



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	<i>The Honorable Lashrecse Aird, Chair</i>
Call of the Roll	<i>Evan Feinman, Executive Director</i>
Approval of the <u>9/22/21</u> Minutes	<i>(published on website)</i>
Public Comments	
Extensions & Modifications	<i>Andy Sorrell, Deputy Director</i>
Confidential Project Discussion	<i>Closed Session</i>
Other Business	<i>Evan Feinman, Executive Director</i>
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 5th 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 4th 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 fulfillment 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 fulfillment 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 final performance extension through March 31, 2022.

5. City of Martinsville, Virginia

Virginia Mirror Corp. (#3398)

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 is 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 incited 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 expected 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.

A



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,

Mitchell L. Smith
Deputy County Administrator



Wise County Industrial Development Authority

P.O. Box 570
Wise, Virginia 24293
Telephone (276) 328-2321
FAX (276) 328-9780



B

December 22, 2021

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

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,

Carl R. Snodgrass
Carl R. Snodgrass
Executive Director

Pc: Ronald Norris



Wise County Industrial Development Authority

P.O. Box 570
Wise, Virginia 24293

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



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
Carl R. Snodgrass
Executive Director

Pc: Dan Richardson

DI

12/22/2021

3171

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 quantities needed to ramp up our production as planned.

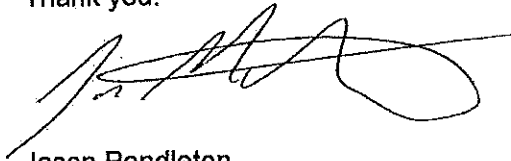
To correct this required substantial investment on our part as evidenced by the additional capital expenditure investments that we made and time. We spent 12 months remediating the grading and rail systems which ultimately pushed back our ability to bring the facility up to planned capacity. These repairs 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

3171

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,

A handwritten signature in black ink, appearing to read "Tim Hall".

Tim Hall
County Administrator



Walt Rhea - Chief Financial Officer

E1

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 respectfully 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

Virginia Glass Products Corporation
347 Old Sand Road
Ridgeway, VA 24148
800.368.3011

Virginia Mirror Company
300 S. Moss Street
Martinsville, VA 24112
800.826.4776

Mailing Address:
P.O. Box 5431
Martinsville, VA 24115

E2

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



Martinsville
A CITY WITHOUT LIMITS

City Manager
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 5th 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

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

County	2012 Assessed Value	2013 Assessed Value	2014 Assessed Value	2015 Assessed Value	2016 Assessed Value	2017 Assessed Value	2018 Assessed Value	2019 Assessed Value	2020 Assessed Value	2021 Assessed Value
Brunswick	722,175	872,405							27,290,809	30,026,282
Charlottesville	170,054	185,811		9,958,297	20,645,483	21,122,048	25,511,633	28,298,961	3,921,974	4,828,295
Halifax	1,100,821	1,301,273		1,686,610	3,456,128	3,448,179	3,293,331	3,616,504	22,987,613	27,323,802
Mecklenburg	5,633,097	6,337,203		10,422,074	20,764,311	21,054,214	19,970,480	20,912,632	31,835,633	34,865,641
Pittsylvania	34,143,417	39,755,408		17,464,367	29,588,656	30,268,905	28,115,770	30,670,696	98,359,770	155,908,716
	41,769,564	48,452,100		54,079,426	67,516,299	77,266,677	83,795,087	160,690,301	202,996,614	252,952,676
				93,610,774	141,950,877	153,160,023	160,690,301	180,850,411		

#s 2505
 2706
 2864

F

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

TROF Awards
FY 2018 - FY 2022 to date

Project #	Date Approved	Status	Organization	Project Title	Jobs Promised	Capital Investment Promised	Approved Grant Amount	Approved Loan Amount	Total Approved Amount
3917	9/9/2021	Approved - pending award documents	City of Norton IDA	EarthLink, LLC	85	\$5,370,000	\$62,500	\$62,500	\$125,000
3794	7/28/2021	Approved - pending award documents	City of Danville	Kegerreis Digital Marketing, LLC	62	\$1,500,000	\$45,500	\$45,500	\$91,000
	FY 2022 (to date)		# of Projects	2	147	\$6,870,000	\$108,000	\$108,000	\$216,000
3774	6/15/2021	Approved - pending award documents	Pittsylvania County	Staunton River Plastics, LLC	200	\$34,000,000	\$135,000	\$0	\$135,000
3767	5/7/2021	Approved - pending award documents	Wythe County Joint IDA	Treager Pellet Grills, LLC	15	\$2,968,000	\$12,000	\$0	\$12,000
3764	4/30/2021	Approved - pending award documents	Danville-Pittsylvania Regional Industrial Facility Authority	Wairaven, Inc.	46	\$7,150,000	\$48,000	\$48,000	\$96,000
3735	4/5/2021	Approved - pending award documents	Pittsylvania County	J&J Equipment Rentals, Inc.	27	\$5,170,000	\$29,000	\$0	\$29,000
3721	12/18/2020	Approved - pending award documents	Scott County EDA	eHealth Technologies, Inc.	160	\$375,000	\$94,000	\$94,000	\$188,000
3709	12/18/2020	Approved - pending award documents	Wythe County Joint IDA	Klockner Pentaplast of America, Inc.	26	\$48,551,000	\$263,500	\$263,500	\$527,000
3701	12/18/2020	Approved - active	Pittsylvania County	Intertape Polymer Corporation	50	\$45,000,000	\$276,500	\$0	\$276,500
3700	12/18/2020	Approved - pending award documents	Pittsylvania County	Dogwood Global, LLC.	45	\$500,000	\$23,500	\$0	\$23,500
3685	12/18/2020	Approved - active	Smyth County EDA	Woodgrain Millwork, Inc.	80	\$8,100,000	\$37,500	\$0	\$37,500
3674	1/29/2021	Approved - active	Blackstone, Town of	Project White Pebbles	25	\$11,464,825	\$44,500	\$44,500	\$89,000
3673	12/18/2020	Approved - pending award documents	Pittsylvania County	ison Furniture Manufacturing, Inc.	150	\$3,500,000	\$86,500	\$0	\$86,500
3672	9/11/2020	Approved - active	Washington County	SPIG Industry LLC	113	\$7,964,000	\$99,500	\$0	\$99,500
	FY 2021		# of Projects	12	937	\$174,742,825	\$1,169,500	\$450,000	\$1,619,500
	FY 2020		# of Projects	9	1,809	\$245,184,219	\$4,106,000	\$2,516,000	\$6,622,000
	FY 2019		# of Projects	20	1,334	\$215,915,399	\$4,490,000	\$2,665,000	\$7,155,000
	FY 2018		# of Projects	28	1,035	\$126,009,797	\$3,640,000	\$642,500	\$4,282,500

