

Winter 2022 Full Commission Meeting

January 6 - 7, 2022

Richmond Marriott Hotel
Salon A-E
500 East Broad Street
Richmond, VA



#### ITINERARY

Virginia Tobacco Region Revitalization Commission 2022 Winter Full Commission Meeting Richmond Marriott Hotel Salon A-E 500 East Marshall Street, Richmond January 6 and 7, 2022





#### **JANUARY 6, 2022**

1:00 – 2:00 PM SOUTHERN VIRGINIA COMMITTEE

2:00 – 2:45 PM EDUCATION COMMITTEE

2:45 – 3:00 PM BREAK

3:00 – 4:00 PM SOUTHWEST VIRGINIA COMMITTEE

**HOTEL CHECK-IN TIME – 4:00 PM** 

5:30 – 7:30 PM RECEPTION

**JANUARY 7, 2022** 

9:00 - 10:00 AM INCENTIVES AND LOANS COMMITTEE

10:00 – 11:00 EXECUTIVE COMMITTEE

**HOTEL CHECK-OUT TIME - 11:00 AM** 

11:00 – 11:15 AM BREAK

11:15 - 12:00 PM FULL COMMISSION

11:45 – 12:45 PM LUNCH

#### IMPORTANT REQUIREMENTS OF THE VENUE RELATED TO FACE COVERINGS AND COVID

Fully vaccinated guests are no longer required to wear face coverings or social distance in indoor or outdoor areas of the hotel, unless required by local law. They ask that unvaccinated guests and associates continue to wear face coverings and practice social distancing when they are in public spaces inside the hotel. MASK ARE REQUIRED IF ATTENDING TOBACCO COMMISSION MEETINGS.

# \*\* SAFE TRAVEL HOME \*\*



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# SOUTHERN VIRGINIA COMMITTEE



#### AGENDA

# SOUTHERN VIRGINIA COMMITTEE

Richmond Marriott Hotel 500 East Broad Street, Richmond, VA 23219 Thursday, January 6, 2022 1:00 P.M.

In accordance with §2.2-3708.2.D.2 of the Code of Virginia, the public may witness this meeting electronically via telephone by dialing: 1-408-418-9388 (toll) and utilize the access code: 2633 793 0219 and password: 95625925. The telephone line is provided for the public to witness the meeting; no public comment shall be received via the call in number and the line will be muted to participants. If you experience problems calling in or transmission, please call: 804-894-9652 or email at JButler@revitalizeva.org.

Any person needing accommodations in order to participate in the meeting should contact Ms. Joyce Knight, at 804-894-9651 at least (5) five days prior to the meeting, so that suitable arrangements can be made. In accordance with §30-179 of the Code of Virginia, the public may provide comment on their experience with this electronic meeting format. A copy of the comment form may be found here: <a href="http://foiacouncil.dls.virginia.gov/sample%20letters/reporting\_reqs.htm">http://foiacouncil.dls.virginia.gov/sample%20letters/reporting\_reqs.htm</a>.

Welcome and Call to Order

Mr. Walter "Buddy" Shelton, Chair

Call of the Roll

Evan Feinman, Executive Director

Approval of the 9/21/21 Minutes

(published on website)

**Public Comments** 

**Tabled FY 22 Applications** 

Sarah Capps, Southern Regional Director

**Extensions and Modifications** 

Sarah Capps, Southern Regional Director

Other Business

Evan Feinman, Executive Director

**Public Comments** 

Adjournment

# FY22 Southern Virginia Program January 6, 2022

The Commission tabled two applications submitted to the FY22 Southern Virginia Program at their September 22, 2021 meeting to be reconsidered for funding in January 2022. The Southern Virginia Program committee will act on these applications at its meeting scheduled for January 6, 2022 at 1:00 p.m.

Req #	Organization	Project Title	Request Amount	Staff Recom- mendation
<b>Agri</b> l	business Campbell County	Central Southern Virginia Precision Agriculture & Farm Efficiency Grant	\$ <del>800,000</del> \$505,000	\$ 5 <b>05,000</b>
Busi 3895	ness Development  Martinsville-Henry County Chambers Partnership for Economic Growth	Startup/Grow Martinsville-Henry County Expansion	\$ 106,124 \$ 103,575	\$ <b>103,575</b>
		TOTAL Grant Awards Recommended:		\$ 608,575

# Agribusiness

Campbell County

Central Southern Virginia Precision Agriculture & Farm Efficiency Grant (#3891) \$800,000 Requested - Reduced to \$505,000 Request

September 22, 2021 (Previous Review)

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.

Commission Recommendation: Committee recommends Tabling action on this grant until January, for staff to work with applicant to provide written details on how the project represents new best practices, and provide quantitative measures for producers to realize savings or generate new income.

#### January 6, 2022 (Updated Review)

Staff Comments: The applicant established a primary team of Virginia Cooperative Extension (VCE) agents, who have worked with staff to revise the narrative proposal and cost-share guidelines for this application. A second group of VCE agents involved in the project who will serve on the Disbursement Oversight Committee was also identified. Significant revisions were made to the content to refine the focus, and to clearly identify and to provide justification for the eligible practices being proposed. The title was changed from "Central Virginia" to "Southern Virginia" to reflect the geographic area covered, and the applicant agreed to include Patrick County to allow for all twenty (20) of TRRC's Southern area counties to be included. The request is reduced from \$800,000 down to \$505,000; and provides funding for at least five (5) producers in each county and allocates \$5,000 for administrative costs. Funding allows for at least 100 producers to benefit, and VCE estimates the project will benefit ~ 150 producers in the region.

The stated project objective is "to encourage producers to incorporate new practices that enhance their operation's inputs and cost savings." VCE defines the focus on precision agriculture as the integration of technology with traditional agriculture to improve quality and efficiency; and the focus on farm efficiency as targeted to practices that decrease loss, increase income and promote safety. The revised program is targeted to four categories (1) Precision and Improved Agriculture Technology; (2) Produce Equipment & Cold Storage; (3) Produce Handling & Hay Storage Facilities; and (4) Livestock Handling Equipment. Producers will be required to spend at least \$3,000 on capital costs for equipment or construction to be eligible. A detailed list of eligible items under each category was provided with cost estimates and justification for each. The justification content satisfies the requirement for details to support return on investment for producers.

New eligible practices in this cost-share program include all eligible items under the Precision and Improved Agriculture category; the majority of items under the Produce Equipment category; and produce packing facilities under the Facilities category is also new. There are four specific cost-share items previously supported by the Commission that remain in this proposal. VCE has agreed that availability of cost-share funding for these practices will be limited to only first-time recipients. The specific items/practices previously funded, and the number of past Southern Virginia area recipients based on TRRC data analysis include: Hay Storage/Hay Barns (445), Livestock Handing Equipment (415), Cold Storage (6), and Produce Production and Handling Equipment (4). Whereas the Commission has supported cost-share for livestock handling equipment dating back to 2004, and hay storage was introduce in 2010, the cold storage and product production were only added in recent years to support increased vegetable production. The limitation for only first-time recipients for previously funded practices is included as a condition on the grant award, further emphasizing the interest of targeting cost share for producers to implement new best practices.

Staff Recommendation: Staff recommends approval of a \$505,000 grant, conditioned on cost-share funding being limited to only first time recipients for practices previously funded by TRRC.

### **Business Development**

Martinsville-Henry County Chambers Partnership for Economic Growth Startup/Grow Martinsville-Henry County Expansion (#3895) \$106,124 Requested - Reduced to \$103,575 Request

#### September 22, 2021 (Previous Review)

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 applicant to develop guidelines for 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 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 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.

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

#### January 6, 2022 (Updated Review)

Staff Comments: The applicant worked with staff to address all concerns identified during the previous review. Guidelines for program participation were inadvertently left off the original application, and these have been provided. The guidelines clarify eligibility for businesses and the requirements to participate in all 8 sessions for Startup MHC and all 4 sessions for Grow MHC, to complete and submit a business plan, and to participate in the pitch events. The guidelines also details type of expenses eligible for business incentives. The course syllabus for Patrick & Henry Community College's MHC Start-up program was provided, and instructs participants on all necessary aspects for completion of a comprehensive business plan.

The project budget was revised to remove chamber personnel costs from TRRC funding, and now allocates the majority of grant funding to business incentive (\$77,500), with the remaining funds allocated to contractual services (\$26,075) to expand capacity of the boot camp program to serve additional entrepreneurs by offering the program more than once a year. All direct costs including business incentives are matched 1:1 and additional in-kind match is provided for chamber staff and office space at the West Piedmont Business Incubator. The revised budget reduced the request to \$103,575.

The focus on this funding will be on incentive for businesses that produce a traded product or service, contributing to the region's economic base. Examples of targeted sectors include agribusiness, technology, small-scale production, manufacturing, and health care businesses. Service and retail sector business primarily serving a local market will not be supported. The typical limit of business incentives is \$10,000 (combining cash and in-kind awards); however, there is potential of award of up to \$15,000 maximum for an exceptional business with very high potential of success and funding needs to justify the additional incentive. TRRC incentive funding will be limited to capital costs (e.g. equipment or renovations) or third-party professional services contracts (e.g. website/branding, marketing, accounting, etc.).

TRRC funding will only be used for an expansion of annual entrepreneurial programs, and a one-time expansion of annual business incentives over the three year project period. The chamber has agreed to review all proposed business incentives for TRRC funding, with TRRC staff in advance of making these awards.

Staff Recommendation: Staff recommends approval of a \$103,575 grant award to support expanded entrepreneurship training and business incentives for the Startup MHC and Grown MHC program.

#### **OTHER BUSINESS:**

Town of Brodnax

Brodnax Depot Renovation Project (#2975)

Request for 8th Year Extension to January 12, 2023

Staff Comments: The Commission approved a \$121,030 grant in January 2015 for acquisition and renovation of the historic 1860's railroad depot in the Town of Brodnax, located along US 58 on the western edge of Brunswick County. This project will renovate the 1,754 square foot building to serve as a trailhead/restroom facility for users of the Tobacco Heritage Trail. As a heavily used section of the Trail, the trail segment connects to the Town of Lawrenceville only there are no bathroom facilities for 5+ miles (a common complaint of trail users). The original award was contingent on approval of VDOT funding, which was required it to be split into two phases and the VDOT contract was finalized in early 2019.

The Commission has previously approved three extensions for this grant. A seventh year extension approved in September 2020 provided for the current end date of January 12, 2022. At that time construction was scheduled to start in spring 2021 and to be completed by the end of 2021.

The Southside Planning District Commission administers this project on behalf of the Town and they are requesting a final 8<sup>th</sup> year extension. Construction did not begin in 2021, reportedly due to the lengthy DHR review and VDOT reviews. The PDC indicates that plans are in the final review period with VDOT and the project will go out to bid in spring 2022 with improvements being completed in January 2023.

A total of \$16,545.74 of grant funds have been used for acquisition of the depot and for architectural design fees. There remains a \$104,234.83 balance on the project account to support the renovations.

Staff questions whether the eighth year extension will provide sufficient time for completing the project, recognizing that the current renovation plans have not been bid, and with concern that if bids are yet again over budget there is no contingency plan for how any additional funding needs would be addressed. Staff suggests the "final" extension provide for an additional eighteen months (a total of nearly ten years) and be contingent on the grantee identifying a source of additional funding if the project is over budget.

Staff recommends approval of a <u>final</u> extension for eighteen months to June 30, 2023, contingent on the grantee identifying a source for any additional funding needs if the construction bids are over budget in order to allow the project to remain on schedule for completion.

# E D U C A T I O N COMMITTEE



#### AGENDA

# EDUCATION COMMITTEE

Richmond Marriott Hotel 500 East Broad Street, Richmond, VA 23219 Thursday, January 6, 2022 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 telephone by dialing: 1-408-418-9388 (toll) and utilize the access code: 2633 793 0219 and password: 95625925. The telephone line is provided for the public to witness the meeting; no public comment shall be received via the call in number and the line will be muted to participants. If you experience problems calling in or transmission, please call: 804-894-9652 or email at JButler@revitalizeva.org.

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Welcome and Call to Order

Mrs. Rebecca "Becky" Coleman, Chair

Call of the Roll

Evan Feinman, Executive Director

Approval of the 9/21/21 Minutes

(published on website)

**Public Comments** 

Update on Workforce Financial Aid

Sarah Capps, Southern Regional Director Sara Williams, Southwest Regional Director

Retasking – New Possible Funding Areas

Evan Feinman, Executive Director

Other Business

Evan Feinman, Executive Director

**Public Comments** 

Adjournment



# TRRC Workforce Financial Aid for the 2021-22 School Year

# Guidelines & Call for Proposals – Due Date November 20, 2020

The Tobacco Region Revitalization Commission's (TRRC) Workforce Financial Aid Program (WFA) is open to Community Colleges and Higher Education Centers (including New College Institute) that serve the Tobacco Region. Funding is intended to remove financial barriers for Tobacco Region residents working to obtain nationally-recognized workforce and post-secondary credentials required for employment in in-demand careers with Tobacco Region employers.

Due Date: The Commission will accept proposals submitted through TRRC's online application until November 20, 2020 for WFA funding to serve permanent residents of Tobacco Region localities in the 2021-22 school year. A total of up to \$3 million may be awarded for WFA proposals in the current FY21 Commission budget.

Funding Priorities: The Commission's five funding priorities for the WFA Program are listed below in ranked order. Applicant institutions must allocate WFA funding for all eligible students in a higher priority category program before allocating WFA funding for other eligible students in a lower priority category.

Priority 1: Workforce Credentials - All certifications that can be completed in six months or fewer.

Priority 2: STEM-H and Advanced Manufacturing students who can obtain their degree / certificate within one year.

<u>Priority 3</u>: STEM-H and Advanced Manufacturing students who are working towards a degree or certificate, for which completion will require more than one year.

