

# 2012 Local Enterprise Zone Annual Report



Zone Number and Name:

**HENRY COUNTY ZONE 36**  
**CITY OF MARTINSVILLE and HENRY COUNTY**



**VIRGINIA DEPARTMENT OF HOUSING  
AND COMMUNITY DEVELOPMENT**  
*Partners for Better Communities*

Main Street Centre  
600 East Main Street, Suite 300  
Richmond, Virginia 23219  
(804) 371-7030

[EZONE@dhcd.virginia.gov](mailto:EZONE@dhcd.virginia.gov)  
[www.dhcd.virginia.gov](http://www.dhcd.virginia.gov)

**Annual Reports are to be submitted to the Virginia Department of Housing and Community Development by Monday, July 15, 2013.**

According to 13VAC 5-112-550, "A local governing body shall submit annual reports to the department for the purpose of program monitoring and evaluation. Annual reports shall be submitted to the department on Form EZ-3-AR no later than July 15 of the following year. Annual reports shall include information and data for the purpose of program evaluation as requested on Form EZ-3-AR." The material provided by your locality will be used in the DHCD Enterprise Zone Program Report to the General Assembly.

An electronic version of the 2012 Form EZ-3-AR is available on the program webpage at [http://www.dhcd.virginia.gov/CommunityDevelopmentRevitalization/VEZ\\_Local\\_Zone\\_Administrators.htm](http://www.dhcd.virginia.gov/CommunityDevelopmentRevitalization/VEZ_Local_Zone_Administrators.htm).

Each locality with an Enterprise Zone designation must submit an **electronic copy** of the Annual Report. **In the case of a joint zone, EACH participating locality must complete an annual report.**

The electronic copy of the completed annual report is due **Monday July 15, 2013.** **Hard copies are no longer required.** Please email the electronic copy to Lauren Fink at [Lauren.Fink@dhcd.virginia.gov](mailto:Lauren.Fink@dhcd.virginia.gov)

**Reporting Period: January 1, 2012 through December 31, 2012**

<b>Zone Name (Locality):</b> --HENRY COUNTY		<b>Zone Number:</b> --36
<small>*In the case of a joint zone, list one locality per report.</small>		
<b>Year Designated:</b> --1996	<b>Date of Last Amendment:</b> --2004	
<b>Total Zone Acreage:</b> --3840	<b>Number of Non-Contiguous Areas:</b> --2	
<b>Year Local Zone Description was last updated</b> (attach most recent update):--June 17, 2013		
<b>Type of Jurisdiction (Check One)</b>		
<input type="radio"/> County ✓	<input type="radio"/> Consolidated City	<input type="radio"/> City/Town
Contact Person: Wade L. Nester	Change from previous year <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
Phone: 276-634-2570	Change from previous year <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
Address: P.O. Box 7, Collinsville, VA 24078-0007	Change from previous year <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
E-Mail: wvnester@co.henry.va.us	Change from previous year <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	

Please evaluate the effectiveness of your locality's Enterprise Zone program by answering each of the following items. The reporting period is **January 1, 2012 - December 31, 2012.**

**I. ZONE ACTIVITIES**

In the space below list the major projects, and/or revitalization activities that have occurred within the zone during the reporting period. For example, the announcement of a major corporation's new location in the zone, announcement of a plant closure, construction of a shell building, or the reuse of an important "white elephant" building. DHCD uses this information to populate the list of activities in program's annual report to the General Assembly. *(Limit response to the space provided.)*

March 8, 2012, Laminate Technologies of Virginia, Inc., a Ohio corporation announced it would make investments in the amount of **\$3.0 million** to expand its operation by locating a facility in the Martinsville Industrial Park and to create **30** new jobs. This location had not been used as an active manufacturing site since Owens Corning closed back in the '90s. By year's end they already had 12 employees.

April 17, 2012, Stanley Furniture Company, Inc. announced in would be relocating its corporate headquarters to High Point, NC. Stating the move would result in the loss of **45** jobs at its current headquarters. However, as of the end of the year a few of headquarter jobs were still located in Henry County. Stanley's distribution facility located in the Patriot Centre At Beaver Creek is to remain open at this time.

August 10, 2012, MasterBrand Cabinets, Inc., a Indiana corporation closed its Henry County facility eliminating **335** jobs and removing **\$7.05 million** in assessed value for machinery & tools equaling a tax revenue value loss of **\$104.3 thousand**.

August 15, 2012, Commonwealth Laminating & Coating, Inc., a Virginia corporation announced it would invest **\$5.43 million** to expand its operations which included the purchase of the shell building located on Lot 10 in the Patriot Centre At Beaver Creek and would create **60** new jobs. By year's end up-fit of the shell building was well on its way.

Grading of the pad site for Lot 2 in the Patriot Centre At Beaver Creek was completed.

Three aeration fountains were added to the retention ponds in the Patriot Centre At Beaver Creek for practical and beautification purposes at a cost of \$764 thousand.

Bassett Furniture Industries completed the demolition of several of its facilities which has created pad sites for future sale and development in the Reed Creek Magisterial District.

## II. LOCAL INCENTIVE UTILIZATION

Provide the following information for **all** current local incentives during the reporting period in the chart below. For each incentive, describe the qualification criteria in place, the provider of the incentive, and the office/individual who approves applicants. For 2012, indicate the number of qualified businesses and calculate the total financial value of that incentive for 2012. For incentives that require a certain level of job creation or investment, enter the total number of jobs created or investment leveraged for all qualified 2012 applicants. **Lastly, for any incentives that were not utilized in 2012, please provide an explanation for its lack of utilization and describe any plans to improve usage of the incentive.**

Incentive Name	Description/Administration			2012 Utilization			
	Qualification Criteria	Provider <i>(Such as City's Economic Development Office, County IDA, etc.)</i>	Entity/Individual who approves applicants <i>(Such as Local Zone Administrator, Commissioner of Revenue)</i>	Number of Qualified Businesses in 2012	Financial Value of Incentive in 2012	Total # of Jobs Created or Investment Leveraged <i>(for incentive requiring job creation or property investment only)</i>	If the incentive was not utilized in 2012, please provide an explanation and discuss any plans to improve usage
<b>Real Property Improvement IDA Grant</b>	<i>Minimum \$50,000 assessed value, maintain or increase employment, and complete EZ Form.</i>	Henry County IDA	<i>Local Zone Administrator</i>	1	\$703.25	Jobs (#): N.A. Investment: \$152,880	
<b>Machinery &amp; Tools Investment IDA Grant</b>	<i>Minimum \$50,000 assessed value, maintain or increase employment, and complete EZ Form.</i>	Henry County IDA	<i>Local Zone Administrator</i>	4	\$28,440.36	Jobs (#): N.A. Investment \$3,371,309	
<b>Office Furniture, Fixtures, and Equipment IDA Grant</b>	<i>Minimum \$50,000 assessed value, maintain or increase employment, and complete EZ Form.</i>	Henry County IDA	<i>Local Zone Administrator</i>	0	0	Jobs (#): Investment	Slight delay in construction of major facility
<b>Building Permit Fee Waivers</b>	<i>Based on type of permit, value of project, and complete EZ Form.</i>	Henry County	<i>Local Zone Administrator</i>	8	\$4,941.76	Jobs (#): N.A. Investment \$4,032,733	
<b>Public Service Authority Fee Waivers</b>	<i>Based on type of Service and complete EZ Form.</i>	Henry County Public Service Authority	<i>Local Zone Administrator</i>	0	0	Jobs (#): Investment	No New Construction Requiring Fees

Note: In 2012 amounts of \$10,495.99 for Real Property and \$74,128.46 for Machinery & Tools were also paid out for 2nd through 5th year grants for prior years' approved grants.

Henry County does not offer local incentives to commercial, retail, or professional entities.

**HENRY COUNTY  
BUILDING PERMIT FEE WAIVER INFORMATION  
FOR HENRY COUNTY ZONE 36  
2012 ENTERPRISE ZONE ANNUAL REPORT**

<b>FEE AMOUNT WAIVED</b>	<b>NEW CONSTRUCTION</b>	<b>ADDITION</b>	<b>ALTERATION OR RENOVATION</b>
127.50			185,682.00
15.30			6,925.00
25.50			1,500.00
127.01			58,920.00
63.75			25,000.00
30.60			4,000.00
15.30			1,200.00
30.60	7,165.00		
122.85			400,000.00
836.89	1,191,479.00		
25.50			7,150.00
55.00		125,000.00	
25.50			18,712.00
3,440.46	2,000,000.00		
<b>\$4,941.76</b>	<b>\$3,198,644.00</b>	<b>\$125,000.00</b>	<b>\$709,089.00</b>

**Total Fees Waived 14**

**Total Estimated Real Property Investments \$4,032,733.00**

**HENRY COUNTY  
PUBLIC SERVICE AUTHORITY FEE WAIVER INFORMATION  
FOR HENRY COUNTY ZONE 36  
2012 ENTERPRISE ZONE ANNUAL REPORT**

<b>FEE WAIVED</b>	<b>AMOUNT</b>
WATER CONNECTION	0.00
SEWER CONNECTION	0.00
WATER FACILITIES	0.00
SEWER FACILITIES	0.00
<b>TOTAL</b>	<b>\$0.00</b>

**Total Fees Waived**

**Total Estimated Project Investment of \$0.00**

### III. JOB CREATION DATA

Provide the following information for **all** businesses **within the zone** for the 2012 reporting period. In the space provided under the chart below, document the sources used to collect the job creation information. If estimating, explain the methodology used. Larger cities and counties may have to estimate job creation within the zone when using the VEC reports by census tracts. **Please do not use job figures for the entire locality;** we are only looking for information within the zone boundaries.

2012 Business Activity	New	Expansions	Closures	Downsizing
# of Businesses	2	19	1	26
# of Jobs Created/Lost	154	954	335	269
List of Businesses (names)				
<i>* Numbers do not include commercial, retail, or professional entities.</i>				
<b>See attached spreadsheets</b>				

#### Sources/Methodology:

Please see Appendix I (page 9) for suggested methodologies. These methods are not required and are only suggestions.

Information Request Form 2012 (See copy attached). I contacted major businesses and industries not completing Information Request Form 2012 by phone.