TROF Loans January 2022

Project #	Date Approved	Organization	Project Title	Status	Loan Amount Approved	Remaining Loan Amount to be Repaid
3917	9/9/2021	Norton, City of	EarthLink, LLC	To be disbursed	\$ 62,500	\$ 62,500
3754	4/30/2021	Danville-Pittsylvania Regional Industrial Facility Authority	Walraven, Inc.	To be disbursed	\$ 48,000	\$ 48,000
3734	7/28/2021	Danville, City of	Kegerreis Digital Marketing, LLC	To be disbursed	\$ 45,500	\$ 45,500
3721	12/18/2020	Scott County EDA	eHealth Technologies, Inc.	To be disbursed	\$ 94,000	\$ 94,000
3709	12/16/2020	Joint IDA of Wythe County	Klockner Pentaplast of America, Inc.	To be disbursed	\$ 263,500	\$ 263,500
3674	5/3/2021	Blackstone, Town of	Blackstone Hotel Partners, LLC	Disbursed - 8/27/21	\$ 44,500	\$ 44,500
3654	6/15/2020	Grayson County	Metalworx, Inc.	To be disbursed	\$ 265,500	\$ 265,500
3611	1/14/2020	Franklin County	Traditional Medicinals, Inc.	deobligated	\$ 245,000	\$ -
3583	9/12/2019	Danville, City of	PRA Group Inc.	deobligated	\$ 1,095,000	\$ -
3556	8/6/2019	Danville-Pittsylvania Regional Industrial Facility Authority	MEP, Ltd.	To be disbursed	\$ 270,000	\$ 270,000
3545	4/30/2019	Carroll County	Blue Ridge Designs, LLC	Disbursed - 7/10/19	\$ 50,000	\$ 30,000
3544	4/30/2019	Joint IDA of Wythe County, VA	Seven Sisters Brewery, LLC	Disbursed - 4/1/20	\$ 15,000	\$ 12,000
3507	6/6/2019	Russell County Industrial Development Authority	Polycap LLC	Disbursed - 8/30/19	\$ 140,000	\$ 126,000
3501	12/12/2018	Danville, City of	Essel Propack	To be disbursed	\$ 330,000	\$ 330,000
3482	10/15/2018	Danville-Pittsylvania Regional Industrial Facility Authority	Harlow Fastech LLC	To be disbursed	\$ 630,000	\$ 630,000
3481	10/9/2018	Franklin County	Empire Bakery Commissary	Disbursed - 6/18/19	\$ 140,000	\$ 84,000
3476	10/9/2018	Danville, City of	VitalPlan Inc	deobligated	\$ 70,000	\$ -
3448	6/6/2018	Northway County	UAV Pro, Inc.	To be disbursed	\$ 260,000	\$ 260,000

TROF Loans January 2022

Project #	Date Approved	Organization	Project Title	Status	Loan Amount Approved	Remaining Loan Amount to be Repaid
3406	2/22/2018	Floyd County	Daley Acquisitions, LLC	Disbursed - 7/10/18	\$ 50,000	\$ 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	\$ 11,000
3340	9/12/2017	Appomattox County EDA	Innovatio Sealing Technologies, LLC	Disbursed - 2/16/18	\$ 40,000	\$ -
3300	5/31/2017	Town of Tazewell Industrial/Economic Development Authority	Sunset Digital Communications Incorporated	Disbursed - 4/10/18	\$ 680,000	\$ 272,000
3297	4/27/2017	Russell County Industrial Development Authority	Jenchem, LLC	Disbursed - 8/17/17	\$ 107,500	\$ 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	\$ 23,500
TOTALS					\$ 5,136,000	\$ 2,927,000

Community Business Lending Program Loans
January 2022

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

Active TROFs with Concluded Performance Periods Jan. 2022

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

Active TROFs with Concluded Performance Periods Jan. 2022

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