For priorities #2 and #3, WFA funding may only be used to support students in the programs listed in the attached list of eligible programs and majors. Any WFA funding for priorities #4 and #5 below must be limited to targeted high-demand fields documented by the applicant institution and approved by TRRC. Applicants must submit documentation of employer demand with their applications and will be subject to approval by TRRC.

<u>Priority 4</u>: Students who can obtain their degree/certificate within one year in a targeted high-demand field approved by TRRC.

<u>Priority 5</u>: Other full-time, program-placed students for which completion will require more than one year in a targeted high-demand field approved by TRRC.

TRRC staff will recommend awards to applicant institutions that allocate funding to higher funding priority categories before allocating funding to lower priority categories. Staff will not recommend awarding funds for applications that allocate funds to lower priority categories without documented employer demand.

For students receiving FastForward Workforce Credential funding, TRRC will support one-sixth of the cost of the training program and certification (half of the one-third share the student is responsible for), with the remainder to be covered by FFWC and potentially state FANTIC funds or other sources. However, TRRC will allow up to 50% tuition reimbursement for FFWC-eligible training cohorts that are conducted during periods when FFWC funding is not available due to state funding limitations.

Eligible uses of WFA: WFA support shall be used only for tuition and mandatory fees. WFA funds may not be used for books, transportation and other expenses.

Maximum Funding Requests: TRRC has tentatively made up to \$3 million available for the 2021-22 school year. The amount requested by each institution should not exceed the amount that was approved for WFA funds for that institution for the current 2020-21 school year. Therefore, institutions that received the maximum \$315,000 funding for 2020-21 may request up to \$315,000 for the 2021-22 school year.

"Last Dollar" Support: The Commission's policy that WFA support be used only as "last dollar" support, after all other state, federal and private financial aid options have been exhausted, continues to apply to the WFA Program.

Matching Fund Requirement: Per the Code of Virginia, all Commission grants require at least dollar-for-dollar match. Applicants must demonstrate how they will provide non-Commission matching financial aid support equal to or exceeding the requested TRRC funds.

New Documentation Requirement: Recipients of TRRC WFA grants must report, on an individual student basis, the full distribution of all financial aid and/or other funding used to meet that student's financial responsibility to the college. This documentation may be marked "Confidential" to protect student privacy, and the Commission asks that any other data that might make documentation sensitive (such as social security numbers, student health or disability status, etc.) be redacted.

The Commission intends to act on proposals submitted by the November 20, 2020 at its January 2021 meeting. For assistance or questions about program objectives and requirements, please contact the TRRC Grants Staff.

# STEM-H and Advanced Manufacturing Programs and Majors Eligible for TRRC Workforce Financial Aid (Priorities #2 and #3)

The following list of Programs and Majors was selected from the VCCS website (<a href="https://courses.vccs.edu/programs">https://courses.vccs.edu/programs</a>) and may be updated at the discretion of Commission staff.

# Associate of Arts and Sciences

#### Liberal Arts and Sciences/Liberal Studies

- BUSINESS ADMIN (limited to the following specialization)
  - o Business Information Technology
- ENGINEERING
- GENERAL STUDIES (limited to the following specializations)
  - o Information Technology
  - o Software Engineering
  - o Computer Science
- SCIENCE

# Associate of Applied Science

Non-transfer, applied technology degree.

### Architectural Technology/Technician

ARCHITECTURE

### CAD/CADD Drafting and/or Design Technology/Technician

COMPUTER AIDED DRAFTING &

#### Clinical/Medical Laboratory Technician

MEDICAL LABORATORY TECHNOL

#### Computer and Information Sciences, General

- INFORMATION SYSTEMS TECHNO
- IST: Networking

#### Computer and Information Systems Security/Auditing/Information Assurance

Cybersecurity

#### Dental Hygiene/Hygienist

DENTAL HYGIENE

#### Diagnostic Medical Sonography/Sonographer and Ultrasound Technician

DIAGNOSTIC MEDICAL SONOGRA

#### Electrical, Electronic, and Communications Engineering Technology/Technician

- COMPUTER ELECTRONICS TECHN
- COMPUTER NETWORKING TECHNO
- ELECTRICAL ENGINEERING TEC

#### Electrician

- Electrical Technology
- ELECTROMECHANICAL CONTROL

#### Emergency Medical Technology/Technician (EMT Paramedic)

EMERGENCY MEDICAL SERVICES

#### Engineering Technologies/Technicians, General

- ARCHITECT CIVIL ENGINEER
- GENERAL ENGINEERING TECHNO

### Environmental Control Technologies/Technicians, Other

Energy Technology

#### Health Information/Medical Records Technology/Technician

• HEALTH INFORMATION TECHNOL

#### Heating, Air Conditioning, Ventilation and Refrigeration Maintenance Technology/Technician

• AIR CONDITIONING AND REFRI

#### Industrial Electronics Technology/Technician

- ELECTRONICS TECHNOLOGY
- INSTRUMENTATION

#### Industrial Production Technologies/Technicians, Other

- COMPUTER INTEGRATED MANUFA
- INDUSTRIAL
- INDUSTRIAL TECHNOLOGY

#### Industrial Technology/Technician

TECHNICAL STUDIES

#### Manufacturing Engineering Technology/Technician

Mechatronics

#### Mechanical Engineering Related Technologies/Technicians, Other

- MECHANICAL DESIGN
- MECHANICAL ENGINEERING TEC

#### Natural Resources/Conservation, General

ENVIRONMENTAL SCIENCE

#### Nursing

NURSING

#### Occupational Therapist Assistant

OCCUPATIONAL THERAPIST ASS

#### Physical Therapy Assistant

PHYSICAL THERAPIST ASSISTA

#### Precision Metal Working, Other

MACHINE TECHNOLOGY

#### Radiologic Technology/Science - Radiographer

RADIOGRAPHY

#### Respiratory Care Therapy/Therapist

RESPIRATORY THERAPY

# Associate of Science

#### Biological and Physical Sciences

SCIENCE

#### Computer Science

COMPUTER SCIENCE

#### Elementary Education and Teaching

- Teacher Education (limited to)
  - o Teacher Education Secondary Mathematics Specialization

#### Engineering, General

ENGINEERING

#### Health Services/Allied Health/Health Sciences, General

Health Sciences

#### Information Technology

INFORMATION TECHNOLOGY

# Certificate

A curriculum that consists of a minimum of 30 semester hours with a minimum of 15% of course work in general education which must include one (1) three (3) credit hour English class.

### Allied Health Diagnostic, Intervention, and Treatment Professions, Other

- ADVANCED HEALTH CARE
- HEALTH SCIENCES

## CAD/CADD Drafting and/or Design Technology/Technician

COMPUTER AIDED DRAFTING &

#### Computer and Information Sciences, General

- INFORMATION SYSTEMS TECHNO
- NETWORKING APLUS

#### Computer and Information Systems Security/Auditing/Information Assurance

Cybersecurity

#### Dental Assisting/Assistant

DENTAL ASSISTING

## Electrical, Electronic, and Communications Engineering Technology/Technician

- ELEC/ELECTRONICS
- ELECTRONICS

#### Electrician

ELECTRICITY

### Heating, Air Conditioning, Ventilation and Refrigeration Maintenance Technology/Technician

AIR CONDITIONING AND REFRI

#### Industrial Production Technologies/Technicians, Other

- INDUSTRIAL MAINTENANCE
- MANUFACTURING TECHNOLOGY

#### Licensed Practical/Vocational Nurse Training

• PRACTICAL NURSING

#### Precision Metal Working, Other

- COMPUTER NUME CON MACH
- MACHINE SHOP
- MACHINE TOOL OPERATIONS
- PRECISION MACHINING TECNOL

#### Substance Abuse/Addiction Counseling

SUBSTANCE ABUSE REHABILITA

#### Welding Technology/Welder

- Pipe Welding
- WELDING

# **Diploma**

A two-year curriculum with an emphasis in a career/technical area with a minimum of 15% of course work in general education which must include one (1) three (3) credit hour English class.

#### Automobile/Automotive Mechanics Technology/Technician

• AUTOMOTIVE ANALYSIS & REPA

# Electrical/Electronics Maintenance and Repair Technologies/Technicians, Other

• ELECTRONICS SERVICE

## Heating, Air Conditioning, Ventilation and Refrigeration Maintenance Technology/Technician

AIR CONDITIONING AND REFRI

#### Industrial Electronics Technology/Technician

• ELECTRICAL ELECTRONICS

#### Precision Metal Working, Other

- MACHINE OPERATIONS
- MACHINE SHOP
- MACHINE TOOL
- Machine Tool and Quality

#### Welding Technology/Welder

WELDING

# Workforce Financial Aid for Non-G3 Programs – Update on G3 Impact --

The Tobacco Commission's Workforce Financial Aid (WFA) grants for the 2021-2022 school year were approved January 8, 2021, with the maximum/standard grant amount of \$315,000.

This provides an update on the impact of the state's new G3 program on the Commission's WFA grants. An overview of what scholarships are still being supported from these grants and that are anticipated to be supported in the remainder of the 2021-2022 school year is provided below.

# Priority #1 / Workforce Credentials

An estimated ~ 70% of programs submitted by community colleges for Tobacco Commission funding are covered by the G3 program. The level of participation by each community colleges in the VCCS's Workforce Credential Grant program, and the number of approved short-term certificate programs various significantly across the region. Likewise the amount allocated by colleges in the approved WFA grants also varies by college. Below is a list of community colleges Workforce programs approved by the Commission that are not eligible under the G3 program.

#### Danville Community College

Twelve (12) out of twenty-four (24) workforce programs are not covered by GS.

- Automotive Analysis & Repair Fundamentals
- Cyber Security Technician
- Desktop Applications
- Information Systems Data Analyst
- Information Technology Support Specialist
- Logistics Management
- Manufacturing Technician
- Networking Technology Fundamentals
- Network Virtualization Technologies
- Project Management
- Small Business Management
- Small Unmanned Aircraft Systems (sUAS)

## John Tyler Community College

Two (2) out of five (5) workforce programs are not eligible for G3.

- Commercial Driver's License (CDL)
- Certified Logistics Associate (CLA) and Certified Logistics Technician (CLT)

# Mountain Empire Community College

One (1) workforce programs are not covered by G3.

Commercial Driver's License (CDL)

#### Patrick Henry Community College:

Three (3) out of the twenty-five (25) workforce programs are not eligible for G3.

- Commercial Driver's License (CDL)
- HOPE: Customer Service (IC3 certification)
- HOPE: Food Service (ServSafe certification)

#### Virginia Western Community College

One (1) out of nine (9) programs are not covered by G3:

Commercial Driver's License (CDL)

#### Southside Virginia Community College

Two (2) workforce programs are not covered by G3

- Commercial Driver's License (CDL)
- Solar Photovoltaic System Installer (certification)

#### Wytheville Community College

One (1) workforce program is not eligible for G3.

■ Commercial Driver's License (CDL)

## Priorities #2 - #3 / STEM-H and Advanced Manufacturing

On average ~ 75% of for credit STEM-H programs are being supported by G3. Distribution by colleges varies significantly. For some colleges a majority, all of the STEM-H and Advanced Manufacturing scholarships eligible under the Commission's Priority #2 (completing in one-year) and Priority #3 (more than one year to complete) are being supported by G3 funding. For other community colleges: 36% (CVCC), 34% (SWCC), 30% (JTCC) of the targeted for credit programs are not eligible for the state G3 program. Below is a listing of reported, eligible Priority #2 and #3 for credit programs by community college that are not covered by the G3 program.

#### Central Virginia Community College

36% = Nineteen (19) out of fifty three (53) credit programs are not covered by G3.

- Biotechnology Fundamentals, CSC
- Computer and Electronic Technology, CSC
- Computer Numerical Control, CSC
- Emergency Medical Tech, CSC
- Energy Technology, CSC
- Engineering, AAS
- Engineering Fundamentals, CSC
- Health Sciences Fundamentals, CSC
- Health Sciences I, CSC

- Health Sciences II, CSC
- HVAC Fundamentals, CSC
- Industrial Maintenance Electrician, CSC
- Industrial Maintenance Fundamentals, CSC
- Machine Technology Fundamentals, CSC
- Science, AAS
- Science Specialization: Life, AAS
- Science Specialization: Physical, AAS
- Welding Fundamentals, CSC

#### John Tyler Community College

30% = Twelve (12) out of forty (40) credit programs are not covered by G3.

- Concurrent (Dual Enrollment)- Industrial Electricity, Precision Machining, and Welding
- Additive/Subtractive Manufacturing, CSC
- Basic Precision Machining Technology, CSC
- Computer Numerical Control, CSC
- Electricity, CSC
- Computer Science, AS
- Engineering, AS
- Science, AS
- Teacher Education, Secondary Mathematics Specialization, AS
- Health Sciences, AS
- Information Systems, AS
- Cybersecurity and Networking Foundations, CSC
- Management Information Systems, CSC

#### Mountain Empire Community College

26% = Nine (9) out of thirty-four (34) credit programs are not covered by G3.

- Science-Engineering Specialization, AA&S
- General Studies-Software Engineering, AA&S
- Science, AA&S
- Mechatronics, AAS
- Environmental Science, AAS
- Environmental Science-Water/Wastewater, AAS
- Computer Science, AAS
- CADD, AAS
- Information Systems Technology, CSC

#### New River Community College

7% = Six (6) out of Fifty-one (51) credit programs are not covered by G3.

- Engineering, AA&S
- Engineering-Computer Science Specialization, AA&S
- General Studies-Computer Science Specialization, AA&S
- Science, AA&S
- Nurse Aide, CSC
- Engineering Design Technology, AAS

#### Southside Virginia Community College

- Concurrent (Dual Enrollment) Information Systems (CSC / certifications)
- Concurrent (Dual Enrollment) Welding (CSC)
- Concurrent (Dual Enrollment) Automotive(CSC)
- Concurrent (Dual Enrollment) Industrial Electrical Technician (CSC)
- Concurrent (Dual Enrollment) HVAC Level 1 (CSC)
- Concurrent (Dual Enrollment) \_ HVAL Level 2 (CSC)
- Concurrent (Dual Enrollment) Precision Machining

#### Southwest Virginia Community College

34% = Eighteen (18) out of fifty-three (53) credit programs are not covered by G3.