Conducted car window review and talked to owners of multi-business units to obtain commercial, retail, and professional entities listing. Unable to obtain exact number of employees due to many entities not having to report to VEC. There are several reasons why VEC may not have an exact/close match for a business:

1. Their business name and the d/b/a name are different. For example, Subway employees are reported under a totally different name like KAB III Inc.
2. Depending on the entity type they may be exempt from reporting wages to the VEC. If the business is a sole proprietor and wages are paid to the owner, spouse, parents and children under 21 are not reportable to VEC. If it's a partnership and the partners are the only employees, Partner wages are not reportable. Therefore, they would not have a VEC account.
3. Employees may be leased through another employment agency (sort of like #1).
4. Employees may be reported to the home office under a different name that is not in our area.

**Overall Employment Status For 2012**  
**Henry County Enterprise Zone 36**  
**(Does Not Include Commercial, Retail, and Professional Entities)**

Businesses or Industries with increased employment levels	21
Businesses or Industries with decreased employment levels	27
Businesses or Industries with employment remaining the same or not reporting	2
Total Number of New Full-time Employees	1,108
Total Number of Lost Full-time Employees	(604)
<b>Net Difference for 2012</b>	<b>504</b>
<b>Total Full-time Employees for 2012</b>	<b>5,579</b>
Businesses or Industries using Contracted Workers with benefits	3
Businesses or Industries using Contracted Workers without benefits	14
Businesses or Industries using Contracted Workers with/without benefits	3
Total Number of Contracted Workers w/benefits	51
Total Number of Contracted Workers with no benefits	472
<b>Total Number of all Contracted Workers</b>	<b>523</b>
<b>Total Number Combined Employees</b>	<b>6,102</b>

**ENTERPRISE ZONE 36  
MASTER BUSINESS AND INDUSTRIES LIST**

<b>Company Name</b>	<b>NAICS Codes</b>	<b>Descriptor</b>
Applied Felts, Inc.	313230 313320	Felt Pipe Lining
Arrington Performance (Connects Marketing, LLC).	423120	After market manufacturing & sales of auto parts & engines
Atlas EPS, Inc., (formerly TSF Holdings, Inc. dbaTri-State Foam Products)	326140	Plastic Foam Products
Barnes and Company	314999	Wipe Towels
Bassett Furniture Industries, Inc.	337121 337122	Wood Household Furniture
Bassett Mirror, Inc.	327215	Products of Purchased Glass
Bassett Printing, Inc	323110 323112 323113 323114	Commercial Printing, NEC Lithograph Bookbinding
Blue Ridge Packaging, Inc.	322211	Corrugated and Solid Fiber Boxes
Blue Ridge Aquaculture, Inc.	112511	Aquaculture Fish Products
Building Supply Company, Inc.	337110	Wood Kitchen Cabinets and Basic Hardware Supplies
Carter Bank & Trust and Bank Services of Virginia, Inc.	522320	Corporate Offices & North Bowles Facilities
Collinsville Printing, Co., Inc.	323110 323112 323113 323114	Commercial Offset, Letterpress- Screen Print
Commonwealth Laminating & Coating, Inc.	326113	Polyester film
Drake Extrusion, Inc.	313312 325222	Organic Fibers Non-cellulose Tread Mills
Georgia-Pacific Corrugated 1, LLC (formerly J & J Southeast, Inc.)	322211	Corrugated and Solid Fiber Boxes

<b>Company Name</b>	<b>NAICS Code</b>	<b>Descriptor</b>
G. S. Industries of Bassett, Ltd.	326199	Plastic Products, not listed elsewhere
eBay, Inc. d/b/a GSI Commerce Solutions, Inc. (formerly Accretive Commerce, Inc.)	493190	Catalog merchandise warehousing and order shipping
Hbl HANESbrandsINC (formerly Sara Lee Casualwear)	493190	Distribution Center
Hooker Furniture, Inc.	337122	Household Furniture
Hopkins Lumber Contractors, Inc.	321113	Precision Cut Lumber
ICF Consulting Group, Inc.	541611	Consulting / Call Center
INVISTA, S.a.r.l. (Formerly DuPont Precision Concepts)	333514	Precision Machine Parts
Edelen Property Holdings, LLC d/b/a j.g.edelen Company, Inc.	423700	Distribution of Furniture Hardware
Kimball Hospitality, Inc.	337121	Public Bldg. & Related Furniture, Upholstered
Koger Air Corp., Inc.	332322 333411	Blowers and Fans, Conveyors & Equipment
Laminate Technologies, Of VA, Inc.	326130	Laminated Wood Panels and Fabricated Components
Martinsville Speedway, Inc / International Speedway, Inc., Parent Co.	711212	Racing and Tract Operation
MasterBrand Cabinets, Inc.	337110	Kitchen & Bath Cabinets & Countertops
Mehler Engineered Products, Inc.	313312 314991	Mfg. of twisted reinforced yarns for automobile belts, hoses, etc.
Monogram Snacks Martinsville, LLC	311613	Meat & Other Snack Foods
Multi-Wall Packaging Corp., Inc.	322211	Corrugated and Solid Fiber Boxes
N.V. Warehouse Company, Inc. aka Nautica (parent co. VF, Inc.)	493190	Distribution Center
Nilit America, Inc. (formerly Nylstar, Inc.)	325222 313230	Yarn Texturizing, Throwing, Twisting & Winding Mills
Rock-Tenn Converting Company Alliance Group	339950	Contract Packaging

<b>Company Name</b>	<b>NAICS Code</b>	<b>Descriptor</b>
RTI Martinsville, Inc. (Parent Company RTI International Metals, Inc.)	332112	Titanium Mill Products
Schenker Logistics, Inc. (Formerly C.S.I. Services, Inc.)	493190 333512	Manufacturing Supportive Services, Manufacturing Auto Industry Parts
Shenandoah Furniture, Company, Inc.	337121	Wood Household Furniture, Upholstery
Smart Machines Technologies, Inc.	333292 333294	Metalworking Machinery, Nec, Meral Stampings, Special Industry
Eastman Performance Films, Inc. (formerly Solutia, Inc. d/b/a as CPFilms, Inc.)	326113	Unsupported Plastics Film and Sheet
SouthPrint, Inc.	313311	Contract screen printing and apparel sales
Springs Industries, Inc. (formerly American Fiber Industries)	314129	Manufacturer of Bed Pillows and Home Textile Products
Stanley Furniture Company, Inc.	337122 337211	Wood Household Furniture
Stone Dynamics, Inc.	327991	Fabrication of stone tops for furniture industry
Tarheel Paper Company, Inc.	493190	Custom cut paper & delivery
Technical Machine Service	332710	Machine Shop
Texturing Services, Inc.	313112	Yarn Texturing
Virginia Glass Products, Inc.	327211	Flat Glass
Virginia Machine & Tool Company, LLC	332212 333515	Machine Tool Accessories
Warren Trucking, Inc. Parent Co. Worldwide Logistics, Inc.	488490	Trucking Terminals, Freight
West Window Corporation, Inc.	332321	Metal Windows & Doors, Sashes, and Trim

\*The above listing does not include any retail, commercial, or professional entities.

## Listing For Commercial, Retail, & Professional Businesses In Enterprise Zone 36 for 2012

Business Name	Type of Business	Location	Address
Keylees Pool Hall & Games Room	Recreation Facility	Bassett	142 Trenthill Drive
Foley's Auto Repair	Auto Repair	Bassett	136 Trenthill Drive
Papa's Pizzeria	Italian Restaurant	Bassett	4288 Fairystone Park Hwy.
Geneva's Tax Service	Tax Service	Bassett	4226 Fairystone Park Hwy.
Bassett Funeral Service	Funeral, Cremation, & Marker Services	Bassett	3665 Fairystone Park Hwy. (also 3735, 3675, & 3669)
Bassett Offices (beside BFO)	Bassett Office Annex	Bassett	3599 Fairystone Park Hwy.
Bassett Contract Industries	Bassett Office Annex	Bassett	3595 Fairystone Park Hwy.
Commonwealth Contract Furnishings (Nat. Mt. Airy)	Bassett Office Annex	Bassett	3593 Fairystone Park Hwy.
Wells Fargo (bank)	Bank	Bassett	3559 Fairystone Park Hwy. (also 3585)
Bassett Furniture Industries	Corporate Offices	Bassett	3525 Fairystone Park Hwy.
David L. Morris, DDS & Susan L. Morris DDS	Family Dentistry	Bassett	3441 Fairystone Park Hwy.
Harder's Drug Store	Drug Store (Locally Owned)	Bassett	3433 Fairystone Park Hwy. (also 3439)
B & J Auto Repair	Auto Repair	Bassett	3399 Fairystone Park Hwy.
Robert W. Haley, Attorney At Law	Law Office	Bassett	3371 Fairystone Park Hwy.
Ad Art Printing	Commercial & Retail Printing	Bassett	2191 Fairystone Park Hwy.
Budget Rentals	Rental Company	Bassett	2175 Fairystone Park Hwy.
Bassett TV Service	TV Repair	Stanleytown	1634 Fairystone Park Hwy.
Danny's Auto Repair	Auto Repair	Stanleytown	1622 Fairystone Park Hwy.
Ace Hardware (Heritage Home Center)	Building Supply	Stanleytown	1558 Fairystone Park Hwy. (East Building)
Napa Auto Parts	Auto Parts Store	Stanleytown	80 Fair Oaks Drive
CenturyLink	Telephone Substation	Fieldale	172 Field Avenue
Freedom Prints	Commercial Screen Printing	Fieldale	186 Field Avenue
Meeks Exhaust	Auto Repair	Fieldale	2899 Appalachian Drive (also 2885)
MalcolmsExotic Pets	Pet Store	Martinsville	2419 Appalachian Drive
Office for Harry S. & Patricia Nolen	Office for Properties Management	Martinsville	2389 Appalachian Drive
DuPont Credit Union	Credit Union	Martinsville	35 DuPont Road
UMWA Local Union 218	Union Hall	Martinsville	57 DuPont Road
Jesse & Philip Auto Repair	Auto Repair	Martinsville	109 DuPont Road
Autoville Upholstery	Upholstery Service & Repair	Martinsville	125 DuPont Road
CE Keith Enterprises, LLC	Commerical Linen Service	Martinsville	164 DuPont Road
Building Supply	Building Supplies (Cabinet Shop on Industry List)	Martinsville	185 DuPont Road (also 221)
Louise's Shoppe	Dress Shop	Martinsville	1412 Greensboro Road (North Half)
White House Beauty Salon	Beauty Shop	Martinsville	1412 Greensboro Road (South Half)
Jerry's Alignment Specialist	Vehicle Alignments	Martinsville	188 Tensbury Drive
Indian Heritage RV Park	RV Park Information Center & Bathhouse	Martinsville	186 Tensbury Drive
Martinsville Finance & Investment	Financial and Development Investing	Martinsville	184 Tensbury Drive (A.C. Wilson's Office)
Drager Safety	Safety Equip. Diagnostics Interlock Services	Martinsville	176 Tensbury Drive
Bank Services of Virginia's Warehouse	File Retention Warehouse	Martinsville	144 Tensbury Drive
Carter Bank & Trust	Bank	Martinsville	140 Tensbury Drive

