budget reflects declining Commission support over the three year grant period and there is excess match.

Staff Recommendation: Staff recommends awarding a grant of \$162,106.

Virginia Technical Institute
Workforce Pipeline Advanced Manufacturing and Skilled Labor (#3900)
\$60,000 Requested

Project Summary: Virginia Technical Institute is requesting grant funds to pay for 50% of the costs of a new instructor to launch a new entry level advanced manufacturing and skilled labor training program. The classes will be 40 hours per week for three weeks and will have classroom instruction, hands-on lab experience, and computer learning at VTI's facility in Altavista. The training will provide knowledge and skills for obtaining three nationally recognized credentials: OSHA 10, NCCER Core, and Skills USA Career Essentials. At the end of each class, local employers will have the opportunity to interview and hire students. This program is intended to address the current demand for entry level employees within many local industries. Eight to 10 cohorts will run each year depending on enrollment interests with a minimum of five students and a maximum of 20 students per cohort.

Matching Funds: VTI is committing matching funds of \$60,000 to support 50% of new instructor costs.

Project Outputs: Launch of new three-week entry level advanced manufacturing and skilled labor training program. Enrollment is projected to be 60 students, annually completing all three certifications:

- OSHA 10 – 60 certifications annually
- NCCER Core – 60 certifications annually
- SkillsUSA Career Essentials – 60 certifications annually

Staff Comments: VTI has a strong track record for workforce training to meet the needs of area industry. Located in Altavista in southern Campbell County, VTI provides industrial and construction trades training programs to residents in a four county service area including Campbell, Pittsylvania, Bedford and Appomattox. This new entry level advanced manufacturing and skilled labor training program takes advantage of lab space and equipment already available at VTI. Instructor qualifications have been developed for the new position. Program completers are provided the opportunity to meet with employers to get placed into entry level job openings with average wages of \$12-18 hour with benefits. Employer letters were provided from Goodyear, Moore's Electrical & Mechanical, and Daniel Buildings. In addition to these letters, VTI indicated they have been in contact with several other companies regarding the new program for filling existing and projected jobs. A list of companies in the area with entry level manufacturing job openings was in the application to further demonstrate demand.

Financial Viability Assessment: VTI has an established record of partnering with regional employers to provide a variety of training programs. This project represents a creative way to make better use of its excess space by adding new programs that will both generate revenue and meet employer demand in the area.

Staff Recommendation: Staff recommends awarding a grant of \$60,000 for 50% of new faculty expenses associated with VTI's new entry level advanced manufacturing and skilled labor training program.

Wytheville Community College
WCC Center for Automation and Robotics Education (#3910)
\$466,829 Requested

Project Summary: This project will result in the establishment of the WCC Center for Automation and Robotics Education (CARE) Lab. Two adjoining lab spaces will be renovated to house the newly established automation and robotics programs where three new programs will be offered at two levels—fundamental and advanced. These programs will allow WCC to offer stackable credentials that meet workforce demands of current as well as newly announced manufacturers. Commission funds will be used for equipment.

Matching Funds: Wytheville Community College will provide matching funds for this project from the Higher Education Equipment Trust Fund (\$277,000) and cash on hand (\$189,829).

Project Outputs: This project will result in the creation of the WCC Center for Automation and Robotics Lab and allow the development of new programs in automation and robotics. Three programs will be created as a result of this project:

- Industrial 4.0 Fundamentals – 36 graduates annually
- Mechatronics Level 1 – 20 graduates annually
- FANUC Robotics – 16 graduates annually

Staff Comments: This is a strong application for a new program that builds upon WCC's history of providing well developed workforce programs. The establishment of the CARE Lab will provide short and long term training opportunities focused on the requirements of existing and potential employers. Some of the most attractive industrial sites in the Southwest region are in WCC's service area, including Progress Park, Wildwood, and Pathway Park. With this in mind, it is likely that graduates possessing the credentials obtained through these automation and robotics programs will find increasing employment opportunities in the region. The CARE Lab will prepare students to seek employment as electromechanical technicians, production technicians, and industrial technicians, positions for which there is projected growth in Virginia of 3.9% and mean salaries of \$54,570. Graduates of the advanced mechatronics level program will be qualified to seek employment as mechatronics/ automation technicians and application engineers. These jobs are expected to grow at a 1.7% rate with mean salaries of \$61,050.

Financial Viability Assessment: WCC is proposing a way to make higher and better use of existing space and offer new programs that will meet both current and future employer demand. The programs WCC proposes to establish are tailored to meet the needs of current and targeted employers in the region based on feedback from economic developers in the region. Beyond the strong number of credentials that will result from this project, it should also support recruitment of new employers to the region.

Staff Recommendation: Staff recommends awarding a grant of \$466,829.

Institute for Advanced Learning and Research *ExperienceWorks - Apprenticeships (#3907)* \$651,348 Requested

Project Summary: The Institute for Advanced Learning and Research (IALR) is requesting \$651,350 for the ExperienceWorks initiative over two years. This initiative is targeted to high school juniors and seniors and is designed create a culture of understanding that apprenticeships are for everyone, and they can provide a clear benefit for employers and jobseekers. If fully funded, TRRC funding will be used to fund a portion of an Apprenticeship Coordinator, a portion of apprentices' wages and fringe benefits, and tuition for apprentices' related technical instruction. Funding is also requested to support a portion of 10 AspHIRE event costs (a recruitment program with mock interviews and business luncheons for 1,400 12th graders) and for development of an apprenticeship consortium.

Matching Funds: Matching funds of \$88,750 will be provided by the Danville Regional Foundation to support a portion of the Apprenticeship Coordinator, staff supplies and travel, and AspHIRE costs. Region employers will provide wage 80% of and fringe for apprentices (\$1,639,872). Employers will also assist with AspHIRE program expenses and will contribute an additional \$29,000 for this purpose. IALR has committed in-kind support for a portion of Dr. Julie Brown's contributions to the program.

Project Outputs: Development of a program connecting high school students with apprenticeship employment opportunities resulting in:

- 2 cohorts, each with 20 apprentices, for total of 40 apprentices.
- 12 of these are estimated to receive journeymen certifications.

Staff Comments: Apprenticeships are a stated priority of the Competitive Education Program's RFP and Guidelines however, to date, few projects have been presented to address this priority. The Commission has previously supported two apprenticeship projects. In May 2020, the Commission awarded \$238,775 to IALR for a Sonography School and Healthcare Apprenticeship Pilot with SOVAH Health, with two apprentices currently enrolled. TRRC funding is for the new staff required to launch the program and the employer funds apprentices' wages. The second is a \$50,000 grant from May 2018 for renovations to Virginia Tech's GCAPS facility at Virginia International Raceway to accommodate a new information technology apprenticeship program with Danville Community College. While the general concept presented in IALR's proposal addresses TRRC's interest in supporting apprenticeship programs in the region, Staff has several concerns that keep us from being able to recommend full funding.

The number of credentials that would result from the project does not support the magnitude of the request. The application indicates the project will seek to develop new apprenticeship programs for positions that pay at least \$32,000, but there is no discussion of target sectors. The goals of the AspHIRE events are too far removed from the goals of the Competitive Education Program to be considered for funding. The proposed use of funds to cover a portion of the wages and fringe benefits for high school students who become youth apprentices is very unusual given that employers typically pay 100% of these costs. Another concern relates to using Commission funds for "related technical instruction"—a required element of registered apprenticeships. This amounts to using funds for scholarships, which is a prohibited use of Competitive Education funds because they are addressed under the Commission's Workforce Financial Aid program.

Despite these concerns, Staff believes the establishment of the Apprenticeship Coordinator position would have a positive effect on apprenticeship opportunities in the Southern Virginia region. The Coordinator will be responsible for employer outreach and developing apprenticeship positions so that more apprenticeship opportunities are available in the region. These are activities that require focused attention to result in the creation and participation of new apprenticeship positions. The Coordinator, working with the Virginia Department of Labor and Industry, will meet this need. While funding the Apprenticeship Coordinator position by itself will not directly and immediately result in the attainment of new, industry recognized credentials, the position will build the roads that will ultimately lead to this desired outcome. Taking this approach is also consistent with the Commission's past approach to funding apprentices with IALR and Virginia Tech.

Financial Viability Assessment: The number of credentials that would result from this request does not justify the amount requested. The Staff recommendation to fund only the Apprenticeship Coordinator position strikes an appropriate balance between avoiding prohibited uses of Competitive Education funds and funding an activity that will identify new apprenticeship opportunities that will allow attainment of new credentials.

Staff Recommendation: Staff recommends an award of \$64,800 for 50% of the Apprenticeship Coordinator position, contingent upon the Apprenticeship Coordinator focusing efforts on identifying apprenticeships in traded sectors, including manufacturing, information technology, healthcare and construction.

Nursing and Healthcare Careers

Emory & Henry College

Improving Rural Healthcare through Nursing Education (#3901)

\$207,195 Requested

Project Summary: This request will support the newly established Bachelor's of Nursing program (BSN) located at Emory & Henry's School of Health Sciences in Marion. The majority of TRRC funds will be used to support 50% of two faculty positions for 18 months. A portion of the request is also allocated for additional simulation manikins and related software expenses. Once it reaches full capacity, 40 students are expected to be enrolled and 35 are expected to graduate from the BSN program annually.

Matching Funds: Emory and Henry will provide \$207,195 for the project.

Project Outputs: 35 students will obtain BSN degrees each year.

Staff Comments: E&H School of Health Sciences has established an impressive track record of developing sustainable health science programs. Currently, UVA-Wise offers the only one pre-license BSN program in the Southwest region. The School of Health Sciences is located in Marion at the former Smyth County Community Hospital. This facility has undergone a phased renovation and will provide an attractive location for the new BSN program. Per the application, one of the largest barriers to initiating a pre-license nursing program is the cost of simulation labs. The Marion campus offers access to a simulation lab furnished, in part, with approximately \$200K of TRRC funds approved in 2016.

E&H's commitment to developing this program is evident based on its hiring of the Dean of the School of Nursing as well as two nursing faculty members. This will allow the first cohort of freshmen pre-nursing students to begin prerequisite courses in fall 2021. The faculty position supported with TRRC funds will allow the first cohort in the nursing major to begin in spring 2022. If this timeline is accomplished, the first nursing students will graduate in May 2024.

The demand for nurses within the Tobacco Region is well known. All counties within the Southwest region are designated as Health Professional Shortage Areas. Ballad Health hires over 400 RNs annually and currently has over 370 vacancies across their service region (SWVA and NETN).

Financial Viability Assessment: E&H submitted a strong application for a well-designed program that is ready for immediate implementation. There is clear demand for nurses in all of Virginia, particularly Southwest Virginia. Relative to the number of new credentials that will be awarded, E&H's request is quite modest.

Staff Recommendation: Staff recommends awarding a grant of \$207,195.

Ferrum College

Ferrum College Division of Nursing Educational Space Expansion (#3905)

\$133,187.50 Requested

Project Summary: Ferrum College seeks funding to renovate space for the Division of Nursing located on the lower level of Vaughn Chapel into a learning laboratory to support the expansion of their new Bachelor of Science in Nursing (BSN) program. Grant funds are requested for 50% of renovation and furnishing costs, providing for a central location for students to complete their nursing training. Renovations include reconfiguration of walls and associated electrical, IT, and HVAC infrastructure to transform the space into a classroom equipped with technology for nursing preparation, a conference space for student professional development as well as a student study area, offices and storage. This project benefits employers in four counties and two cities, where clinical placement agreements are in place and many students are expected to remain employed following graduation.

Matching Funds: Ferrum has committed \$133,187 of matching funds.

Project Outputs:

- Establish a central and expanded location for Ferrum's Division of Nursing, including renovations and furnishings for a classroom and learning laboratory.
- Expand the BSN program to 20 students enrolled annually starting fall 2022, with an estimated 18 students receiving their BSN annually.

Staff Comments: Ferrum College launched its BSN program in fall 2020 with 5 students enrolled and increased enrollment to 14 in fall 2021. By fall 2022, annual enrollment is expected to increase to 20 students, with the anticipated accreditation of the program by the Commission of Collegiate Nursing Excellence. Development of these facilities is phased in order to address immediate renovation targeted for completion by June 2022. Design schematics from Architectural Partners were provided with the application. A construction estimate to support the renovation costs was provided. Total costs for the fully outfitted skills lab is estimated at \$470,000 and the college is working to identify and secure additional funding for the remaining equipment costs. Demand for nursing positions is clearly demonstrated with

over 500 current openings with the three largest health care employers in the region, Carillion Clinic, Lewis Gale and SOVAH Health.

Financial Viability Assessment: The expansion of Ferrum’s BSN program will support the financial health of both the Division of Nursing and the College as a whole and address a serious workforce shortage in the region. This project is in the midst of implementation in part because the Commission did not hold a round of Competitive Education grants during FY2021 due to the pandemic. Consequently, this timing creates the appearance that this grant will result in only a modest increase of students enrolled in the BSN program from 14 to 20, but this is misleading. Ferrum should be commended for continuing with the expansion of its BSN program.

Staff Recommendation: Staff recommends awarding a grant of \$133,187.50.

Patrick Henry Community College Foundation
Increasing Healthcare Training Capacity to Meet Employer Demand (#3899)
\$210,293.50 Requested

Project Summary: PHCC is seeking to increase capacity of existing healthcare programs through the addition of a new Healthcare Skills Lab and an additional Nurse Aide/Clinical/Laboratory Instructor. Availability of the new lab is expected to assist the college in meeting employer demand for trained Nurse Aides while also supporting increased enrollment and success for students in other health care programs including Nursing, Practical Nursing, Phlebotomy, and Certified Clinical Medical Assistant. The existing lab is currently at maximum capacity. Grant funds are requested to support start-up costs for the new lab position and a portion of the identified equipment and supplies. This lab will allow both increased capacity in several high-demand healthcare programs and provide greater flexibility in scheduling to meet needs of new and existing students.

Matching Funds: Matching funds include \$106,256 committed for equipment costs from SCHEV and federal funding; and a commitment by PHCC of \$141,375 toward the new instructor.