- Engineering-Specialization in Software Engineering, AA&S
- Engineering, AA&S
- Science, AA&S
- Science, Specialization in Pre-Medical, AA&S
- CAM and CADD Fundamentals, CSC
- CNC and Machine Operations, CSC
- Basic EMT, CSC
- Emergency Medical Technician Plus, CSC
- Information Technology and Business Fundamentals, CSC
- Semi-Automated Welding, CSC
- Automotive Diagnostic & Repair, CSC
- Business Administration, AA&S
- Environmental Management, AAS
- Geographic Information Systems, CSC
- Geology & Environmental Science, AA&S
- Oracle Specialist, CSC
- Pre-Engineering, CSC
- Renewable Energy & Energy Efficiency, CSC

#### Virginia Highlands Community College

24% = Eight (8) out of forty-six (46) credit programs are not covered by G3.

- Business Administration-Specialization in Business Information Technology, AA&S
- Science, AA&S
- Science-Specialization in Engineering, AA&S
- Science-Specialization in Natural Resources, AA&S
- Med Tech, AAS
- Dental Hygiene, AAS
- Associate of Science, AAS
- Health Sciences, AAS

#### Wytheville Community College

25% = Eight (8) out of Thirty-three (33) programs are not covered by G3.

- Science, Computer Science Specialization, AA&S
- Science, Engineering Specialization, AA&S
- Science, Mathematics Specialization, AA&S
- Science, Veterinary Preparation Specialization, AA&S
- Science, Food Animal Production Specialization, AA&S
- Science, AA&S
- Health Sciences, AAS
- Dental Assisting, Certificate

# Priority #4 & #5 - High-Demand Occupations

The Commission approved specific programs for documented High-Demand Occupations under Priority #4 (completing in one-year) and Priority #5 (more than one year to complete). None of these programs are eligible for G3 funding. 2021-2022 WFA grants will continue to support the following approved programs by college. The type of credential is either a Career Students Certificate (CSC), Certificate, or Associates of Applied Sciences (AAS)

- MECC Business Pathway Legal, (Certificate and AAS)
- MECC Public Safety Pathway (CSC, Certificate, AAS)
- PHCC Criminal Justice (AAS)
- VHCC Human Services (AAS)
- VHCC Administration of Justice (AAS)
- VWCC Culinary Arts (AAS)
- VWCC Construction Management (CSC)

# Virginia Tobacco Region Revitalization Commission Education Program

# **Education Program - Funding Priorities**

The strength of a region's economy is built on strong workforce participation; it's critical that available workers are educated with credentials and certifications that are well-designed to meet the needs of the area's businesses for growth and prosperity. Historically, the Commission has funded financial aid for a large number of programs at post-secondary institutions across the footprint. With the advent of the Commonwealth's G3 program, much of that funding is now redundant.

Commission staff have identified the following potential investment strategies that could be good potential uses for this newly available funding. Staff believes the proper avenue for any of these options is the Competitive Education Program's Request for Proposals prior to the next round of applications. The primary objective of the program is funding projects which maximize the number of individuals receiving nationally recognized workforce credentials.

Applications may be submitted to the updated competitive education program if they fall into one of the following categories:

- A. Student Retention / Wrap Around Services
- B. Work Study / Earn & Learn
- C. Establishing, or Expanding Areas of Excellence

Details on priorities and the types of projects to be considered are provided below. All applicants will be required to clearly articulate how their project supports the expansion of Education outcomes in the project area.

# A. Student Retention / Wrap Around Services

The Student Retention and Wrap Around Services category is intended to support programs or facilities that address barriers to student retention or participation. By offering options that remove barriers currently preventing students from attending classes, more individuals will, presumably, be able to attain workforce credentials. The Commission would consider awarding grants and loans for projects in the areas of Child Care, Transportation, and Non-Traditionally Timed Instruction.

Applicants funding strategies A1 and A2 will select one of the following investment category:

#### A1. Child Care

The Commission may consider funding requests for up to 50% of capital investments in on-campus facilities or facilities that are very close to campus that provide child care services primarily for students, with a commitment by the college or a community partner to operate facility.

#### A2. Transportation

The Commission may consider creative solutions to student transportation needs, provided clear identification of a student population that will benefit — and make use of — proposed transportation options. This will not fund general transit or transportation services.

### A3. Non-Traditionally Timed Instruction

The Commission may consider funding support for start-up of alternative scheduling of high-demand occupation workforce training programs. This may include expanding program cohort schedules to evening and weekends in order to accommodate students who work during daytime.

# B. Work Study Programs / Earn and Learn

The Commission may consider funding of regional projects that address the expansion of apprenticeship, or other work study programs that support private employers in the region. Applicants would select the following investment category:

For example, grant funds may be requested for direct costs of the education/training component for an approved apprenticeship program or providing an incentive for private companies which commit to hiring individuals as apprentices.

# c. Establishing or Expanding Areas of Excellence

The Commission may consider funding requests to support hiring of extremely high-quality faculty members or unusual and high-value equipment for start-up or expansion of specific workforce areas of excellence that would create a competitive advantage or unique academic ecosystem in the region considered. This is intended to support highly technical programs with offerings not found elsewhere, either with staffing or equipping costs for launching new programs.

# Workforce Financial Aid for 2021-22 School Year ACTUAL FALL 2021 SCHOLARSHIPS & PROJECED SPRING AND SUMMER 2022 -- AFTER G3 FUNDING

		#1		#2		#3		#4		#5	
	W	orkforce	ST	EM-H, Adv		EM-H, Adv	-	h-Demand		h-Demand	TOTAL
	Cr	edentials	Ma	nu < 1 year	Ma	nu > 1 year	Oce	c, < 1-year	Oc	c, > 1 year	
Central Virginia CC	\$	10,000	\$	95,000	\$	95,000					\$ 200,000
Danville CC	\$	65,000	\$	115,000	\$	100,000					\$ 280,000
John Tyler CC	\$	26,448	\$	11,405	\$	36,280					\$ 74,133
Mountain Empire CC	\$	62,602	\$	5,235	\$	127,832	\$	-	\$	-	\$ 195,669
New River CC	\$	20,000	\$	36,000	\$	18,000	\$	26,000			\$ 100,000
Patrick & Henry CC	\$	3,663	\$	100,000	\$	132,249	\$	-	\$	6,350	\$ 242,261
Southside Virginia CC	\$	75,000	\$	120,000	\$	75,000					\$ 270,000
Southwest Virginia CC	\$	10,000	\$	109,444	\$	195,556					\$ 315,000
Virginia Highlands CC	\$	60,000	\$	92,000	\$	66,000	\$	28,000	\$	12,000	\$ 258,000
Virginia Western CC	\$	25,000	\$	51,102	\$	45,648	\$		\$	4,333	\$ 126,083
Wytheville CC	\$	25,000	\$	60,000	\$	65,000					\$ 150,000
New Colllege Institute	\$	108,000									\$ 108,000
TOTAL 2021-22 WFA ESTIMATED	\$	490,713	\$	795,186	\$	956,565	\$	54,000	\$	22,683	\$ 2,319,146
NEED AFTER G3											

TOTAL WFA 2021-2022 SCHOOL YEAR AWARDS \$ 3,009,000

ESTIMATED BALANCE TO BE REPURPOSED \$ 689,854

# Workforce Financial Aid for 2021-22 School Year ACTUAL FALL 2021 SCHOLARSHIPS & PROJECED SPRING AND SUMMER 2022 -- AFTER G3 FUNDING ESTIMATED # OF STUDENTS TO BE SERVED

	ESTINATED # OF STODERED TO BE SERVED							
	#1	#2	#3	#4	#5			
	Workforce	STEM-H, Adv	STEM-H, Adv	High-Demand	High-Demand	TOTAL		
	Credentials	Manu < 1 year	Manu > 1 year	Occ, < 1-year	Occ, > 1 year			
Central Virginia CC	20	52	54			126		
Danville CC	65	58	50			173		
John Tyler CC	52	6	16			74		
Mountain Empire CC	34	5	58	0	0	97		
New River CC	15	27	15	18		75		
Patrick & Henry CC	10	70	72	0	3	155		
Southside Virginia CC	90	140	45			275		
Southwest Virginia CC	20	72	119			211		
Virginia Highlands CC	90	64	24	18	6	202		
Virginia Western CC	. 40	31	27	0	2	100		
Wytheville CC	35	45	55			135		
New Colllege Institute	48					48		
TOTAL 2021-22 WFA # SERVED	519	570	535	36	11	1671		

WFA 2021-2022 Revised Estimates - Average Scholarship Amount \$ 1,387.88 \$ 2,319,146 Total Grants / 1671 Estimated # Served = \$ 1,387.88

# SOUTHWEST VIRGINIA COMMITTEE



#### AGENDA

# SOUTHWEST VIRGINIA COMMITTEE

Richmond Marriott Hotel 500 East Broad Street, Richmond, VA 23219 Thursday, January 6, 2022 3:00 P.M.

In accordance with §2.2-3708.2.D.2 of the Code of Virginia, the public may witness this meeting electronically via telephone by dialing: 1-408-418-9388 (toll) and utilize the access code: 2633 793 0219 and password: 95625925. The telephone line is provided for the public to witness the meeting; no public comment shall be received via the call in number and the line will be muted to participants. If you experience problems calling in or transmission, please call: 804-894-9652 or email at JButler@revitalizeva.org.

Any person needing accommodations in order to participate in the meeting should contact Ms. Joyce Knight, at 804-894-9651 at least (5) five days prior to the meeting, so that suitable arrangements can be made. In accordance with §30-179 of the Code of Virginia, the public may provide comment on their experience with this electronic meeting format. A copy of the comment form may be found here: http://foiacouncil.dls.virginia.gov/sample%20letters/reporting\_reqs.htm.

Welcome and Call to Order

The Honorable Chris Hurst, Chair

Call of the Roll

Evan Feinman, Executive Director

Approval of the 9/22/21 Minutes

(published on website)

**Public Comments** 

**FY 22 Funding Applications** 

Sara Williams, Southwest Regional Director

**Extensions** 

Sara Williams, Southwest Regional Director

**Other Business** 

Evan Feinman, Executive Director

**Public Comments** 

Adjournment

# FY22 Southwest Virginia Program Staff Summaries and Recommendations January 6, 2022

The Commission received nine applications by the October 14, 2021 application deadline of the FY22 Southwest Virginia Program. The applications are grouped below by investment category. The Southwest Virginia Committee will act on these applications at its meeting scheduled for January 6, 2022 at 3:00 p.m.

Agribu	ısiness			
Req#	Organization	Project Title	Request Amount	Staff Rec.
3928	Abingdon Feeder Cattle Association	Mechanizing Forage Research In Southwest Virginia - Phase III	\$9,000	\$9,000
3930	Floyd County EDA	Floyd County: Adding Much-Needed Meat Processing Capacity	\$8,671	\$8,671
3922	Town of Hillsville	Town of Hillsville Farmers Market Final Develop Project	\$250,000	No Award
3927	Virginia Pumpkin Growers Association	FRESH START: On-Farm Produce Safety Investments from Farm to Market	\$507,000	\$507,000
Busine	ess Development			
3932	Greater Bristol Area Chamber of Commerce	Move to Pilot Project - Workforce and Economic Development Recruitment Strategy	\$30,000	Table
Sites a	nd Infrastructure			
3923	Lonesome Pine Regional Industrial Facilities Authority	Project Intersection - Building #1	\$500,000	\$500,000
3926	Russell County Industrial Development Authority	Russell Place Project Phase II	\$303,500	\$303,500
3929	Joint IDA of Wythe County, VA	Construction of Wastewater Line for Progress Park Lot 24	\$500,000	VRA Loan
Touris	sm			
3925	The Barter Foundation, Inc.	Barter Theatre Regional Marketing Campaign	\$70,000	\$70,000
		TOTAL (9 requests)	\$2,178,171	\$1,398,171

## Agribusiness

Abingdon Feeder Cattle Association

Mechanizing Forage Research In Southwest Virginia - Phase III (#3928)

\$9,000.00 Requested

**Project Summary:** This request will support the purchase of a no-till seed drill for use in seeding forage research and demonstration plots. TRRC previously supported the purchase of harvesting equipment required for forage research.

Matching Funds: Matching funds are committed from Washington County (\$8,000), First Bank and Trust (\$500), and the Virginia Beef Assessment Board (\$500).

**Project Outputs:** The application estimates that 55 acres of seed will be planted as a result of this project. The research will benefit 3,737 producers.

Staff Comments: The equipment to be purchased as a result of this project will complement the forage research already conducted in the region. TRRC provided \$75,539.50 in 2019 for half the cost of a CIBUS Harvester. In 2020 a grant of \$11,810 assisted with the purchase of a forage sampler. These pieces of equipment allow forage to be harvested with consistent representative samples necessary for accurate research findings. Currently the research plots are established using farm sized equipment that is cumbersome for research and demonstration plot work. This equipment is often outdated which adds to its lack of suitability for research purposes. The proposed no-till seed drill is sized for small research plots and will improve the accuracy of the data collected from the samples.

While research activities are a lower priority for this program, it is important to note that forage is the largest crop produced in the region and is a critical component of the livestock industry. The results of the forage research are disseminated across the region through producer field days and through Extension publications. This modest investment has the potential to positively benefit thousands of forage and livestock producers in the TRRC region.

Financial Viability Assessment: Forage is a critical input to livestock growth in the region, and the \$9,000 requested from the Commission will pay for itself many times over in terms of new value created for the region and the industry. That said, forage research isn't a "going concern" and the applicant will need to find a source of replacement funds when this equipment is no longer operable.