## Listing For Commercial, Retail, & Professional Businesses In Enterprise Zone 36 for 2012

Business Name	Type of Business	Location	Address
A-1 Finishing & Repair and Precision Supply	Furniture Finishing & Repair	Martinsville	90 Tensbury Drive (also 100)
Quirk Design Build	Architectural & Construction	Martinsville	74 Tensbury Drive
Kentucky Fried Chicken	Chicken Restaurant	Martinsville	18 Tensbury Drive
Luxury Nails	Nail Salon	Martinsville	2541 Greensboro Road
Second To Nature	Masectomy Prosthetics Supplies	Martinsville	2549 Greensboro Road
Title Max Title Loans	Quick Loan with Car Title	Martinsville	2559 Greensboro Road
Martinsville Grand Prix	Go Cart Track	Martinsville	2577 Greensboro Road
Captain Tom's Seafood	Seafood Restaurant	Martinsville	2615 Greensboro Road
Jerry's Pizza & Italian Restaurant	Italian Restaurant	Martinsville	2635 Greensboro Road
Walgreens	Drug Store	Martinsville	2707 Greensboro Road
CVS	Drug Store	Martinsville	2725 Greensboro Road
VAABC Store	State Alcohol Beverage Store	Martinsville	2769 & 2777 Greensboro Road
Aaron's Sales & Leasing	Furniture, Appliances, & Audio-Video	Martinsville	2801 Greensboro Road (also 2853)
dR Jon Urgent Care	Medical Services	Martinsville	2881 Greensboro Road
Bob's Enterprises	Mobile Signs, Used Cars, & Comm. Prop. Rental	Martinsville	2933 Greensboro Road
Community Storehouse of M & HC	Provides Food & Other Items To The Less Fortunate	Ridgeway	4201 Greensboro Road
Hess / Wilco	Gas, Truck Stop, and Store	Ridgeway	4801 Greensboro Road
Wendy's	Old Fashion Hamburgers	Ridgeway	10 Old Sand Road
The Scrub Board Laundry No. 2	Laundromat	Martinsville	2034 Rives Road
Creative Hair Design	Hair Salon	Martinsville	2038 Rives Road
Hand-N-Hand Companion and Staffing Services	Staffing Firm	Martinsville	2046 Rives Road
Village Spa (Day Spa)	Tanning, Massage, and Nails	Martinsville	2050 Rives Road
Southern Pride Carwash	Carwash	Martinsville	2080 Rives Road
Courtyard Storage	Storage Rentals	Martinsville	2085 Rives Road
Martinizing Dry Cleaning	Dry Cleaning	Martinsville	2100 Rives Road
<b>Clover Leaf Shopping Center Begins</b>			
La Ideal Panaderia Y Tienda Mexicana	Mexican Grocery Store	Martinsville	2336 Greensboro Road
Tammy's Touch Beauty Salon	Beauty Salon	Martinsville	2338 Greensboro Road (North Unit)
Heritage Barber Shop	Barber Shop	Martinsville	2338 Greensboro Road (South Unit)
Family Dollar	Variety Store	Martinsville	2346 Greensboro Road
Carpet Land USA – Colortile	Flooring Store	Martinsville	2370 Greensboro Road
Bargins Galore	Furniture Store	Martinsville	2380 Greensboro Road
Wanted or Not Swap & Pawn	Pawn Shop	Martinsville	2412 Greensboro Road
Ferguson's Martial Arts	Martial Arts School	Martinsville	2424 Greensboro Road
Taylor 2 Fashions Unlimited	Clothing Store	Martinsville	2440-A Greensboro Road
Subway	Sandwich Shop	Martinsville	2444 Greensboro Road
<b>Clover Leaf Shopping Center Ends</b>			
Old Dominion Freigh Line	Trucking	Ridgeway	17 Propane Road
Red e-Energy	Propane Gas	Ridgeway	125 Propane Road

## Listing For Commercial, Retail, & Professional Businesses In Enterprise Zone 36 for 2012

Business Name	Type of Business	Location	Address
Midway Bottled Gas Company	Bottled Gas & Accessories Sales & Service	Martinsville	910 Stultz Road
Southwestern Virginia Gas Warehouse	Gas Company Supply Warehouse	Martinsville	942 Stultz Road
Norris Funeral Services, Inc. and Crematory	Funeral & Crematory Services	Martinsville	1500 Kings Mountain Road
Valero Fas Mart	Gas Station & Store	Martinsville	2170 Kings Mountain Road
Private Garage	Garage Used To Work on Shriner's Vehicles	Martinsville	2436 Kings Mountain Road
Kings Mountain Café	Home Cooking Restaurant	Martinsville	2468 Kings Mountain Road
Noland Company, Inc.	Plumbing and Heating Supplies Sales	Martinsville	591 Hollie Drive
Submitted List to VEC to assist with obtaining employment numbers for each intity. VEC only able to supply limited information.			
Henry County does not offer local enterprise zone incentives to businesses with NAICS Codes related to commercial, retail, or professional intities.			

## ENTERPRISE ZONE INFORMATION REQUEST FORM FOR CALENDAR YEAR 2012

Please e-mail to [@co.henry.va.](mailto:) or fax to (276) 638-7970 the information requested below, by no later than January 31, 2013.

### **Requested information:**

EZ Contact Person: \_\_\_\_\_, Phone Number: \_\_\_\_\_.

Contact's Fax Number: \_\_\_\_\_.

Contact's E-mail address: \_\_\_\_\_.

### **As of December 31, 2012 number of:**

Full time positions filled by employees working a minimum of 40 hours, receiving wages/salary and benefits \_\_\_\_\_.

Full time positions filled by employees working a minimum of 40 hours, receiving wages/salary and no benefits \_\_\_\_\_.

Full time positions filled by employees working less than 40 hours receiving wages/salary and benefits \_\_\_\_\_.

Full time positions filled by employees working less than 40 hours and receiving wages/salary and no benefits \_\_\_\_\_.

Contracted positions filled by employees working a minimum of 40 hours and receiving benefits through you or the contractor \_\_\_\_\_.

Contracted positions filled by employees working a minimum of 40 hours and are not receiving benefits through you or the contractor \_\_\_\_\_.

Contracted positions filled by employees working less than 40 hours and receiving benefits through you or the contractor \_\_\_\_\_.

Contracted positions filled by employees working less than 40 hours and are not receiving benefits through you or the contractor \_\_\_\_\_.

Production employee average hourly wage \_\_\_\_\_.

### **Note:**

**Not completing and submitting the above information may result in loss of incentive benefits due your business or industry.**

**From January 1, 2012 through December 31, 2012:**

For your business or industry, or a division thereof, located within Henry County's Enterprise Zone, please supply the following:

A brief summary of the business's or industry's overall economic positioning relative to today's economic environment.

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Describe any major improvements, modernization of entire departments or divisions, and/or expansions.

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Describe any major downsizings and/or elimination of entire departments or divisions.

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*(The above information will be used in compiling an overview of Henry County's Enterprise Zone to be included in the required Annual Report to the State Enterprise Zone Department.)*

Should you have any questions or concerns and/or need EZ information or local forms please contact me at (276) 634-2570 or 340-0484 or e-mail me at [@co.henry.va.](mailto:____@co.henry.va.)

**Thanking you in advance for your cooperation.**

#### IV. INVESTMENT DATA

DHCD tracks private and public investment separately for each locality. In the case of a joint zone, each participating locality is required to submit an Annual Report, with the investment data requested below reported for each individual locality.

##### A. Private Investment on Nonresidential Structures

For each type of permit listed below, indicate the number and dollar value of permits issued for private sector actions **within the zone** during the reporting period. **Do not use** permit information for the **entire locality**.

Type of Permit	Number of Permits	Dollar Value
<i>New Construction</i>		
Manufacturing	2	\$3,191,479.00
Office	0	\$0.00
Retail	0	\$0.00
Mixed-use	0	\$0.00
<i>Rehab/Expansion</i>		
Manufacturing	10	\$539,764.00
Office	0	\$0.00
Retail	18	\$533,515.00
Mixed-use	0	\$0.00
<b>TOTAL</b>	<b>30</b>	<b>\$4,264,758.00</b>

**Note:** See spreadsheet attached for breakdown of numbers shown above.

##### B. Public Investment

Please indicate the public dollar amount, and if necessary, provide a description of any public investments that occurred **in the zone** during the reporting period.