Project Outputs: A new healthcare training lab space will be created. The new lab will allow for an increase of total credentials awarded annually by 52, from 123 to 175, based on the following estimates:

- Nursing AAS – increasing by 8 to 40 annually
- Practical Nursing Certificate – increasing by 4 to 22 annually
- Nurse Aid Certificate – increasing by 10 to 40 annually
- Certified Clinical Medical Assistant – increasing by 7 to 48 annually
- Phlebotomy – increasing by 22 to 25 annually

Staff Comments: PHCC does a good job of explaining the project rationale and limits within existing lab space. Another lab will allow for expansion of enrollment in targeted programs and it will also provide greater flexibility in scheduling to meet student needs. Letters from employers include Kings Grant Retirement Community and Mulberry Creek Nursing & Rehab Center. A detailed equipment list was provided to support the request. PHCC proposes declining support for the new staff position by reducing the TRRC share annually from 75%/50%/25% over the three year grant period. Matching funds are secured and the project is ready to start immediately. The new instructor expects to be hired and the lab space scheduled to be usable by January 2022. Staff supports approval of the full request, and notes the purchases of supplies and materials must be limited to reusable long-lived supplies to comply with the Commission’s Funding Policies.

Financial Viability Assessment: The Skills Lab is a resource that allows other programs in the region to conserve their resources and maximize attainment of credentials. The expansion of existing programs with demonstrated demand is a prudent way to maximize the objectives of the Competitive Education program. In addition, a significant number of new credentials are expected to be earned as a result of this relatively modest request.

Staff Recommendation: Staff recommends awarding a grant of \$210,293.50 to fund equipment and long-lived supplies.

Southern Virginia Higher Education Center
Center of Nursing Excellence: Equipment and Technology Refresh (#3902)
\$152,704 Requested

Project Summary: The Southern Virginia Higher Education Center (SVHEC) is requesting grant funds to fund a portion of the costs required to update equipment and technology at its Center of Nursing Excellence (CNE). This project will ensure that high-quality clinical skills training remains accessible for health profession students and incumbent workers in the region and will allow for current capacity to be expanded. Simulation equipment and the supporting technology that is vital to clinical training provided at the CNE will be purchased to replace original equipment that is now at end-of-life. The goal of the project is by 2020-2025 school year to increase the total number of nursing and other health profession students served by the CNE by 10% annually.

Matching Funds: \$230,138 of match is already secured from Microsoft Community Empowerment Fund and Sentra Community Health and Wellness to support the balance of equipment costs. Additional state funds and other contributions are committed to supporting operating costs.

Project Outputs: Estimates for net new credentials awarded annually and the total credentials by program area for beneficiaries of the CNE, following completion of this project include:

- Associates Degree of Applied Science in Nursing – increase by 4 to 44 annually
- Nurse Aide Career Studies Certificate – increase by 3 to 32 annually
- Phlebotomy Career Studies Certificate – increase by 2 to 17 annually
- Emergency Medical Technician Career Studies Certificate – increase by 5 to 15 annually
- Advanced Cardiac Life/Pediatric Advanced Life Support – increase by 6 to 60 annually.

Staff Comments: The CNE has a proven track record of providing clinical simulations lab since inception in 2008, and benefits from an experienced team that runs the operations at the SVHEC. All required matching funds are in place and the project is ready to implement immediately. Annually operating costs for the CNE are supported by user fees and state general fund appropriations. Strong employer letters were provided from Sentara indicating it has 14 nursing positions currently open, and an estimated 155 projected within the next five years; and from Care Advantage with 26 personal care aide positions currently open, and as many as 1,000 positions projected within five years.

Financial Viability Assessment: This project represents an investment in a facility that has a long history of successfully providing training for a wide variety allied health credentials. That SVHEC projects to increase the number of credentials awarded from solely an equipment refresh is impressive. In addition, the project leverages TRRC funds very effectively.

Staff Recommendation: Staff recommends awarding a grant of \$152,704.

Southside Virginia Community College Foundation
Expanding Nursing Education in Southside Virginia (#3909)
\$398,350 Requested

Project Summary: SVCC proposes to expand its Associates Degree in Nursing (ADN) program to include a weekend program designed to graduate nurses over four consecutive semesters. The goal is to increase nursing student enrollment and to target a population that is not currently being reached. The college will offer courses on weekends at the Estes Community Center in Chase City in addition to the current Monday - Friday daytime class schedule. Costs involve two full time faculty and adjunct faculty, program administration, simulation lab personnel, equipment, advising/counseling personnel, renovations, and marketing. The Estes Center currently houses SVCC's nursing simulation lab and has the necessary classroom space for the expansion.

Matching Funds: The budget includes \$314,856 cash match, with \$100,708 for equipment from federal and private funders, and with SVCC providing \$151,000 towards new personnel costs as well as funding for renovations, contractual services, and supplies. In-kind match valued at \$176,305 is from contributions by existing SVCC personnel and waived lease for use of space.

Project Outputs:

- Expansion of SVCC's ADN program to offer weekend courses, allowing for an additional 20 students to be accommodated in each cohort.
- Increase enrollment in the ADN program by 20 annually, from 88 to 108 total students.
- Increase ADN degrees awarded annually by 13, from 50 to 63.

Staff Comments: The field of nursing has experienced detrimental healthcare industry workforce shortages that have only gotten worse with the pandemic. This grant request provides the remaining resources necessary for the weekend program expansion of SVCC's ADN program at its satellite facility in Chase City. Commission funding for new personnel with declining support of 75%/50%/25% over the three year grant period. The project is well matched with all other funding commitments already secured and the project is ready to be implemented. Employer letters were provided by three of the region's major medical establishments: Sentra Southside Community Hospital in Farmville, VCU Health in South Hill and Sentara Halifax Regional Hospital. The college aims to begin the first cohort in May 2022 with the students completing the four semester program by August 2023. The graduation of 13 of the 20 students enrolled is based on a 65% completion rate, comparable to the national completion rate of 69% and adjusted for historic trends at SVCC.

Financial Viability Assessment: The creation of a weekend program represents an excellent way to maximize use of an existing facility that will result in a significant number of new credentials. In addition, the weekend program will create a new opportunity for students to seek a new career in nursing that could not access traditional daytime programs. SVCC is proposing declining Commission support that demonstrates its commitment to reach self sufficiency.

Staff Recommendation: Staff recommends awarding a grant of \$398,350.

Post-Secondary Programs

Averett University

Growing Workforce Talent Through Expanded Market Responsive Education (#3906); \$120,000 Requested

Project Summary: Averett is requesting \$120,000 to support equipment and furnishing for a final piece of the \$4 million initiative to expand Averett Online. Six new market-responsive degree programs will be added, eighty five existing courses will be retooled, and a recruitment call center will be created to support expanding enrollment. Averett is following a three-year business plan to execute the expansion plan. Of the \$4 million total costs, \$3.23 million has been secured with planning, website and branding contracts, investment in a student information system and curriculum development for six new degree program already underway. The final phase is the development of a recruitment and call center. The online offerings will be targeted to 75-mile radius of Averett that will include City of Danville and residents in eleven counties in the Tobacco Region.

Matching Funds: \$3,230,000 cash match includes \$2.78 million from Danville Regional Foundation, \$300,00 from JT-Minnie Maude Charitable Trust, and \$150,000 from a private donor.

Project Outputs: A new collaborative recruitment and call center space will be established, and equipped and furnished to support student enrollment and retention in expanded online program offerings.

- Six new online degree programs to be launched Fall 2022:
 - ❖ Healthcare Administration (Bachelor of Science and Master of Science)
 - ❖ Psychology (Bachelor of Science)
 - ❖ Small Business and Entrepreneurship (Bachelor of Science and Master of Science)
 - ❖ Information Security (Bachelor of Science)
- Grow online enrollment from current baseline of approximately 500 students, to 1,800 students enrolled annually starting with the 2024-2025 school year.
- Creation of 8-10 new recruitment and call center jobs at approximately \$20/hour or \$25,000 average salary, with the number of new staff possibly increasing to up to 20.

Staff Comments: Averett has proven successful in recruiting and graduating first generation college students. It indicates that approximately 50% of its students are Pell eligible and many are age 21 or older. A primary targeted audience for the expanded Averett Online will be individuals in the region with 60 or more credit hours but no degree. Averett intends to follow an extremely thorough business plan prepared by a third party consultant. The consultant team included Dr. Ronald Godwin, the architect of Liberty University's highly successful online program.

This plan verifies that students prefer to enroll in distance programs fewer than 50 miles from their home, and points out that Averett does not have direct competition in this geographic marketplace. The digital advertising component of the project budget is being supported by the JT Minnie Maude Foundation, based in Gretna, substantiating that the programs will be targeted to residents of the Tobacco Region.

Averett's plan identifies the enrollment activity center as essential for development of the Enrollment Management Department which will handle hand-off of potential students from marketing to the enrollment staff. Research findings identify substantial momentum is gained by putting staff in a shared/collaborative workspace, providing them the ability to respond quickly and support new students with a team. The long-term vision is to occupy the fourth floor of Averett's Riverview Campus – formerly

the Dibrell Brother/Dimon corporate headquarters. The furnishings and technology outlined in this proposal will be equipped and furnished in a leased space or at the planned Recruitment Call Center. Other donors are identified for other essential costs, and this project is ready to begin immediately.

Financial Viability Assessment: Averett's application clearly resulted from extensive and thorough planning with the assistance of highly qualified third parties. The pro forma submitted with the application indicates the programs should become revenue positive shortly after the three year grant period. Averett is to be commended for adopting Staff's suggestion to manage the cost of the Recruitment Call Center by leasing space for a period of time before undertaking a more expensive renovation of owned space in the future.

Staff Recommendation: Staff recommends awarding a grant of \$120,000 to support equipment and furnishings.

Education – Other

CODEVA INC.

Strengthening the Computer Science Education Pipeline (#3908)

\$166,612 Requested

Project Summary: Code VA is requesting funding to continue to provide computer science training to teachers in the TRRC region for an additional two years. Under the CodeVA will offer 18 courses to teachers through a combination of online and in-person events, some of which will last a single day and others for several weeks. The majority of TRRC funds are allocated for stipends that will be paid to teacher participants to offset expenses incurred, or potential lost income, while attending trainings. Grant funds will also be used to support costs associated with holding the trainings and to purchase robotics kits housed at the existing regional hubs at the Southwest Virginia Higher Education Center and IALR.

Matching Funds: Matching funds will be provided by CodeVA for staff support (\$137,540 in-kind). CodeVA will also provide \$144,200 to support the two Regional Hub Managers and to add a new Regional Hub Coordinator position at the SWVA Higher Education Center location. VDOE funding (\$169,724) will be used to provide food for trainings, training materials, and other supplies and materials during the grant period. Funding from the National Science Foundation (\$106,326) will be used to support software, coaches, and teacher stipends in the region.

Project Outputs: 246 teachers will participate in Code VA training programs during this phase of the project.

Staff Comments: CodeVA's effort to provide computer science education training to teachers throughout Virginia has proven to be a successful model. This initiative was previously supported through a 2017 award of \$361,625. That grant established regional hub coordinators in each region and also provided direct assistance to teachers through stipends and travel assistance for trainings. The demand of this type of training, impacting educators at all grade levels, is growing as a result of new SOL requirements that emphasize computer science in the classroom.

The 2017 award ensured that the Tobacco Region would not be left behind in these efforts. Through the establishment of regional hubs, a network of training opportunities was developed. There are now seven such hubs throughout Virginia. As a result of the 2017 grant, over 300 region based teachers received trainings. Using the program's train the trainer model, these teachers were able to assist an additional 5,000+ teachers.

Despite these positive results, and the documented need for ongoing computer science opportunities in the region, K-12 focused education is not a priority of the Commission or the Competitive Education Program. Applications submitted to this program must result in a nationally recognized credential or degree. While teachers who attend these trainings may use the hours to meet recertification requirements, the trainings themselves do not result in a credential. While this project type does not fit squarely within the Competitive Education guidelines, staff recognizes that this is a needed program that is resource to TRRC region teachers. Without a final two years of Commission support, it is possible that there may be a decline in the number of educators who are able to participate. In consideration of the commitment that CodeVA is showing to the regional hubs, through the funding of positions previously supported with TRRC funds and the addition of a second position at the SWHEC, Staff recommends a second and final grant for this initiative to solidify Code VA's presence in the footprint.

Financial Viability Assessment: Although CodeVA's program does not fit squarely within the Commission's Competitive Education program, the organization was very cooperative with Staff's suggestions to remove the portions of its project that did not relate to training. The project is very well leveraged with several other funders and it is likely that CodeVA will be able to continue its training after the grant period. During review, CodeVA indicated that it is exploring the establishment of dual enrollment programs in IT and cyber security. Staff invites CodeVA to submit an application for this dual enrollment program once it is further developed and ready for implementation.

Staff Recommendation: Staff recommends awarding a grant of \$166,612 to support a final two years of CodeVA's training programs.

OTHER BUSINESS

Southside Virginia Community College Foundation; *Elevating SVCC's Energy Workforce Programs (#3410); \$400,000 Award 5/22/2018 – Current Project End Date 5/22/2022 – One-Year Extension Requested*

Staff Summary and Comments: This \$400,000 grant from May 2018 is for expansion of the Power Line Worker Training School at SVCC's occupational training center at Fort Pickett in Nottoway County. A new 80' X 100' fabricated building will be constructed to contain an indoor training lab and storage space for equipment. The project was initially delayed during funding and final design planning and has seen further days due to construction industry inefficiencies during the pandemic. SVCC has completed the site selection and building design. There remains a balance of \$360,087 on the project account to support the building costs and the \$39,913 of grant funds disbursed supported design costs. The construction company has indicated that delivery of the metal building would not occur until at least June 2022, after the current project end date. A one-year extension to May 2023 is requested in order commit

to the building purchase contract to provide necessary time to assure the building fabrication and siting is completed.

Staff recommends approval of a one-year extension to May 31, 2023.

**New College Institute; *New College Center of Excellence Phase II (#3098)*;
\$1,581,099 Award 9/23/2015 – Current Project End Date 9/23/2021 – One-Year
Extension Requested**

Staff Summary and Comments: The Education committee approved funding for the \$1.58 million Phase 2 Center of Excellence grant award for New College Institute (NCI) in September 2015. There remains a balance of \$697,578.01 on the TRRC project account. This is budgeted to support capital costs and operating costs at NCI; and equipment, faculty training and certification costs at Patrick Henry Community College (PHCC). A final one-year extension is requested in order to allow both NCI and PHCC time to complete the approved activities. Several factors caused the need for an extension: delays associated with mandatory closures during the pandemic, leadership changes at NCI, and TRRC's freezing the grant. PHCC expects all outstanding equipment purchases to be completed within the final year. Both NCI and PHCC have submitted revised budgets to staff for the remaining grant funds that are consistent with intent of the originally approved grant.

