

# 2014 Local Enterprise Zone Annual Report



Locality: HENRY COUNTY

Zone Name: CITY OF MARTINSVILLE/HENRY COUNTY

Zone Number: 54



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 Tuesday July 15, 2015.**

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 Annual DHCD Enterprise Zone Program Report to the General Assembly.

Each locality with an Enterprise Zone designation must submit an **electronic copy** of the Annual Report. For Joint Zone, **each locality** must complete an **individual** annual report. Towns included in County acreage do not have to complete an independent report.

The electronic copy of the completed annual report is due by **Tuesday July 15, 2015.**  
Hard copies are no longer required. Please email the electronic copy to  
[EZone@dhcd.virginia.gov](mailto:EZone@dhcd.virginia.gov)

**Reporting Period: January 1, 2014 through December 31, 2014**

<b>Zone Name (Locality):</b> HENRY COUNTY	<b>Joint Zone Localities:</b> HENRY COUNTY/MARTINSVILLE	<b>Zone Number:</b> 54
<b>Year Designated:</b> 2001	<b>Date Last Amendment:</b> 2008	<b>Year of Next Amendment:</b> Possible 2015
<b>Total Zone Acreage:</b> 2934.02		<b>Number of Non-Contiguous Areas:</b> 2
<b>Type of Jurisdiction (Check One)</b> <input checked="" type="checkbox"/> County <input type="checkbox"/> City/Town <input type="checkbox"/> Consolidated City		
<b>Contact Person:</b> Wade L. Nester		<i>Change from previous year?</i> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <i>Local Zone Administrator?</i> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<b>Phone:</b> 276-634-2570		<i>Change from previous year?</i> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<b>Mailing Address:</b> P.O. Box 7, Collinsville, VA 24078-0007		<i>Change from previous year?</i> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<b>E-Mail:</b> <a href="mailto:wvester@co.henry.va.us">wvester@co.henry.va.us</a>		<i>Change from previous year?</i> <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, 2014 - December 31, 2014.****

## I. ZONE ACTIVITIES

1. In the space below list the major projects, and/or revitalization activities that have occurred within the zone during the reporting period. For example, significant business openings, expansions, and closures, the reuse of an important “white elephant” building, major public infrastructure projects, other Economic Development or Community Revitalization announcements. **Please indicate which state and local incentives were utilized for each project.** DHCD uses this information to populate the list of activities in the program’s annual report to the General Assembly. *(Limit response to the space provided.)*

The final permits for the Commonwealth Crossing Business Centre mega park were finally approved and grading got underway on the 16.7 million dollar project.

eBay, Inc. completed its 1.5 million dollar expansion of their facilities located on Joseph Martin Hwy.

Virginia Avenue Transportation Enhancement Project all plans are complete, funding issues resolved, and waiting on VDOT to authorize to advertise for bid.

2. In the space below, please address projects and activities that occurred **within the zone** but **did not utilize Enterprise Zone benefits** (state or local)? Why were these businesses or investors unable or uninterested in applying to the incentives? (*Limit response to the space provided.*)

No known businesses or industries making any major investments which did not utilize EZ incentives.

## II. LOCAL INCENTIVE UTILIZATION

Provide the following information for **all** current local incentives during the reporting period. For each incentive, describe the qualification criteria in place, the provider of the incentive, and the office/individual who approves applicants. Using the table below, indicate the number of qualified businesses and calculate the total financial value of that incentive for 2014. 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 2014 applicants. **Lastly, for any incentives that were not utilized in 2014, please provide an explanation for its lack of utilization and describe any plans to improve usage.** An example is included in the first row of the chart below. Feel free to add rows as needed.

Incentive Name	Description/Administration			2014 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 2013	Financial Value of Incentive in 2013	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 2013, 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>	0	\$	Jobs (#): N.A. Investment: \$	<b>Businesses or Industries Chose Not to Apply and Majority of Additions, Alterations, or Renovation to Retail</b>
<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>	0	\$	Jobs (#): N.A. Investment \$	<b>Businesses or Industries Chose Not to Apply and Majority of Additions, Alterations, or Renovation to Retail</b>
<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	\$	Jobs (#): N.A. Investment \$	<b>Businesses or Industries Chose Not to Apply and Majority of Additions, Alterations, or Renovation to Retail</b>
<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>	4	\$1,646.64	Jobs (#): N.A. Investment \$18,072,562	
<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	\$	Jobs (#): Investment	<b>No New Construction Requiring Fees</b>

**HENRY COUNTY  
BUILDING PERMIT FEE WAIVER INFORMATION  
FOR HENRY COUNTY ZONE 54  
2014 ENTERPRISE ZONE ANNUAL REPORT**

FEE AMOUNT WAIVED	NEW CONSTRUCTION	ADDITION	ALTERATION OR RENOVATION
119.34			252,062.00
1,170.30	16,700,000.00		
178.50			18,600.00
178.50		1,101,900.00	
<b>\$1,646.64</b>	<b>\$16,700,000.00</b>	<b>\$1,101,900.00</b>	<b>\$270,662.00</b>

**Total Fees Waived 4                      Total Estimated Real Property Investments \$18,072,562.00**

**HENRY COUNTY  
PUBLIC SERVICE AUTHORITY FEE WAIVER INFORMATION  
FOR HENRY COUNTY ZONE 54  
2014 ENTERPRISE ZONE ANNUAL REPORT**

FEES WAIVED	AMOUNT
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. LOCAL ENTERPRISE ZONE ORDINANCES

1. Please use the space below to provide the language and citation of all **local Enterprise Zone ordinances**. These may include but are not limited to local ordinances authorizing the establishment of the Enterprise Zone, identifying the local official responsible for administering the zone and enumerating those responsibilities, authorizing the local incentives that are offered, establishing administrative policies and procedures for implementing the local incentives, and ordinances identify funding sources for local incentives. You may provide the language of each ordinance, or a **link** to the language if it can be found online. Do not provide a general link to a listing of all municipal codes for the locality, but rather provide the **specific links** to each ordinance referencing the Enterprise Zone. Where an electronic version of these ordinances is not available, please scan the ordinances and email as an attachment with this Local Zone Report.
2. For **Joint Zones**, each locality will submit their own Local Zone Report, providing links to the ordinances for that particular locality.
3. For **County Zones that include incorporates areas of a Town**: Please provide links to the Town ordinances as well where the Town offers additional local incentives.
4. If the **Zone is administered by a third party organization** (EDA, IDA, PDC, etc), please provide a copy of the organization's **bylaws (or pertinent records)** that authorize the administration of the Enterprise Zone and the any local incentives offered by the organization directly.