Staff Recommendation: Staff recommends a \$9,000 grant award.

Floyd County EDA
Floyd County: Adding Much-Needed Meat Processing Capacity (#3930)
\$8,671.00 Requested

**Project Summary:** Funding is requested to assist with equipment purchases for the establishment of a new, privately owned, meat processing facility in Floyd County. While the facility will initially

offer custom-exempt processing to producers, USDA certification is anticipated within 2-3 years. The owners of Firehouse Farms have invested approximately \$40,000 for construction of the facility which has been designed to meet USDA requirements. The Floyd EDA provided a \$15,000 loan for the project. Commission funds will be used to purchase commercial-scaled equipment, such as a vacuum sealer, meat grinder/mixer, Kentmaster saw with balancer, and a meat saw.

*Matching Funds:* Direct match for this application will be provided from VDACS AFID funding (\$23,124) and the Floyd County EDA (\$2,889).

**Project Outputs:** The facility will serve 50 producers by its third year resulting in a \$10,000 increase in revenue for the producers.

Staff Comments: The need for additional meat processing capacity in the region has been well documented for many years. This modest request will help to address that need through the establishment of a small, privately owned, facility. The owners of Firehouse Farms have already shown a strong commitment to the project through participation in the Floyd County business planning program and through their financial investment in the structure. The facility has been designed to meet USDA requirements with the goal of obtaining certification within three years.

Currently only custom-exempt meat processing is available in Floyd County and the surrounding region. Custom-exempt processing allows a farmer to process meat and sell directly a buyer. The meat cannot be sold commercially. The wait list for custom-exempt processing is currently 6-12 months. There is a single USDA –certified facility approximately 90 minutes from Floyd. Processing at this type of facility allows the producer to sell the product commercially however the wait list at the existing facility is generally 12+months. Livestock producers across the region universally agree that substantial increases in meat processing capacity are needed.

Financial Viability Assessment: There is more than adequate demand for the services to be offered by the applicant meat processing facility. Absent any unforeseen costs, the operation should be profitable for both the operators of the facility as well as for those producers who make use of the facility.

**Staff Recommendation:** Staff recommends approval of an \$8,671 award grant contingent upon the execution of a performance agreement requiring USDA certification within three years of the award.

# Town of Hillsville Town of Hillsville Farmers Market Final Develop Project (#3922) \$250,000.00 Requested

Project Summary: This application is to support the continued development of the Hillsville Farmers Market. TRRC awarded \$152,500 in January 2019 to be used for the first three phases of this project (grant #3496), including construction of the Center Pavilion. There have been no disbursements from that grant. A nearly identical application for this project was submitted to this committee's spring 2021 deadline. That application was not recommended for funding and was declined at the May, 2021 meeting. In its 2019 application, the applicant indicated that it would not

request any additional funding form TRRC, so it is surprising that the applicant has now submitted two additional requests.

The proposed facility will be multi-use, hosting not only the farmers market but also other special events. The structure is designed with a large center pavilion to house space for 17 vendors along with storage space and restrooms. The space will also be used for performances and other community events. The current proposal will fund Phases IV and V resulting in the construction of the East and West Pavilions, which are wings on either side of the Center Pavilion. Each wing will provide a modest amount of additional vendor space. The entire project is estimated to be complete by April 13, 2022.

Matching Funds: Matching funds will be provided from the Town of Hillsville (\$77,000) and USDA Rural Development (\$250,000). It is unclear if this is newly allocated funding for the project of if will be required to meet the match requirement for the 2019 grant. A large portion of previously listed matching funds appear to pre-date the 2019 award and are ineligible as match for that grant.

Project Outputs: No new agribusiness outputs. Phases IV and V of the Farmers Market will be completed, however, there will be no additional producers supported and no additional revenue from agricultural sales as these are captured by the existing 2019 grant. (The application indicates that vendors will increase from 17 to 25 (8 net new) and annual sales revenue will increase from \$5,000 to \$15,000 (\$10,000 net new), but the 2019 application indicated 25 vendors would be served with each generating \$50,000 of annual sales revenue.)

Staff Comments: The request amount has decreased from the spring 2021 application (reduced to \$250,000 from \$300,000) however little else has changed. In the previous recommendation Staff noted that the Hillsville facility, with its \$1M+ development cost, is excessively expensive compared to other markets in the region. If this application is approved, TRRC will have provided \$402,000 for the project. This amount is substantially higher compared to all other farmers markets grants provided in both the Southwest and the Southern VA regions. The Commission has provided support for 12 farmers markets (including Hillsville). These grants range from \$20,000 to \$228,000 with an average award of approximately \$101,000.

The expensive development cost of this "farmers market" is a reflection of the facility's planned usage as a location for community events and performances. Both the size of the structure, and the planned amenities, were clearly designed for large crowds beyond what is typical for a farmers market. For example, the facility's restroom is designed to accommodate crowds of up to 2,000. Given that the project outputs are already captured by the 2019 grant, TRRC has already provided a generous award to assist with the development of the market space. The other planned uses for the facility are not priorities for this program. With this in mind, there is no sound basis to justify additional funding for the project.

*Financial Viability Assessment:* While a farmers market in this location is likely financially viable, as laid out in their feasibility study, the regional benefit from the project, as proposed, will not support investment at the level requested by the applicant.

Staff Recommendation: Staff recommends no additional award for this project.

# Virginia Pumpkin Growers Association (#3927) FRESH START: On-Farm Produce Safety Investments from Farm to Market \$507,000.00 Requested

Project Summary: TRRC funds will be used for cost share for producers in the SW region to assist with training and on farm infrastructure required to obtain USDA's Good Agricultural Practices (GAP) certification. This certification allows producers to verify that the farm's production and handling practices meet required safety guidelines. GAP certification is necessary to allow producers to sell products through commercial market opportunities. GAP requirements are often expensive for fresh produce growers to implement however their market opportunities are limited without the certification. This cost share program will help to address the financial barrier of GAP certification. The majority of grant (\$500,000) will be used for producer cost share payments. A small amount (\$7,000) is allocated for training materials and supplies as well as for printing and postage costs. Grant funds will reimburse 33% of eligible costs up to a \$5,000 limit.

*Matching Funds:* A minimum of \$1,515,151 of matching funds will be provided by the program participants.

**Project Outputs:** This request will support approximately 100 producers. This figure assumes that each participant receives the maximum allowable cost share payment. These participants will increase their net farm income by at least \$4,000 per year. Exact income figures are difficult to predict since participant operations will vary in size.

Staff Comments: This is a well-developed cost share program to serve fresh produce growers. While TRRC has supported many agriculture cost share programs over the past 20+ years, none have served produce growers in the SW region. GAP certification is critical for growers who wish to sell products commercially. This project directly assists fresh produce growers in the SWVA tobacco region to access new and/or expanded markets and buyers that are not currently available without the certification. It also assists current produce growers to maintain existing markets and enhance their relationships with buyers.

Projects which result in expanded, value added, market opportunities for producers are a priority investment for this grant program and this application met all requirements. The program guidelines provided for the program were very detailed however the list of eligible purchases is quite broad and somewhat open ended. A minor criticism of this proposal is that this list should be better defined to focus on the larger capital needs of operations wishing to obtain GAP certification. Smaller purchases, or those which are less directly related to GAP requirements, should be excluded. Additionally, the guidelines currently allows producers who are served during the first year to apply again during the second year. TRRC has always required that cost share programs allow a single participation in the program. The guidelines should be modified to reflect this.

Financial Viability Assessment: Cost share programs are, by their nature, co-investments between the public and private sectors. In this instance, so long as the program guidelines are tightened to more-clearly define specific needed capital costs on the part of a producer, the

operations invested in will see their financial positions improve markedly, making the grant proposal very viable from a financial standpoint.

Staff Recommendation: Staff recommends a \$507,000 grant award contingent upon the Executive Director's approval of final program guidelines.

#### **Business Development**

Greater Bristol Area Chamber of Commerce (#3932) Move to Pilot Project – Workforce and Economic Development Recruitment Strategy \$30,000 Requested

Project Summary: Funding is requested to implement a targeted marketing strategy to attract new residents to the region. The applicant has experience with a similar project serving the TN side of their service region. This project will focus on the TRRC region localities of Bristol VA and Washington County VA however Sullivan County TN and the City of Bristol TN will also be served. The project is presented as a pilot which could be implemented in other localities in the tobacco region and beyond.

Matching Funds: Matching funds will be provided by Eastman Credit Union (\$16,000) and by the Bristol Chamber of Commerce. The Chamber has committed \$2,500 cash to the project as well as \$7,500 of in-kind support representing a portion of salary and benefits for staff who will assist with the project.

**Project Outputs:** No outputs or related outcomes were provided.

Staff Comments: Without additional details for the actual scope of the project, and the activities that market the TRRC region, it is impossible to determine if the impact of the project on the VA side is in alignment with the requested investment amount. The project also benefits Bristol TN and Sullivan County however the budget, as presented, appears to be out of proportion. It would not be in the Commission's interest to fund half of the cost of a project where the majority impacts are accrued on the TN side. While it is true that SWVA/NETN can be viewed as a single cohesive region, particularly for the Cities of Bristol VA/TN, TRRC funding must clearly support projects that primarily benefit the tobacco region.

Staff has been very supportive of the development of a "Move To" project and acknowledges the critical need to actively market the region to potential residents in an effort to reverse the severe population decline seen over the past decades. The application would be better suited for funding if it were redeveloped as a regional project benefiting multiple SWVA localities. Staff will continue to work with the applicant, and others who may wish to collaborate, to accomplish this goal.

Financial Viability Assessment: Marketing efforts are, in and of themselves, never financially sustainable, in that they require financial input but generate no outputs themselves. A successful "move to" campaign should be narrowly targeted to Virginia while still pulling in more of the region. If done well, and combined with other incentive programs like the Talent Attraction Program, the overall net of such an effort could well generate more in public revenues than are expended. That is not what is presented today however, and this effort would not be financially viable, in staff's estimation.

**Staff Recommendation:** Staff recommends this project be tabled to allow the applicant, and TRRC staff, to continue development of the project.

#### Sites and Infrastructure

Lonesome Pine Regional Industrial Facilities Authority Project Intersection - Building #1 (#3923) \$500,000.00 Requested

**Project Summary:** This application supports infrastructure needs at the Project Intersection industrial site in Norton. The property requires additional site development, as well as construction of a 30,000 SF building, to accommodate the recently announced EarthLink project. These improvements must be completed within a 24 month period in order to accommodate the project. Commission funds will be used for the site development work including paving, curbs and gutters, site signage, lighting, parking bumpers, etc.

*Matching Funds:* Matching funds are approved from DMME – AMLR (\$2.5M). An application has also been filed with US-EDA (\$5M).

**Project Outputs:** The application indicates that 285 jobs with average salaries of \$33,750 will be created at this site. Capital investment is estimated to be \$5.4M. These figures reflect the already announced EarthLink project which will locate on Pad #4.

Staff Comments: This is a strong request to assist with critical infrastructure required to meet a 24 month occupancy goal for the recently announced EarthLink project. The cost of this infrastructure is estimated to total over \$8M with the majority (\$5.5M) allocated for construction of the building that will eventually house 285 jobs. The positive impact of this project will be felt across the region in particular in the RIFA's member localities of Lee, Scott, Wise, Dickenson Counties and the City of Norton. Commission funds are allocated for related onsite infrastructure needs that do not result in any additional revenue for the project or the RIFA.

Financial Viability Assessment: The return on investment to the Commonwealth from this project, even taking into account existing incentives, far exceeds this additional award amount. There is no reason to believe the finances of Earthlink are other than strong, and continued investments into sites like this show consistent positive returns over the long term.

Staff Recommendation: Staff recommends a grant award of \$500,000

#### Russell County Industrial Development Authority Russell Place Project Phase II (#3926) \$303,500.00 Requested

Project Summary: Funding is requested to continue the redevelopment of a property in the Town of Lebanon. Within the last 36 months, 30 new businesses have located in Russell County and the IDA does not have any properties available for new prospects. To accommodate future demand for industrial space the IDA purchased a vacant property consisting of an existing 5,200 square foot building on a 12.6 acre site. The site, which had been vacant for approximately 30 years, was built in stages with varying degrees of renovations needed for the sections. In 2021, the Commission provided a \$250,000 grant to assist with Phase 1 renovations which are nearly complete. An Italian manufacturer of car wash components signed a lease in fall 2021 to locate in the finished portion of the building. The current request will be used for Phase II including demolition of the oldest portion of the building and renovation of the remaining structure.

*Matching Funds:* A \$600,000 Industrial Revitalization Fund request intended to match TRRC funds for this phase of the project was recently declined. The applicant indicates that it will now seek funding from USDA and other sources.

**Project Outputs:** The additional space created as a result of Phase II can support 2 additional companies and 140 new jobs.

Staff Comments: Since the approval of the 2021 application, the applicant has worked to outline a phased approach for the total development of the Russell Place site. This approach has allowed the IDA to utilize existing funds to prioritize renovation activities to complete work on one section of the facility resulting in the location of the first tenant. There is interest in the remainder of the site however Phase II renovations must be completed before it can be actively marketed. The activities outlined in the current application will result in the addition of in-demand industrial space in Russell County. Because the intended match for this application was not approved, any TRRC award should be made contingent upon documentation of the availability of matching funds necessary to complete the project.

Financial Viability Assessment: In order to remain competitive, the county must have additional sites to offer. While a site is not revenue generating on its own, the value of new businesses on industrial sites – so long as they are high-value businesses in traded sectors – far outweighs the investment in sites necessary to attract them. Until there is a surplus of sites in a region, continued investments into sites like this show consistent positive returns over the long term.

**Staff Recommendation:** Staff recommends the award of a \$303,500 grant contingent upon documentation of required matching funds.