Staff recommends approval of a final one-year extension to September 30, 2022 and approval of the revised project budgets.

**Southern Virginia Higher Education Center (SVHEC); *SoVA Center of
Manufacturing Excellence – Phase II (#3099)*; \$2,000,000 Award 9/23/2015 –
Current Project End Date – 9/23/2021 – One-Year Extension Requested**

Staff Summary and Comments: This \$2 million grant from September 2015 is for development of the advanced manufacturing center of excellence at the SVHEC in South Boston. In May 2019, the Commission approved the SVHEC's request for a sixth year extension to September 23, 2021 and a revision of the scope to focus on a robotics and automation program (instead of precision machining). A revised budget was approved by the Commission's executive director in May 2020. Implementation of the new programs were delayed when many of the SVHEC's programs were suspended in the early months of the pandemic. Danville Community College (DCC) is the training partner for the Automation Robotics Program that will be offered to high school students enrolled in SVHEC's Career Tech Academy. DCC plans to employ the instructor; however, the college has been under a hiring freeze following the Governor's order. The new program is now scheduled to launch in fall 2022. There remains a balance of \$487,817.93 on the grant to support approved equipment purchases. The SVHEC is reporting significant fulfillment delays by equipment vendors and is requesting an extension to allow time for equipment purchases to be delivered and installed. All equipment is currently estimated to be delivered by the end of December 2021. The full one-year extension is requested in case there are further delays beyond the SVHEC's control and to allow sufficient time for receiving and acceptance on the equipment once installed.

Staff recommends approval of a final extension to September 30, 2022.

SOUTHERN VIRGINIA COMMITTEE



AGENDA

SOUTHERN VIRGINIA COMMITTEE

Peaks of Otter Lodge

85554 Blue Ridge Parkway, Bedford, VA

Tuesday, September 21, 2021

3:45 P.M.

In accordance with §2.2-3708.2.D.2 of the Code of Virginia, the public may witness this meeting electronically via a computer, phone or other electronic device by following the below link:

<https://virginiatobaccocommission.my.webex.com/virginiatobaccocommission.my/j.php?MTID=m4d406acea73aed98454a83a113c6e4bf>

Only audio and the chat box feature will be utilized for the electronic meeting no video will be available. The meeting may be accessed via telephone by dialing: 1-408-418-9388 (toll) and utilize the access code: 132 663 7916 and password: 84875737.

If you experience problems calling in, please call Mr. David Bringman at 804-894-9659 or email at: dbringman@revitalizeva.org

Welcome and Call to Order	<i>Mr. Walter "Buddy" Shelton, Chair</i>
Call of the Roll	<i>Evan Feinman, Executive Director</i>
Approval of the <u>5/27/21</u> Minutes	<i>(published on website)</i>
Public Comments	
FY22 Southern Virginia Applications	<i>Sarah Capps, Southern Regional Director</i>
Extensions and Modifications	<i>Sarah Capps, Southern Regional Director</i>
Other Business	<i>Evan Feinman, Executive Director</i>
Public Comments	
Adjournment	

**FY22 Southern Virginia Program
Pending Applications
September 21, 2021**

The Commission received eight applications by the July 8, 2021 application deadline of the FY22 Southern Virginia Program. The applications are grouped below by investment category. The Southern Virginia Committee will act on these applications at its meeting scheduled for September 21, 2021 at 3:45 p.m.

Req #	Organization	Project Title	Request Amount	Staff Rec.
Agribusiness				
3889	Brunswick County IDA	Brunswick County Produce Project	\$ 800,000	\$ 500,000
3891	Campbell County	Central Virginia Precision Agriculture & Farm Efficiency Grant	\$ 800,000	No award.
3896	West Piedmont Planning District Commission	Regional Agritourism and Agribusiness Development Program	\$ 80,000	\$ 80,000
Business Development				
3894	Longwood University Real Estate Foundation	SEED Innovation Hub	\$ 500,000	\$ 250,000
3895	Martinsville-Henry County Chambers Partnership for Economic Growth	Startup/Grow Martinsville-Henry County Expansion	\$ 106,124	Table.
Sites and Infrastructure				
3890	Martinsville-Henry County Economic Development Corp.	Commonwealth Crossing Tract 5 Site Development	\$ 357,741	\$ 357,741
3893	Sussex County	Engineering Evaluation and Design for Stony Creek WWTP Improvements	\$ 237,500	No award.
3897	Virginia's Heartland Regional Industrial Facilities Authority	Virginia's Heartland Regional Industrial Park Onsite Water Supply PER	\$ 20,000	\$ 20,000
TOTAL (8 requests):			\$ 2,901,365	\$ 1,207,741

Brunswick County Industrial Development Authority *Brunswick County Produce Project (#3889)* \$800,000 Requested

Project Summary: This project is a public-private partnership between the Brunswick County's Industrial Development Authority (IDA) and Southside Virginia Vegetable Packing, LLC (SVVP) to construct a produce aggregation and processing facility. SVVP is comprised of and owned equally by eight local farms participating in organic produce production, aggregation and distribution. Demand for its products has led to multiple expansions of its farming operations over the past five years. In order to accommodate additional expanding sales opportunities, the IDA proposes to construct a 45,000 square foot produce processing facility that it will lease to SVVP. The new facility will be constructed within IDA owned I-85 Business Park in the Town of Alberta. The site has immediate access to the interstate and east coast markets. SVVP will contract with Old Dominion Organic Farm to handle the date-to-day operations, including marketing and management of sales contracts with buyers, and coordination of logistics including aggregating produce including receiving, packing, and cooling and shipping.

Matching Funds: The project budget reflects \$4.224 million of matching funds. This includes \$400,000 state incentive funds, and \$1.9 million from US EDA toward the \$3 million estimated construction costs. Another \$90,000 is committed from local funds to support contractual A&E expenses and property & improvements and \$1.2 million of private funding will be used toward equipping costs for the new facility.

Project Outputs:

- Construction of a 45,000 square foot food aggregation facility.
- The private operator projects the creation of 60 jobs employed annually by year 5.
- Approximately 21 producers averaging of \$20,000 net new farm income are expected to benefit from the facility annually resulting in at least \$420,000 aggregate increase in annual farm income.

Staff Comments: The Commission has provided approximately \$1.77 million toward the development of the Brunswick County IDA owned I-85 Business Park plus another \$835,000 towards water and sewer utilities to serve it. Establishing an Agriculture value-added business operation fits well with strategic objectives of the county targeted to growing the agriculture sector, and the location adjacent to interstate provides convenient access to east coast markets. The IDA will hold title to the building in order to satisfy all funding agency requirements, including the Commission's security interest requirements and US EDA expectations for the IDA to own the building for its useful life (15-20 years).

A business plan for SVVP and operation of this facility was provided. A broad list of vegetables and organic vegetables are expected to be handled by the facility, allowing for diversity of product offerings and options for growers. A nonprofit Southern Virginia Organic Growers Association has been formed that will focus on training and organic certification for new producers. Building costs are based on an A&E estimate from Dewberry and Davis. The US EDA application has not been submitted, though the applicant indicates it is mostly completed and will be submitted soon with decision to be made in January 2022. The project presents an ambitious timeline for construction to be completed by October 2022.

Staff has been involved in many discussions with project and producer team members over the past several years regarding development of this market opportunity. This project has strong support from the agriculture community and Old Dominion Organics has demonstrated its ability to establish relationships with wholesale customers. The Commission's Southern Virginia Program guidelines limit grant funding for public

or nonprofit owned value-added agriculture processing facilities to \$500,000. As such, the staff recommendation is for a \$500,000 grant award. To the extent additional funds are needed to complete this facility, staff invites the IDA and SVVP to apply to the Commission's Community & Business Lending Program.

Financial Viability Assessment: This project has benefitted from extensive planning and input from a number of project partners and prospective funders. Old Dominion Organics is an established company that has a successful track record of organic farming and selling to wholesale customers. The business plan is thorough, appears to be conservative, and shows a path to sustainability. The cost estimate submitted with the application is current and thus likely to be reliable. The applicant is seeking funds from multiple funders to avoid concentrating risk in any one funder.

Staff Recommendation: Staff recommends awarding a grant of \$500,000 contingent on the applicant securing all necessary financing to complete construction of the produce handling facility and retaining ownership of the facility in accordance with the Commission's funding policies.

Campbell County

Central Virginia Precision Agriculture & Farm Efficiency Grant (#3891)

\$800,000 Requested

Project Summary: This application is for a cost share program intended to improve participating producers' efficiency and improve environmental management. The Virginia Cooperative Extension offices in 19 counties would administer the program and 8-10 producers would be supported per county. The 19 participating counties are Amelia, Appomattox, Bedford County, Brunswick, Buckingham, Campbell, Charlotte, Cumberland, Dinwiddie, Franklin County, Greensville, Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Pittsylvania, Prince Edward, Sussex. The program would provide 33% cost share of up to \$5,000 per participant for a wide range of activities in four primary areas: (1) precision and improved agricultural technology, (2) stored forage improvements, (3) livestock improvements, and (4) value-added practices.

Matching Funds: Matching funds will be provided by the program's participants who will contribute a minimum of 67% of total costs. Commission funds will reimburse at a 33% rate up to a maximum of \$5,000 per participant.

Project Outputs: The application estimates that each of the approximately 150-190 participating producers would realize \$2,000 of new annual sales revenue, though it did not explain the basis for this estimate.

Staff Comments: This application is for a cost share program that will support the purchase of an extremely broad array of crop and livestock management equipment and the construction of hay barns. The proposed program guidelines include the purchase of the following types of equipment: livestock handling (head gates, scales, calf catchers, etc.); sprayers, spreaders, and equipment/software to control them; mechanical and chemical weed control equipment (in-row cultivators, flame weeders, etc.); seeding and harvest equipment; hay wrappers and hay bale rotators; cold storage systems; and a variety of legal for trade/certified scales.

The application did not demonstrate how any of the proposed measures represent new best practices. It also did not include discussion of how the adoption of any of the proposed measures would cause producers to realize savings or generate new income. The Commission has funded many of the activities for which grant funds are sought over the course of seven previous grants from 2010 through 2019. Each of these grants was closed with balances that ranged from \$74,000 to \$167,000. The most recent cost share grant awarded to this applicant in 2019 (#3486) included hay barns, hay wrappers, all of the same livestock handling

equipment included in the current application, and cold storage systems, yet it was closed with a balance of more than \$80,000. Consequently, Staff is concerned that the large amount requested under this application has little bearing on actual demand.

The Commission is most interested in funding cost share projects that involve the implementation of new, advanced agricultural techniques. The Southern Virginia Program Guidelines provide that the Commission will consider cost share programs that “focus on transitioning producers into alternative agriculture enterprises or for implementing new best practices.” The application did not demonstrate that any of the proposed activities involve the implementation of new best practices.

Financial Viability Assessment: The application did not demonstrate that this cost share program involves the implementation of new best practices or explain how the activities would result in savings or new revenue for producers. Consequently, this project does not advance the Commission’s agribusiness objectives. In addition, the application did not include estimates of the costs of any of the eligible activities or an indication of regional interest, so it is impossible to assess the extent to which any of the activities will be implemented. Finally, several of the activities that would be funded under this grant have been funded under multiple previous grants, some of which were closed with balances in excess of \$167,000, suggesting that the amount requested far exceeds what is actually required.

Staff Recommendation: Because this application did not demonstrate how the project would satisfy the Commission’s agribusiness objectives, Staff recommends no award.

West Piedmont Planning District Commission

Regional Agritourism and Agribusiness Development Project (#3896)

\$80,000 Requested

Project Summary: The West Piedmont PDC is requesting grant funds to launch a regional agritourism business development and marketing program. The project is targeted to the PDC’s service area: the four counties of Patrick, Henry, Franklin and Pittsylvania, and the two cities of Martinsville and Danville. Data collected will be used to create an interactive online map that will allow users to search specific products, services or activities by location to find what is close to them. Match contributions will be used for an economic impact study, the agricultural asset data collection, agricultural asset development plan and funding strategy, and for agricultural asset mapping and creation of the online map resource. Commission funding would be used toward marketing and promotional contracts for brand/logo development, website design, and printed materials and social media campaigns.

Matching Funds:

Cash match includes \$115,000 federal EDA funding. The PDC will make an in-kind contribution with four staff persons involved with administering the project.

Project Outputs:

- Economic impact study specific to agritourism operations in the West Piedmont PDC service area will be completed with matching funds at start of project.
- Creation of a regional interactive website to serve as a regional resource for categorization and promotion of agricultural assets in four counties and two cities.
- Collective marketing of agribusiness and agritourism assets under a regional brand.
- At least 20 producers are expected to have an increase in net farm income annually. More details on targeted outcomes will be developed during the planning stage of the project.

Staff Comments: The West Piedmont PDC's program is modeled after the successful Fields of Gold program, a regional agritourism marketing initiative originating in Shenandoah Valley of Virginia. Intended outcomes of the PDC's project touch on the Commission's agribusiness, business development and tourism investment strategies. VTC will assist with the stakeholder meetings and strategic planning. Funding from the VTC marketing program and VDACS AFID planning grant will also be pursued for support sustaining the regional marketing program beyond the initial launch. The PDC estimates as many as 144 agribusiness and agritourism operations in its service area are targeted for the regional marketing program. Funding is necessary to demonstrate to the stakeholder group that resources are available to launch the initiative and so that timing allows for the EDA planning dollars to be match. Staff suggests that businesses who are directly benefiting from the regional program be required to report annually on increases to net farm income.

Financial Viability Assessment: This was a well prepared application with good program design and a plan to leverage multiple funders. The figures the PDC is budgeting for program expenses appear realistic. Marketing programs often are designed to last for only a finite period of time, so sustainability is less of a concern (as opposed to construction of a new facility with operating expenses).