Type of Investment	Public Dollar Amount	Description
<i>Infrastructure</i>		
Streets/Sidewalks	\$0.00	
Water	\$0.00	
Sewer	\$0.00	
Broadband	\$0.00	
Other	\$965,003.00	Various Investments See List
<i>Public Buildings</i>		
Improvements	\$0.00	
New Construction	\$3,477,278.00	Cost of Shell Building Payoff
<i>Parks &amp; Schools</i>		
Improvements	\$0.00	
New Construction	\$0.00	
<b>TOTAL</b>	<b>\$4.442,281.00</b>	<b>All projects</b>

**Building Permits Issued to Zone 36 Entities in 2012**

Permit #	Amount of Fee	Project Value	New Construction				Alterations / Improvements / Additions			
			Manufacturing/Distribution	Office	Retail	Mixed-use	Manufacturing/Distribution	Office	Retail	Mixed-use
E-12-011782	127.50	185,682.00					1			
E-12-011793	15.30	6,925.00							1	
M-12-011798	25.50	1,500.00							1	
B-12-011815	48.96	5,000.00							1	
B-12-011817	127.01	58,920.00					1			
B-12-011825	73.44	9,500.00							1	
E-12-011875	63.75	25,000.00					1			
E-12-011886	15.30	1,200.00							1	
B-12-011936	25.50	5,000.00					1			
M-12-012005	51.00	4,985.00							1	
S-12-012029	30.60	4,000.00					1			
B-12-012070	122.85	400,000.00							1	
B-12-012078	25.50	36,870.00							1	
L-12-012077	70.00	105,000.00					1			
M-12-012090	27.54	5,000.00							1	
B-12-012198	138.01	22,963.00							1	
S-12-012234	30.60	2,186.00							1	
S-12-012235	45.90	2,186.00							1	
B-12-012248	836.89	1,191,479.00	1							
B-12-012292	38.83	12,000.00							1	
E-12-012376	51.00	3,000.00							1	
M-12-012370	25.50	7,150.00					1			
B-12-012411	25.50	8,000.00							1	
E-12-012452	15.30	2,000.00							1	
L-12-012453	55.00	125,000.00					1			
M-12-012456	25.50	3,200.00							1	
B-12-012457	34.27	5,300.00					1			
B-12-012486	25.50	18,712.00					1			
B-12-012495	3,440.46	2,000,000.00	1							
B-12-012556	25.50	7,000.00							1	
<b>Totals</b>	<b>\$5,663.51</b>	<b>\$4,264,758.00</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>10</b>	<b>0</b>	<b>18</b>	<b>0</b>

**"Other" Public Investments  
Made in Zone 36 in 2012**

<b>Description</b>	<b>Investment Dollars</b>
Egineering	\$15,900.00
Survey	\$8,300.00
Lot 2 Grading	\$835,131.00
Patriot Centre Maintenance	\$5,672.00
Grant to ICF for Construction of New Facility	\$100,000.00
<b>Total</b>	<b>\$965,003.00</b>

## V. GOALS/OBJECTIVES

1. Please discuss any planned local goals and objectives for the locality's Enterprise Zone program. This can include amending the zone's boundaries/incentives or targeting a number of local businesses to meet with over a specified time period, etc.

Continue with on-site visits to businesses and industries which I was unable to get to in 2012 and hopefully tour the completed expansion of Commonwealth Laminating & Coatings, Inc. and any other new or expanding businesses.

Begin review of zone boundaries and incentives to determine best course of action to take upon expiration of zone at the end of 2015.

2. For zones experiencing low or no state incentive activity, please explain actions and improvements planned to increase usage of the VEZ grant program. What specific steps will be taken to ensure an increase in applications for upcoming Grant Years?

Continue working with the Martinsville-Henry County Economic Development Corporation as they recruit new firms and work with existing firms to expand.

## VI. MARKETING MATERIALS

1. Attach a "screen shot" of your local web page that advertises your Enterprise Zone. Please include the date that the site was last revised, and verify that the information provided is correct. (See attached PDF)
2. Attach a copy of any brochures or marketing materials that you currently use to advertise your Enterprise Zone. (See attached PDFs)
3. Submit a copy of the current **Zone Description**. If you have made amendments to the zone boundaries or incentives be sure to reflect these changes in an updated description. Please email Lauren Fink at [Lauren.Fink@dhcd.virginia.gov](mailto:Lauren.Fink@dhcd.virginia.gov) for the latest version of your description on file. (See attached PDF)

Site was last up-dated April 2013, information is correct, and web address is [http://www.henrycountyva.gov/Enterprise\\_Zone.html](http://www.henrycountyva.gov/Enterprise_Zone.html)



Official Website of Henry County, Virginia

Martinsville HydroElectric Dam  
Copyright Darrin R. Doss 2012

Home About Us **Economic Development** GIS PSA Board of Supervisors Offices & Departments Jobs Community Links Feedback

**Search**

advanced search

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**Calendar of Events**

June 17, 2013 - June 21, 2013

**Beginner Youth Tennis Camp**  
June 25, 2013

**Board of Supervisors Meeting -**  
Monthly meeting of the Board of Supervisors, Summerlin meeting room, County Administration Building.  
July 12, 2013

**Movie in the Park -** Movie in the Park - Men in Black 3

More events...

June, 2013						
SUN	MON	TUE	WED	THU	FRI	SAT
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

**Economic Development > Enterprise Zone**



**HENRY COUNTY AND MARTINSVILLE  
JOINT ENTERPRISE ZONES  
(1) 36 & (2) 54**

**PLANNING, BUILDING, WORKING, & EDUCATING  
TOGETHER FOR ECONOMIC GROWTH**

[Click Here for More Information](#)

**Downloadable Resources**

- [Enterprise Zone Brochure](#)
- [Enterprise Zone Presentation \(2mb\)](#)
- [County Incentives](#)
- [City Incentives](#)
- [Enterprise Zones Map](#)
- [City Enterprise Zones Map](#)
- [Zone 36 2011 Annual Report](#)
- [Zone 54 2011 Annual Report](#)

**Enterprise Zone Incentives Application and Forms**

- [Enterprise Zone Basic Application](#)
- [Real Property IDA Grant Form](#)
- [Machinery & Tools IDA Grant Form](#)
- [Office Furn. Fix. & Equip. IDA Grant Form](#)
- [Building Inspection Fee Waiver Form](#)
- [PSA Fee Waiver Form](#)

For more detailed information concerning zone boundaries and incentives, including eligibility criteria and filing deadlines, contact:

Henry County  
Wade Nester, EZ Coordinator  
3300 Kings Mountain Rd., Martinsville, VA 24112  
P.O. Box 7, Collinsville, VA 24078-0007  
276-634-2570-Office 276-340-0484-Cell 276-638-7970-Fax

Martinsville-Henry County  
Economic Development Corporation  
134 E. Church Street, Suite 200  
P.O. Box 631 Martinsville, VA 24114-0631  
276-403-5940 • Fax 276-403-5941  
<http://www.yesmartinsville.com/>



**THE COMMONWEALTH CENTRE**  
 Rehabilitated Industrial Property  
 City of Martinsville, Virginia



**NEW COLLEGE INSTITUTE**  
 Rehabilitated Commercial Property  
 City of Martinsville, Virginia



**ICF CONSULTING GROUP, INC.**  
 Patriot Centre At Beaver Creek  
 Henry County, Virginia



**Proposed**  
**COMMONWEALTH CROSSING BUSINESS CENTRE**  
 Henry County, Virginia

**HENRY COUNTY  
 AND  
 MARTINSVILLE  
 JOINT ENTERPRISE  
 ZONES 36 & 54**



**PLANNING,  
 BUILDING,  
 WORKING,  
 & EDUCATING  
 TOGETHER FOR  
 ECONOMIC GROWTH**

# ENTERPRISE ZONE

## Program Description

The Enterprise Zone Program is a Commonwealth of Virginia economic development program managed by the Department of Housing and Community Development. The State's Enterprise Zone Program is designed to provide incentives for businesses to locate or expand in designated zone areas. The City of Martinsville and Henry County have two joint zone designations consisting of 7,921+ acres of commercial, retail, office, and industrial properties as can be seen by going to the web address below and clicking on the plus sign(+) beside Zones and Districts, then placing a check (√) beside Enterprise Zones, then clicking on the plus sign (+) to display legend. [http://gis.co.henry.va.us/martinsville\\_henry\\_county.html](http://gis.co.henry.va.us/martinsville_henry_county.html)

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## State Incentives

### Real Property Investment Grants

Real Property Investment Grants are available for investments made in industrial, commercial, or mixed-use property in an enterprise zone. A mixed-use property is a building incorporating a business in which a minimum of 30 percent of the useable area shall be devoted to commercial, office or industrial space.

### Existing Structures:

For rehabilitation or expansion of existing structures an investor must spend at least \$100,000 in qualified real property improvements in order to qualify. Grants are calculated at a rate of 20% of the amount of the investment in excess of \$100,000. For projects under \$5 million the maximum amount an investor can receive is \$100,000 over a five year period. For projects over \$5 million the maximum amount is \$200,000 over a five year period.

### New Construction:

For new construction the investor must spend at least \$500,000 in qualified real property improvements in order to be eligible. Grants are

calculated at the rate of 20% of the amount of the investment in excess of \$500,000. For projects under \$5 million the maximum amount and investor can receive is \$100,000 over a five year period. For projects over \$5 million the maximum amount is \$200,000 over a five year period.

### Waged Based Job Creation Grants

Newly created job creation grants are offered for new permanent full-time positions created by business start-ups and expansions by firms. Wage-based job grants are available for any business firms that are not personal service, food/beverage establishments. Wage-based job creation grants are awarded in amounts up to \$500 per grant eligible position filled by an employee earning 150 percent of the federal minimum wage and up to \$800 per grant eligible position filled by an employee earning 200 percent of the federal minimum wage. These employees must be offered health benefits. Business firms are eligible to receive job grants for five consecutive calendar years from first year of grant eligibility. Firms can receive wage-based job creation grants for up to 350 grant eligible positions per year for each of the five years. Firms not meeting the 150 percent of the minimum wage or that do not offer health benefits are not eligible for grants.

In order to qualify for wage-based job creation grants, the business firm must be located in a Virginia Enterprise Zone and must increase their permanent full-time positions by four permanent full-time positions threshold jobs over a base calendar year. Wage-based job creation grants are only available for the new permanent full-time position(s) created above this four job threshold.

### General Provisions

- Applications for the Real Property Investment Grants and the Wage-based Job Creation Grants must be submitted to the DHCD by April 1. Notification of grant award will be no later than June 30.
- Should the total amount of qualified grant requests exceed the state's annual available funding, each qualified business will receive a prorated portion of its Real Property Grant. Grants shall be counted against the cap for the fiscal year in which the grant was allocated.