[https://www.municode.com/library/va/henry\\_county/codes/code\\_of\\_ordinances?nodeId=COOR\\_CH2ADAG\\_ARTVIHECOENZO](https://www.municode.com/library/va/henry_county/codes/code_of_ordinances?nodeId=COOR_CH2ADAG_ARTVIHECOENZO)

#### IV. JOB CREATION DATA

1. Provide the following information for **all businesses within the zone** for the 2014 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. We are only looking for information on business **within the zone**; **do not use job figures for the entire locality**. Feel free to add rows as needed.

2014 Business Activity	New	Expansions	Closures	Downsizing/ Layoffs
# of Businesses	0	3	1	3
# of Jobs Created/Lost	0	10	-3	-24
List of Business Names				
*Numbers do not include commercial, retail, or professional entities. <b>See attached spreadsheets</b>				

2. Please provide the sources and methodology for producing the above estimates. See page 10 for recommended methodologies. These methods are not required and are only suggestions.

Information Request Form 2014 (See copy attached). I contacted major businesses and industries not completing Information Request Form 2014 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 2014**  
**Henry County Enterprise Zone 54**  
**(Does Not Include Commercial, Retail, and Professional Entities)**

Businesses or Industries with increased employment levels	3
Businesses or Industries with decreased employment levels	3
Businesses or Industries Closing	1
Businesses or Industries with employment remaining the same or not reporting	4
Total Number of New Full-time Employees	12
Total Number of Lost Full-time Employees	(27)
<b>Net Difference for 2014</b>	<b>(15)</b>
<b>Total Full-time Employees for 2014</b>	<b>203</b>
Businesses or Industries using Contracted Workers with benefits	1
Businesses or Industries using Contracted Workers without benefits	1
Businesses or Industries using Contracted Workers with/without benefits	0
Total Number of Contracted Workers w/benefits	10
Total Number of Contracted Workers with no benefits	2
<b>Total Number of all Contracted Workers</b>	<b>12</b>
<b>Total Number Combined Employees</b>	<b>215</b>

## ENTERPRISE ZONE INFORMATION REQUEST FORM FOR CALENDAR YEAR 2014

Please e-mail to [wnester@co.henry.va.us](mailto:wnester@co.henry.va.us) or fax to (276) 638-7970 the information requested below, by no later than January 31, 2015.

### **Requested information:**

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

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

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

### **As of December 31, 2014 or the Month you usually use for this annual report 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 \_\_\_\_\_.

Average hourly wage for a full-time position, excluding benefits \_\_\_\_\_.

### **Note:**

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

**From January 1, 2014 through December 31, 2014:**

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 [wnester@co.henry.va.us](mailto:wnester@co.henry.va.us).

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

## ENTERPRISE ZONE EMPLOYMENT REQUEST FORM FOR CALENDAR YEAR 2014

Please e-mail to [wnester@co.henry.va.us](mailto:wnester@co.henry.va.us) or fax to (276) 638-7970 the information requested below, by no later than June 30, 2015.

### **Requested information:**

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

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

### **As of December 31, 2014:**

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 \_\_\_\_\_.

**HENRY COUNTY ENTERPRISE ZONE  
MAJOR BUSINESSES & INDUSTRIES LIST  
PER ZONE 54 LOCATION  
JULY 11, 2015**

**Main Zone**

**Virginia Avenue Corridor North to South**

Virginia Blower Company, Inc.  
Shenandoah Furniture Company, Inc.  
Haverline Labels, Inc. & Copenhaver Printing, Inc.  
Reynolds Container Corporation  
Southeastern Wood Products, Inc.

**VC Drive**

None Currently

**Stultz Road**

D & D Furniture Company, Inc.

**Zone 54 Non-contiguous zone**

**Joseph Martin Highway**

Diversified Distribution, Inc.  
eBay, Inc. (Warehouse/Distribution)

**Reservoir Road**

Chesapeake Custom Chemical Corporation

## Employment Listing For Commercial, Retail, & Professional Businesses In Enterprise Zone 54 for 2014 per VEC

Business Name	Type of Business	Location	Address
Comcast, Inc.	Cable Company	Martinsville	390 Commonwealth Blvd.
CarQuest Auto Parts	Auto Parts Store	Martinsville	460 Commonwealth Blvd.
The Sirloin House	Restaurant	Martinsville	530 Commonwealth Blvd.
Roses	Discount Department	Martinsville	600 Commonwealth Blvd.
Advance America Cash Advance	Loan Company	Martinsville	626 Commonwealth Blvd.
Food Lion	Grocery Store	Martinsville	640 Commonwealth Blvd.
El Parral	Mexican Restaurant	Martinsville	670 Commonwealth Blvd.
Super 8 Motel	Lodging	Martinsville	1044 Memorial Blvd.
China Buffet	Chinese Restaurant	Martinsville	1090 Memorial Blvd.
Arby's	American Restaurant	Martinsville	1130 Memorial Blvd.
Loan Max Cash Loans on Car Titles	Loan Company	Martinsville	1150 Memorial Blvd.
Tokyo Express	Japanese Restaurant	Martinsville	1170 Memorial Blvd.
Affordable Parts & Repair	Used Auto Parts & Ga	Martinsville	1205 Virginia Ave.
Empire's Fast Fuels	Gas Station, Store, an	Martinsville	1230 Virginia Ave.
New Star Auto	Used Auto Sales	Martinsville	1237 Virginia Ave.
Tammi's Hair and Beauty Supply	Beauty Supplies	Martinsville	1255 Virginia Ave.
D & B Auto Sales & Service	Automobile Dealership	Martinsville	1284 Virginia Ave.
Martinsville Iron & Steel Company	Special Order and Scr	Martinsville	1331 Virginia Ave.
State Farm Insurance	Mary D. Carrington Ag	Martinsville	1370 Virginia Ave.
Carolina Door and Hardware	Doors and Hardware	Martinsville	1380 Virginia Ave.
Ken's Carpets	Flooring	Martinsville	1396 Virginia Ave.
Marathon / Kangaroo Express 3719	Gas Station and Store	Martinsville	1560 Virginia Ave.
Myco, Inc	Individual Sales Chem	Martinsville	1590 Virginia Ave.
Sports Lane Bowling Center	Bowling Alley, Games	Martinsville	10 Koehler Road
Mike Haley's Super Vacuum Store	Vacuum Cleaner Dea	Martinsville	1645 Virginia Ave.
Cellular Store	Cellular Phones and A	Martinsville	1654 Virginia Ave.
Uptown Automotive	Automobile Service &	Martinsville	1703 Virginia Ave.
Auto Tech Automotive Super Store	Automobile Parts and	Martinsville	1730 Virginia Ave.
Riverside Pawn	Pawn Shop	Martinsville	1744 Virginia Ave.
The Furniture Lane (in process of opening)	Furniture Store	Martinsville	1780 Virginia Ave.
<b>HOLIDAY SHOPPING CENTER BEGINS</b>			
Price Right Furniture	Furniture Sales	Martinsville	1806 Virginia Ave. (Bay N) & 1826 Virginia Ave. (Bay M)
"Shhh..." Adult Store	Adult Clothes and Nov	Martinsville	1836 Virginia Ave. (Bay L-1)
Laptop Expert	Computer Sales & Se	Martinsville	1842 Virginia Ave. (Bay K-2)
New York Diner	Restaurant	Martinsville	1854 Virginia Ave. (Bay J-3)
Community Family Care	Dr. Vincent K. Jones,	Martinsville	1856 Virginia Ave. (Bay J-1)
Korean Martial Arts Academy	Martial Arts School	Martinsville	1858 Virginia Ave. (Bay J-2) 2nd Floor
South Eastern Wood Products, Inc.	Warehouse Only	Martinsville	1864 Virginia Ave. (Bay I)
Edward Jones Investment & Tax Service	Investment & Tax Se	Martinsville	1866 Virginia Ave. (Bay H-1B)