Staff Recommendation:

Staff recommends awarding a grant of \$80,000 contingent on: 1) the West Piedmont PDC securing 1:1 matching funds, and 2) requiring approval of the marketing strategy and scope of contracts prior to release of grant funds.

Business Development

Longwood University Real Estate Foundation *SEED Innovation Hub (#3894)* \$500,000 Requested

Project Summary: Longwood is requesting grant funds to support a portion of the \$2,786,965 estimated renovation costs to create the SEED Innovation Hub at Midtown Landing in downtown Farmville. The Innovation Hub will serve residents of seven counties in Southern Virginia and is designed to fill identified regional gaps in facilities for entrepreneurship and innovation. Creation of the Innovation Hub is a partnership between Longwood University and Hampden-Sydney College, the primary supporters for the design, development and operation of the project. The facility will house makerspace facilities, house an SBDC office, and offer an array of entrepreneurial support programming.

Matching Funds: The project is matched with \$3,152,015 including a \$2,186,965 application to be submitted to US EDA toward construction costs, \$375,050 pledged by Longwood University's Real Estate Foundation, and a \$550,000 request to Go VA Regional 3 for equipment.

Project Outputs:

- Construction and opening of the SEED Innovation Hub at Midtown Square providing entrepreneurial services, SBDC offices, maker spaces, co-working spaces and training rooms.
- An estimated 30 new businesses started and 45 new jobs created within the first two years following opening of the Innovation Hub. New business openings will continue annually.
- At least 200 adults receiving entrepreneurial training and using the facility annually.

Staff Comments: The SEED Innovation Hub at Midtown Landing is designed as a regional center encompassing multiple aspects of entrepreneurship. The facility will provide wet and dry maker spaces areas, coworking spaces, training rooms, and offices for Longwood SBDC and Hampden Sydney staff all in one location. The need for entrepreneurship space was identified in a March 2020 report “Market Potential and Key Success Drivers of Coworking and Makerspaces in Southern Virginia” produced for Go VA Region 3. The Innovation Hub will benefit residents in Amelia, Buckingham, Charlotte, Cumberland, Nottoway, and Prince Edward Counties. The primary source of funding for renovations for creation of the SEED Innovation Hub is a \$2.18 million request to US EDA, which Longwood indicates currently has a 20% match requirement.

Architectural visioning and design concepts are completed, and final architectural design is expected to be complete by the end of September 2021. Construction is scheduled to start in January 2022 and completed by the end of September 2022. Sustainability of the facility will be accomplished through the committed partnership between the two deeply rooted higher education institutions who will lead this project. The co-location of an SBDC office will provide critical connections to resources supporting new innovation and creative business development. Longwood project team members are evaluating alternative construction plans, and considerations for value-engineering to reduce costs if there is a shortfall in funding commitments.

The Southern Virginia Program RFP and guidelines identify a limit of up to \$250,000 in grant funding for business development center projects, and the Staff recommendation is for this amount.

Financial Viability Assessment: This project has benefitted from solid planning and strong leadership teams that have the financial wherewithal to implement a project of this magnitude. Longwood’s SBDC has a strong record of supporting small businesses and the decision to bring certain SBDC services to this facility will provide important access to these services and generate additional traffic. While renovation/retrofit costs seem somewhat high for a facility that is relatively new, the project is very well leveraged and the applicant has expressed a willingness to adjust the scope based on availability of funds.

Staff Recommendation: Staff recommends awarding a grant of \$250,000 toward construction costs, contingent on either 1) the applicant securing all funding necessary for the \$2,789,965 estimated renovations, or 2) the applicant securing all funding for a project reduced in scope as approved by the Executive Director.

Martinsville-Henry County Chambers Partnership for Economic Growth ***Startup/Grow Martinsville-Henry County Expansion (#3895)*** **\$106,124 Requested**

Project Summary: The MHC Chamber of Commerce coordinates the Chamber’s Partnership for Economic Growth (CPEG) program in partnership with Patrick Henry Community College and Longwood Small Business Development Center. Grant funds are requested for expansion of the Startup MHC and Grow MHC programs to fund a portion of two existing chamber staff positions, contractual services for business and transfer payment incentives for selected entrepreneurs. Participants in the program will result from pitch competitions. The project will allow CPEG to serve additional entrepreneurs, provide additional training to entrepreneurs, and to make additional investments in viable business concepts.

Matching Funds: The project budget includes \$82,799 cash match with allocation of \$27,075 from local sources for contractual services and equipment, and \$55,724 private contributions for transfer payments. There is in-kind match from personnel service contributions (\$30,425) and waived rent for office or small scale production space within the West Piedmont Business Incubator (\$11,200).

Project Outputs:

- Increase in number of new businesses opening annually from 5 to 8.
- Target for annual outcomes of supporting 8 new businesses, leading to \$100,000 new capital investment; and support 5 existing businesses, leading to \$50,000 in new capital investment.

Staff Comments: The applicant indicates that funding will allow the CPEG program to serve additional entrepreneurs including agriculture and technology based business ventures. The project team is clearly versed in business development and currently operates a successful boot camp program. However, the application appears to be undeveloped and could benefit from further refinement. Guidelines for the business competition, eligible uses of funding, and any limit on type of companies that may be selected for assistance were not provided.

Staff suggests collaborating with the applicant to develop guidelines for the funding that address these items and that target traded sector businesses that support expansion of the region's economic base and/or specific sectors to address leakages from the regional economy. The budget for the project will also need to be revisited to focus TRRC funding to business incentives. Funding of existing chamber of commerce staff positions should be addressed from local partner contributions and existing positions in match will need to be an in-kind contribution. Staff recognizes that a project that supports expansion of a successful business support and pitch program would provide direct outputs under the business development investment category. Staff recommends this application be tabled, to allow time for the applicant to work with Tobacco Commission staff to refine the scope and budget of the proposal, to be reconsidered for funding approval in January 2022.

Financial Viability Assessment: The Martinsville-Henry County Chambers Partnership for Economic Growth has operated a successful business launch program since 2015. It has a good track record of partnering with other strong organizations in the region to deliver practical programming that supports and trains small businesses. Unfortunately, several aspects of the project were not fully fleshed out so it is difficult to assess its strength.

Staff Recommendation: Staff recommends tabling this application to give an opportunity to collaborate with the applicant to refine aspects of the project for reconsideration in January 2022.

Sites and Infrastructure

Martinsville-Henry County Economic Development Corp. *Commonwealth Crossing Tract 5 Site Development (#3890)* \$357,741 Requested

Project Summary: The EDC is requesting grant funds to cover 50% of the \$715,382 estimated costs for grading Tract 5, a 10-acre lot at the Commonwealth Crossing Business Center. This mega site property is strategically located in southern Henry County on US 220 at the border of Virginia and North Carolina. The project will result in an 8-acre shovel ready pad site with road access entrance and installation of storm sewer. This site improvement will improve the marketability of Tract 5 to prospective industrial clients. The graded site will allow for building a 50,000 to 100,000 square foot facility.

Matching Funds: Henry County has committed \$357,741 for 50% of the estimated project cost.

Project Outputs: Grading Tract 5 at Commonwealth Crossing to an 8 acre shovel ready pad site, constructing a roadway to serve Tract 5 and installation of storm sewer.

Staff Comments: Commonwealth Crossing is a successful, 720-acre mega site in Southern Virginia marketed by an experienced economic development team at the EDC in partnership with VEDP. The property is owned by the Henry County Industrial Development Authority and is a revenue sharing site between Henry County (2/3) and the City of Martinsville (1/3). Project milestones indicate targeted completion of the grading work by June 1, 2022. A letter from DEQ confirmed its review of the Stormwater Management Plan for Lot 5, indicating that the necessary permits are in place to begin construction activities.

Commonwealth Crossing is a Tier 4 business ready classification and will increase to Tier 5 when construction of natural gas line is completed by end of this year. The Commission has provided over \$16 million to develop this mega site dating back to January 2011 when it was selected for Commission's mega site program. Two companies have already committed to locating to the mega site, Crown Holdings and Press Glass, and combined they expect to create over 338 new jobs and \$189 million in capital investment. Tract 1 with a 40 acre shovel ready pad is currently being marketed and this smaller graded pad site included in this request will diversify inventory and expand marketing opportunities for attraction of new industry.

Financial Viability Assessment: This project is an excellent opportunity to bring an additional site in an attractive business park to the "finish line" and improve its marketability to economic development prospects. Plans are complete and the construction estimate is recent and was prepared by a reputable A&E. Henry County has indicated its matching funds are available, so this project is ready for immediate implementation and is likely to be very successful.

Staff Recommendation: Staff recommends approval of a \$357,741 grant for 50% of site development costs.

Sussex County

Engineering Evaluation and Design for Stony Creek WWTP Improvements (#3893) \$237,500 Requested

Project Summary: Sussex is requesting grant funds for 50% of the \$475,000 estimated costs to complete the engineering evaluation and design of a new Stony Creek Wastewater Treatment Plant (WWTP) that would provide 5.5x the capacity of the existing facility. The existing WWTP is owned and operated by the Sussex Service Authority.

Matching Funds: A cash match of \$237,500 is committed for 50% of A&E project costs, with \$162,500 from Sussex County and \$75,000 from the Sussex Service Authority.

Project Outputs:

- A Preliminary Engineering Report, environmental assessment and design will be completed for upgrade and expansion of Stony Creek Wastewater Treatment Plant.
- The scope includes completion of a bid ready design package including plans, specifications and the work required to obtain necessary permits.

Staff Comments: The existing WWTP serves the Town of Stony Creek, including a commercial travel center known as the Davis Travel Center located at I-95 and Route 301 exit and two nearby hotels. The

WWTP has reached its capacity and additional capacity is needed to accommodate new residential and commercial growth in the area and at the travel center.

The County's planning consultant anticipates new retail and commercial development (two new hotels and two new restaurants) in the near term among other potential development along the I-95 corridor. If the project proceeds, the WWTP expansion would yield approximately 225,000 gpd of additional capacity, including a modest 16,000-32,000 gpd to accommodate planned industrial growth.

The County indicated it is working with a site selection firm to conduct an assessment of marketable properties to include a significant property in the Stony Creek area adjacent to CSX and I-95 that the County anticipates prioritizing for industrial development. According to the County's GIS data, however, that area is currently zoned agricultural and appears to contain significant wetlands and floodplain.

The Southern Virginia Program guidelines specifically indicate that awards for off-site utility infrastructure projects are limited to projects that "serve clearly-defined economic development sites." The critical need for this WWTP expansion is to address what appears to be deferred capital planning for existing and planned commercial users on this system. Absent having a clearly defined economic development site for which this expansion is required, and in recognizing there are no current industrial users on the system, this project is not a priority for the Commission's funding. Furthermore, this application does nothing to advance the readiness of any of the three existing sites in the County where the Commission has invested more than \$10.5 million.

Financial Viability Assessment: This application raises several concerns. The applicant did not provide a scope of work and cost estimate for the A&E fees associated with design, so it is impossible to determine whether sufficient resources would be available to complete the project. Despite recent interest in existing sites that require additional investment, the County is proposing to begin identifying and preparing entirely new sites. The portion of the WWTP service area that the County identified for future industrial growth is privately owned and contains significant wetlands and floodplain. Finally, the application did not identify what sectors the County would target for these new sites to establish whether the modest 16,000-32,000 gpd of additional capacity would be sufficient for these prospective users. The Southern Virginia Program guidelines limit grant awards for off-site utility infrastructure to serve clearly defined economic development sites and that simply is not the case here.

Staff Recommendation: Because none of the outcomes for this project will advance the Southern Virginia Program's stated goals, Staff recommends no award.

Virginia's Heartland RIFA

Virginia's Heartland Regional Industrial Park Onsite Water Supply (#3897)

\$20,000 Requested

Project Summary: The Virginia Heartland Regional Industrial Park is a 402 acre site in Charlotte County owned by the Heartland RIFA, a regional economic development partnership of six counties. Grant funds are requested to support 50% of the \$40,000 estimated costs for a preliminary engineering report to establish an onsite water supply that is necessary to serve targeted industrial development. The objective of the PER is to identify the most favorable groundwater well locations and water system configuration. Heartland is targeted to agriculture, food processing, timber and wood products industries which align best with the resources and workforce in the community. The park is considered a strategic property for the Commonwealth, with major infrastructure requirements already in place including road and rail access, and telecommunications services via a MBC node.

Matching Funds: \$20,000 match is committed by Virginia’s Heartland RIFA.

Project Outputs:

- A Geophysical Survey and an Onsite Water Supply Preliminary Engineering Report to serve Heartland Regional Industrial Park will be completed.

Staff Comments: Agriculture and food processing are two in demand sectors that are heavy water users and would benefit from the proposed on-site water service. Addressing water supply needed for industrial development is a primary next step in order for the park to be more effectively marketed. The Keysville Water Plant is unable to accommodate the capacity requirements. The Commission has invested ~ \$4 million under five grants starting with the agency’s first grant awards in January 2001, with the last two awards invested in 2011 to support engineering studies for water and electrical utilities.

The preliminary engineering report requested for funding is the next level of due diligence in order to proceed with an onsite water supply source. In reviewing the VEDP Business Ready assessment report for Heartland, staff notes there is an estimated \$96,400 of due diligence activities needed to move the park from Tier 3 to Tier 4 status. Staff contends that these activities are of equal, if not higher, priority than this project. Charlotte County explained that the Tier 4 due-diligence is expected to be part of a region-wide funding request for Virginia’s Growth Alliance and is also a priority to complete.

- Installing onsite wells at the property has been identified as an economically feasible means of addressing additional water capacity needs.
- The Town of Keysville’s municipal system that supplies water to the Heartland Park has a current capacity of 590,000 gallons per day, and is unable to meet the water needs of potential businesses with substantial water requirements.
- Water system enhancements are expected to improve the marketability of the Heartland Park and bring new businesses to the region.

Financial Viability Assessment: Work began on this industrial park more than 20 years ago and unfortunately it has not yet seen much success. Currently, there is only one business located at the park—a logging equipment retailer, Forest Pro. Information submitted with the application indicated this park may require additional utility infrastructure somewhere in the realm of \$31.5 to \$42.75 million. The current project is a modest request that hopefully will provide important insight as to how this park’s water availability issues can be addressed cost effectively.

Staff Recommendation: Staff recommends approval of \$20,000 grant for 50% of engineering services.