For more information, instruction manuals, and forms please visit the state web site:

[http://www.dhcd.virginia.gov/CommunityDevelopmentRevitalization/Virginia\\_Enterprise\\_Zones.htm](http://www.dhcd.virginia.gov/CommunityDevelopmentRevitalization/Virginia_Enterprise_Zones.htm)

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## Local Incentives

Local incentives have been developed to complement the state enterprise zone incentives. Examples of the local incentives offered by the City of Martinsville and Henry County include:

- **Real Estate IDA Grants** (Investment with \$50,000 assessed value required, County only)
  - **Machinery & Tools IDA Grants** (Investment with \$50,000 assessed value required, County only)
  - **Furniture, Fixtures, & Equipment IDA Grants** (Investment with \$50,000 assessed value required, County only)
  - **Building Permit Fee Waivers** (Does NOT include sign permits, City only)
  - **City Water Connection Fee Waivers** (Fees waived for domestic and processed water only)
  - **Public Service Authority Fee Waivers** (Fees waived for water and sewer connections and availability, County Only)
  - **City Business Professional Occupation License (BPOL) Fee Rebate** (50% of Fees rebated based on gross receipts, maximum of five years, and non-retroactive)
- 

For more detailed information concerning zone boundaries and incentives, including eligibility criteria and filing deadlines, contact:

Martinsville-Henry County  
Economic Development Corporation  
134 E. Church Street, Suite 200  
P.O. Box 631 • Martinsville, VA 24114-0631  
276/403-5940 • Fax 276/403-5941  
or  
City of Martinsville 276/403-5156  
Henry County 276/634-2570

# Henry County Enterprise Zone Incentive Program

<b>Incentive</b>	<i><b>Real Property Improvement IDA Tax Grant</b></i>	<i><b>Machinery &amp; Tools Investment IDA Tax Grant</b></i>	<i><b>Furniture, Fixtures, and Equipment IDA Tax Grant</b></i>	<i><b>Building Permit Fee Waivers</b></i>	<i><b>Public Service Authority Fee Waivers</b></i>
<b>Description</b>	Based on real property improvements assessed value	Based on machinery & tools assessed value	Based on furniture, fixtures, and equipment assessed value	Based on type of permit and value of project	Based on type of service and consumption rate
<b>Qualifications</b>	<b>New Construction:</b>	<b>New/Additional M&amp;T:</b>	<b>New/Additional FF&amp;E:</b>		
	Requires an investment with a minimum assessed value of \$50,000, job creation or retention, and a qualifying NAICS code	Requires an investment with a minimum assessed value of \$50,000, job creation or retention, and a qualifying NAICS code	Requires an investment with a minimum assessed value of \$50,000, job creation or retention, and a qualifying NAICS code	Property must be located in one of the designated Enterprise Zones, create or retain jobs, and have a qualifying NAICS Code	Property must be located in one of the designated Enterprise Zones, create or retain jobs, and have a qualifying NAICS Code
	<b>Addition or Renovation:</b>	<b>Replacement of M&amp;T:</b>	<b>Replacement of FF&amp;E:</b>		
	Requires an investment with a minimum assessed value of \$50,000, job creation or retention at an existing/operating facility, and a qualifying NAICS code	Requires an investment with a minimum assessed value of \$50,000 after reducing by the assessed amount taken out of service and accounting for job creation/retention and qualifying NAICS code	Requires an investment with a minimum assessed value of \$50,000 after reducing by the assessed amount taken out of service and accounting for job creation/retention and qualifying NAICS code		
	<b>Rehabilitation:</b>				
Requires an assessed value of \$50,000 and job creation or retention. In addition, the existing structure must be fifteen years or older, and any replacement structure may not exceed 110% of the total square footage of the replaced structure.					
<b>Time Period for Applicants to Receive Benefits</b>	Five years per qualification during life of zone	Five years per qualification during life of zone	Five years per qualification during life of zone	Each qualified filing during life of zone	Each qualified filing during life of zone
<b>Amount of Benefit Applicant can Receive</b>	100% of first year tax increase and 50% of tax increase after assesment adjustment each of second through fifth years	100% of first year tax increase and 50% of tax increase after assesment adjustment each of second through fifth years	100% of first year tax increase and 50% of tax increase after assesment adjustment each of second through fifth years	100% of Fees	100% of Fees
<b>Maximum Amount</b>	None	None	None	None	None
<b>Required Records and Forms</b>	Submission of EZ Real Property Investment Plan/IDA Grant Form and a copy of the previous year's tax bill	Submission of EZ Machinery and Tools Investment Plan/IDA Grant Form and a copy of the previous year's tax bill	Submission of EZ Furniture, Fixtures & Equipment Investment Plan/IDA Grant Form and a copy of the previous year's tax bill	Submission of EZ Building Permit Fee Waiver Form and a copy of the building permit	Submission of EZ PSA Fee Waiver Form and a copy of the service application
<b>Incentive Based on Firm's:</b>	100% completed, assessed, and taxed project	Difference of prior year tax and current year's tax and adjusted for declining scale assessment	Difference of prior year tax and current year's tax and adjusted for declining scale assessment	County building inspection's prevailing fee schedule	Public Service Authority's prevailing fee schedule
<b>Submission Date of Form</b>	Sixty days prior to start of construction	March 15th of the following year in which investments are made	March 15th of the following year in which investments are made	Submit when filing for building permit(s)	Submit when filing for application of service(s)
<b>Carry Over/ Refund</b>	None	None	None	None	None

**For More Information regarding the incentives shown above call the following:**  
 Henry County Enterprise Zone Coordinator --- (276) 634-2570  
 Martinsville-Henry County Economic Development Corporation --- (276) 403-5940

Billboard was placed along one of the major travel corridors for one month prior to the workshop date

The billboard features a blue triangle on the left containing the 'MARTINSVILLE HENRY COUNTY VIRGINIA ECONOMIC DEVELOPMENT' logo and the text 'ENTERPRISE ZONE' and 'JOB CREATION IN PROGRESS'. To the right, a dark blue box contains the text 'Local & State Incentives'. Below this, the date 'Dec. 5' is written in large blue letters, followed by the time '9am - 12pm' and the location 'Virginia Museum of Natural History'. A bottom dark blue bar contains the registration information: 'Register: YesMartinsville.com or 276-403-5940'.

**MARTINSVILLE**  
HENRY COUNTY VIRGINIA  
ECONOMIC DEVELOPMENT

**ENTERPRISE**  
**ZONE**

**JOB CREATION IN PROGRESS**

**Local & State Incentives**

**Dec. 5**  
**9am - 12pm**  
**Virginia Museum of Natural History**

**Register: YesMartinsville.com or 276-403-5940**

This letter was mailed to 714 business & property owners



October 31, 2012

Dear Property/Business Owner:

You have been identified as a property owner or business owner located in the Martinsville-Henry County Enterprise Zone. Please join us for our annual **Enterprise Zone Workshop** to receive updated information about changes to the program for this application year on Wednesday, **December 5<sup>th</sup>**, from 9AM to 12PM, at the **Virginia Museum of Natural History**, 21 Starling Avenue, Martinsville. The event is sponsored by the Small, Minority & Entrepreneurial Division of the Martinsville-Henry County Economic Development Corporation. The EDC is partnering with the City of Martinsville, Henry County and the Virginia Department of Housing and Community Development (DHCD) to share this information in our community.

Local representatives will cover the City of Martinsville and Henry County Enterprise Zone components. DHCD will provide an overview of the state real property and job creation grants and detailed instructions on qualifying for the Virginia Enterprise Zone Real Property Investment Grant (RPIG) and Job Creation Grant (JCG). This session will also include how to apply.

The Virginia Enterprise Zone (VEZ) grant program was amended to allow Job Creation Grants (JCG) to receive funding priority. The remaining funds will be allocated to the RPIG, and the amount paid to each RPIG applicant will be pro-rated proportionally should the grant requests exceed the remaining amount of funding.

The event is open to the public and free of charge. Please register by calling the EDC at 276-403-5940 or online at [www.YesMartinsville.com/SmallBusiness/Events](http://www.YesMartinsville.com/SmallBusiness/Events).

If you have questions with regard to the workshop, please contact me at 276-403-5940 or by e-mail at [lfultz@yesmartinsville.com](mailto:lfultz@yesmartinsville.com).

Sincerely,

A handwritten signature in black ink that reads "Lisa W. Fultz".

Lisa W. Fultz  
Director  
MHC EDC Small, Minority & Entrepreneurial Division

*speed to market*<sup>SM</sup>

134 East Church Street, Suite 200 P.O. Box 631, Martinsville, Virginia 24114  
276.403.5940 Fax 276.403.5941 [www.YesMartinsville.com](http://www.YesMartinsville.com)

This letter was mailed to local CPAS

October 31, 2012

Dear **XXX**:

Please join us for our annual **Enterprise Zone Workshop** to receive updated information about changes to the program for this application year on Wednesday, **December 5<sup>th</sup>**, from 9AM to 12PM, at the **Virginia Museum of Natural History**, 21 Starling Avenue, Martinsville. The event is sponsored by the Small, Minority & Entrepreneurial Division of the Martinsville-Henry County Economic Development Corporation. The EDC is partnering with the City of Martinsville, Henry County and the Virginia Department of Housing and Community Development (DHCD) to share this information in our community.

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The Virginia Enterprise Zone (VEZ) grant program was amended to allow Job Creation Grants (JCG) to receive funding priority. The remaining funds will be allocated to the Real Property Investment Grants (RPIGS), and the amount paid to each RPIG applicant will be pro-rated proportionally should the grant requests exceed the remaining amount of funding.

The event is open to the public and free of charge. Please register by calling the EDC at 276-403-5940 or online at [www.YesMartinsville.com/SmallBusiness/Events](http://www.YesMartinsville.com/SmallBusiness/Events).

If you have questions with regard to the workshop, please contact me at 276-403-5940 or by e-mail at [lfultz@yesmartinsville.com](mailto:lfultz@yesmartinsville.com).

Sincerely,



Lisa W. Fultz  
Director  
Small, Minority & Entrepreneurial Division

You are receiving this email because you are on our subscriber list to receive information pertaining to small businesses.

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Small, Minority & Entrepreneurial Division E-Newsletter



### [Managing Cash Flow - Nov. 8th](#)



Are things just not adding up in your business financials?

Mismanagement of cash flow is one of the top reasons small businesses fail. It can be tricky but you can take more control of your business' success.



At this workshop, you will receive tips and easy-to use tools that will help get your cash flowing in the right direction and help you anticipate any bumps along the way. With our hands-on activities, you will leave with information that you can use right away.

When: November 8th Choose 9-11AM or 2-4PM

Where: New College Institute (King Building, Rm. 208)

Cost: FREE

Register: [YesMartinsville.com/SmallBusiness/Events](http://YesMartinsville.com/SmallBusiness/Events) or 276-403-5940

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## [Enterprise Zone Workshop - Dec. 5th](#)



Learn about the recent changes in benefits for our local Enterprise Zone incentives from the City of Martinsville's Susan McCulloch and Henry County's Wade Nester. Participants will receive detailed information on local Enterprise Zone benefits, as well as an overview of state Enterprise Zone benefits from a state representative who will be on hand to answer questions.