## Employment Listing For Commercial, Retail, & Professional Businesses In Enterprise Zone 54 for 2014 per VEC

Business Name	Type of Business	Location	Address
Doan's Alterations	Clothing Alterations	Martinsville	1868 Virginia Ave. (Bay H-2) 2nd Floor
Red Nails	Nail Saloon	Martinsville	1878 & 1882 Virginia Ave. (Bays G-1 & G-2)
Jackson Hewitt	Tax Service	Martinsville	1888 Virginia Ave. (Bay F-2)
Deluxe Pawn	Pawn Shop	Martinsville	1900 Virginia Ave. (Bay E)
Vista Vapes	Cigar & Tobacco Store	Martinsville	1914 Virginia Ave. (Bay D-1)
Cosmo Prof	Health and Beauty Su	Martinsville	1936 Virginia Ave. (Bay B-2)
<b>HOLIDAY SHOPPING CENTER ENDS</b>			
Truliant FCU	Teller Machine Station	Martinsville	1976 Virginia Ave. (SB)
Pro Source Flooring	Flooring & Finishes	Martinsville	1986 Virginia Ave. (SB)
Frederick's Eye Center	Eye Care Professional	Martinsville	1975 Virginia Ave.
Deluxe Inn	Motel	Martinsville	1985 Virginia Ave.
Finney Building Supply	Building Supplies	Martinsville	2035 Virginia Ave.
Salon De Belleza	Beauty Salon	Collinsville	2067 Virginia Ave.
VirginiaS Restaurant & Sports Bar	Restaurant & Bar	Collinsville	2089 Virginia Ave.
Motor Imports Kawaski & Suzuki	Recreational Vehicle D	Collinsville	2111 Virginia Ave.
Woodall's Music	Musical Instrument De	Collinsville	2163 Virginia Ave.
C & C Fiberglass & Autobody	Vehicle Body Shop	Collinsville	2207 Virginia Ave.
Los Nortenos	Mexican Restaurant	Collinsville	2280 Virginia Ave.
Knight's Inn	Motel	Collinsville	2357 Virginia Ave.
Quality Inn- "Dutch Inn"	Hotel, Restaurant, and	Collinsville	2360 Virginia Ave.
Elizabeth's Pizza	Italian Restaurant	Collinsville	2365 Virginia Ave.
The Scrub Board Laundry	Public Laundry Mat	Collinsville	2405 Virginia Ave.
Martinizing Dry Cleaning	Dry Cleaning	Collinsville	2415 Virginia Ave.
at&t Cellular World	Cell Phone Sales and	Collinsville	2419 Virginia Ave.
<b>DUTCH INN PLAZA BEGINS</b>			
AutoZone #2027	Automobile Parts Stor	Collinsville	2400 Virginia Ave.
Suit City	Men's Wear Sales	Collinsville	2420 Virginia Ave.
Rent-A Center	Rental of Home Furnis	Collinsville	2422 Virginia Ave.
Sears	Sears Home Town Re	Collinsville	2424 Virginia Ave.
Dollar General Market	Grocery Store	Collinsville	2426 Virginia Ave.
Lendmark	Loan Company	Collinsville	2430 Virginia Ave. (Unit A)
The Mobile Home Store	Mobile Home Parts ar	Collinsville	2432 Virginia Ave.
INTELOS Phone Service	Cell Phone Sales and	Collinsville	2442 Virginia Ave.
Domino's Pizza	Takeout and Home De	Collinsville	2444 Virginia Ave.
<b>DUTCH INN PLAZA ENDS</b>			
Najjar's Pizza Haven	Italian Restaurant	Collinsville	2425 Virginia Ave.
American National Bank & Trust	Banking	Collinsville	2484 Virginia Ave.
Aaron's Sales & Lease Ownership	Home Furnishings & A	Collinsville	2536 Virginia Ave.
Coulson's Services	Cell Phones and Sate	Collinsville	2545 Virginia Ave.