(OTHER BUSINESS FOLLOWS)

OTHER BUSINESS

South Boston IDA

John Randolph Hotel Redevelopment Project (#3289)

\$600,000 Grant Award

Request for 6th Year Extension to 9/20/2023

Staff Comments: This is a \$600,000 grant award from September 2017, to support A&E and renovations costs for redevelopment of the John Randolph Hotel property located in downtown area of South Boston. There remains a balance of \$524,247 on the TRRC project account. The hotel is owned by the South Boston IDA. The project is for redevelopment into a boutique hotel with 27 rooms, a restaurant, a rooftop bar and a gift shop. A feasibility study for the project was originally completed in 2012, and updated in 2017. The grant was delayed in the second year, when the original operator/developer pulled out of the project. The Town is negotiating a new hotel operator/developer partnership. A construction estimate was provided by Blair Construction, and the Town/IDA intend to initiate the contract as soon as the partnership is finalized. The total project cost is ~ \$8 million. In addition to the \$600,000 grant from the Commission, the Town has over \$2 million in historic tax credits, a grant from the Industrial Revitalization Funds, and a loan is secured for financing. It is estimated that an additional two year extension to September 30, 2023, will be necessary to allow for hotel renovations to be completed.

Staff Recommendation: Staff recommends approval of a sixth-year extension to September 30, 2023, contingent on the IDA securing a developer/operator agreement no later than March 31, 2022.

Virginia Tech Transportation Economic Development, Inc. (VTTEDI)

Acquisition of Equipment to Expand Tire Test and research Capabilities at the Global Center for Automotive Performance Simulation (#3209)

\$500,000 Grant Approved 9/20/2017

Request for 5th Year Extension to September 30, 2022

Staff Comments: The Commission awarded this \$500,000 R&D grant in September 2017 to support the GCAPS tire testing facility located at the Virginia International Raceway (VIR) in southern Halifax County. The facility is operated by an LLC subsidiary of Virginia Tech Transportation Economic Development, Inc. (VTTEDI). Overall project objectives have been delayed due to supply chain issues related to COVID. Additional time is required to accommodate a 18-22 week build schedule for necessary retrofits to the GCAPS's LTR Tire Tester. A \$223,780 purchase order was issued to Unico, LLC on July 1, 2021. This is for equipment/component builds for retrofits to the LTR Tire Tester, the Center's primary testing asset, which are necessary to address critical components that have become obsolete. The retrofits will be for each of three inverters: AFE, roadload, and spindle. VTTEDI is requesting a full fifth year extension to September 20, 2022 to allow for unforeseen delays in delivery schedule which has been common with many suppliers due to the pandemic. The full year will allow sufficient time for the equipment to be delivered, tested and accepted.

Staff Recommendation: Staff recommends approval of a fifth year extension to September 30, 2022.

City of Danville

Improved Natural Non-Nutritive Sweetener R&D Project (#3337)

\$1,370,979 Grant Award

Request for Three-Month Extension to 12/31/2021

Staff Comments: The Commission awarded this \$1.37 million R&D grant in September 2017 to support one-year of operating expenses for Engineered Biopharmaceuticals to develop and test commercial-scale processes to improve the flavor profile of stevia. Project milestones for product and process development and sensory testing were completed by June 2019. The remaining milestone is for scale-up development. There remains a balance of \$603,736.10 on the TRRC project account.

Danville is requesting an additional three-month extension to allow time for commercial scale equipment to produce the proprietary stevia product for the commercial market to be purchased and delivered. A newly formed company, eBio Nutritional Sciences, will utilize the equipment for commercialization. eBio signed a lease with the Danville IDA on a building in the Airside Industrial Park that started August 1, 2021. According to a letter that the company sent to the Commission in August, the building “requires significant internal renovations work.” Staff has concerns that if even the short extension is approved, the building would not be ready for installation of the equipment to occur.

The company has benefited from nearly \$3.8 million of TRRC funding to date, including a \$2.98 million R&D grant in May 2011 and the \$767,242 disbursed under this grant. Staff has concerns about a last minute drawdown on the remaining grant funds for scale up commercialization that was expected to occur in September 2018 based on milestones submitted with the application. Staff requested confirmation of investor commitments and details on commercial contracts to validate the availability of capital to scale up to 30+ employees, but received no response.

The Commission continues to encourage the company to accomplish its commitments for commercialization in the Region. Recognizing that over \$3.7 million of TRRC funding has already been provided with the expectation that commercialization will occur in the Tobacco Region, Staff recommends taking no further action and allowing this grant to expire. Eligible expenses through the current end date of September 20, 2021 may be submitted for reimbursement. For any remaining grant funding, Staff recommends deobligating the balance and closing out of the grant.

Staff Recommendation: Staff recommends no further action.

INCENTIVES & LOANS COMMITTEE



AGENDA

INCENTIVES AND LOANS COMMITTEE

Peaks of Otter Lodge

85554 Blue Ridge Parkway, Bedford, VA

Wednesday, September 22, 2021

9:30 A.M.

In accordance with §2.2-3708.2.D.2 of the Code of Virginia, the public may witness this meeting electronically via a computer, phone or other electronic device by following the below link:

<https://virginiatobaccocommission.my.webex.com/virginiatobaccocommission.my/j.php?MTID=m4d406acea73aed98454a83a113c6e4bf>

Only audio and the chat box feature will be utilized for the electronic meeting no video will be available. The meeting may be accessed via telephone by dialing: 1-408-418-9388 (toll) and utilize the access code: 132 663 7916 and password: 84875737.

If you experience problems calling in, please call Mr. David Bringman at 804-894-9659 or email at: dbringman@revitalizeva.org

Welcome and Call to Order	<i>The Honorable Lashrecse Aird, Chair</i>
Call of the Roll	<i>Evan Feinman, Executive Director</i>
Approval of the <u>5/27/21</u> Minutes	<i>(published on website)</i>
Public Comments	
Project Solomon	<i>Andy Sorrell, Deputy Director</i>
Confidential Project Discussion	<i>Closed Session</i>
Extensions & Modifications	<i>Andy Sorrell, Deputy Director</i>
CBL Program Award Approvals	<i>Evan Feinman, Executive Director</i>
Other Business	<i>Evan Feinman, Executive Director</i>
Public Comments	
Adjournment	

Incentives & Loans Committee

September 22, 2021

The Incentives and Loans Committee is meeting on Wednesday, September 22nd at 9:30 a.m. to consider in open session one TROF incentive approval, one request for grant/loan repayment forbearance, four requests for performance extensions or other project modifications. One confidential project will be discussed in closed session. All committee recommendations to the Commission will occur in open session. The following provide staff overview and comment on all the projects mentioned above.

TROF PROJECT APPROVAL

1. Danville- Pittsylvania RIFA

Project Solomon, (#3912)

Approval of 1.529M TROF Grant & Loan Incentive.

Staff Overview & Comment: Staff provided a revised TROF estimate for this Project on July 12, 2021. The application was received by the Commission the week of August 16th. The Project was announced on August 26th. The short-time between submittal of the application and project announcement did not permit a meeting of the Committee to approve incentive amount (because it was over \$ 1 million). Therefore after reviewing the project's performance parameters and timing with Committee leadership, and providing other Committee members several days to provide feedback on the project, the Committee tentatively approved the project pending with the official approval by the Committee at their fall meeting occurring retroactively. The performance parameters remain the same as were provided to the Committee the week of August 16th and are as follows:

- \$295 Million capital investment with 375 new jobs at an average annual salary of \$41,668 from Tyson Foods, a leading producer of food protein to be provided over a 3 year performance period.
- The Company desires to locate on Lot 9 in the Cane Creek Industrial Park (which is located in Pittsylvania County and in an industrial park whose revenue is shared by both Danville and Pittsylvania).
- The prevailing average wage for the locality at the time of the estimate was \$37,934.
- This company is considered locations in North Carolina, South Carolina, Tennessee and Virginia. The region's trained workforce in automation and robotics helped attract the Company to the area.
- Based on the performance parameters, a total incentive in the amount of \$1,529,000 in being offered - \$707,000 would be provided as a TROF grant and \$822,000 as a 0% interest, 5-year repayable TROF loan. The TROF grant portion is subject to revenue sharing with between the Commission and the localities party to the RIFA.

Staff recommends the Committee approve a TROF grant award in the amount of \$707,000 and a TROF loan award in the amount of \$822,000 for a total TROF incentive amount of \$1,529,000 subject to verification of the facts, availability of funds and approval by the Commission.

FORBEARANCE PERIOD & INTEREST WAIVER

2. Appomattox County EDA

Innovatio Sealing Technologies, (#3340)

Request for Forbearance on TROF Grant & Loan Repayments until 1/1/2023.

Staff Overview & Comment: This TROF incentive was approved in September 2017 and provided to the Appomattox County Economic Development Authority (the “EDA”) for the benefit of Innovatio Sealing Technologies, LLC (the “Company”). In return for a grant incentive of \$80,000 and a loan incentive of \$40,000, the Company promised to provide 28 new jobs with a quarterly payroll of \$250,642.00. The private taxable investment was for \$2,120,000. The performance period was 3 years and ended on June 30, 2020. Both the grant and loan incentive were fully disbursed to the EDA in February 2018 prior to performance.

To date, the Commission has been unable to verify any new jobs and has verified an investment of \$224,491 in taxable capital assets. In order to earn any of the grant or loan amount, the Company must first meet the minimum investment requirement of \$1,000,000. Since this has not occurred, the Company has not earned any of the grant or loan incentive and all of the grant and the remaining loan balance (plus interest) is subject to repayment to the Commission.

The Company had made regular loan payments towards their loan balance having repaid a total of \$28,000 of the original \$40,000 loan. The loan balance remains at \$12,000 to be repaid to the Commission. The Company is up-to-date on its TROF loan payments with the last regularly scheduled payment in the amount of \$4,000 being received on August 26, 2021. Since the performance period for this project is over, the loan agreement requires that the balance of the loan (\$12,000) plus 5% interest (\$600) (in total \$12,600) be repaid within 30 days from notification from the Commission.

In June 2021, the Company suffered a fire their facility which damaged the building and equipment within it. Since the performance period for this project had already ended the year before the fire occurred (June 30, 2020) the fire did not impact the Company during the performance period and therefore did not qualify as an “Event of Force Majeure.” Additionally, the Company recently purchased another facility in the county and desire a performance extension in order to meet the performance objectives at the new facility. Staff does not feel an performance extension is warranted for a facility moving to a new facility. Completing the construction and up fit of a new building would be a new project – not one suitable for an extension of the current grant and loan performance agreements. Staff recommends that the County and the Company work with the Commission to develop a suitable repayment agreement for the grant and remaining balance of the loan amount.

Given the impact the fire (and the pandemic) has likely had on the Company's operation, staff recommends a forbearance period on both the outstanding loan balance of \$12,000 and the

repayment of the \$80,000 grant amount. Additionally, due to the extenuating circumstances of the fire, staff further recommends waiving the 5% added interest on the loan balance. In total the repayment amount would be \$92,000 (\$80,000 of the grant and the \$12,000 remaining loan balance). Staff recommends a repayment plan subject to the following terms:

- Combined (grant and loan) \$92,000 is due to the Commission (the "Amount Due").
- 14-month forbearance period (September 1, 2021 - January 1, 2023) on the Amount Due during which no interest or penalty fees shall be added.
- On or before January 1, 2023, \$18,400 shall be paid to the Commission. Thereafter annually for four years on or before January 1, 2024, 2025, 2026 and 2027 a payment in the amount of \$18,400 shall be paid the Commission until the balance is fully repaid. There shall be no penalty for repaying the full balance before it is due.

Staff recommends approval of the forbearance period from September 1, 2021 – January 1, 2023 and waiving the 5% added interest on the remaining loan balance. In total, the Company or County will repay the Commission \$92,000 according to the repayment terms listed in the staff report above.

EXTENSIONS AND MODIFICATIONS

3. Bedford County, Virginia

Innerspec Technologies, Inc. (#3044)

Request for a Performance Extension through December 31, 2021.

Staff Overview & Comment: This Tobacco Region Opportunity Fund (TROF) grant was awarded to Bedford County (the "County") and Innerspec Technologies Inc. (the Company) in March 2015 in the amount of \$20,000 with funding fully disbursed prior to performance. The original 36-month performance period ended 3/31/2018 and was administratively extended for an additional year through 3/31/2019. The executed performance agreement required the company to employ 3 persons with an aggregate payroll of \$50,250. The taxable asset obligation during the performance period was \$3,900,000.

As noted in the attached letter from the Company (Attachment A), the Company has invested considerable assets into Bedford County and Lynchburg, totaling \$4.1 million. However, as noted in the letter, some of those investments occurred in the city of Lynchburg which are not eligible to be counted for this project. To date, the increase in taxable assets verified by the Bedford Commissioner of Revenue totals \$908,781.00 which is under the minimum investment required before any of the grant is earned.

Over the summer and fall of 2021 the Company is and will be investing significantly in additional taxable capital investment at their Bedford County facility. In order to allow the Company additional time to more fully achieve their performance, staff supports a final performance extension through the end of 2021.

Staff recommends a final performance extension through December 31, 2021.

4. Henry County, Virginia
RTI Martinsville, Inc. (#3177)

Request for a Final Performance Extension through March 31, 2021.

Staff Overview & Comment: This Tobacco Region Opportunity Fund (TROF) grant was awarded to the Henry County (the “County”) and RTI Martinsville, Inc. (the Company) in March 2016 in the amount of \$80,000 with funding fully disbursed prior to performance. The original 36-month performance period ended 3/31/2019 and was administratively extended for an additional year through 3/31/2021. The executed performance agreement required the company to employ 15 persons with an aggregate payroll of \$148,200. The taxable asset obligation during the performance period was \$8,596,000.

Currently the Company has met over 100% of their employment goal and 42% of their capital investment goal. The Company and County believes the Company will be able to fully achieve their performance goals if granted a final performance extension through the end of March 2021. After reviewing the letter (Attachment B) from the County, staff supports a performance extension to allow the Company to more fully achieve their performance objectives.

Staff recommends approval of final performance extension through March 31, 2021.