This workshop would benefit business owners, property owners, controllers, and CPAs who have an interest in Enterprise Zone benefits.

When: December 5th at 9AM

Where: Virginia Museum of Natural History

Cost: FREE

Register: [YesMartinsville.com/SmallBusiness/Events](http://YesMartinsville.com/SmallBusiness/Events) or 276-403-5940

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## [More Opportunities to Grow](#)

January 17th- Business Professionalism: Networking & Communicating

February 21- e-Commerce: Building Business on the Internet

January 17<sup>th</sup>- Business Professionalism: Networking & Communicating

February 21- e-Commerce: Building Business on the Internet



**November 1st**

### [Customer Service for Managers](#)

*Covering customer service, importance of first impressions, communication and dealing with difficult customers.*

**January 17th**

**[Business Professionalism: Networking & Communicating](#)**

*Tips to make a professional impression from initial meetings to lasting business relationships.*

**February 21st**

**[e-Commerce: Building Business on the Internet](#)**

*The benefits of having your business online and expanding your customer base.*

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[YesMartinsville.com](http://YesMartinsville.com)

134 East Church Street, Suite 200 PO Box 631, Martinsville, Virginia 24114

Phone: 276.403.5940 | Fax: 276.403.5941

**This newsletter went out to **1033** email subscribers.**

You are receiving this email because you are on our subscriber list to receive information pertaining to small businesses.

Having trouble reading this email? [View it on your browser.](#)

Small, Minority & Entrepreneurial Division E-Newsletter



### Student Intern Position Available

We are looking for an enthusiastic, motivated student leader to serve as an intern for the Small, Minority & Entrepreneurial Division (SMED) of Martinsville-Henry County Economic Development Corporation. Students who are in their junior or senior year of college are encouraged to apply. As an intern in this program, you will have the opportunity to immerse yourself in our entrepreneurial development program and make a difference in our small business community. This internship will focus on entrepreneurship and the management of a small business enterprise.



This paid position is being offered through the [New College Institute's 2013 Summer Internship Program](#). Interested parties should refer to the program's guidelines and deadline to see if you meet qualifications. The selection process will be as follows:

1. Submit your cover letter and resume to [lfultz@yesmartinsville.com](mailto:lfultz@yesmartinsville.com). Deadline - Dec. 17, 2012.
2. Selected applicants will complete a skills assessment session and may be invited for an interview.\*
3. Finalists will be required to complete 4 hours of volunteer work with the EDC.\*
4. Only one applicant will be chosen to [submit an NCI application](#). Deadline - Feb.

15, 2013.

\*Interviews and volunteer work will be scheduled between December 19th-January 9th.

[A detailed description of the Intern position can be found here.](#)

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### **Enterprise Zone 2012**

Learn about the recent changes in benefits for our local Enterprise Zone incentives from the City of Martinsville's Susan McCulloch and Henry County's Wade Nester. Participants will receive detailed information on local Enterprise Zone benefits, as well as an overview of state Enterprise Zone benefits from a state representative who will be on hand to answer questions.



This workshop would benefit business owners, property owners, controllers, and CPAs who have an interest in Enterprise Zone benefits.

When: December 5th at 9AM

Where: Virginia Museum of Natural History

Cost: FREE

Register: [YesMartinsville.com/SmallBusiness/Events](http://YesMartinsville.com/SmallBusiness/Events) or 276-403-5940

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### **RFP - Fabrication and Installation of Signage**

The City of Martinsville has issued an RFP for contractors to submit a proposal for fabrication and installation of signage. The turn-key project includes, but may not be limited to, signage fabrication and installation as per specifications.

Interested contractors should keep the following



dates in mind:

- Mandatory bidder conference - Nov. 29th at 2PM.
- All questions due - Dec. 7th by 5PM.
- Proposals due - Dec. 28th by 5PM.
- Award contract - end of Jan. 2013.

Contact Susan McCulloch for more information at [smcculloch@ci.martinsville.va.us](mailto:smcculloch@ci.martinsville.va.us) or 276-403-5156.

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### [Coming up...](#)

**January 17th - [Business Professionalism: Networking and Communicating](#)** - Make a positive lasting impression that can build your business relationships.

**February 21st - [e-Commerce: Building Business on the Internet](#)** - Whether selling, buying or trying to cut costs, the internet can be an efficient way to run your business.

**March 20th - [Concepts from Design to Print](#)** - Get tips and critiques on the design of your brochure, flyer, rack card or other marketing materials.

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[YesMartinsville.com](http://YesMartinsville.com)

134 East Church Street, Suite 200 PO Box 631, Martinsville, Virginia 24114

Phone: 276.403.5940 | Fax: 276.403.5941

This newsletter went out to **1018** of those same email subscribers.

# PATRIOT CENTRE SHELL BUILDING

Beaver Creek Drive, Martinsville, Virginia 24112

82,000 SQUARE FOOT FACILITY



**MARTINSVILLE**  
HENRY COUNTY VIRGINIA  
ECONOMIC DEVELOPMENT

- 76,474 SF Manufacturing Space
- 5,496 SF Office Space
- Expandable to 158,444 SF
- Located on Lot 8 in the Patriot Centre Industrial Park
- 17 Acre Site (11 Acre Graded Pad)
- 30' Ceiling Height Throughout
- Municipal Water/Sewer /Nat. Gas
- Electric Substation Located on Site



# PATRIOT CENTRE SHELL BUILDING

Beaver Creek Drive, Martinsville, Virginia 24112

## BUILDING SPECIFICATIONS

Manufacturing Space:	76,474 SF
Office Space:	5,496 SF
Year Built:	2013 (under const.)
Expandable:	Yes (to 158,444 SF)
Column Spacing:	50' x 50'
Height at Center:	30'
Height at Eaves:	30'
Exterior:	Pre-cast Concrete Panels
Roof:	Standing Seam Metal
Floor:	Unfinished (gravel)
Dock High Doors:	5 (9' x 10')
Drive In Doors:	1 (14' x 16')

## UTILITIES

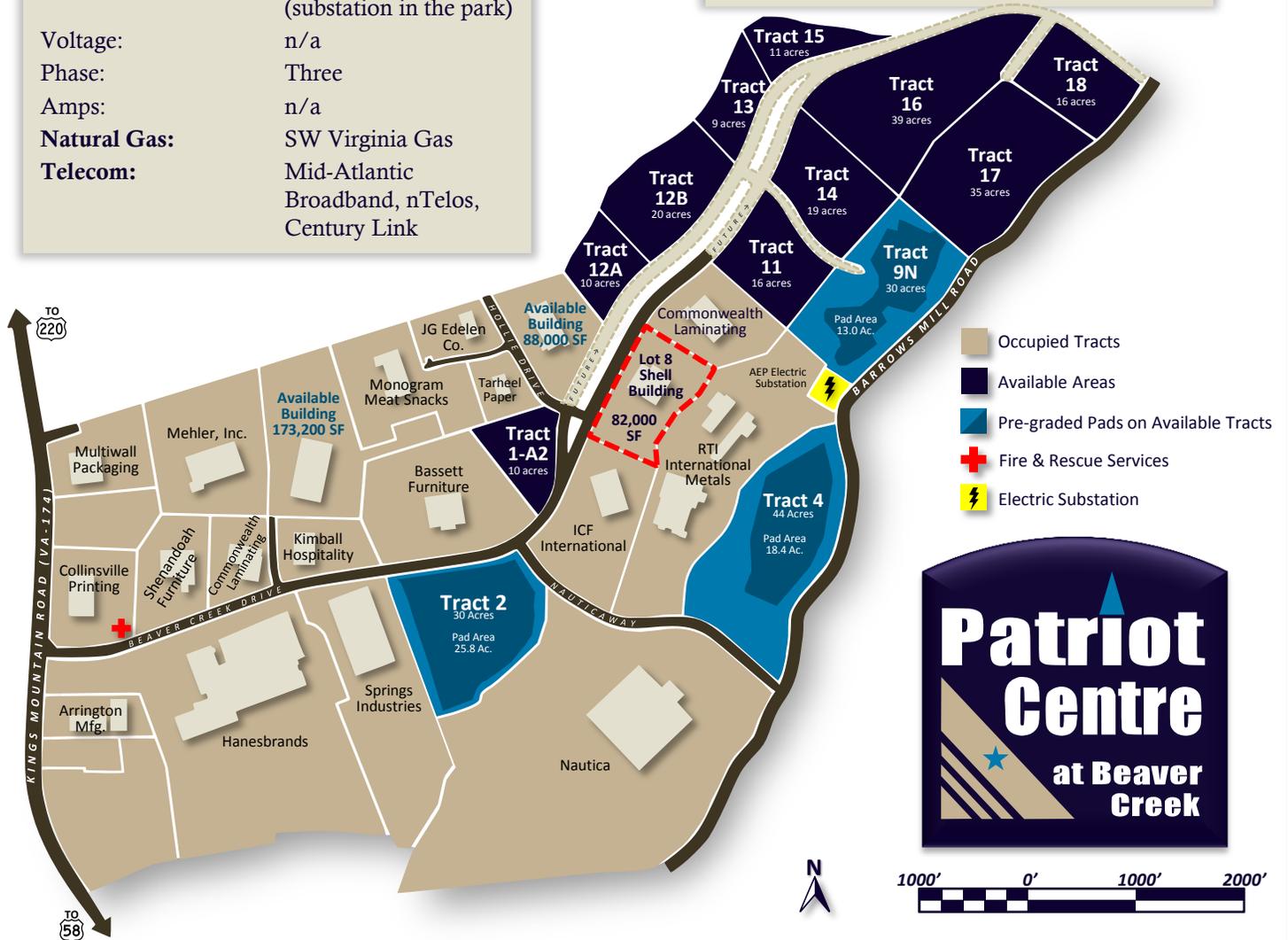
<b>Water:</b>	Henry County PSA
<b>Waste Water:</b>	Henry County PSA
<b>Electric:</b>	Appalachian Power (substation in the park)
Voltage:	n/a
Phase:	Three
Amps:	n/a
<b>Natural Gas:</b>	SW Virginia Gas
<b>Telecom:</b>	Mid-Atlantic Broadband, nTelos, Century Link

## SITE SPECIFICATIONS

Site Acreage:	17 (11.4 acre pad)
Location:	Henry County
Enterprise Zone:	Yes
Parking Spaces:	70+
Zoning:	I-1 Industrial
Industrial Park:	Yes (Patriot Centre)
Rail Available:	No