## Employment Listing For Commercial, Retail, & Professional Businesses In Enterprise Zone 54 for 2014 per VEC

Business Name	Type of Business	Location	Address
Advance Auto	Automobile Parts Store	Collinsville	2546 Virginia Ave.
Marathon / Steve's Ezee In Mart	Gas Station & Store	Collinsville	2575 Virginia Ave.
<b>COLONY PLACE BEGINS</b>			
Bryant Everett Florist	Florist	Collinsville	2610 & 2614 Virginia Ave.
Cakes With Personality & Bakery/ Café DeLight	Pastries and Other Baked Goods	Collinsville	2616 Virginia Ave.
Express Check Advance of Virginia	Check Cashing & Loans	Collinsville	2618 Virginia Ave.
Studio 220 & Day Spa	Spa	Collinsville	2626 Virginia Ave.
Pacific Bay	Seafood Restaurant	Collinsville	2628 Virginia Ave.
<b>COLONY PLACE ENDS</b>			
Shell / Quality Mart	Gas Station, Store, and Convenience	Collinsville	2629 Virginia Ave.
Collinsville Express Lube (Texco)	Automobile Service Center	Collinsville	2637 Virginia Ave.
<b>COLLINSVILLE SHOPPING CENTER BEGINS</b>			
Tech Star	Industrial Electrical Equipment	Collinsville	2664 Virginia Ave.
BTW 21	Local Television Station	Collinsville	2670 Virginia Ave.
Conner Insurance Agency	Insurance Sales	Collinsville	2678 Virginia Ave.
BB&T	Banking & Loans	Collinsville	2680 Virginia Ave.
Slate's Barber Shop	Barber Shop	Collinsville	2686 Virginia Ave.
Disability Health Supplies	Medical Supplies Sales	Collinsville	2688 Virginia Ave.
Family Dollar Store #11	Variety Store	Collinsville	2692 Virginia Ave.
Save-A-Lot	Discount Grocery Store	Collinsville	2698 Virginia Ave.
Schewels	Home Furnishings	Collinsville	2706 Virginia Ave.
Fuller Vacuum & Sewing Center	Vacuum Cleaners and Sewing	Collinsville	2720 Virginia Ave.
The Waxx and Butch's Transmission	Vehicle Detailing and Transmission	Collinsville	2726 Virginia Ave.
<b>COLLINSVILLE SHOPPING CENTER ENDS</b>			
Burger King	Burger Restaurant	Collinsville	2679 Virginia Ave.
Subway	Sub Restaurant	Collinsville	2735 Virginia Ave.
Valero / Fas Mart	Gas Station, Store, and Convenience	Collinsville	2758 Virginia Ave.
Wendy's	Burger Restaurant	Collinsville	2801 Virginia Ave.
VN Nails & Spa	Manicures, Pedicures, and Nail Services	Collinsville	2800 & 2802 Virginia Ave. (Same Building)
TNH Hot Rods	Classic & Antique Automobiles	Collinsville	2808 Virginia Ave.
Kuts Family Hair Care	Beauty Salon	Collinsville	2824 Virginia Ave.
Checkfirst Cash Advance	Check Cashing & Loans	Collinsville	2842 Virginia Ave.
Cahill Real Estate & Construction	Contract Building	Collinsville	2867 & 2871 Virginia Ave.
Rocuda Finance & Cahill Real Estate	Property Sales, Leasing, and Finance	Collinsville	2879 Virginia Ave.
Kim School of Tae Kwon Do	Martial Arts School	Collinsville	2890 Virginia Ave.
Cash & Carry Discount Tobacco	Tobacco Store	Collinsville	2898 Virginia Ave.
Halo Gift Creations	Gift & Crafts Store	Collinsville	2900 Virginia Ave.
Lola's Kuisine	Chinese Restaurant	Collinsville	2906 Virginia Ave.
Choice Cleaners	Dry Cleaning	Collinsville	2907 Virginia Ave.

## Employment Listing For Commercial, Retail, & Professional Businesses In Enterprise Zone 54 for 2014 per VEC

Business Name	Type of Business	Location	Address
Pizza Hut	Italian Restaurant	Collinsville	2914 Virginia Ave.
Hardee's #2946	Burger Restaurant	Collinsville	2927 Virginia Ave.
Fast Auto Loans	Loans issued on car ti	Collinsville	2954 Virginia Ave.
SunTrust Bank	Banking	Collinsville	3000 Virginia Ave.
Piedmont Specialty Company	Industrial Tools & Equ	Collinsville	3135 Virginia Ave.
News Den	Periodicals and Books	Collinsville	3139 Virginia Ave.
Price Wholesale Lighting	Lighting Fixtures and S	Collinsville	3195 Virginia Ave.
Southern States Cooperative	Farming & Garden Su	Collinsville	3200 Virginia Ave.
Teresa's School of Baton & Dance	Teaches Baton and D	Collinsville	50 Coffman Dr.
O'Reilly Auto Parts (New)	Auto Parts Store	Collinsville	3234 Virginia Ave.
Interim Health Care	Home Health Care Se	Collinsville	3235 & 3237 Virginia Ave.
Foster Brother's Garage	Automobile Garage	Collinsville	3245 & 3255 Virginia Ave.
All Around Wiring	Satellite Sales and Ins	Collinsville	3264 Virginia Ave. Rear
Nationwide Insurance	Insurance Agency	Collinsville	3289 Virginia Ave.
Fidelity Bank	Banking	Collinsville	3300 Virginia Ave.
All American Auto Spa	Carwash & Detailing	Collinsville	3344 Virginia Ave.
<b>COLLINSVILLE PLAZA BEGINS</b>			
The Now Look Hair Salon	Beauty Salon	Collinsville	3382 Virginia Ave. (Also uses 3388 Suite B)
Terry Waller Surveyor	Surveying Services	Collinsville	3386 Virginia Ave. (Also Known as 3388 Suite D)
Bryant Trucking	Trucking Offices	Collinsville	3388 Virginia Ave. (Suite A)
Springleaf Financial	Investments & Loans	Collinsville	3404 Virginia Ave.
Boen	Flooring Sales & Offic	Collinsville	3408 Virginia Ave.
Devine Designs	T-Shirts, Embroidery,	Collinsville	3410 Virginia Ave.
Collinsville Engraving Company	Specialty Engraving, M	Collinsville	3410 & 3412 Virginia Ave.
Flowers Bakeries	Bread Store	Collinsville	3416 Virginia Ave. (Suite 1)
Aztec Labor	Employment Staffing S	Collinsville	3416 Virginia Ave. (Suite 2)
Bryan Jones Surveying, P.C.	Surveying and Engine	Collinsville	3416 Virginia Ave. (Suite 5)
Rowe Tax Service	Accounting & Taxes	Collinsville	3416 Virginia Ave. (Suite 6)
<b>COLLINSVILLE PLAZA ENDS</b>			
Bryant Radio	Electronics Sales and	Collinsville	3349 Virginia Ave.
Kentucky Fried Chicken	Restaurant	Collinsville	3500 Virginia Ave.
Taco Bell	Mexican Restaurant	Collinsville	3544 Virginia Ave.
Collinsville Farm Market	Fresh Produce Marke	Collinsville	3585 Virginia Ave.
Walgreens	Drug Store	Collinsville	3590 Virginia Ave.
Fenderz Fifties Dinner	Resturaunt	Collinsville	3627 Virginia Ave.
Blue Ridge Remodeling Heating & Air Conditioning	Building Construction	Collinsville	3674 Virginia Ave.
Citgo Gas Station & Store	Gas Station & Variety	Collinsville	3716 Virginia Ave.
Jimmy's Tire & Auto	Tire Sales and Auto S	Collinsville	3759 Virginia Ave.
Jimmy's Retreading	Production and Sales	Collinsville	3763 Virginia Ave.