5. Henry County, Virginia
NovaTech USA, Inc. (#3245)

Request for a Performance Extension through September 30, 2021

Staff Overview & Comment: This Tobacco Region Opportunity Fund (TROF) grant was awarded to the Henry County (the “County”) and Novatech USA Inc. (the Company) in September 2016 in the amount of \$130,000 with funding fully disbursed prior to performance. The original 36-month performance period ended 9/30/2019. The executed performance agreement required the company to employ 50 persons with an aggregate payroll of \$359,050. The taxable asset obligation during the performance period was \$3,000,000.

The Company has met 52% of their employment goal and over 100% of their capital investment goal. The Company recently acquired another company and will be adding another production line in Martinsville. Also, in part due to the pandemic, the Company’s ability to achieve its performance metrics slowed – however, both the Company and locality feel a performance extension through the end of September 2021 will permit the Company to more fully achieve their performance objectives. After reviewing the information from the Company (Attachment C) and speaking with the locality, staff recommends a final performance extension through the end of September 2021.

Staff recommends approval of final performance extension through September 30, 2021.

6. Town of Saint Paul, Virginia IDA
Willis, LLC (a.k.a. Western Front Hotel) (#3375)

Request for a Performance Extension through September 30, 2022.

Staff Overview & Comment: This Tobacco Region Opportunity Fund (TROF) grant was awarded to the Town of St. Paul and St. Paul Industrial Development Authority (the “IDA”), a.k.a Western

Front Hotel, in September 2017 in the amount of \$85,000 with funding fully disbursed prior to performance. The original 36-month performance period ended 9/30/2020 and was administratively extended for an additional year through 9/30/2021. The executed performance agreement required the company to employ 22 persons with an aggregate payroll of \$137,280.00. The taxable asset obligation during the performance period was \$6,396,615.00.

Currently, the Company has achieved 30% of the employment obligation and nearly at 50% of the taxable asset performance. As with many other hotels, the pandemic has impacted the tourism and hospitality industries significantly. Therefore, the Company with support from the Town, has requested a performance extension through the end of September 2022. After reviewing the letter from the Town (Attachment D) and speaking with Town staff, staff believes the Company will be able to more fully achieve their performance objectives if granted the extension and therefore supports the extension request.

Staff recommends approval of a performance extension through September 30, 2022.

CONFIDENTIAL PROJECT

7. Wythe County JIDA

Project Palm

Project Eligible for Prospect Incentive Fund

Staff Overview & Comment: Staff has received a Tobacco Region Opportunity Fund (TROF) incentive estimate request for a regionally transformative project proposed to be located within Wythe County. Specific details of Project Palm will be discussed in closed session, but the overall performance parameters and possible incentive offering are as follows:

Project Palm:

- Proposed 3-year performance period providing 1,044 new jobs at an average annual salary of \$37,321 and a private taxable capital investment of \$446 million;
- TROF grant incentive estimate of \$1,022,000 (to include local revenue sharing of 5% of net new local tax revenue generated by the project);
- **Total incentive of \$1,022,000.**

The average annual salary being provided is slightly above the prevailing average for Wythe County (\$37,102). Given the size of the project in terms of jobs and capital investment, Project Palm is a candidate for the Prospect Incentive Fund should additional funding be needed above the incentive estimate. The Project was not interested in a loan therefore only the grant portion has been offered. The grant incentive portion that may be offered will be subject to revenue sharing with the Commission.

Staff recommends the TROF incentive amount as provided by the TROF estimator, a TROF grant incentive of \$1,022,000 subject to revenue sharing and to verification of the facts, availability of funds and approval by the Commission.



COUNTY OF BEDFORD, VIRGINIA

COUNTY ADMINISTRATION BUILDING
122 EAST MAIN STREET, SUITE 202
BEDFORD, VIRGINIA 24523

OFFICE OF ECONOMIC DEVELOPMENT

3044

June 21, 2021

The Honorable Edward Owens, Chairman
Tobacco Region Revitalization Commission
701 E. Franklin Street, Ste. 501
Richmond, VA 23219

A

Dear Mr. Owens,

We have learned that the Tobacco Region Revitalization Commission (TRRC) wants Innerspec to pay back the full \$20,000 grant it was awarded in 2015. We are writing to urge you to look at what the company has accomplished over the last few years and after reviewing the following information, it is our hope you will proceed to close-out the loan without having Innerspec pay back anything.

In August 2015, Innerspec Technologies received a \$20,000 Tobacco Region Opportunity Fund (TROF) grant from the TRRC for locating to Bedford County and purchasing a \$1.1 million facility. Additionally, the company committed to investing \$3 million in machinery and tools and locating 33 full time jobs, plus adding 3 new jobs in three years at its new Bedford County operations. The Bedford County EDA also provided a \$25,000 incentive to assist in the expansion.

It is important to note that the company committed to the \$3 million investment in equipment based on taxes paid in Lynchburg for equipment including machinery and tools, furniture, and fixtures, and all its inventory. However, Bedford County does not tax inventory. Therefore, the \$3 million was an inflated number by more than \$1.6 million which none of us knew at the time.

In November 2018, the Tobacco Commission extended the grant until March 31, 2019 to allow the company to get its employment numbers up to a total of 36 employees (which they did not have at the time) or there would be a small clawback of \$3,000.

It is now 2021 and the company recently announced a new expansion by adding a 10,000 sq. ft. non-destructive testing facility that will be finished in the next few weeks. According to Frank Weinmeister, Director of Operations, this newest expansion will add employees bringing the total to 38 people with an average salary of \$77,000. The new expansion includes a \$1 million building and \$1 million in machinery and tools, over the next three years.

The EDA successfully closed out its original incentive with the company and agreed to provide a small cash incentive for the 2021 expansion, too. With that, we respectively ask the Commission to close out this \$20,000 TROF from 2015 given the new investments taking place now. Though the company did not meet the original timeline schedule, it has certainly made up for the lack of inventory by adding new taxable assets.

COUNTY OF BEDFORD, VIRGINIA

ECONOMIC DEVELOPMENT AUTHORITY

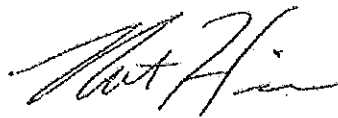
Page 2

Thank you for the consideration of this request and all you have done to support Bedford County as we strive to bring new jobs and investment to the region.

Regards,



Traci Blido
Director, Bedford County Economic Development



Robert Hiss
Bedford County Administrator

cc:

Mr. Evan Feinman

Mrs. Sarah Capps

County of Henry

P.O. BOX 7
KINGS MOUNTAIN ROAD
COLLINSVILLE, VIRGINIA 24078-0007
www.henrycountyva.gov



TIM HALL
County Administrator

DALE WAGONER
Deputy County Administrator

July 8, 2021

Board of Supervisors

JIM ADAMS
CHAIRMAN
Blackberry District

RYAN ZEHR
Ridgeway District

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Telephone (276) 634-4601

Board of Supervisors

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VICE-CHAIRMAN
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Iriswood District

Fax (276) 634-4781

David Bringman
Tobacco Region Revitalization Commission
710 E. Franklin Street, Suite 501
Richmond, VA 23219

Mr. Bringman:

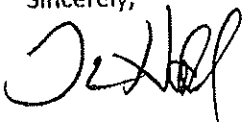
Henry County respectfully requests a 5th-year extension of the May 4, 2016 performance agreement for Howmet Aerospace (formerly RTI Martinsville or Alcoa).

The performance agreement stipulates the hiring of 15 employees and a capital investment of \$8,596,000. The County is confident that the company has met the employment and wage targets. However, the company does need additional time to reach the capital investment obligation.

As with so many other companies, the pandemic stagnated the growth of Howmet's Martinsville facility. This company is largely dependent on travel patterns, which declined on a global level. There was both a direct impact to the company and indirect impacts on its suppliers. As the world recovers, we believe the commercial travel industry will strengthen and improve the company's progress towards the targets.

Howmet Aerospace is an essential part of our corporate landscape in Henry County and we fully expect the company to continue its growth here. We are hopeful that the Commonwealth will agree to extend the performance agreement date.

Please feel free to contact me with questions.

Sincerely,

Tim Hall
County Administrator



Martinsville Operations
101 RTI Way
Martinsville, VA 24112
276.634.2200

July 7, 2021

David Bringman
Tobacco Region Revitalization Commission
710 East Franklin Street Suite 501
Richmond, Virginia 23219

Mr. Bringman,


On behalf of our RTI Martinsville Inc. subsidiary, Howmet Aerospace would respectfully request the Tobacco Regional Revitalization Commission approve a 5th year option for Tobacco Region Opportunity Fund (TORF) Grant 3177 during the Commission's fall meeting.

In 2016, RTI Martinsville Inc. received this grant valued at \$80,000 for a capex investment to expand the facility's titanium forging and grinding capacity and create 15 jobs. Howmet has met and exceeded our jobs and wages commitments but remains below the tax assessed value of our capex investment target.

Over the past 18 months, the COVID-19 pandemic has caused a global decline in commercial air travel, leading to substantial decrease in build rates for commercial aircraft at leading OEMs with repercussions for numerous associated aerospace suppliers that are customers of Howmet Aerospace. An additional year should allow us to improve our performance related to this TROF grant as we begin to see recovery from the impacts of the pandemic and continue to invest in the facility's capabilities.

Howmet Aerospace is proud of its Martinsville operations which provide high-paying, high-skilled aerospace jobs in Henry County. We look forward to continuing to grow in partnership with community stakeholders and very much appreciate the Commission's consideration of our request.

Regards,


Jeremy Belloir
Plant Manager
Martinsville Operations

Grant Extension Application

3245

Novatech wants to obtain a extension to meet the grant conditions for the following reasons:

- The year-to-date 2021 (January- April) results are promising, Novatech observed a strong first portion of the year which is usually slower due to business seasonality. Management expects results to persist for the remaining portion of 2021.
- On May 18, 2021 Novatech acquired Energi Patio Doors division in Terrebonne (Montreal, Quebec) and management intends to transfer approximately 5M in sales of one US customer located in Ohio to the Martinsville plan.
- Management has created a strategic plan for the Martinsville factory to better serve the US market. By doing so, a significant portion of the Beauceville (Quebec) production for two customers (Thomsoncreek and Maning) will be transferred to Martinsville.

C

To conclude, top management has adjusted its strategy since the opening of Martinsville factory in 2017 and is monitoring the growth closely. An aggressive 5-year plan has been developed and management is confident in its investment.

Below is the 5-year forecast for the Martinsville location:

**Information is presented in Canadian Dollars.*

	5 year Forecast					Actual 2021 (Jan-April)
	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>	
Qté doors	4 509	17 000	20 000	24 000	29 000	
Average Sale price	1 019	753	736	721	708	
Maximum Capacity	29 000	29 000	29 000	29 000	29 000	29 000
Gross Sales	4 593 973	12 796 000	14 728 000	17 304 000	20 524 000	1 990 306
Sales discount	(45 940)	(110 814)	(127 546)	(149 854)	(177 740)	(16 872)
Transport	(380 183)	(985 292)	(1 134 056)	(1 332 408)	(1 580 348)	(149 053)
Volume Rebates	(33 523)	(215 162)	(247 648)	(290 963)	(345 107)	(26 061)
Net Sales	4 134 327	11 484 732	13 218 750	15 530 775	18 420 806	1 798 320

Employee data (March 29, 2020-March 27, 2021):

The employment requirements for the TROF grant was that Novatech USA employ at least 50 employees with a quarterly payroll of at least 354 640\$. As displayed below, COVID-19 had a significant impact on the business and after this period there is a steady increase in number of employees. For the remaining of the 2021 year, the forecasts for employee level are 35 to 45 and an additional increase is expected for 2022.

	Pay Periods	Nombre de Org Level 5	Somme de Earnings Totals		Total Payroll	Average # employees	
COVID	2020-08	16	21 601	Q2	115 657	13	
	2020-09	10	21 974				
	2020-10	10	21 237				
	2020-11	14	23 543				
	2020-12	17	27 302				
	2020-13	18	31 291				
	2020-14	22	33 512	Q3	281 732	23	
	2020-15	21	33 228				
	2020-16	19	30 736				
	2020-17	23	33 222				
	2020-18	27	41 752				
	2020-19	26	38 990				
	2020-20	25	39 002	Q4	222 712	25	
	2020-21	25	38 827				
	2020-22	25	37 991				
	2020-23	26	35 152				
	2020-24	25	33 833				
	2020-25	25	38 467				
	2020-26	25	38 442	Q1	257 452	25	
	2021-1	25	36 672				
	2021-2	25	37 865				
	2021-3	25	38 165				
	2021-4	25	36 454				
	2021-5	25	35 770				
	2021-6	24	38 048				
	2021-7	24	34 479				
	Total général		572	877 553			

Current year comparative of COVID-19 months of prior year

Pay Periods 2021	Number of Employees	Total Hours	Total Earnings
03/28 to 04/10	25	1 573	36 039
04/11 to 04/24	27	1 535	36 819
04/25 to 05/08	25	1 704	28 513
Total général	77	4 812	101 372

St. Paul Industrial Development Authority

P.O. Box 1262
St. Paul, Virginia 24283

3375

D

August 19, 2021

David Bringman
Database and Performance Metrics Manager
Tobacco Region Revitalization Commission
701 East Franklin Street, Suite 501
Richmond, VA 23219

Re: Willis Building Project/Western Front Hotel
Project #3375

Dear Mr. Bringman:

The St. Paul Industrial Development Authority would like to request a minimum one year extension to meet the performance metrics on the above named project. We have requested all outstanding reports from the developer and will forward them on to you as soon as received.

The hotel and restaurant have done well so far this summer, however COVID-19 issues have impacted our numbers since March, 2020, with the hotel being closed for several months and the restaurant even longer. We are hopeful that all of our business can remain in operation from this point forward.

In advance, I thank you and the Tobacco Commission for consideration of this request.

Sincerely,



Robert G. Harrison, Chairman
St. Paul Industrial Development Authority

SOUTHWEST VIRGINIA COMMITTEE



AGENDA

SOUTHWEST VIRGINIA COMMITTEE

Peaks of Otter Lodge

85554 Blue Ridge Parkway, Bedford, VA

Wednesday, September 22, 2021

11:15 A.M.