Joint IDA of Wythe County, VA Construction of Wastewater Line for Progress Park Lot 24 (#3929) \$500,000.00 Requested **Project Summary:** This request will assist with necessary infrastructure improvements to serve Lot 24 in Progress Park which is the location of the recent Blue Star NBR and the Blue Star AGI industrial announcements. Required infrastructure improvements to accommodate the Blue Star project total approximately \$31.9M. This application focuses on the extension of wastewater service to site via construction of a force main line. Engineering and construction costs for the wastewater extension are estimated at approximately \$2.022M.

Matching Funds: Wythe County has committed \$500,000 for the wastewater extension project. Major Employment and Investment incentive funds from the Virginia General Assembly are anticipated to be used for the remaining \$1.022 million. Additional funding to support the remaining \$30M+ of required infrastructure improvements will be obtained from appropriate public (federal, state, and local) and private sources.

**Project Outputs:** The project will support the extension of 6350 feet of sewer line and increase capacity by 1,250,000 gallons per day. The Lot 24 site will support 1044 new jobs with average salaries of \$37,321. New private capital investment at the site will be \$446M. Over a five year period these figures will increase to 2,400+ jobs and \$714M

**Staff Comments:** Previous Commission investments in the development of Progress Park total \$4.15M of grant support with the majority of this (\$3.65M) directly related to Lot 24. An additional \$1M TROF grant was provided for the Blue Star projects. The IDA will utilize the TROF award for other required infrastructure improvements such as the expansion of the wastewater treatment plant.

This project is stated to be the second largest industrial announcement in Virginia over the past 20 years and the largest in Southwest Virginia in a generation. The vertically integrated manufacturing campus established as a result of Blue Star NBR and Blue Star AGI's decision to locate to Wythe County will create thousands of jobs and hundreds of millions of capital investment within a short, five year, period. The nearly immediate impact to the region will be enormous. The IDA is to be commended for successfully landing this project and for the commitment it has shown to providing the critical infrastructure still needed to serve Lot 24.

Although the applicant was clear prior to application that it did not desire loan support, and narrowed the scope of the project to infrastructure that is primarily "onsite" to avoid the program's requirement that offsite infrastructure only be considered as a loan, it is clear that this project meets the requirements of TRRC's VRA loan program. While the actual infrastructure may be located on and adjacent to Lot 24, the system it connects to is unarguably "offsite" infrastructure. This system is already revenue generating and the extension proposed in this application will immediately increase revenue due to having an immediate customer. Additional information provided during staff's review of the application show that the anticipated revenue in FY22 for the Lot 24 project is estimated at \$321, 229. By FY2025, when all six plants are in operation, the revenue increases to \$2,548,880. No information was provided for the expenses side of the cash flow and it is not possible to determine what the actual ability of Wythe to assume additional debt for this project or the other infrastructure requirements for the Lot 24 development based on the information available during review. This information can be clarified through a VRA assessment of the project to determine its suitability for funding through the loan program.

*Financial Viability Assessment:* While the county has not provided a full rundown of likely costs to be incurred, the revenues generated from this infrastructure far exceeds the cost of servicing this debt, particularly at a 0% interest rate.

Staff Recommendation: Staff recommends that the project be referred to VRA for a 0% loan.

#### Tourism

The Barter Foundation, Inc.

Barter Theatre Regional Marketing Campaign (#3925)

\$70,000.00 Requested

**Project Summary:** Barter Theatre proposes to hire a public relations firm to develop and implement a two year regional marketing campaign with the Theatre at the center. A strategy will be developed to appeal to urban markets. Barter wishes to increase attendance from beyond a 100 mile radius and believes there is untapped potential to recruit patrons from markets such as DC and Atlanta.

*Matching Funds:* Barter will contribute \$63,000 for ad buys in target markets during 2022 and 2023. Additional, in-kind, support of \$17,500 representing marketing staff hours dedicated to the project, will also be provided.

**Project Outputs:** Barter hopes to restore attendance from the target DC/Atlanta markets to prepandemic levels (1,798 in 2019) during the first year while increasing this number by 1% each year. The goal for 2022, Barter's first full post-Covid season, is 1,816 increasing to 1,834 in 2023. Annual revenue from these patrons in 2022 is projected to be \$63,500.

Staff Comments: The campaign will assist Barter in its post-Covid recovery by developing a marketing program which appeals to urban theatregoers and cultural tourists from select, densely-populated markets outside of Virginia. This plan is the first phase of a long term strategy to continue to increase market penetration beyond the theatre's immediate drive market. Pre-pandemic attendance averaged 155,000 in 2017-2019. It is important to aggressively market the theatre to restore attendance and to increase non-local visitation. The current marketing plan anticipates 25,000 net new visitors from outside a 100 mile radius by the end of 2022.

This program's guidelines require that tourism projects result in the attraction of visitors from national and international markets. The marketing campaign described in this proposal accomplishes that goal. The recruitment of visitors from urban markets within a 6 hour radius of Abingdon will increase the likelihood that these are overnight visitors who may also visit other attractions during a visit to the region. Barter's role as one of the premier tourism venues in the region provides confidence that the new marketing strategy can be successfully implemented

Financial Viability Assessment: Barter Theatre, even coming out of a pandemic that did significant damage to the tourism and entertainment industry, remains financially strong. Increasing visitorship is critical to maintaining the theatre's business and balance sheet, and this marketing effort, if successful, will do just that. While it is somewhat speculative, the likelihood of success and potential increase in revenues for the theatre make the proposed investment a wise one.

Staff Recommendation: Staff recommends a grant award of \$70,000

#### Other Business

Carroll, Grayson, Galax Regional Industrial Facility
The Wired Road Connector Project (#3377)
Approved for \$300,000 on March 8, 2018 (\$300,000 balance)
Request for one year extension

**Staff overview and comments:** This grant approved for the construction of a wireless internet system in Carroll and Grayson Counties. The project was delayed due to multiple factors however construction is now ongoing. The project is expected to be complete within the next year.

Staff recommends the approval of a one year extension through March 8, 2023.

# INCENTIVES & LOANS COMMITTEE



#### AGENDA

#### INCENTIVES & LOANS COMMITTEE

Richmond Marriott 500 East Broad Street, Richmond, VA 23219 Friday, January 7, 2022 9:00 A.M.

In accordance with §2.2-3708.2.D.2 of the Code of Virginia, the public may witness this meeting electronically via telephone by dialing: 1-408-418-9388 (toll) and utilize the access code: 2633 793 0219 and password: 95625925. The telephone line is provided for the public to witness the meeting; no public comment shall be received via the call in number and the line will be muted to participants. If you experience problems calling in or transmission, please call: 804-894-9652 or email at JButler@revitalizeva.org.

Any person needing accommodations in order to participate in the meeting should contact Ms. Joyce Knight, at 804-894-9651 at least (5) five days prior to the meeting, so that suitable arrangements can be made. In accordance with §30-179 of the Code of Virginia, the public may provide comment on their experience with this electronic meeting format. A copy of the comment form may be found here: http://foiacouncil.dls.virginia.gov/sample%20letters/reporting reqs.htm.

Welcome and Call to Order

The Honorable Lashrecse Aird, Chair

Call of the Roll

Evan Feinman, Executive Director

Approval of the 9/22/21 Minutes

(published on website)

**Public Comments** 

**Extensions & Modifications** 

Andy Sorrell, Deputy Director

**Confidential Project Discussion** 

Closed Session

Other Business

Evan Feinman, Executive Director

**Public Comments** 

Adjournment

#### **Incentives & Loans Committee**

January 7, 2022

The Incentives and Loans Committee is meeting on Friday, January 7th at 9:00 a.m. to consider seven requests for performance extensions or other project modifications in open session. 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.

#### **EXTENSIONS AND MODIFICATIONS**

1. Grayson County, Virginia EDA McAllister Mills, Inc. (#3002) Request for a Performance Extension through June 30, 2020.

Staff Overview & Comment: This Tobacco Region Opportunity Fund (TROF) grant was awarded to the Grayson County Economic Development Authority (the "Grayson EDA") and McAllister Mills, Inc. (the "Company") in February 2015 in the amount of \$110,000 with funding fully disbursed prior to performance. The original 36-month performance period ended 12/31/2018 and was administratively extended for an additional year through 12/31/2019. The executed performance agreement required the company to employ 16 persons with an average annual wage of \$33,540. The taxable asset obligation during the performance period was \$1,046,000.

The Company has fully met the private taxable capital investment obligation, fully earning the 50% of the grant devoted to capital investment (\$55,000). Regarding the employment obligation, during the original performance period (plus a one-year administrative extension) the Company provided seven new jobs at an average salary lower than what was promised. Proportionally reducing the number of new jobs by the amount the wages were short, only allows for two new jobs to be earned – or 13% of the employment that was promised. Staff reviewed additional employment data for the period after the extended performance period concluded and found that the Company's employment improved in 2020. If the Commission allowed for a final performance extension through June 30, 2020 (see Attachment A from the County), it would allow the Company to capture the three consecutive best employment quarters it has had since the beginning of the performance period in 2015. While the wages for the new jobs is still below what was promised, it is higher than prior quarters. After reducing the new jobs proportionally by the shortfall in wages, the Company is eligible for six new jobs vs. the two previously noted. This allows the Company to more fully achieve the employment obligation and reduce the amount needed to repay the Commission. A final performance extension through June 30, 2020 will allow the Company to earn \$19,107 of the \$55,000 of the grant devoted to employment. A repayment of the unearned portion (\$35,893.36) will be required either in a lump sum or via a mutually agreement repayment agreement.

Staff supports the County and Company's request for a final performance extension through June 30, 2020.

Staff recommends a final performance extension through June 30, 2020.

## 2. Wise County, Virginia IDA NorrisBuilt Fabrication, LLC (#3049) Request for a Performance Extension through June 30, 2020.

Staff Overview & Comment: This Tobacco Region Opportunity Fund (TROF) grant was awarded to the Wise County Industrial Development Authority (the "Wise IDA") and NorrisBuilt Fabrication, LLC (the "Company") in July 2015 in the amount of \$75,000 with funding fully disbursed prior to performance. The original 36-month performance period ended 6/30/2018. The executed performance agreement required the company to employ 15 persons with an average annual wage of \$30,000. The taxable asset obligation during the performance period was \$1,500,000.

The Company has met 75% of private taxable capital investment obligation and has fully earned the employment obligation.

Through the existing performance period, \$1,130,500 has been invested which means 25% (\$9,375) of the TROF incentive devoted to capital investment (\$37,500) is unearned. As noted in the attached letter from the Company (Attachment B), the Company requests a final performance extension through June 30, 2020 (a 5<sup>th</sup> year of performance). The Company made additional capital investments in 2019 and 2020 that they feel will allow them to fully achieve the performance for the capital investment obligation thereby forgoing the need for any repayment of the grant. Because the Company has made significant progress in achieving the capital investment goal and has fully earned the employment portion, staff supports a final performance extension through June 30, 2020.

Staff recommends a final performance extension through June 30, 2020.

#### 3. Wise County, Virginia IDA

DP Facilities, Inc. (#3266)

Request to Include Capital Investment Prior to Performance Period.

Staff Overview & Comment: This Tobacco Region Opportunity Fund (TROF) grant was awarded to the Wise County Industrial Development Authority (the "Wise IDA") and DP Facilities, Inc. (the "Company") in March 2017 in the amount of \$350,000 with funding fully disbursed prior to performance. The original 36-month performance period ended 12/31/2019. The executed performance agreement required the company to employ 40 persons with an average annual wage of \$40,000. The taxable asset obligation during the performance period was \$32,000,000.

Through the end of the current performance period, the Company has earned 78% of their capital investment obligation and 29% of their jobs obligation (after applying wage reduction). In total, \$186,563 of the \$350,000 has currently been earned and \$163,437 remains unearned.

As noted in the attached letter from the Company (Attachment C), the Company desires a performance extension through December 31, 2020 which can be granted administratively (a 4<sup>th</sup> year extension). Staff has no issue with granting a performance extension as the project has made significant progress in accomplishing the performance goals. Additionally, as noted in the attached letter, the Company requests consideration be given to include capital investment made in the base year – 2016. The Company notes that, a significant portion of the capital investment for the project

occurred in the calendar year 2016. The performance agreement states that only "...those assets owned, or leased by the Company all during the 36-month period following the Base Year shall be counted (emphasis added) in fulfilment of the Company's taxable asset obligation." Additionally, "Company assets located, constructed, or leased in the Locality prior to the Base Year will not be counted in fulfilment of the Company's taxable asset obligation" (emphasis added) in (Section 6 of Performance Agreement). According to the performance agreement, since the base year is 2016, and only assets following the base year are allowed to be included, investments made in 2016 cannot be included. The Company and Locality contend that there was a delay when the project was awarded and when the project began making investments. Staff notes the TROF incentive was awarded on March 6, 2017, the initially application was received February 24, 2017 and an incentive estimate was provided on January 26, 2017. Staff concurs that from the overall project perspective, investments made in 2016 were part of the project the TROF was incenting. However, staff notes that the time to consider modifications to the period of performance that may have already occurred prior to the agreement being executed would have been prior the agreement's execution. At that point the incentive award could have been reduced proportionally to the investments that were to be made after 2016.

Staff does not recommend modifying the base year to include 2016. Staff recommends establishing a mutually agreeable repayment agreement between all parties to repay the portion of the grant that remains unearned. If needed, staff is amenable to considering a forbearance period before the repayment agreement begins. Staff can administratively grant a fourth year performance extension through December 31, 2020.

Staff recommends the Base Year for TROF # 3266 remain as 2016.

## 4. Henry County, Virginia Performance Livestock & Feed Co. (#3171) Request for a Performance Extension through March 31, 2022.

Staff Overview & Comment: This Tobacco Region Opportunity Fund (TROF) grant was awarded to Henry County (the "Locality") and Performance Livestock & Feed Company (the "Company") in April 2016 in the amount of \$170,000 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 3/31/2020. The executed performance agreement required the company to employ 32 persons with an average annual wage of \$26,000. The taxable asset obligation during the performance period was \$3,800,000.