## TRANSPORTATION

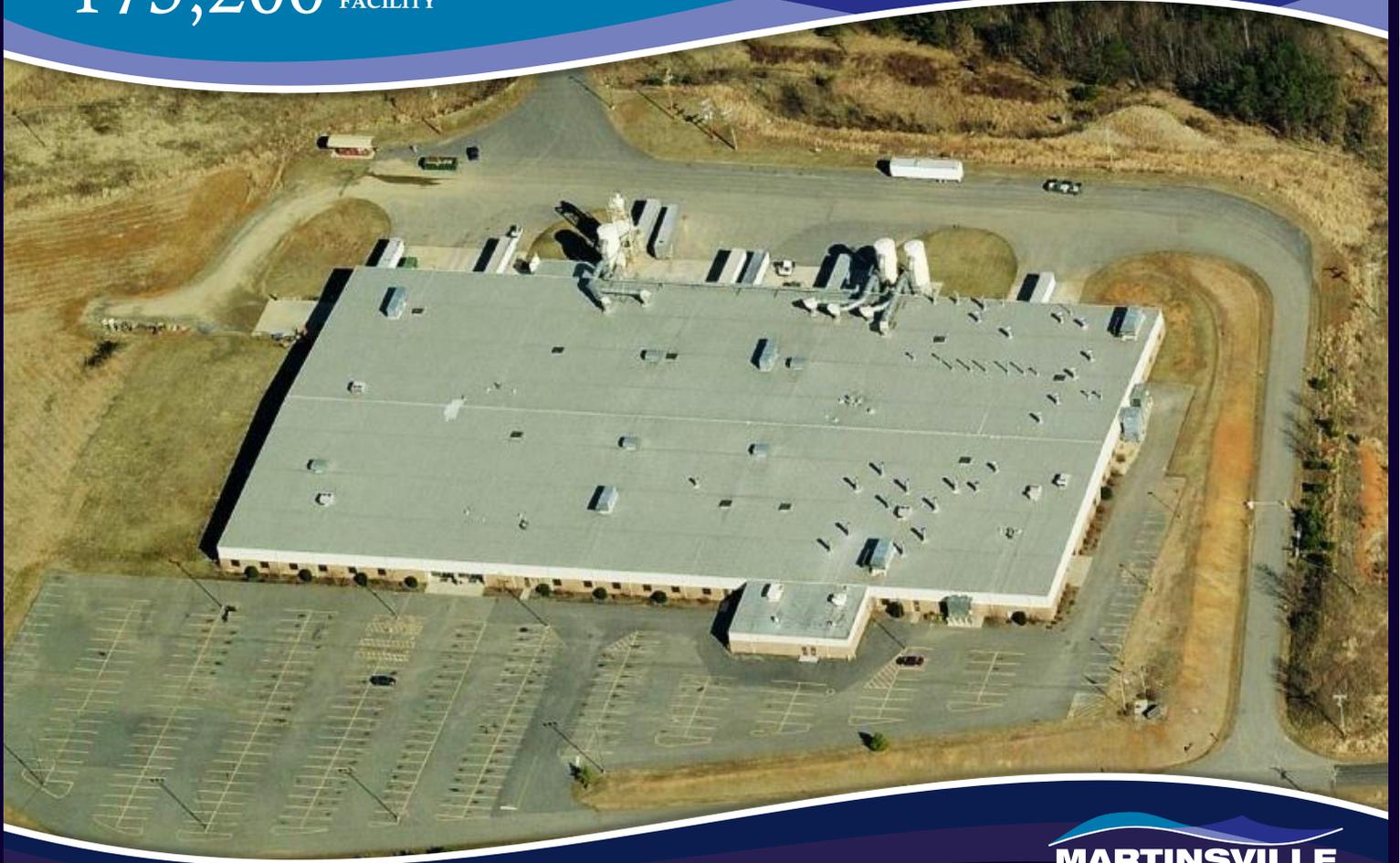
To US-58:	4 miles
To US-220:	5 miles
To Interstate 40:	50 miles
To Interstate 85:	55 miles
To Interstate 81:	55 miles
To Interstate 77:	70 miles
To Blue Ridge Regional Airport	15 miles
To Piedmont Triad Int'l Airport:	50 miles



# MASTERBRAND BUILDING

220 Mehler Lane, Martinsville, Virginia 24112

173,200 SQUARE FOOT FACILITY



**MARTINSVILLE**  
HENRY COUNTY VIRGINIA  
ECONOMIC DEVELOPMENT

- 173,200 SF Building
- 25' Ceilings (19' at eaves)
- 14 Dock High Doors
- Zoned Industrial (I-1)
- Expandable to 300,000 SF
- Former Masterbrand Cabinets facility



# MASTERBRAND BUILDING

220 Mehler Lane, Martinsville, Virginia 24112

## BUILDING SPECIFICATIONS

Total Space:	173,200 SF
Year Built:	1998
Column Spacing:	40' x 50'
Ceiling Height:	25' (19' at eaves)
Exterior:	Metal & Brick
Roof:	Standing Seam
Floor:	5" Concrete
Sprinklered:	Yes (Wet)
Dock High Doors:	14 (+4 drive in doors)

- 8,000 SF office space
- Located in the Patriot Centre Industrial Park in Henry County
- Electric substation located in the park
- Available Immediately

## SITE SPECIFICATIONS

Site Acreage:	31.6
Location:	Henry County
Enterprise Zone:	Yes
Parking Spaces:	350+
Zoning:	Industrial (I-1)
Industrial Park:	Yes (Patriot Centre IP)
Rail Available:	No

## UTILITIES

<b>Water:</b>	Henry County PSA
Line Size:	16"
<b>Waste Water:</b>	Henry County PSA
Line Size:	10"
<b>Electric:</b>	Appalachian Power
Voltage:	480
Phase:	Three
Amps:	3,000
<b>Natural Gas:</b>	SW Virginia Gas
Line Size:	4"
<b>Telecom:</b>	Mid-Atlantic Broadband

## TRANSPORTATION

To VA-174:	½ mile
To US-58:	4 miles
To US-220:	5 miles
To Interstate 40:	50 miles
To Interstate 85:	55 miles
To Interstate 81:	55 miles
To Interstate 77:	70 miles
To Blue Ridge Regional Airport	15 miles
To Piedmont Triad Int'l Airport:	50 miles



# NORTH BOWLES 12K

350 Hollie Drive, Martinsville, Virginia 24112

11,800 SQUARE FOOT FACILITY



**MARTINSVILLE**  
HENRY COUNTY VIRGINIA  
ECONOMIC DEVELOPMENT

- 11,800 SF Building
- Located in an Enterprise Zone
- Building sits on 4 acres
- 15' Ceiling height at center
- 1 Dock door & 1 Drive-in door
- Zoned Industrial (I-1)



# NORTH BOWLES 12K

350 Hollie Drive, Martinsville, Virginia 24112

## BUILDING SPECIFICATIONS

Total Space:	11,800 SF
Year Built:	1995
Column Spacing:	20' x 30'
Ceiling Height:	15' (14' at eaves)
Exterior:	Brick/Metal
Roof:	MR24 Standing Seam
Floor:	Concrete
Insulation:	Yes
Sprinklered:	No
Dock High Doors:	1
Drive In Doors:	1 (10' x 12)

- Located in the North Bowles Industrial Park in Henry County
- Office is air conditioned
- Manufacturing area is heated
- Located in an Enterprise Zone

## SITE SPECIFICATIONS

Site Acreage:	±4
Location:	Henry County
Enterprise Zone:	Yes
Parking Spaces:	10+
Zoning:	I-1, Industrial
Industrial Park:	Yes – North Bowles IP
Rail Available:	No

## UTILITIES

<b>Water:</b>	Henry County PSA
Line Size:	8"
<b>Waste Water:</b>	Henry County PSA
Line Size:	6"
<b>Electric:</b>	Appalachian Power
Voltage:	480
Phase:	Three
Amps:	1,000
<b>Natural Gas:</b>	SW Virginia Gas
Line Size:	6"
<b>Telecom:</b>	Century Link, MBC

## TRANSPORTATION

To US-58:	4 miles
To US-220:	5 miles
To Interstate 40:	50 miles
To Interstate 85:	54 miles
To Interstate 81:	56 miles
To Interstate 77:	69 miles
To Blue Ridge Regional Airport	16 miles
To Piedmont Triad Int'l Airport:	49 miles



# NORTH BOWLES 26K

444 Hollie Drive, Martinsville, Virginia 24112

26,000 SQUARE FOOT FACILITY



**MARTINSVILLE**  
HENRY COUNTY VIRGINIA  
ECONOMIC DEVELOPMENT

- 26,000 SF Building
- Located in an Enterprise Zone
- Building sits on 4 acres
- 18' 7" Ceiling height at center
- Parking for 20+
- 2 Dock doors & 2 Drive-in Doors



# NORTH BOWLES 26K

444 Hollie Drive, Martinsville, Virginia 24112

## BUILDING SPECIFICATIONS

Total Space:	26,000 SF
Year Built:	1996
Column Spacing:	30' x 50'
Ceiling Height:	18' 7" (17' at eaves)
Exterior:	Block/Metal
Roof:	Standing Seam Metal
Floor:	5" Reinforced Concrete
Insulation:	No
Sprinklered:	Yes (Wet)
Dock High Doors:	2
Drive In Doors:	2 (10'x10' & 14'x14')

## SITE SPECIFICATIONS

Site Acreage:	3.6
Location:	Henry County
Enterprise Zone:	Yes
Parking Spaces:	21
Zoning:	I-1, Industrial
Industrial Park:	Yes – North Bowles IP
Rail Available:	No

## UTILITIES

<b>Water:</b>	Henry County PSA
Line Size:	8"
<b>Waste Water:</b>	Henry County PSA
Line Size:	6"
<b>Electric:</b>	Appalachian Power
Voltage:	480
Phase:	Three
Amps:	1,000
<b>Natural Gas:</b>	SW Virginia Gas
Line Size:	4"
Pressure:	100 psi
<b>Telecom:</b>	Century Link, MBC

## TRANSPORTATION

To US-58:	4 miles
To US-220:	5 miles
To Interstate 40:	50 miles
To Interstate 85:	54 miles
To Interstate 81:	56 miles
To Interstate 77:	69 miles
To Blue Ridge Regional Airport	16 miles
To Piedmont Triad Int'l Airport:	49 miles

- Located in the North Bowles Industrial Park in Henry County
- Office is air conditioned
- Manufacturing area is heated
- Located in an Enterprise Zone



## **HENRY COUNTY AND MARTINSVILLE (1996) VIRGINIA ENTERPRISE ZONE 36**

### **Zone 36 (1996)**

The first of two joint Henry County/Martinsville zones, this zone consists of 4,105.58-acres. Within Henry County there are two noncontiguous areas that total 3,840 acres. The first area begins at the far northwestern end of the Smith River and follows this river throughout the county, ending at Highway 220 south of the Martinsville Speedway. The other area is contained along Highway 174, just north of the Martinsville city line. The city portion of the zone spans 625.58 acres and consists of two noncontiguous areas. The Uptown central business district (CBD) and its surrounding areas and an area of privately owned vacant property for future development along Eastern city line.