In accordance with §2.2-3708.2.D.2 of the Code of Virginia, the public may witness this meeting electronically via a computer, phone or other electronic device by following the below link:

<https://virginiatobaccocommission.my.webex.com/virginiatobaccocommission.my/j.php?MTID=m4d406acea73aed98454a83a113c6e4bf>

Only audio and the chat box feature will be utilized for the electronic meeting no video will be available. The meeting may be accessed via telephone by dialing: 1-408-418-9388 (toll) and utilize the access code: 132 663 7916 and password: 84875737.

If you experience problems calling in, please call Mr. David Bringman at 804-894-9659 or email at: dbringman@revitalizeva.org

Welcome and Call to Order

The Honorable Chris Hurst, Chair

Call of the Roll

Evan Feinman, Executive Director

Approval of the 5/27/21 Minutes

(published on website)

Public Comments

Extensions and Modifications

Sara Williams, Southwest Regional Director

FY22 SWVA Application

Round Announcement

Sara Williams, Southwest Regional Director

Other Business

Evan Feinman, Executive Director

Public Comments

Adjournment

Southwest Virginia Committee

September 22, 2021

The Southwest Virginia Committee will meet on Wednesday, September 22, 2021 at 11:15 a.m. to consider extensions of five existing grants.

The Barter Foundation, Inc.

Expanding the Production Capacity of Barter Theatre, Phase 2 (#3071)

Approved for \$250,532 in September 2015 (\$66,163.32 balance)

Request for three-month extension

Staff Overview & Comments: This grant was intended to assist with costs related to renovating and upgrading Barter's costume shop. The project also received a \$500,000 award from Appalachian Regional Commission. In September 2020, the Commission approved a one-year extension and a significant budget revision to allow TRRC funds to be used to provide operating support while the Theater operated at limited capacity due to the pandemic. During the past year and a half, Barter has been limited to performances at the outdoor Moonlight Theater. Indoor performances will resume at the Theater's main stage later this month.

Because the budget revision for the ARC grant was not approved until December 2020, a delay was created for the TRRC grant. As a result, an additional extension is needed to continue to allow the balance of the grant to serve as the required match for the ARC funds. The project will be completed by December 31, 2021.

Staff recommends the approval of a three-month extension through December 31, 2021.

Floyd County EDA

Floyd Regional Commerce Center Phase II Development (#3191)

Approved for \$420,696 in September 2017 (\$406,273.75 balance)

Request for one-year extension

Staff Overview & Comments: The balance of this grant will be used for construction of utilities to serve the additional building pads that are under development at the Commerce Center. Phase II activities also include the construction of an access road that is funded through the ARC Access Road Program. The EDA made an additional request to the ARC Program because costs have increased. Currently, VDOT's schedule shows completion by September 2023. Under this timeline, TRRC should expect an additional extension request next year. Nevertheless, the project team is diligently pursuing the project and keeping Staff informed.

Staff recommends approval of a one-year extension through September 30, 2022.

Friends of Southwest Virginia

Building Appalachian Spring: Growing the Economy of Southwest Virginia through Developing Outdoor Recreation Destinations (#3198)

Approved for \$500,000 in September 2016 (\$206,053 balance)

Request for one-year extension

Staff Overview & Comments: The balance of this grant is allocated for three construction projects. The first, construction of the Damascus Trail Center, has been completed and final paperwork is being prepared. The second project, the High Knob Destination Center, will utilize the remainder of this grant. This project is on track and anticipates completion in November 2022. Currently, the local partner for the Center (the City of Norton) is waiting for final VDOT approval and will bid the project once the approval is received. Finally, the Haysi to Breaks trail construction project encountered a last minute roadblock related to Buchanan County's Section 202 Flood Program plans. This project, which would have resulted in the construction of a Riverwalk in Haysi, was ready for construction with over \$1M of funding committed. Due to the constraints for the Section 202 project, it is unlikely that the project will now proceed as planned. The grantee plans to submit an updated budget for the Haysi project that will utilize the remaining funds to improve river access in the Town. TRRC funds will continue to be matched by DHCD and others for the revised project.

Staff recommends approval of an extension through September 30, 2022 contingent upon the Executive Director's approval of a revised project budget, scope and outputs.

Scott County Economic Development Authority

Riverside Development Phase III – Site Development (# 3200)

Approved for \$500,000 in September 2017 (\$500,000 balance)

Request for one-year extension

Staff Overview & Comments: This project involves the development of an additional site at the Riverside Development. The project has been bid twice, however, the bids came in substantially over the engineer's estimate. The EDA is currently working with the engineer to complete a mass grading plan for the property to determine a more accurate cost estimate. The EDA is also planning to submit an application to the U.S. EDA to secure additional funding necessary to complete the project. To address concerns that Commission funds must to be put to work, Staff recommends requiring the EDA to seek and obtain matching funds within the extension period.

Staff recommends approval of a one-year extension through September 30, 2022, provided that the grantee must provide satisfactory documentation that it has obtained all funding necessary to complete the project before any Commission funds are released. If this funding is not secured, no additional extension will be considered.

Grayson County

Project Timberwolf (#3308)

Approved for \$150,000 in September 2017 (\$150,000 balance)

Request for one-year extension

Staff Overview & Comments: This grant was awarded for development of a new industrial site in Grayson County. The project was underway by 2020, however, due to quality concerns, the County released the original contractor from the project and rebid it in spring 2021. The new contractor is expected to begin work on September 27 and anticipates completion within 120 days. To allow adequate time for completion and grant close out activities, a one year extension has been requested.

Staff recommends a one year extension through September 30, 2022.

FULL COMMISSION



AGENDA

FULL COMMISSION

Peaks of Otter Lodge

85554 Blue Ridge Parkway, Bedford, VA

Wednesday, September 22, 2021

1:15 P.M.

In accordance with §2.2-3708.2.D.2 of the Code of Virginia, the public may witness this meeting electronically via a computer, phone or other electronic device by following the below link:

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If you experience problems calling in, please call Mr. David Bringman at 804-894-9659 or email at: dbringman@revitalizeva.org

Welcome and Call to Order	<i>The Honorable Edward Owens, Chair</i>
Call of the Roll	<i>Evan Feinman, Executive Director</i>
Approval of the <u>5/27/21</u> Minutes	<i>(published on website)</i>
Public Comments	
Education Committee	<i>Ms. Rebecca "Becky" Coleman, Chair</i>
Southern Virginia Committee	<i>Mr. Walter "Buddy" Shelton, Chair</i>
Incentives and Loans Committee	<i>The Honorable Lashrecse Aird, Chair</i>
Southwest Virginia Committee	<i>The Honorable Chris Hurst, Chair</i>
TROF and CBL Loan Update	<i>Andy Sorrell, Deputy Director</i>
CBL Program Award Approvals	<i>Evan Feinman, Executive Director</i>
Other Business	<i>Evan Feinman, Executive Director</i>
Public Comments	
Adjournment	

Tobacco Region Revitalization Commission

Financial Summary

As of July 31, 2021

TICR Fund Balance	\$ 232,532,285
Restricted Endowment Balance	\$ 75,976,441
Unrestricted Endowment Balance	\$ 67,653,855
Restricted Endowment Accum Interest	\$ 1,796,124
Unrestricted Endowment Accum Interest	\$ 1,620,537
Total Cash & Investments	\$ 379,579,241

Cash Disbursements - this month	\$ 2,763,124
Cash Disbursements - FYTD	\$ 2,763,124

Fund	Unobligated Balances
Special Projects	\$ 227,439
Education	\$ 5,131,743
Education-Workforce Training	\$ 2,280,576
Education-TAP	\$ 5,100,000
TROF (Deal Closing)	\$ (2,469,495)
Southside Economic Development	\$ 16,492,075
Southern Va Committee	\$ 11,368,995
Southwest Va Committee	\$ 5,716,131
R&D/Broadband	\$ 5,909
Megasite Prospect Incentive	\$ 10,500,000
Lending Program	\$ 74,447,087
Administration	\$ 2,471,231
TICRC General Account	\$ 1,765,923
FY2022 Budget Balance	\$ 133,037,615

Tobacco Region Revitalization Commission
Statement of Revenues, Expenditures, and Changes in Fund Balance (Cash Basis)
As of July 31, 2021

	<u>FY22 Budget</u>	<u>YTD Actual</u>	<u>YTD Actual as % of Budget</u>	<u>Variance Favorable (Unfavorable)</u>
<u>REVENUES</u>				
Other Revenue (all cost codes)	\$ -	\$ 403,704.28		403,704.28
Total Revenues	\$ -	\$ 403,704.28		\$ 403,704.28
<u>EXPENDITURES</u>				
Administration				
Salaries, Fringe Benefits, Per Diems	\$ 1,545,000	\$ 193,173.34	12.5%	\$ 1,351,826.66
Contractual Services	484,620	26,041.56	5.4%	458,578.44
Supplies and Materials	4,500	218.24	4.8%	4,281.76
Transfer Payments	463,680	-	0.0%	463,680.00
Rent, Insurance, Agency Svc Charges	189,650	12,212.95	6.4%	177,437.05
Furniture and Equipment	5,600	-	0.0%	5,600.00
Subtotal - Administration	\$ 2,693,050	\$ 231,646.09	8.6%	\$ 2,461,403.91
Community Revitalization	45,283,060	2,531,477.68		
Total Expenditures	\$ 47,976,110	\$ 2,763,123.77		
Revenues Over (Under) Expenditures	\$ (47,976,110)	\$ (2,359,419.49)		
<u>OTHER FINANCING SOURCES (USES)</u>				
Transfers In (endowment and earnings)	\$ 37,699,350	\$ -		
CASH BALANCE, June 30, 2021	\$ 234,891,705	\$ 234,891,704.50		
CASH BALANCE, July 31, 2021	\$ 224,614,945	\$ 232,532,285.01		

TROF Awards FY 2018 - FY 2022 to date

Project #	Date Approved	Status	Organization	Project Title	Jobs Promised	Capital Investment Promised	Approved Grant Amount	Approved Loan Amount	Total Approved Amount
3917	9/9/2021	Approved - pending award documents	City of Norton IDA	EarthLink, LLC	85	\$5,370,000	\$62,500	\$62,500	\$125,000
3734	7/28/2021	Approved - pending award documents	City of Danville	Kegenreis Digital Marketing, LLC	62	\$1,500,000	\$45,500	\$45,500	\$91,000
	FY 2022 (to date)		# of Projects	2	147	\$6,870,000	\$108,000	\$108,000	\$216,000
3684	5/27/2021	Approved - pending award documents	Danville-Pittsylvania Regional Industrial Facility Authority	Project K2	3,000	\$20,000,000,000	\$10,000,000	\$10,000,000	\$20,000,000
3774	6/15/2021	Approved - pending award documents	Pittsylvania County	Staunton River Plastics, LLC	200	\$34,000,000	\$135,000	\$0	\$135,000
3767	5/7/2021	Approved - pending award documents	Wythe County Joint IDA	Traeger Pellet Grills, LLC	15	\$2,968,000	\$12,000	\$0	\$12,000
3754	4/30/2021	Approved - pending award documents	Danville-Pittsylvania Regional Industrial Facility Authority	Wairaven, Inc.	46	\$7,150,000	\$48,000	\$48,000	\$96,000
3735	4/5/2021	Approved - pending award documents	Pittsylvania County	J&J Equipment Rentals, Inc.	27	\$5,170,000	\$29,000	\$0	\$29,000
3721	12/18/2020	Approved - pending award documents	Scott County EDA	eHealth Technologies, Inc.	160	\$375,000	\$94,000	\$94,000	\$188,000
3709	12/18/2020	Approved - pending award documents	Wythe County Joint IDA	Klockner Pentaplast of America, Inc.	26	\$48,551,000	\$263,500	\$263,500	\$527,000
3701	12/18/2020	Approved - pending award documents	Pittsylvania County	Intertape Polymer Corporation	50	\$45,000,000	\$276,500	\$0	\$276,500
3700	12/18/2020	Approved - pending award documents	Pittsylvania County	Dogwood Global, LLC.	45	\$500,000	\$23,500	\$0	\$23,500
3665	12/18/2020	Approved - pending award documents	Smyth County EDA	Woodgrain Millwork, Inc.	80	\$8,100,000	\$57,500	\$0	\$57,500
3674	1/29/2021	Approved - pending award documents	Blackstone, Town of	Project White Pebbles	25	\$11,464,825	\$44,500	\$44,500	\$89,000
3673	12/18/2020	Approved - pending award documents	Pittsylvania County	Ison Furniture Manufacturing, Inc.	150	\$3,500,000	\$86,500	\$0	\$86,500
3672	9/11/2020	Approved - pending award documents	Washington County	SPIG Industry LLC	113	\$7,964,000	\$99,500	\$0	\$99,500
	FY 2021		# of Projects	13	3,937	\$20,174,742,825	\$11,169,500	\$10,450,000	\$21,619,500
	FY 2020		# of Projects	9	1,809	\$245,184,219	\$4,106,000	\$2,516,000	\$6,622,000
	FY 2019		# of Projects	20	1,334	\$215,915,399	\$4,490,000	\$2,665,000	\$7,155,000
	FY 2018		# of Projects	28	1,035	\$126,009,797	\$3,640,000	\$642,500	\$4,282,500