The Company has fully met the private taxable capital investment obligation, fully earning the 50% of the grant devoted to capital investment (\$85,000). Since the wages provided are lower than what was promised, the number of earned new jobs is 7 (after a reduction of 5 new jobs). In total the Company has earned \$100,282 of the grant and \$69,718 currently remains unearned.

As noted in the attached letter from the Company (Attachment D1) and as supported by the Locality (Attachment D2), the Company had over a year delay in beginning the project as they had hoped the rail line serving the site was adequate to serve their needs. It was not and needed significant modifications which delayed the Company's ability to bring in raw materials and ramp-up production. Now that the rail improvements have been completed, the Company is in the process

of increasing employment and hope a performance extension through March 31, 2022 will permit them to either complete or nearly complete their employment obligations reducing or eliminating any repayment requirements.

Staff supports a final performance extension through March 31, 2022.

Staff recommends a <u>final</u> performance extension through March 31, 2022.

#### 5. City of Martinsville, Virginia Virginia Mirror Corp. (#3398) Paguest for a Parformance Extension through D

Request for a Performance Extension through December 31, 2022.

Staff Overview & Comment: This Tobacco Region Opportunity Fund (TROF) grant was awarded to the City of Martinsville (the "Locality") and Virginia Mirror Corporation (the "Corporation") in January 2018 in the amount of \$35,000 with funding fully disbursed prior to performance. The original 36-month performance period ended 12/31/2020 and was administratively extended for an additional year through 12/31/2021. The executed performance agreement required the company to employ 9 persons with an average annual wage of \$26,645. The taxable asset obligation during the performance period was \$3,776,996.

The Company has fully met the private taxable capital investment obligation, fully earning the 50% of the grant devoted to capital investment (\$17,500). 5 of 9 jobs have been provided which is 56% of the employment obligation (no reduction necessary for wages). In total, \$28,242 of the grant is earned and \$6,758 remain unearned.

As noted in the attached letter from the Company (Attachment E1) and as supported by the Locality (Attachment E2), the Company has fully met the capital investment obligation but continue to struggle to meet the employment obligation in part to the tight labor market and its impact on the functional operating area of the business. The Company currently is actively recruiting for 12 positions which if filled would allow them to more than meet the employment obligations of the grant. Given the active recruiting process they are within, the Company requests an additional performance extension through December 31, 2022.

Staff recommends a final performance extension through December 31, 2022.

#### 6. Brunswick County IDA & Other Regional Entities TRANSCO / Williams Pipeline Co. and Others (#2505, 2706 and 2864) Request to Forego Repayment Option and Close Projects.

Staff Overview & Comment: The Commission awarded this project a total of \$30 million in Tobacco Region Opportunity Fund (TROF) incentive funding to the Brunswick County Industrial Development Authority (the "Brunswick IDA") in return for private taxable capital investments related to a new natural gas power plant constructed by Virginia Electric & Power Company (VEPCO, now Dominion Power, the "Company") in Brunswick County as well as a natural gas pipeline constructed by Transcontinental Gas Pipe Line Company, LLC, TRANSCO, now Williams, the "Carrier") through multiple adjacent localities to serve the power plant. The performance period was from January 1, 2012 – January 1, 2017. During the performance period, Company was obligated to invest \$800 million in the power plant and the Carrier was to invest \$200 million in the

pipeline and associated facilities. There was no employment obligation for this project. The Company constructed the power plant within the performance period and fully met the taxable capital investment required for the power plant. The Carrier also completed the pipeline and associated facilities meeting 77% of obligation (\$153 million).

The Carrier provided staff with additional information showing the total amount of investment made over the life of the project. Such additional information showed an investment well over the \$200 million required. Staff notes however, that much of that investment was not taxable or related to capital expenditures (things like labor, paying for damages, and A&E fees). The amount of taxable capital investment confirmed by the Va. SCC and the individual local Commissioner of Revenues was \$153 million. As shown in Attachment F, (info from the Va. Dept. of Taxation) the Carrier notes that unlike many other projects, as an infrastructure project (gas pipeline) the assessed value of the pipeline has continued to rise. In 2017 the assessed value was \$153 million. The assessed value today in almost \$253 million. Given that the pipeline has been constructed and is providing the full benefit anticipated by the TROF incentive, staff recommends that the Commission accept the amount of capital investment provided and forgo its ability to pursue repayment as permitted by Section 6 of the performance agreements. Staff further recommends that all three projects – 2505, 2706 and 2864 be closed.

Staff recommends the Commission forgo their right to pursue repayment regarding the Carrier facilities incented by TROFs # 2505, 2706 and 2864 and that all projects be closed.

## 7. Pittsylvania County, Virginia Panacea Biomatx (#3376) Request for a Performance Extension through June 30, 2023.

Staff Overview & Comment: This Tobacco Region Opportunity Fund (TROF) grant was awarded to Pittsylvania County (the "Locality") and Panacea Biomatx (the "Company") in November 2017 in the amount of \$415,000 with funding to be disbursed in arrears after performance. The original 36-month performance period ended 9/30/2020. The executed performance agreement required the company to employ 70 persons with an average annual wage of \$55,000. The taxable asset obligation during the performance period was \$5,675,000.

Through the existing performance period, the Company has met 7% of their taxable asset obligation. Since the wage provided is lower than promised, the number of earned new jobs is two (reduced from 12). Since the capital investment is less than the \$1 million minimum investment required, currently no portion of the grant is earned.

As noted in the attached letter from the Locality (Attachment G), the impacts from the pandemic has significantly delayed the Company's plans to both construct the planned facility and commercialize its products. Additionally, lower than expects sales has impacted commercialization plans. The Company requests a performance extension through June 30, 2023 which they feel will permit them achieve a modest growth in capital investment thereby allowing the minimum investment requirement to be met. If met, the Company would be eligible to earn portions of the grant to which they have performed. Since this grant is to be disbursed after performance, the Commission currently retains the funds and would only disburse what is earned.

Given the impact of the pandemic on the Company's performance, staff supports a final performance extension request through June 30, 2023 permit the Company to meet the minimum investment requirement and earn a portion of the grant.

Staff recommends a final performance extension through June 30, 2023.





#### Grayson County Chief Executive Officer William L. Shepley, County Administrator

Phone (276) 773-2471 (276) 236-8149 Fax: (276) 773-3673

129 Davis Street P.O. Box 217 Independence, Virginia 24348

December 2, 2021

Virginia Tobacco Region Revitalization Commission Mr. Andrew V. Sorrell, Deputy Director 701 E. Franklin St., Ste 501 Richmond VA 23219

# 3002

RE: Letter of Approval – Extended Performance Agreement for McAllister Mills [Grayson County, VA]

Dear Mr. Sorrell,

Please accept this letter as Grayson County's support and request an 18-month extension (through 06/30/2020) for the McAllister Mills performance agreement.

We feel strongly that given this additional time will realistically help the company to better obtain their performance goal and continuing to serve our citizens, businesses, and industry community.

Furthermore, we understand the positive impact to our County, our citizenry, and other local businesses. For all these reasons and more, Grayson County wishes to encourage and support extending this performance date.

Please do not hesitate to contact me with any questions you may have regarding this letter of support.

Sincerely, Swith

Mitchell L. Smith

**Deputy County Administrator** 



# Wise County Industrial Development Authority P.O. Box 570 Wise, Virginia 24293 Telephone (276) 328-2321

Telephone (276) 328-2321 FAX (276) 328-9780



December 22, 2021

Mr. Andrew Sorrell, Deputy Director Virginia Tobacco Revitalization Commission 701 E. Franklin Street, Suite 501 Richmond, VA 23219

世 3049

Dear Mr. Sorrell:

The Wise County Industrial Development Authority and NorrisBuilt Fabrication and Mobile Welding, LLC, are making the following request of the Tobacco Commission pursuant to its previously awarded project grant #3049.

NorrisBuilt has never fully recovered from the COVID-19 pandemic, and that, coupled with the dramatic price increases in product inventory, particularly steel, has impacted operations of the company. Consequently, NorrisBuilt is requesting an extension of the grant review end date for a 4th and 5th year extension on the performance agreement with the Commission. The business is continuing operations, and NorrisBuilt has been able to maintain many of its employees who are wholly dedicated to continued operation of the facility.

The requested extension would allow NorrisBuilt additional time to meet the performance measures of the grant agreement and also allow for the opportunity for additional capital equipment expenditures that would enhance the ability of the company to meet current and ongoing service to the region.

We are grateful for the participation and significant role the Tobacco Commission has taken in assisting in funding for this project, and thank you for your consideration of this matter..

Sincerely.

**Executive Director** 

Pc: Ronald Norris



## Wise County Industrial Development Authority Telephone (276) 328-2321

FAX (276) 328-9780

Telephone (276) 328-2321

December 22, 2021

# 3266

Mr. Andrew Sorrell, Deputy Director Virginia Tobacco Revitalization Commission 701 E. Franklin Street, Suite 501 Richmond, VA 23219

Dear Mr. Sorrell:

The Wise County Industrial Development Authority and DP Facilities, Inc. making the following requests of the Tobacco Commission pursuant to its previously awarded project grant #3266,

First, a request to extend the grant review end date to December 31, 2020. The project is currently operating and DP Facilities has many employees and wholly dedicated contractors at the Wise, Virginia site that should be included in any metrics associated with job performance, staff investment and number of employees documentation which can be submitted by DP Facilities to the Commission as requested for its analysis, in addition to the data previously provided.

Second, a request to include the capital investment associated with the construction of the Mineral Gap Data Center project in Wise, Virginia from January 1, 2016 through December 31, 2016. These capital investments are consistent with the project for which the grant was awarded and were not included in the grants initial period of performance due to lags in the grant award versus the project. These capital investments are a part of the same project and have directly led to substantial payment of property taxes to Wise County, as well s the provision of many jobs and interest in future development of the Lonesome Pine Business and Technology Park in which the Mineral Gap Data Center is located. These costs are specific to the Wise County project and would demonstrate the level of investment encouraged by the Commission's grant-making activities. Mineral Gap Data Center will be glad to submit additional documentation to the Commission of these investments for use by the Commission for tracking purposes.

We are grateful for the participation and significant role the Tobacco Commission has taken in assisting in funding for this project, and look forward to a continuing mutually pleasant relationship in the months and years that lie ahead. Thank you for your consideration of these matters and we shall await your response.

Sincerely,

Carl R. Snodgrass

**Executive Director** 

Pc: Dan Richardson



P.O. Box 1000 Lawsonville, NC 27022 (336) 593-2626

DI

12/22/2021

# 317/

Tobacco Region Revitalization Commission,

When Performance Livestock initially launched our Martinsville Facility, we were under the assumption that the existing rail line was adequate to support our planned operations. While we initially believed that we would be able to use the rail as intended without significant modification, we discovered that the grading was off and the rail in disrepair. Without adequate rail service we were unable to bring in raw ingredients in the quantiles needed to ramp up our production as planned.

To correct this required substantial investment on our part as evidenced by the additional capital expenditure investments that we made and time. We spent 12 months remediating the grading and rail systems which ultimately pushed back our ability to bring the facility up to planned capacity. These repairs were not completed until middle of Q2 2019.

We are happy to report that as today we are running 2 full shifts and partial operations on 3rd shift. We have a team of 48 employees and are hiring more. With the rail repair work done, we have ramped up our hiring efforts and are making use of local resources to onboard more staff.

Additional time would also allow our records time to synchronize with the VEC records that are used for verification. Despite the initial setbacks encountered, we believe we are on track to exceed our goals for this facility.

We respectfully ask that you consider a 6th year extension which would allow us until March 2022.

Thank you.

Jason Pendleton

President

Performance Livestock & Feed Company, LLC

#### County of Henry

D2

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

Board of Supervisors

JIM ADAMS CHAIRMAN Blackberry District

RYAN ZEHR Ridgeway District

T.J. "TOMMY" SLAUGHTER Reed Creek District

Telephone (276) 634-4601



TIM HALL County Administrator

DALE WAGONER
Deputy County Administrator

Board of Supervisors

DEBRA PARSONS BUCHANAN VICE-CHAIRMAN Horsepasture District

> JOSEPH A. BRYANT Collinsville District

J. DAVID MARTIN Iriswood District

Fax (276) 634-4781

December 15, 2021

A 317

Andy Sorrell Tobacco Region Revitalization Commission 710 E. Franklin Street, Suite 501 Richmond, VA 23219

Mr. Sorrell,

Henry County respectfully requests an extension of the April 15, 2016 performance agreement for Performance Livestock & Feed.

The performance agreement stipulates the hiring of 32 employees and a capital investment of \$3.8M. The County is confident that the company has met the capital investment obligation. However, the company does need additional time to reach the employment target.

Performance Livestock immediately began its investment in this Virginia property, but quickly encountered significant rail issues that needed to be addressed to transport their product. As they worked to address those issues, it delayed production and thereby employment growth. With the rail issues now resolved, the company has now resumed hiring and will undoubtedly meet their commitment.

Performance Livestock has become 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 TROF will agree to extend the performance agreement date.

Please feel free to contact me with questions.

Sincerely,

Tim Hall

**County Administrator** 





Walt Rhea - Chief Financial Officer

November 5, 2021

#3398

Mr. David Bringman.
Tobacco Region Revitalization Commission
701 E. Franklin St., Suite 501
Richmond, VA 23219

#### Mr. Bringman:

Virginia Mirror Corp. entered into a grant agreement with the Tobacco Region Revitalization Commission (Commission) in March of 2018. Half of the grant agreement related to a capital expenditure commitment of \$3,776,996 for a three-year period beginning in 2018. We have more than fulfilled that commitment in relation to the grant. The second half of the grant agreement related to increasing our employed headcount by 9 individuals with a quarterly payroll requirement of \$59,951 for three consecutive calendar quarters during the three-year period beginning in 2018. Unfortunately, we have not been able to meet the total headcount additions during the specified three-year period and during the one-year extension you previously granted.