## Employment Listing For Commercial, Retail, & Professional Businesses In Enterprise Zone 54 for 2014 per VEC

Business Name	Type of Business	Location	Address
Cycle Connection	Motor Cycle and ATV	Collinsville	3829 Virginia Ave. & 406 Spring Dr.
Town Gun Shop & Town Police Supply	Gun Sales, Supplies,	Collinsville	3985 Virginia Ave.
Farmers Insurance Agency	Wanda Hundley Insur	Collinsville	4000 Virginia Ave.
Collinsville Furniture Mart	Furniture Store (Local	Collinsville	4110 Virginia Ave. and 71 Shawnee Dr.
Vistar Eye Center	Vision & Surgery Spec	Collinsville	4244 Virginia Ave.
Clips "N" Curls	Hair Salon	Collinsville	4279 Virginia Ave.
Mr. Scrub Carwash	Carwash	Collinsville	4283 Virginia Ave.
El Rosario Grocery	Mexican Grocery Stor	Collinsville	4297 Virginia Ave.
F&C Income Tax	Tax and Accounting S	Collinsville	4339 Virginia Ave.
Nelson Subaru & Kia Dealership	Car Sales and Service	Collinsville	4630, 4660, & 4730 Virginia Ave.
Nelson Fleet Service Lease and Rental	Fleet and Large Vehic	Collinsville	4751 Virginia Ave.
Mid-Way Bottled Gas Company	Bottled Gas and Asso	Martinsville	910 Stultz Rd.
Southwestern VA Gas NP-NC	Warehouse Site	Martinsville	942 Stultz Rd.
Activ Wall	?	Martinsville	200 V. C. Dr. (Upper Level)
J P Salvage d/b/a J P Auto Repair & Towing	Repair & Towing Serv	Martinsville	200 V. C. Dr. (Lower Level)
Penske Truck Rental & Leasing	Truck Rental and Lea	Martinsville	300 V. C. Dr.
Pet Dairy, Inc.	Dairy Products Distrib	Martinsville	440 V. C. Dr.
Guy M. Turner, Inc.	Rental of large cranes	Martinsville	900 V. C.
Lambert Contracting <a href="#">LAMBERT CABLE SPLICING C</a>	Cable Installers	Martinsville	900-A V. C. Dr.
Will Transport	Tractor Trailer Truck F	Martinsville	900-B V. C. Dr.
Road Pro Commercial Truck Training, Inc.	Truck driving school	Martinsville	900-C V. C. Dr.
Loan Smart, LLC	Check Cashing & Loa	Ridgeway	10053 Greensboro Rd. (Left Side)
Ridgemart (Gas Station & Store)	Gas Station & Conver	Ridgeway	10079 Greensboro Rd.

## V. 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.

1. For each type of permit listed below, indicate the number and dollar value of permits issued for private sector activities within the zone during the reporting period; **do not use permit information for the entire locality**. Please include **only non-residential** permits. This is a good time to identify potential applicants for the RPIG whom you should follow-up with!

Type of Permit	Number of Permits	Dollar Value
<i>New Construction</i>		
Manufacturing	2	\$16,700,500.00
Office	0	\$
Retail	0	\$
Mixed-use	0	\$
<i>Rehab/Expansion</i>		
Manufacturing	5	\$ 1,552,562.00
Office	9	\$ 152,138.00
Retail	13	\$ 168,160.00
Mixed-use	0	\$
<b>TOTAL</b>	29	\$18,573,360.00

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

Type of Investment	Public Dollar Amount	Description
<i>Infrastructure</i>		
Streets/Sidewalks	\$	
Water	\$	
Sewer	\$	
Broadband	\$	
Other	\$ 370,313.72	Engineering Fees
Other	\$5,711,134.98	Grading at CCBC Phase I*
<i>Public Buildings</i>		
Improvements	\$	
New Construction	\$	
<i>Parks &amp; Schools</i>		
Improvements	\$	
New Construction	\$	
<b>TOTAL</b>	\$6,081,448.70	Engineering & Grading

\*"CCBC"= Commonwealth Crossing Business Centre

**Building Permits Issued to Zone 54 Entities in 2014**

Permit #	Amount of Fee	Project Value	New Construction				Alterations / Improvements / Additions			
			Manufacturing/Distribution	Office	Retail	Mixed-use	Manufacturing/Distribution	Office	Retail	Mixed-use
S-14-013560	30.60	2,360.00							1	
S-14-013563	61.20	6,000.00							1	
B-14-013693	45.90	10,625.00							1	
B-14-013714	66.30	25,000.00						1		
S-14-013651	15.30	5,000.00							1	
S-14-013711	15.30	4,200.00							1	
B-14-013753	25.50	13,000.00							1	
B-14-013771	119.34	252,062.00					1			
B-14-013781	25.50	19,000.00							1	
L-14-013804	45.00	100,000.00					1			
S-14-013783	15.30	600.00							1	
B-14-013886	61.20	68,138.00						1		
B-14-013903	146.88	30,000.00						1		
L-14-013923	1,155.00	16,700,000.00	1							
E-14-013873	15.30	500.00	1							
E-14-013895	15.30	8,200.00						1		
E-14013929	178.50	18,600.00					1			
P-14-013884	7.14	2,250.00						1		
B-14-013981	28.72	1,500.00							1	
M-14-013944	25.50	11,200.00						1		
S-14-013941	15.30	1,350.00						1		
B-14-014013	25.50	4,000.00						1		
M-14-014071	25.50	3,275.00							1	
M-14-014085	178.50	1,101,900.00					1			
B-14-014154	40.80	2,000.00						1		
B-14-014149	46.63	2,000.00							1	
E-14-014161	15.30	600.00							1	
B-14-014228	168.30	80,000.00					1			
B-14-014313	148.55	100,000.00							1	
<b>Totals</b>	<b>2,763.16</b>	<b>18,573,360.00</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>9</b>	<b>13</b>	<b>0</b>

## VI. ZONE PLANNING

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

Will be applying for a zone boundary amendment should we receive a new zone designation.

2. For zones experiencing **low or no state incentive activity**, please explain the actions planned to increase usage of the VEZ grant program. What specific steps will be taken to ensure an increase in applications in upcoming Grant Years? Remember, zones that go 5 consecutive years without state incentive qualification will be recommended for termination.

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

Continue to hold annual workshop in conjunction with the EDC to which all local businesses, industries, and CPA firms are invited to attend.

## VII. MARKETING MATERIALS

1. Attach (or insert at the END of this document) “screen shots” of your local **web page** advertising your Enterprise Zone. Please include the date that the site was last revised, and verify that the information provided is correct.
2. Attach (or insert at the END of this document) a copy of any brochures or **marketing materials** that you currently use to advertise your Enterprise Zone.
3. Attach (or insert at the END of this document) **any news stories** that aired or were published during this reporting period (or about projects that occurred during the reporting period).
4. Submit a copy of the **current Zone Description**. This applies to **all zones**, not just new or amended zones. But, if you have made amendments to the zone boundaries or incentives, be sure to reflect these changes in an updated description. Please email [EZone@dhcd.virginia.gov](mailto:EZone@dhcd.virginia.gov) for the latest version of your description on file.