TROF Loans as of Sept. 2021

Project #	Date Approved	Organization	Project Title	Status	Loan Amount	Remaining Loan Amount to be Repaid
3917	9/9/2021	Norton, City of	EarthLink, LLC	To be disbursed	\$ 62,500	\$ 62,500
3884	5/27/2021	Danville-Pittsylvania Regional Industrial Facility Authority	Project K2	To be disbursed	\$ 10,000,000	\$ 10,000,000
3754	4/30/2021	Danville-Pittsylvania Regional Industrial Facility Authority	Walraven, Inc.	To be disbursed	\$ 48,000	\$ 48,000
3734	7/28/2021	Danville, City of	Kegerreis Digital Marketing, LLC	To be disbursed	\$ 45,500	\$ 45,500
3721	12/18/2020	Scott County EDA	eHealth Technologies, Inc.	To be disbursed	\$ 94,000	\$ 94,000
3709	12/18/2020	Joint IDA of Wythe County	Klockner Pentaplast of America, Inc.	To be disbursed	\$ 263,500	\$ 263,500
3674	5/3/2021	Blackstone, Town of	Blackstone Hotel Partners, LLC	Disbursed - 8/27/21	\$ 44,500	\$ 44,500
3654	6/15/2020	Grayson County	Metalworx, Inc.	To be disbursed	\$ 265,500	\$ 265,500
3611	1/14/2020	Franklin County	Traditional Medicinals, Inc.	To be disbursed	\$ 245,000	\$ 245,000
3583	9/12/2019	Danville, City of	PRA Group Inc.	To be disbursed	\$ 1,095,000	\$ 1,095,000
3556	8/6/2019	Danville-Pittsylvania Regional Industrial Facility Authority	MEP, Ltd.	To be disbursed	\$ 270,000	\$ 270,000
3545	4/30/2019	Carroll County	Blue Ridge Designs, LLC	Disbursed - 7/10/19	\$ 50,000	\$ 30,000
3544	4/30/2019	Joint IDA of Wythe County, VA	Seven Sisters Brewery, LLC	Disbursed - 4/1/20	\$ 15,000	\$ 12,000
3507	6/6/2019	Russell County Industrial Development Authority	Polycap LLC	Disbursed - 8/30/19	\$ 140,000	\$ 126,000
3501	12/12/2018	Danville, City of	Essel Propack	To be disbursed	\$ 330,000	\$ 330,000
3482	10/15/2018	Danville-Pittsylvania Regional Industrial Facility Authority	Harlow Fastech LLC	To be disbursed	\$ 630,000	\$ 630,000
3481	10/9/2018	Franklin County	Empire Bakery Commissary	To be disbursed	\$ 140,000	\$ 84,000
3476	10/9/2018	Danville, City of	VitalPlan Inc	To be disbursed	\$ 70,000	\$ 70,000
3448	6/6/2018	Nottoway County	UAV Pro, Inc.	To be disbursed	\$ 260,000	\$ 260,000
3406	2/22/2018	Floyd County	Daley Acquisitions, LLC	To be disbursed	\$ 50,000	\$ 20,000
3393	12/7/2017	Buchanan County Industrial Development Authority	Trina Health of Pounding Mill, LLC DBA Trina Health Town Center	To be disbursed	\$ 27,500	\$ 11,000
3340	9/12/2017	Appomattox County EDA	Innovatio Sealing Technologies, LLC	To be disbursed	\$ 40,000	\$ 12,000

3300	5/31/2017	Town of Tazewell Industrial/Economic Development Authority	Sunset Digital Communications Incorporated	\$ 680,000	\$ 272,000
3297	4/27/2017	Russell County Industrial Development Authority	Jennchem, LLC	\$ 107,500	\$ 32,250
3296	4/27/2017	Tazewell County Industrial Development Authority	Trina Health of Pounding Mill, LLC	\$ 45,000	\$ 13,500
3295	6/8/2017	Greensville County	Oran Safety Glass, Inc. (OSG)	\$ 117,500	\$ 23,500
TOTALS				\$ 15,136,000	\$ 14,359,750

Status of Active TROFs with Concluded Performance Periods as of Sept. 2021

Project Number	Date Approved	Start Date	End Date	Organization	Project Title	Performance Period Status	Status 1	Status 2	Clawback Amount	Clawback Repaid	Clawback Remaining
2482	12/20/2011	6/30/2012	6/30/2017	Danville	River District Development, LLC(RDD, LLC.)	Performance Period Ended	Gathering Performance Data	Confirming full performance	TBD		
2490	11/28/2011	9/30/2011	6/30/2017	Bristol	IstobalUSA Corp (USA)	Performance Period Ended	Full performance not met	Negotiating repayment terms	\$ 93,721	\$ 65,278	\$ 28,443
2505	7/1/2012	1/1/2012	12/31/2016	Brunswick	Virginia Electric & Power Company (VEPCO)	Performance Period Ended	Gathering Performance Data	Confirming full performance	TBD		
2706	7/1/2013	3/31/2013	3/31/2016	Brunswick	Virginia Electric & Power Company (VEPCO)	Performance Period Ended	Gathering Performance Data	Confirming full performance	TBD		
2724	8/23/2013	6/30/2013	6/30/2018	Danville	North American Mold Technology, LLC	Performance Period Ended	Full performance not met	Repayment plan executed	\$ 130,000	\$ 18,000	\$ 112,000
2747	8/14/2013	6/30/2013	6/30/2017	Russell	Steel Fab, Inc., A Division of Samuel Pressure Vessel Group, Inc.	Performance Period Ended	Full performance not met	Repayment plan executed	\$ 64,000	\$ 38,400	\$ 25,600
2845	1/14/2014	12/31/2013	12/31/2017	Scott	Secure Mountain LLC.	Performance Period Ended	Full performance not met	Negotiating repayment terms	\$ 460,000	\$ 412,408	\$ 47,592
2864	5/27/2014	1/1/2012	12/31/2016	Brunswick	Virginia Electric & Power Company (VEPCO)	Performance Period Ended	Gathering Performance Data	Confirming full performance	TBD		
2892	5/5/2014	3/31/2014	3/31/2018	Lunenburg	Coast 2 Coast Trucking, Inc. (This is a sister company to ABC Recycling)	Performance Period Ended	Full performance not met	Repayment plan executed	\$ 100,000	\$ 25,000	\$ 75,000
2941	8/1/2014	6/30/2014	6/30/2017	Russell	APPALACHIAN BIOFUELS, LLC	Performance Period Ended	Full performance not met	Negotiated repayment plan - monitoring performance of negotiated revised performance terms	TBD		
2994	12/19/2014	9/30/2014	9/30/2017	Martinsville	Integrative Centers for Science and Medicine & College of Henricopolis School of Medicine	Performance Period Ended	Repayment Plan Executed	Repayment Plan Executed	\$ 780,000	\$ 624,000	\$ 156,000

Project Number	Date Approved	Start Date	End Date	Organization	Project Title	Performance Period Status	Status 1	Status 2	Clawback Amount	Clawback Repaid	Clawback Remaining
2999	1/15/2015	12/31/2014	12/31/2017	Grayson	Oak Hall Industries (Oak Hall Cap & Gown)	Performance Period Ended	Reviewing Performance Data	Negotiating repayment terms	TBD		
TBD	2/6/2015	12/31/2014	12/31/2017	Grayson	McAllister Mills, Inc.	Performance Period Ended	Reviewing Performance Data	Negotiating repayment terms	TBD		
3006	3/6/2015	12/31/2014	12/31/2017	Russell	3B CONSULTING SERVICES, LLD & HIGHLAND STONE COMPANY, LLC	Performance Period Ended	Reviewing Performance Data	Reviewing Performance Data	TBD		
3044	5/26/2015	3/31/2015	3/31/2018	Bedford County	Innerspec Technologies Inc.	Performance Period Ended	Reviewing Performance Data	Performance extension requested	TBD		
3049	7/16/2015	6/30/2015	6/30/2018	Wise	NorrisBuilt Fabrication, LLC.	Performance Period Extended by Commission	Reviewing Performance Data	Negotiating repayment terms	TBD		
3101	10/8/2015	9/30/2015	9/30/2020	Tazewell	Blue Wolf Sales and Service	Performance Period Ended	Extended Performance Period	Extended Performance Period	TBD		
3138	2/8/2016	9/30/2015	9/30/2020	Henry	Starsprings	Performance Period Ended	Extended Performance Period	Extended Performance Period	TBD		
3171	4/13/2016	3/31/2016	3/31/2020	Henry	Performance Livestock & Feed Company Inc.	Performance Period Ended	Gathering Performance Data	n/a	TBD		
3173	4/29/2016	3/31/2016	3/31/2019	Greensville	CHN, LLC. (aka: Sadler Bros Oil Co., Jade Food Woks, LLC & Slip In Food Marts, Inc.)	Performance Period Ended	Gathering Performance Data	Repaid Lump Sum	\$17,775	\$17,775	\$0
3177	5/4/2016	3/31/2016	3/31/2020	Henry	RTI Martinsville, Inc. (Project LID)	Performance Period Ended	Gathering Performance Data	Performance extension requested	TBD		
3181	6/24/2016	6/30/2016	6/30/2019	Danville	Overfinch North America	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3214	8/30/2016	6/30/2016	6/30/2019	Prince Edward	Hotel Weyanoke, LLC	Performance Period Ended	Gathering Performance Data	Negotiating repayment terms	TBD		
3217	9/30/2016	6/30/2016	6/30/2019	Dinwiddie	Wal-Mart Stores East, LP	Performance Period Ended	Gathering Performance Data	Confirmed full performance	\$ -	0	0
3244	12/7/2016	12/31/2016	12/31/2019	Washington	Universal Companies, Inc.	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3245	12/7/2016	9/30/2016	9/30/2020	Henry	Novatech USA Inc.	Performance Period Ended	Gathering Performance Data	Performance extension requested	TBD		
3265	3/6/2017	9/30/2016	9/30/2020	Henry	Bassett Furniture Industries, Inc.	Performance Period Ended	Gathering Performance Data	Confirmed full performance	\$ -	0	0
3266	3/6/2017	12/31/2016	12/31/2019	Wise	DP Facilities, Inc.	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3292	4/24/2017	3/31/2017	3/31/2020	Franklin County	Liquid Performance of America, Inc.	Performance Period Ended	Performance plan executed.	Repayment plan executed.	\$ 10,000	\$ 3,333	\$ 6,667
3295	6/8/2017	3/31/2017	3/31/2020	Greensville	Oran Safety Glass, Inc. (OSG)	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		

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Project Number	Date Approved	Start Date	End Date	Organization	Project Title	Performance Period Status	Status 1	Status 2	Clawback Amount	Clawback Repaid	Clawback Remaining
3296	4/27/2017	3/31/2017	3/31/2020	Tazewell	Trina Health of Pounding Mill, LLC	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3297	4/27/2017	3/31/2017	3/31/2020	Russell	Jenchem, LLC	Performance Period Ended	Gathering Performance Data	Confirmed full performance	\$ -	0	0
3299	5/23/2017	3/31/2017	3/31/2020	Carroll	VA Produce	Performance Period Ended	Gathering Performance Data	Confirmed full performance	\$ -	0	0
3300	5/31/2017	3/31/2017	3/31/2020	Tazewell	Sunset Digital Communications Incorporated	Performance Period Ended	Reviewing Performance Data	Confirmed full performance	\$ -	0	0
3316	7/31/2017	6/30/2017	6/30/2020	Greensville	Beach Mold and Tool Virginia, Inc.	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3333	8/16/2017	6/30/2017	6/30/2020	Carroll	Vanguard Furniture	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3339	8/25/2017	6/30/2017	6/30/2020	Bristol	American Merchant Inc. (formerly Merchant House International Ltd)	Performance Period Ended	Gathering Performance Data	Confirmed partial performance achieved.	\$ -	0	0
3340	9/12/2017	6/30/2017	6/30/2020	Appomattox	Innovatio Sealing Technologies, LLC	Performance Period Ended	Gathering Performance Data	Performance extension requested	TBD		
3342	9/12/2017	9/30/2017	9/30/2020	Pittsylvania	Intertape Polymer Corporation	Performance Period Ended	Gathering Performance Data	Confirmed full performance	\$ -	0	0
3348	10/10/2017	9/30/2017	9/30/2020	Washington IDA	Highlands Automotive Inc	Performance Period Ended	Gathering Performance Data	Confirmed partial performance achieved.	\$ -	0	0
3375	12/7/2017	9/30/2017	9/30/2020	St. Paul (town of)	Willis LLC	Performance Period Ended	Gathering Performance Data	Performance extension requested	TBD		
3376	11/13/2017	9/30/2017	9/30/2020	Pittsylvania	Panacea BioMatx	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3380	12/7/2017	9/30/2017	9/30/2020	Carroll IDA	Mohawk Industries	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3393	12/7/2017	9/30/2017	9/30/2020	Buchanan	Trina Health of Pounding Mill, LLC DBA Trina Health Town Center	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3396	1/29/2018	12/31/2017	12/31/2020	Martinsville	Virginia Mirror Corp.	Performance Period Ended	Gathering Performance Data	Performance period extended.	TBD		
3399	1/29/2018	12/31/2016	12/31/2019	Halifax	Reynolds Presto Products	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3400	1/29/2018	12/31/2017	12/31/2020	Lee IDA	England, Inc.	Performance Period Ended	Gathering Performance Data	Confirmed full performance	\$ -	0	0
3404	2/21/2018	12/31/2017	12/31/2020	Pittsylvania	Eastern Panel Manufacturing, Inc.	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3405	2/21/2018	12/31/2017	12/31/2020	Franklin County	DuPont Credit Union	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		

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Project Number	Date Approved	Start Date	End Date	Organization	Project Title	Performance Period Status	Status 1	Status 2	Clawback Amount	Clawback Repaid	Clawback Remaining
3407	3/6/2018	12/31/2017	12/31/2020	Dinwiddie IDA	Richlands Creamery, Inc.	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3408	3/13/2018	12/31/2017	12/31/2020	Tazewell IDA	SW Va Community Health Systems, Inc.	Performance Period Ended	Gathering Performance Data	Confirmed full performance	\$ -	0	0
3428	3/27/2018	12/31/2017	12/31/2020	Scott	Mountain Top Timber Products, LLC	Performance Period Ended	Repayment Plan Executed	Default - bankruptcy	\$ 250,000	\$ 100,000	\$ 150,000
3447	5/29/2018	3/31/2018	3/31/2021	Carroll IDA	New River Polymers	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3448	6/6/2018	3/31/2018	3/31/2021	Nottoway County	UAV Pro, Inc.	Performance Period Ended	Gathering Performance Data	Confirmed partial performance achieved.	\$ -	\$ -	\$ -
3449	6/6/2018	3/31/2018	3/31/2021	Pittsylvania	Piedmont Access to Health Services, Inc.	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3451	7/17/2018	6/30/2018	6/30/2021	Smyth County EDA	Speyside Bourbon Cooperage, Inc.	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3452	7/17/2018	6/30/2018	6/30/2021	Smyth-Washington RIFA	Speyside Bourbon Cooperage, Inc.	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3455	7/25/2018	12/31/2017	12/31/2020	Halifax IDA	Aquatic	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
3456	7/25/2018	6/30/2018	6/30/2021	Henry	Press Glass, Inc.	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		
TOTALS									\$ 1,905,496	\$ 1,304,194	\$ 601,302

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(rev. 9/13/21)

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