As noted, the Commission generously granted an extension through 2021 to allow us to meet our headcount additions requirement. We respectively request that the Commission grant our organization an additional one-year extension on meeting the headcount requirement of the grant. We have fulfilled the monetary payroll requirement during the initial period, but we continue to struggle to hire the required number of individuals to receive the full grant. The tight labor market we face in our functional operating area continues to impair our ability to hire additional employees. We are actively trying to hire additional staff for our operations and currently are recruiting for 12 positions to fill.

With our active recruiting process, we hope the additional one-year extension for qualification would help us come closer to our goals.

Thank you for your consideration of our extension request.

Sincerely,

Walt Rhea

E2

Council Members
Kathy Lawson, Mayor
Jennifer Bowles, Vice-Mayor
Danny Turner
Chad Martin
Tammy Pearson



City Managei<sup>s</sup>
Leon E. Towarnicki
City Attorney
Eric H. Monday
Clerk of Council
Karen Roberts

November 12, 2021

# 3398

Mr. David Bringman Virginia Tobacco Commission 701 East Franklin Street, Suite 501 Richmond. VA 23219

Dear Mr. Bringman:

I am writing to request a 5<sup>th</sup> year extension of the March 13, 2018 Performance Agreement for Virginia Mirror Corporation.

The Performance Agreement stipulates the hiring of 9 employees and a capital investment of \$3,776,996. The City is confident that the company has reached its capital investment target. However, the company does need additional time to reach the employment obligation.

As with so many other companies, the pandemic had a huge impact on employment. The company is trying new hiring and onboarding tactics to attract more interest in the open positions. We believe that those strategies, in addition to things slowly transitioning closer to pre-COVID times, will enable Virginia Mirror to fill the 9 required positions by an extended deadline.

Virginia Mirror is an essential part of our corporate landscape in the City of Martinsville and 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 again.

Let me know if you have any questions.

Sincerely,

Leon Towarnicki

Leon Towarnicki City Manager

<u>\_</u>

Transcontinental Gas Pipe Line Co. Assessed Values 2012 - 2021 Per Virginia Department of Taxation

021 Assessed Value	30,026,282	4,828,235	27,323,802	34,865,641	155,908,716	252,952,676
2020 Assessed Value 21	28,298,961	3,921,974	22,987,613	31,835,633	115,892,433	202,936,614
2019 Assessed Value	27,290,809	3,616,504	20,912,632	30,670,696	98,359,770	180,850,411
2018 Assessed Value	25,511,633	3,293,331	19,970,480	28,115,770	780,662,78	160,690,301
2017 Assessed Value	21,122,048	3,448,179	21,054,214	30,268,905	77,266,577	153,160,023
2016 Assessed Value	20,645,483	3,456,128	20,764,311	29,568,656	67,516,299	141,950,877
2015 Assessed Value	9,958,297	1,686,610	10,422,074	17,464,367	54,079,426	93,610,774
2014 Assessed Value	1,231,887	240,535	1,650,698	6,674,608	41,481,359	51,289,087
2013 Assessed Value	872,405	185,811	1,301,273	6,337,203	39,755,408	48,452,100
2012 Assessed Value	722,175	170,054	1,100,821	5,633,097	34,143,417	41,769,564
County	Brunswick	Charlotte	Halifax	Mecklenburg	Pittsylvania	

#s 2505 2706 2864





ECONOMIC DEVELOPMENT

P.O. Box 426 • 1 Center Street Chatham, Virginia 24531 Phone (434) 432-1979

December 6, 2021

Andrew Sorrell, Deputy Director
Virginia Tobacco Region Revitalization Commission
701 East Franklin Street, Suite 501
Richmond, VA 23219

RE: Panacea BioMatx (Project # 3376)

Dear Andrew:

I am writing to ask you for an extension for the Panaceutics / Panacea BioMatx Project. The pandemic has delayed the Company's plans significantly, both in its ability to construct the facility and commercialize its products. Furthermore, even after the facility was completed, the Company still experienced low sales due to customers facing issues from the pandemic as well. These delays were out of the Company's control due to factors relating to the pandemic. However, the Company has still made significant investments to date in the Panaceutics operations, amounting to more than \$2.8M. With an extension, it will allow the company more time for growth as well as meeting the minimum investment of \$1M, so I would like to request for another extension that would run through June 30, 2023 - or 6.5 years of performance. No funds have or will be provided to the Company in advance of performance with coordination and approvals from the Commission.

I look forward to working with you.

Sincerely,

Matthew D. Rowe

Matthew D. Rowe, Director

BUSINESS SAVVY. PEOPLE FRIENDLY.

Matthew D. Rowe, Director matthew.rowe@pittgov.org

# EXECUTIVE COMMITTEE



#### **AGENDA**

#### EXECUTIVE COMMITTEE

**Richmond Marriott Hotel** 500 East Broad Street, Richmond, VA 23219 Friday, January 7, 2022 10:00 A.M.

In accordance with §2.2-3708.2.D.2 of the Code of Virginia, the public may witness this meeting electronically via telephone by dialing: 1-408-418-9388 (toll) and utilize the access code: 2633 793 0219 and password: 95625925. The telephone line is provided for the public to witness the meeting; no public comment shall be received via the call in number and the line will be muted to participants. If you experience problems calling in or transmission, please call: 804-894-9652 or email at JButler@revitalizeva.org.

Any person needing accommodations in order to participate in the meeting should contact Ms. Joyce Knight, at 804-894-9651 at least (5) five days prior to the meeting, so that suitable arrangements can be made. In accordance with §30-179 of the Code of Virginia, the public may provide comment on their experience with this electronic meeting format. A copy of the comment form may be found here: http://foiacouncil.dls.virginia.gov/sample%20letters/reporting regs.htm.

Welcome and Call to Order

The Honorable Ed Owens, Chair

Call of the Roll

Evan Feinman, Executive Director

Approval of the 5/13/21 Minutes

(published on website)

**Public Comments** 

2275, CCAM/UVA - Facility Transfer Request Evan Feinman, Executive Director

**Upcoming Legislative Session** 

Evan Feinman, Executive Director

**Other Business** 

Evan Feinman, Executive Director

**Public Comments** 

Adjournment

#### FULL COMMISSION



#### AGENDA

#### FULL COMMISSION

Richmond Marriott Hotel 500 East Broad Street, Richmond, VA 23219 Friday, January 7, 2022 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 telephone by dialing: 1-408-418-9388 (toll) and utilize the access code: 2633 793 0219 and password: 95625925. The telephone line is provided for the public to witness the meeting; no public comment shall be received via the call in number and the line will be muted to participants. If you experience problems calling in or transmission, please call: 804-894-9652 or email at JButler@revitalizeva.org.

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Welcome and Call to Order

The Honorable Ed Owens, Chair

Call of the Roll

Evan Feinman, Executive Director

Approval of the 9/22/21 Minutes

(published on website)

**Public Comments** 

**Executive Committee** 

The Honorable Ed Owens, Chair

**Education Committee** 

Mrs. Rebecca "Becky" Coleman, Chair

Southern Virginia Committee

Mr. Walter "Buddy" Shelton, Chair

Southwest Virginia Committee

The Honorable Chris Hurst, Chair

Incentives & Loans Committee

The Honorable Lashrecse Aird, Chair

TROF & CBL Loan Updates

Andy Sorrell, Deputy Director

**Other Business** 

Evan Feinman, Executive Director

**Public Comments** 

Adjournment

### Tobacco Region Revitalization Commission Financial Summary As of October 31, 2021

TICR Fund Balance	\$ 227,581,083	•	
Restricted Endowment Balance	\$ 75,976,441		
Unrestricted Endowment Balance	\$ 67,653,855	_	
Restricted Endowment Accum Interest	\$ 3,205,687		
Unrestricted Endowment Accum Interest	\$ 2,548,202	•	
Total Cash & Investments		\$	376,965,268

Cash Disbursements - this month	\$ 2,223,518
Cash Disbursements - FYTD	\$ 8,031,060

Fund	Unc	bligated Balances
Special Projects	\$	345,963
Education	\$	3,291,343
Education-Workforce Training	\$	2,280,576
Education-TAP	\$	2,100,000
TROF (Deal Closing)	\$	(2,276,169)
Southside Economic Development	\$	15,614,334
Southern Va Committee	\$	10,531,674
Southwest Va Committee	\$	5,743,394
Agribusiness	\$	737,748
Megasite Prospect Incentive	\$	10,500,000
Lending Program	\$	67,079,957
Administration	\$	1,895,456
TICRC General Account	\$	1,968,964
FY2022 Budget Balance	\$	119,813,239

#### **Tobacco Region Revitalization Commission**

Statement of Revenues, Expenditures, and Changes in Fund Balance (Cash Basis)
As of October 31, 2021

		FY22 Budget		YTD Actual	YTD Actual as % of Budget	Variance Favorable (Unfavorable)
REVENUES						
Other Revenue (all cost codes)	\$	Let		720,439.00		720,439.00
Total Revenues	\$	*	\$	720,439.00		\$ 720,439.00
EXPENDITURES					·	
Administration	\$	1,545,000	\$	511,732.36	33.1%	\$ 1,033,267.64
Salaries, Fringe Benefits, Per Diems	Ψ	484,620	Ψ.	175,015.79	36.1%	309,604.21
Contractual Services		4,500		1,313.87	29.2%	3,186.13
Supplies and Materials		463,680		1,010.01	0.0%	463,680.00
Transfer Payments		·		115,825.08	61.1%	73,824.92
Rent, Insurance, Agency Svc Charges		189,650		518.09	9.3%	5,081.91
Furniture and Equipment		5,600	\$	804,405.19	29.9%	\$ 1,888,644.81
Subtotal - Administration	Ф	2,693,050	Φ	604,400.19	25.570	Ψ 1,000,011.01
Community Revitalization		45,283,060		7,226,655.02		
Total Expenditures	\$	47,976,110	\$	8,031,060.21		
Revenues Over (Under) Expenditures	\$	(47,976,110)	\$	(7,310,621.21)		
OTHER FINANCING SOURCES (USES) Transfers In (endowment and earnings)		\$ 37,699,350	\$	-		
CASH BALANCE, June 30, 2021	\$	234,891,705	\$ 2	234,891,704.50		
CASH BALANCE, October 31, 2021	\$	224,614,945	\$ :	227,581,083.29		

# TROF Awards FY 2018 - FY 2022 to date

\$46.8			T		Ī	,,,,	ĺ	Ī	· · · · · · · · · · · · · · · · · · ·	T	1	Ī	T		T	T	T		1
Total Approved Amount	\$125,000	\$91,000	\$216,000	\$135,000	\$12,000	000'96\$	\$29,000	\$188,000	\$527,000	\$276,500	\$23,500	\$57,500	000'68\$	\$86,500	\$99,500	\$1,619,500	\$6,622,000	\$7,155,000	\$4,282,500
Approved Loan Amount	\$62,500	\$45,500	\$108,000	80	08	\$48,000	8	\$94,000	\$263,500	\$0	\$0	\$0	\$44,500	\$0	80	\$450,000	\$2,516,000	\$2,665,000	\$642,500
Approved Grant Amount	\$62,500	\$45,500	\$108,000	\$135,000	\$12,000	\$48,000	\$29,000	\$94,000	\$263,500	\$276,500	\$23,500	\$57,500	\$44,500	\$86,500	\$99,500	\$1,169,500	\$4,106,000	\$4,490,000	\$3,640,000
Capital Investment Promised	\$5,370,000	\$1,500,000	\$6,870,000	\$34,000,000	\$2,968,000	\$7,150,000	\$5,170,000	\$375,000	\$48,551,000	\$45,000,000	\$500,000	\$8,100,000	\$11,464,825	\$3,500,000	\$7,964,000	\$174,742,825	\$245,184,219	\$215,915,399	\$126,009,797
Jobs Promised	85	62	147	200	15	46	27	160	26	20	45	90	25	150	113	937	1,809	1,334	1,035
Project Title	EarthLink, LLC	Kegerreis Digital Marketing, LLC	2	Staunton River Plastics, LLC	Traeger Pellet Grills, LLC	Walraven, Inc.	J&J Equipment Rentals, Inc.	eHealth Technologies, Inc.	Klockner Pentaplast of America, inc.	Intertape Polymer Corporation	Dogwood Global, LLC.	Woodgrain Millwork, Inc.	Project White Pebbles	ison Furniture Manufacturing, Inc.	SPIG Industry LLC	12	6	20	28
Organization	City of Norton IDA	City of Danville	# of Projects	Pittsylvania County	Wythe County Joint IDA	Danville-Pittsylvania Regional Industrial Facility Authority	Pittsylvania County	Scott County EDA	Wythe County Joint IDA	Pittsylvania County	Pittsylvania County	Smyth County EDA	Blackstone, Town of	Pittsylvania County	Washington County	# of Projects	# of Projects	# of Projects	# of Projects
Status	Approved - pending award documents	Approved - pending award documents		Approved - pending award documents	Approved - pending award documents	Approved - pending award documents	Approved - pending award documents	Approved - pending award documents	Approved - pending award documents	Approved - active	Approved - pending award documents	Approved - active	Approved - active	Approved - pending award documents	Approved - active			•	
Date Approved	9/9/2021	1/28/2021	FY 2022 (to date)	6/15/2021	1202/1/9	4/30/2021	4/5/2021	12/18/2020	12/18/2020	12/18/2020	12/18/2020	12/18/2020	1/29/2021	12/18/2020	9/11/2020	FY 2021	FY 2020	FY 2019	FY 2018
Project#	3917	3734		3774	3767	3754	3735	3721	3709	3701	3700	3685	3674	3673	3672				