### **Jointly Offered Local Incentives – Zone 36**

#### **REAL ESTATE TAX GRANT**

An incentive based on the increase in real estate tax for qualified projects.

#### **MACHINERY AND TOOLS TAX GRANT**

An incentive based on the increase in machinery and tools tax for qualified projects.

#### **BUSINESS FURNITURE, FIXTURES AND EQUIPMENT TAX GRANT**

An incentive based on the increase in furniture, fixtures and equipment tax for qualified projects.

#### **WAIVER OF BUILDING PERMIT FEE**

Waiver of building permit fees for qualified zone businesses.

#### **PSA WATER AND SEWER CONNECTION FEE WAIVER**

Waiver of water and sewer connection and facilities fees for new or expanding qualified businesses.

#### **CITY WATER CONNECTION FEE WAIVERS**

Fees waived for domestic and processed water only

### **Martinsville Local Incentives – Zone 36**

#### **Business Professional Occupation License (BPOL) Fee Rebate**

50% BPOL fee rebate based on gross receipts for a five year period.

#### **REAL ESTATE TAX EXEMPTION**

A five-year partial exemption on real estate taxes for qualified businesses.

### **Local Contacts**

Contact the zone administrators for more information on local incentives and the boundaries of this zone.

Henry County  
Engineering and Mapping Department  
P.O. Box 7  
Collinsville, Virginia 24078-0007  
(276) 634-2570

Martinsville  
Department of Community Development  
55 West Church Street  
Martinsville, Virginia 24112  
(276) 403-5156

## **VII. DHCD ASSISTANCE**

Please indicate the type of assistance/services that would help meet the goals and increase the effectiveness of the local Enterprise Zone.

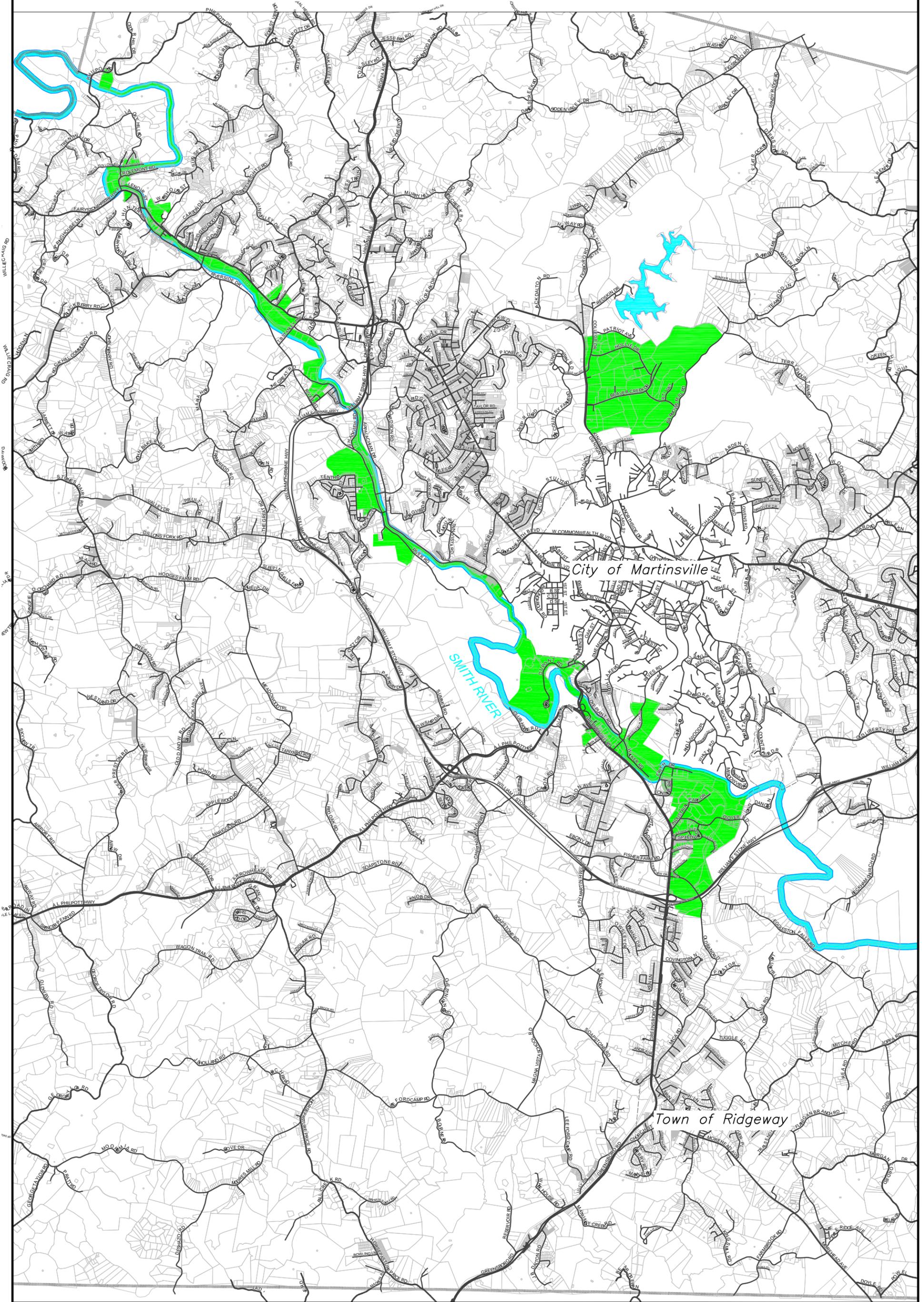
- Guidance on amendment process
- Technical assistance on local incentive implementation
- Seminars on state incentives to local businesses
- Interest in hosting an Enterprise Zone Workshop
- Other: Guidance on application for Zone re-designation of existing zone and or new zone designation for expiring zone

## **VIII. COMPOSITE MAP**

Please provide DHCD with a current map of the locality large enough to show the entire Enterprise Zone inclusive of any recently amended areas and all non contiguous areas associated with that particular zone. In the case of a joint zone, only include boundaries pertaining to the locality included in this report. Please shade the areas within the Enterprise Zone a different color so that the zone boundaries are easily discernable. Be sure to include major highways /roads, bodies of water, or other landmarks that help place the zone in a regional setting.

(See attached PDF)

# Enterprize Zone 36 as of June 2012



**IX. ASSURANCES**

As the Chief Administrator of the local governing body, I hereby certify that:

1. The information in the Annual Report is accurate to the best of my knowledge.
2. The approved local program incentives are being provided as indicated in the locality's application for Enterprise Zone Designation (Form EZ-1) or any subsequent improvements approved by DHCD.
3. I understand that if no businesses in the Enterprise Zone qualify for state incentives within a five-year period that the zone designation may be terminated.
4. I understand that if the local governing body/assigned agent is unable or unwilling to provide the specified local incentives, the zone designation may be terminated.

Chief Administrator  Date 7/1/13

Printed Name Jim Hall Title County Adm

## Appendix I: Methodology for Calculating New Business / Jobs

### I. Virginia Employment Commission Resources

#### A. [www.virginialmi.com](http://www.virginialmi.com)

1. Click “**Industry Data**” under the Labor Market Data Column
2. Click on “[Quarterly Census of Employment and Wages \(QCEW\)](#)”
3. Choose your County or City
4. Specify Time Period Window
5. Select “**Total, All Industries**”

\* This information gives you the number of employers (*average establishments*) and total employees (*average employment*) for the region specified in step three and for the time period specified in step four. Although this information is for the entire city use this information to create an average of the number of employees per business. If you can identify the number of new businesses and closed businesses within your zone you can use the average employee number to justify the numbers you submit on the Annual Report. It is important that you document the process that you use to calculate your numbers and that you remain consistent.

#### B. [www.virginialmi.com](http://www.virginialmi.com)

1. Click on “**LMI TOOLS**”
2. Scroll down to Industry heading and select “**Start Up Firms**”
3. Specify Locality (Cities are grouped under County heading)
4. Click “**Apply**”

\* This information provides you the total number of startups in the locality specified as defined by the criteria below which is also found on their website:

- *Setup and liability date both occurred during the quarter*
- *Establishment had no predecessor UI Account Number*
- *Private Ownership*
- *Average employment is less than 250*
- *For multi-unit establishments, the parent company must also meet the above criteria*

#### C. Quarterly SES 202 Report

1. Available upon request to VEC
2. Must sign confidentiality waiver, ensuring no individual company’s employment numbers will be disclosed to the public

\*This comprehensive local business list comes in an Excel document, and must be edited for zip codes/street addresses within the EZ(s). The list only includes companies that pay unemployment insurance, and some businesses are not accurate or may be left off due to physical proximity to another locality. After editing, the excel document is useful for reporting new/expanding/closed businesses, when compared to the previous year’s same quarterly report. This report is useful for other economic/community development publications as it

lists every local business, physical and mailing addresses, NAICS code, and number of employees.

## II. US Census Resources

### A. [www.census.gov](http://www.census.gov)

1. Click on **“Local Employment Dynamics”** which is located under the Business and Industry grouping
2. Look at the Quick Links column on the left and select **“QWI Online”** (Quarterly Work Indicators)
3. Specify Year, Quarter, and County (Cities are found under the County Heading)

\*This will give you information on Job Creation, New Hires, Separations and more for the quarter selected as well as an average of the previous three quarters.

**Although much of this information is not reported for Enterprise Zone boundaries, you can enlist the help of you local GIS departments in creating a formula that is suitable for your locality. Please document the process used to produce numbers for the annual report.**