## VIII. 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 Enterprise Zone for New Administrators
- Guidance on Amendment Process
- Technical Assistance on Local Incentive Development
- Technical Assistance on Local Incentive Implementation
- Technical Assistance on Marketing Materials & Strategies
- Interest in hosting a local Enterprise Zone Workshop
- Technical Assistance for low incentive utilization ( Circle: State or Local )
- Other \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

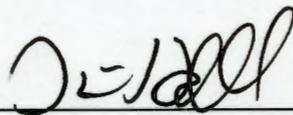
## IX. CCOMPOSITE MAP

Please attach 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. Please shade the areas within the Enterprise Zone so that the zone boundaries are easily discernible from municipal boundaries. Be sure to include major highways/roads, bodies of water, or other landmarks that help place the zone in a regional setting. **Please also attach this map as a separate file (JPEG/PDF)**. For localities in a **Joint Zone**, only include boundaries pertaining to the **locality included in this report**, but indicate where the zone is contiguous to the acreage from the other localities.

**X. 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 7/14/15

Printed Name: Tim Hall Title: County Administrator

## 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.**



# HENRY COUNTY VIRGINIA OFFICIAL WEBSITE



- DOING BUSINESS
- DEPARTMENTS
- GOVERNMENT
- HOW DO I...?
- SEARCH OUR WEBSITE...



## Henry County, Virginia

Set in the foothills of Virginia's beautiful Blue Ridge Mountains, Henry County is home to major industries, NASCAR Sprint Cup racing, and an unsurpassed quality of life.

- FY 2015-2016 Adopted County Budget
- FY 2015-2016 Adopted PSA Budget
- FY 2013-2014 Henry County Audit
- FY 2013-2014 PSA Audit
- Henry County-Martinsville Discover Magazine (2015)
- WPPDC Comprehensive Economic Development Strategy (2015)
- Learn How To Sponsor a S.E.E.D. Landscape Garden

## Upcoming Calendar Events

- July, 13, 2015  
Short Sports for kids will be held each Monday for 5 weeks starting on July 13th
- ...
- July, 14, 2015  
Privacare Drop-In Health Screenings for seniors
- ...
- July, 14, 2015 - July, 14, 2015  
Cupcake Class for kids

## Recent News

- Job Posting - 911 Telecommunicator
- Monogram Foods to Expand
- Job Posting - Real Estate Appraiser
- PSA Wins Water Treatment Plant Award
- Job Posting - Part-time Collections Clerk



# HENRY COUNTY VIRGINIA OFFICIAL WEBSITE

- DOING BUSINESS
- DEPARTMENTS
- GOVERNMENT
- HOW DO I...?
- SEARCH OUR WEBSITE...

- BIDS AND REQUEST FOR PROPOSALS
- ECONOMIC DEVELOPMENT
- ENTERPRISE ZONES
- GIS MAPS
- INCENTIVE PROGRAMS
- STARTING A BUSINESS
- TAXES, LICENSES, & PERMITS
- WORKFORCE DEVELOPMENT



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- Job Posting - Part-time Collections Clerk



DOING BUSINESS

DEPARTMENTS

GOVERNMENT

HOW DO I...?

SEARCH OUR WEBSITE...



## ENTERPRISE ZONES

# ENTERPRISE ZONES

Home | Doing Business | Enterprise Zones



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. The Enterprise Zone layer is available on the County's GIS website by selecting the [+] zones layer, then [+] enterprise zones.

### Downloadable Resources

- Enterprise Zone Brochure
- Zone 36 2013 Annual Report
- Zone 54 2013 Annual Report
- County Incentives
- City Incentives
- Enterprise Zones Map
- City Enterprise Zones Map
- EZ Local Workshop Presentation 2014

### Henry County Enterprise Zone Incentives Application and Forms

- Enterprise Zone Basic Application
- Real Property IDA Grant Form
- Machinery & Tools IDA Grant Form
- Office Furniture, Fixtures, & Equipment 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 any of the following:

### Enterprise Zone Coordinator

Wade Nester  
Physical Address: 3300 Kings Mountain Road, Room 208, Martinsville, VA 24112  
Mailing Address: P.O. Box 7, Collinsville, VA 24078-0007  
Telephone: (276) 634-2570  
Fax: (276) 638-7970

# 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; no minimum for City)
- **Machinery & Tools IDA Grants** (Investment with \$50,000 assessed value required, County only; no minimum for City)
- **Furniture, Fixtures, & Equipment IDA Grants** (Investment with \$50,000 assessed value required, County only; no minimum for City)
- **Building Permit Fee Waivers** (Does NOT include sign permits in City)
- **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 facilities)
- **City Business Professional Occupation License (BPOL) Fee Rebate** (50% of fees rebated based on gross receipts, maximum of five years, and not-retroactive)



*Conversions made to the building that houses the Virginia Workforce Center make it eligible for the Real Estate IDA Grant.*

# General Provisions– State Enterprise Zone

- 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 website:

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



*RTI in foreground and Commonwealth Laminating & Coating, Inc., in upper left.*

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

## MARTINSVILLE-HENRY COUNTY ECONOMIC DEVELOPMENT

134 E. Church Street, Suite 200  
P.O. Box 631  
Martinsville, VA 24114-0631  
276.403.5940  
Fax 276.403.5941

CITY OF MARTINSVILLE  
276.403.5156  
HENRY COUNTY  
276.634.2570



*Taco Bell, located in the City, has been a recipient of BPOL for several years.*

# Martinsville and Henry County Joint Enterprise Zones (1) 36 & (2) 54

*Planning, Building, Working, & Educating Together for Economic Growth*

**City of Martinsville 276.403.5156**  
**Henry County 276.634.2570**



*ICF Consulting Group, Inc. in the foreground, RTI in the upper right, and Commonwealth Laminating & Coating, Inc. in the upper left.*



*Solid Stone Fabrics (right) has been the recipient of multiple Enterprise Zone benefits.*



# Enterprise Zone Incentives

## 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. For more information on these zones, visit:

[http://gis.co.henry.va.us/martinsville\\_henry\\_county.html](http://gis.co.henry.va.us/martinsville_henry_county.html)

Click on the plus sign (+) beside Zones and Districts, check Enterprise Zones, and then click on the plus sign (+) to display a legend.



**Proposed signage for Commonwealth Crossing Business Centre**

## 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% of the useable area shall be devoted to commercial, office, or industrial space. Investments can be towards existing structures or new construction.

In order to qualify for rehabilitation or expansion of existing structures, an investor must spend at least \$100,000 in qualified real property improvements. In order to be eligible for new construction, the investor must spend at least \$500,000.

Grants are calculated at a rate of 20% of the amount of the investment in excess of the specified amount. Projects under \$5 million will receive a maximum of \$100,000 over a five-year period. Projects over \$5 million are eligible to receive a maximum amount of \$200,000 over a five-year period.