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# TROF Loans January 2022

Project #	Project # Date Approved	Organization	Project Title	Status	Loan A Appr	Loan Amount Approved	Remaining Loan Amount to be Repaid	e an
3917	9/9/2021	Norton, City of	EarthLink, LLC	To be disbursed	<del>69</del>	62,500	\$ 62,	62,500
3754	4/30/2021	Danville-Pittsylvania Regional Industrial Facility Authority	Walraven, Inc.	To be disbursed	€	48,000	\$ 48,	48,000
3734	7/28/2021	Danville, City of	Kegerreis Digital Marketing, LLC	To be disbursed	<del>63</del>	45,500	\$ 45,	45,500
3721	12/18/2020	Scott County EDA	eHealth Technologies, Inc.	To be disbursed	\$	94,000	\$ 94,	94,000
3709	12/18/2020	Joint IDA of Wythe County	Klockner Pentaplast of America, Inc.	To be disbursed	69	263,500	\$ 263,	263,500
3674	5/3/2021	Blackstone, Town of	Blackstone Hotel Partners, LLC	Disbursed - 8/27/21	€	44,500	\$ 44,	44,500
3654	6/15/2020	Grayson County	Metalworx, Inc.	To be disbursed	\$	265,500	\$ 265,	265,500
3611	1/14/2020	Franklin County	Traditional Medicinals, Inc.	deobligated	ςς <del>69</del>	245,000	\$	,
3583	9/12/2019	Danville, City of	PRA Group Inc.	deobligated	ט'וע \$	1,095,000	&	,
3556	8/6/2019	Danville-Pittsylvania Regional Industrial Facility Authority	MEP, Ltd.	To be disbursed	. <del>(</del>	270,000	\$ 270,000	000
3545	4/30/2019	Carroll County	Blue Ridge Designs, LLC	Disbursed - 7/10/19	↔	50,000	\$ 30,	30,000
3544	4/30/2019	Joint IDA of Wythe County, VA	Seven Sisters Brewery, LLC	Disbursed - 4/1/20	ക	15,000	\$ 12,	12,000
3507	6/6/2019	Russell County Industrial Development Authority	Polycap LLC	Disbursed - 8/30/19	₩	140,000	\$ 126,	126,000
3501	12/12/2018	Danville, City of	Essel Propack	To be disbursed		330,000	\$ 330,	330,000
3482	10/15/2018	Danville-Pittsylvania Regional Industrial Facility Authority	Harlow Fastech LLC	To be disbursed	9 \$	000'089	\$ 630,	630,000
3481	10/9/2018	Franklin County	Empire Bakery Commissary	Disbursed - 6/18/19	₩	140,000	\$ 84,	84,000
3476	10/9/2018	. Danville, City of	VítalPlan Inc	deobligated	<del>6</del> 9	70,000	↔	'
3448	6/6/2018	Nottoway County	UAV Pro, Inc.	To be disbursed	<del>69</del>	260,000	\$ 260,	260,000

# TROF Loans January 2022

roject#	Project# Date Approved	Organization	Project Title	Status	Loan Amount Approved	<u> </u>	Remaining Loan Amount to be Repaid
3406	2/22/2018	Floyd County	Daley Acquisitions, LLC	Disbursed - 7/10/18	\$ 50,000	\$ 00	20,000
3393	12/7/2017	Buchanan County Industrial Development Authority	Trina Health of Pounding Mill, LLC DBA Trina Health Town Center	Disbursed - 6/27/18	\$ 27,500	\$ 00	11,000
3340	9/12/2017	Appomattox County EDA	Innovatio Sealing Technologies, LLC	Disbursed - 2/16/18	. 40,000	\$ <del>*</del>	1
3300	5/31/2017	Town of Tazewell Industrial/Economic Development Authority	Sunset Digital Communications Incorporated	Disbursed - 4/10/18	000'089 <b>\$</b>	<del>⊬</del> 00	272,000
3297	4/27/2017	Russell County Industrial Development Authority	Jennchem, LLC	Disbursed - 8/17/17	\$ 107,500	<b>6</b>	21,500
3296	4/27/2017	Tazewell County Industrial Development Authority	Trina Health of Pounding Mill, LLC	Disbursed - 9/22/17	\$ 45,000	\$	13,500
3295	6/8/2017	Greensville County	Oran Safety Glass, Inc. (OSG)	Disbursed - 9/25/17	\$ 117,500	<b>\$</b>	23,500
			TOTALS		\$ 5,136,000	\$ 00	2,927,000

# Community Business Lending Program Loans January 2022

	Net Award Available Balance Notes (as of 12/23/21)	Underwriting in process - Draft loan terms under development by VRA	Underwriting in process.	VRA has provided loan terms have been reviewed and accepted by all parties includeing Commission - loan closing date set for early 2022.	2 loan structuring options presented to applicant summer 2021. Discussions continue between applicant and underwriters (VRA)	
	Available Balance	\$500,000	\$5,000,000	\$4,000,000	\$2,425,000	\$11,925,000 \$11,925,000
	Net Award	\$500,000	\$5,000,000	\$4,000,000	\$2,425,000	\$11,925,000
		Approved - Pending Award \$500,000 Documents	Approved - Pending Award \$5,000,000 \$5,000,000 Documents	Approved - Pending Award \$4,000,000 \$4,000,000 Documents	Approved - Pending Award \$2,425,000 \$2,425,000  Documents	
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Project Term S		78D /	TBD	TBD (	
์ วั	Requested Loan Project Term Status Amount	0	\$25,000,000	\$4,000,000	\$2,425,000	TOTALS
	Project Sector	Automotive	Agriculture	Telecommunications	Hospitality Industry	
	Project Approved Primary Applicant	private compnay/ same	08/05/2021 private company/ same	08/02/2021 Local gov't' private compnay Telecommunications	Local Gov't' private compnay Hospitality Industry	
	Approved	_	08/05/2021	08/02/2021	01/15/2021	
	Project #	3933	3914	3913	3764	

# Active TROFs with Concluded Performance Periods Jan. 2022

Clawback Remaining				\$43,333	\$25,600	\$47,592			\$50,000		\$156,000									n/a	
Clawback Repaid				\$86,667	\$38,400	\$412,408			\$ 000'09\$		\$624,000	,								n/a	
Clawback Amount	TBD	TBD	TBD	\$130,000	\$64,000	\$460,000	ТВD	ТВD	\$100,000	TBD	\$780,000	TBD	TBD	ТВD	TBD	TBD	TBD	TBD	твр	\$0	твр
Status 2	Confirming full performance	Confirming full performance		Jan	nt plan	Negotiating repayment \$460,000 terms	Gathering Performance Data	Confirming full performance	lan	Negotiated repayment TBD plan - monitoring performance of negotiated revised performance terms		Negotiating repayment TBD terms	Performance extension requested	Negotiating repayment terms	Extended Performance Period	n/a	Performance extension requested	Performance extension requested	Negotiating repayment TBD terms	wing mance Data	Ğ
Status 1	Gathering Performance Data	Gathering Performance Data		· · · · · · · · · · · · · · · · · · ·	formance	Full performance not met	Gathering Performance Data	Gathering Performance Data	Full performance not met	Full performance not met	Repayment Plan Executed	Reviewing Performance Data	Reviewing Performance Data		Extended Performance Period	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data
Performance Period Status	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended
Project Title	River District Development, LLC(RDD, LLC.)	Virginia Electric & Power Company (VEPCO)		North American Mold Technology,	il Fab, Inc., A Division of iuel Pressure Vessel Group,	!	CBH Bristol, LLC.(aka Creative Boutique Hotels/The Sessions Hotel)	Virginia Electric & Power Company (VEPCO)	Coast 2 Coast Trucking, Inc. (This is a sister company to ABC Recycling)			McAllister Mills, Inc.	Innerspec Technologies Inc.	NorrisBuilt Fabrication, LLC.	Starsprings	Performance Livestock & Feed Company Inc.	6	KYCCERA SGS TECH HUB, LLC	Hotel Weyanoke, LLC	Universal Companies, Inc.	Novatech USA Inc.
Organization		Brunswick	Brunswick	Danville	Russell	Scott	Bristol	Brunswick	Lunenburg	Russell	Martinsville	Grayson	Bedford County	Wise	Henry	Henry	Henry	Danville	Prince Edward	Washington	Henry
End Date	6/30/2017	12/31/2016	3/31/2016	6/30/2018	6/30/2017	12/31/2017	12/31/2021	12/31/2016	3/31/2018	6/30/2017	9/30/2017	12/31/2017	12/31/2021	6/30/2018	12/31/2021	3/31/2020	3/31/2021	5/30/2021	6/30/2019	12/31/2019	12/31/2021
Start Date	ł .	1/1/2012	3/31/2013	6/30/2013	6/30/2013	12/31/2013	က	1/1/2012	3/31/2014	6/30/2014	9/30/2014	12/31/2014	3/31/2015	6/30/2015	9/30/2015	3/31/2016	3/31/2016	3/31/2016	6/30/2016	12/31/2016	9/30/2016
Date Approved	12/20/2011	7/1/2012	7/1/2013	8/23/2013	8/14/2013	1/14/2014	2/25/2014	5/27/2014	5/5/2014	8/1/2014	12/19/2014	2/6/2015	5/26/2015	7/16/2015	2/8/2016	4/13/2016	5/4/2016	5/26/2016	8/30/2016	12/7/2016	12/7/2016
Project Number	2482	2505	2706	2724	2747	2845	2850	2864	2892	2941	2994	3002	3044	3049	3138	3171	3177	3178	3214	3244	3245

# Active TROFs with Concluded Performance Periods Jan. 2022

Clawback Remaining		\$3,333						\$92,000								·		\$150,000							
		\$3,		<u></u>	80	<del>g</del>	မ္တ	\$92									G <u>\$</u>			<del>8</del>					
Clawback Repaid		\$6,667			<del>9</del>	\$0	\$20,000	\$0									Q\$	\$100,000		Q\$					
Clawback Amount	TBD	\$10,000	TBD	TBD	\$0	\$0	\$20,000	\$92,000	TBD	TBD	TBD	1BD	TBD	TBD	TBD	TBD	0\$	\$250,000	TBD	0\$	TBD	TBD	TBD	TBD	TBD
Status 2	Reviewing Performance Data	Repayment plan executed.	Reviewing Performance Data	Reviewing Performance Data	Confirmed full performance	Confirmed full	Reviewing Performance Data	Performance extension requested	Reviewing Performance Data	Reviewing Performance Data	Reviewing Performance Data	Reviewing Performance Data	Perfromance period extended.	Reviewing Performance Data	Reviewing Performance Data	Reviewing Performance Data	Reviewing Performance Data	Default - bankruptcy	Reviewing Performance Data	Confirmed partial perfromance achieved.	Reviewing Performance Data	Reviewing Performance Data	Reviewing Performance Data	Reviewing Performance Data	Reviewing Performance Data
Status 1	Gathering Performance Data	Repayment plan executed.	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Reviewing Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Repayment Plan Executed	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data	Gathering Performance Data
Performance Period Status	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended	Performance Period Ended		Performance Period Ended	Performance Period Ended	Performance Period Ended
Project Title	DP Facilities, Inc.	Liquid Performance of America, Inc.	Oran Safety Glass, Inc. (OSG)	Trina Health of Pounding Mill, LLC	Jennchem, LLC	Sunset Digital Communications	Vanguard Furniture	Innovatio Sealing Technologies, LLC	Panacea BioMatx	Mohawk Industries	Trina Health of Pounding Mill, LLC DBA Trina Health Town Center	KMR Aviation Services Inc.	Virginia Mirror Corp.	Eastern Panel Manufacturing, Inc.	DuPont Credit Union	Daley Acquisitions, LLC	Richlands Creamery, Inc.	Mountain Top Timber Products, LLC	New River Polymers	UAV Pro, Inc.	Piedmont Access to Health Services, Inc.	Speyside Bourbon Cooperage, Inc.	Aquatic	Press Glass, Inc.	Empire Bakery Commissary
Organization		Boones Mill (Town of)		Tazewell	Russell	Tazeweil	Carroll	Appomattox	Pittsylvania	Carroll IDA	Buchanan	Bedford, County of	Martinsville	Pittsylvania	Franklin County	Floyd County	Dinwiddie IDA	Scott	Carroll IDA	Nottoway County   UAV Pro, Inc.	Pittsylvania	Smyth- Washington RIFA	Halifax IDA	Henry	Franklin County
End Date	12/31/2019	3/31/2020	3/31/2021	3/31/2020	3/31/2020	3/31/2020	6/30/2020	6/30/2020	9/30/2020	9/30/2021	9/30/2020	12/31/2021	12/31/2021	12/31/2020	12/31/2020	12/31/2021	12/31/2020	12/31/2020	3/31/2021	3/31/2021	3/31/2021	6/30/2021	12/31/2020	6/30/2021	09/30/2021
Start Date	12/31/2016	3/31/2017	3/31/2017	3/31/2017	3/31/2017	3/31/2017	6/30/2017	6/30/2017	9/30/2017	9/30/2017	9/30/2017	12/31/2017	12/31/2017	12/31/2017	12/31/2017	12/31/2017	12/31/2017	12/31/2017	3/31/2018	3/31/2018	3/31/2018	6/30/2018	12/31/2017	6/30/2018	09/30/2018
Date Approved	3/6/2017	4/24/2017	6/8/2017	4/27/2017	4/27/2017	5/31/2017	8/16/2017	9/12/2017	11/13/2017	12/7/2017	12/7/2017	1/29/2018	1/29/2018	2/21/2018	2/21/2018	2/22/2018	3/6/2018	3/27/2018	5/29/2018	6/6/2018	6/6/2018	7/17/2018	7/25/2018	7/25/2018	10/09/2018
Project Number	3266	3292	3295	3296	3297	3300	3333	3340	3376	3380	3393	3395	3398	3404	3405	3406	3407	3428	3447	3448	3449	3452	3455	3456	3481

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(rev. 9/13/21)

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