**Commonwealth Laminating & Coating, Inc., located at the Patriot Center at Beaver Creek in Henry County**

### Wage-Based Job Creation Grants

- Offered for new permanent full-time positions created by business start-ups and expansions by firms
- Wage-based grants available to any business firms that are not personal service, food/beverage establishments
- Awarded in amounts up to \$500 per grant-eligible position filled by an employee earning 150%\* of the federal minimum wage and up to \$800 per grant eligible position filled by an employee earning 200% of the federal minimum wage. Firms must offer health benefits.
- Firms can receive grants for up to 350 grant eligible positions per year for up to five consecutive years from the first year of eligibility
- Business firm must be located in a Virginia Enterprise Zone and must increase permanent full-time positions by four permanent full-time position threshold jobs over one year. Grants are only available for new permanent full-time positions created above this four job threshold.

\*Martinsville-Henry County is a high-unemployment area.

(State Incentives continued on back panel)



**Southern Finishing, Inc. is located in the City of Martinsville and was the recipient of a Wage-Based Job Creation Grant.**

# Cleared to Land.

726  
ACRES

## COMMONWEALTH CROSSING



With a compelling opportunity for productivity, growth and long-term profitability, world-class aviation and aerospace suppliers make Martinsville-Henry County, Virginia their home. A strategic location, hard-working employees and low cost of doing business were key motivating factors for Hardide Coatings and RTI International Metals locating their businesses here. Our newest site available, Commonwealth Crossing, offers:

Located near  
US 220 South, at  
the VA/NC state  
line

Adjacent to the  
Norfolk Southern  
Railway Mainline

Only 33 miles to  
Piedmont Triad  
International Airport,  
Greensboro, NC

Publicly owned by  
Henry County

Shovel ready by  
January 2016

To learn more, contact Lisa Lyle, Director of Recruiting & Marketing, at (276) 403-5942 or [LLyle@YesMartinsville.com](mailto:LLyle@YesMartinsville.com)

**Martinsville**  
HENRY COUNTY VIRGINIA

**Growing Your Business is Our Business.™**

726 Acre Site

# Commonwealth Crossing

## Business Centre

**Martinsville**  
HENRY COUNTY VIRGINIA

Growing Your Business is Our Business.™



- Located near US-220 South, at the Virginia/North Carolina state line
- Tract 1 is 120 pad acres
- Tract 4 is 50 pad acres
- Adjacent to the Norfolk Southern Railway Mainline
- Only 33 miles to the Greensboro (NC) International Airport and the new FedEx Mid-Atlantic Hub
- Publicly Owned by Henry County
- Shovel Ready by January 2016



# Commonwealth Crossing

US-220 South  
Martinsville-Henry Co.  
Virginia

## SITE SPECIFICATIONS

Site Acreage:	726 acres
Pad Acreage:	400 acres
Location:	Henry County
Enterprise Zone:	Yes
Zoning:	I-1 Industrial
Industrial Park:	Yes
Rail Available:	Yes (Norfolk Southern)

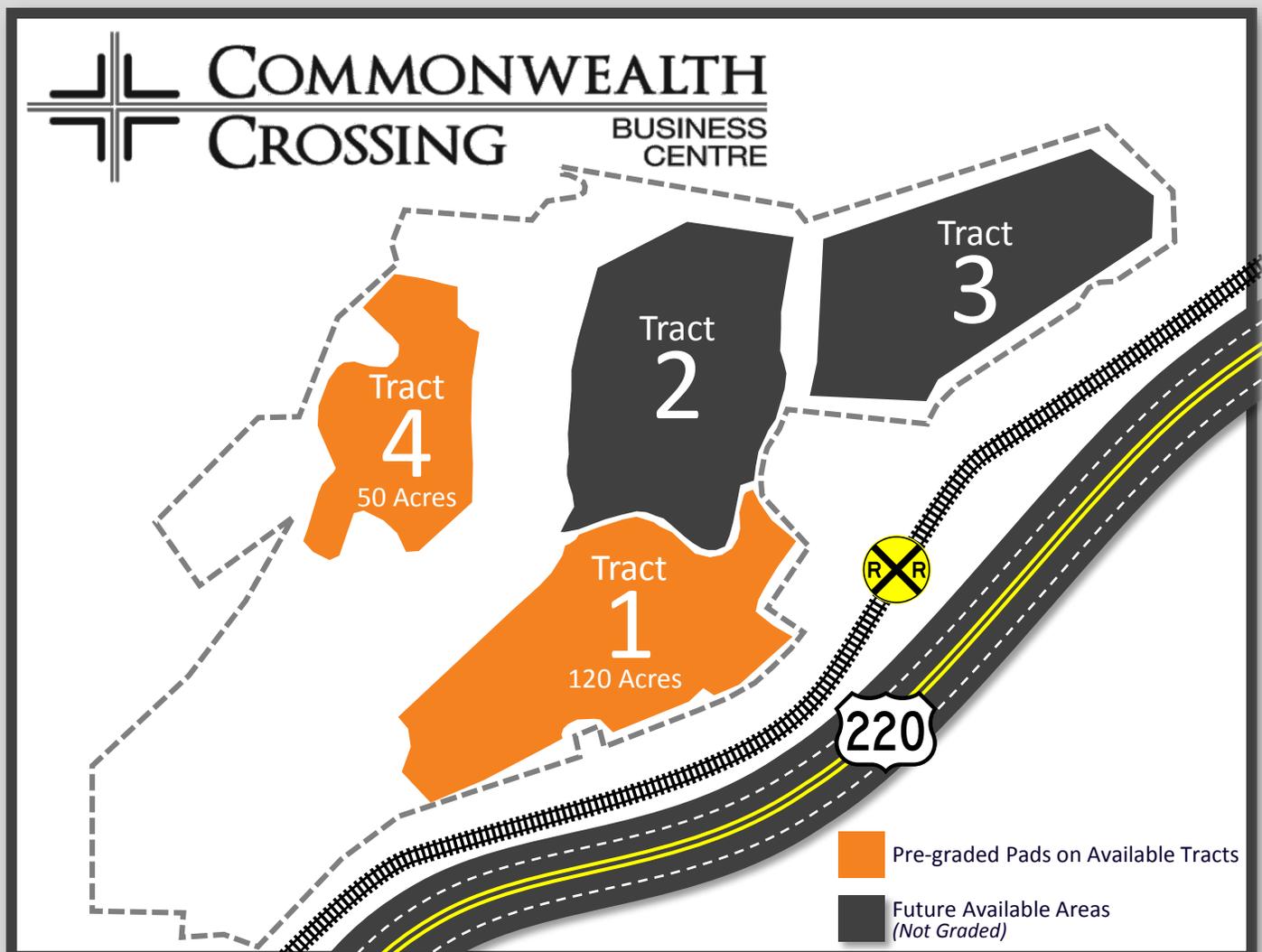
## UTILITIES

<b>Water &amp; Waste Water:</b>	Henry County PSA
<b>Electric:</b>	Appalachian Power
<b>Natural Gas:</b>	SW Virginia Gas
<b>Telecom:</b>	Mid Atlantic Broadband, nTelos, Century Link

- Shovel Ready by January 2016
- Rail Served (Norfolk Southern)
- Full Utilities (Water, Sewer, Electric, Natural Gas, Fiber)
- Municipally Owned

## TRANSPORTATION

To US-220:	¼ mile
To US-58:	6 miles
To Interstate 40:	34 miles
To Interstate 85:	45 miles
To Interstate 77:	66 miles
To Interstate 81:	69 miles
To Blue Ridge Regional Airport	11 miles
To Piedmont Triad Int'l Airport:	33 miles



120 Acre Site



# Commonwealth Crossing Tract 1

**Martinsville**  
HENRY COUNTY VIRGINIA

Growing Your Business is Our Business.™



- 120 Acre Graded Pad
- Rail Served (Norfolk Southern)
- Located near US-220 South, at the Virginia/North Carolina state line
- Only 33 miles to the Greensboro (NC) International Airport and the new FedEx Mid-Atlantic Hub
- Publicly Owned by Henry County
- Shovel Ready by January 2016

# Commonwealth Crossing Tract 1

## SITE SPECIFICATIONS

Pad Acreage:	120 acres
Location:	Henry County
Enterprise Zone:	Yes
Zoning:	I-1 Industrial
Industrial Park:	Yes
Rail Available:	Yes – served by Norfolk Southern

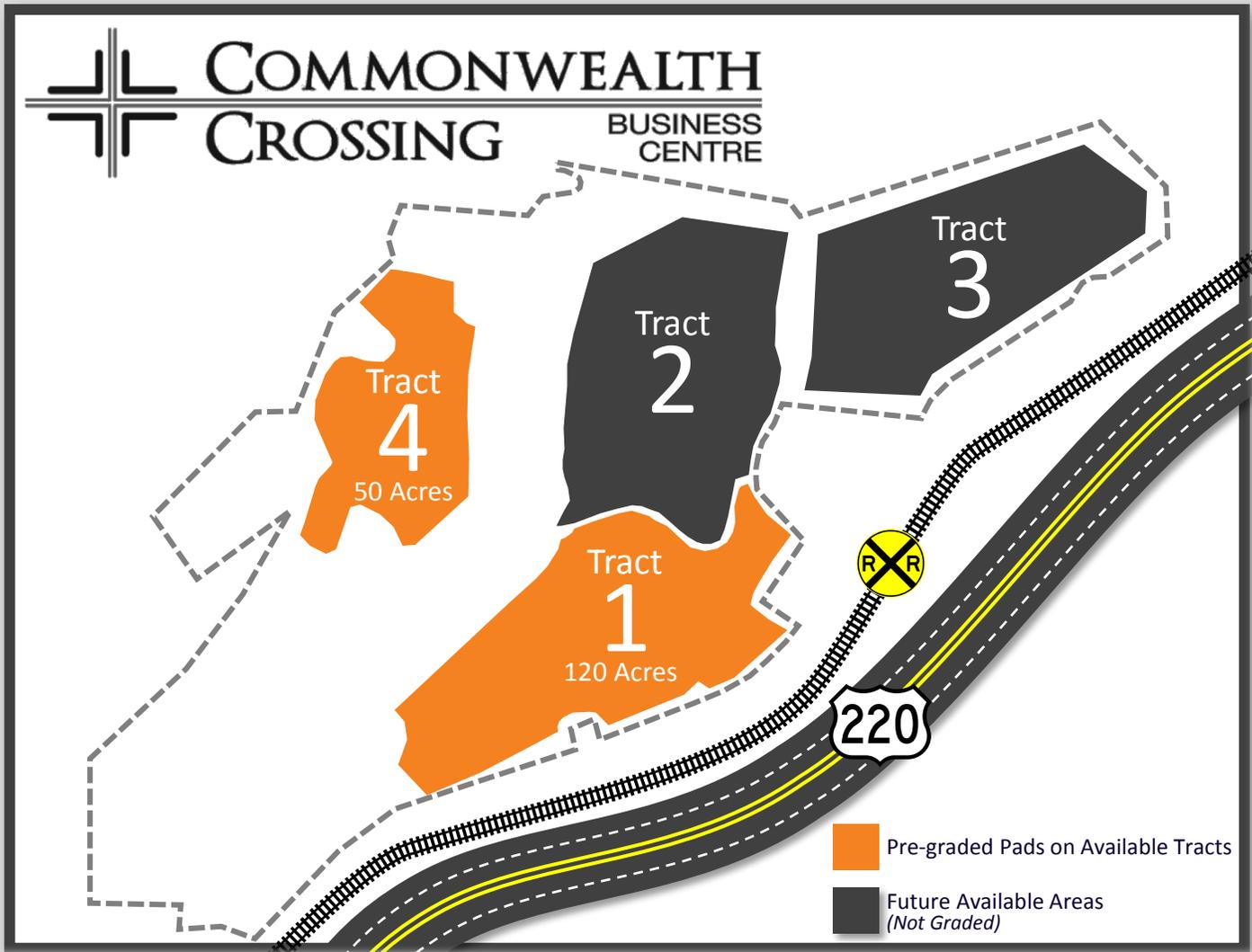
- Shovel Ready by January 2016
- Full Utilities (Water, Sewer, Electric, Natural Gas, Fiber)
- Municipally Owned

## UTILITIES

Water & Waste Water:	Henry County PSA
Electric:	Appalachian Power
Natural Gas:	SW Virginia Gas
Telecom:	Mid Atlantic Broadband

## TRANSPORTATION

To US-220:	¼ mile
To US-58:	6 miles
To Interstate 40:	34 miles
To Interstate 85:	45 miles
To Interstate 77:	66 miles
To Interstate 81:	69 miles
To Blue Ridge Regional Airport	11 miles
To Piedmont Triad Int'l Airport:	33 miles



50 Acre Site

# Commonwealth Crossing Tract 4

**Martinsville**  
HENRY COUNTY VIRGINIA

Growing Your Business is Our Business.™



- 50 Acre Graded Pad
- Located near US-220 South, at the Virginia/North Carolina state line
- There is rail service in the park but it does not extend to this site
- Only 33 miles to the Greensboro (NC) International Airport and the new FedEx Mid-Atlantic Hub
- Publicly Owned by Henry County
- Shovel Ready by January 2016



# Commonwealth Crossing Tract 4

## SITE SPECIFICATIONS

Pad Acreage:	50 acres
Location:	Henry County
Enterprise Zone:	Yes
Zoning:	I-1 Industrial
Industrial Park:	Yes
Rail Available:	The park is rail served, but the spur does not extend to Tract 4

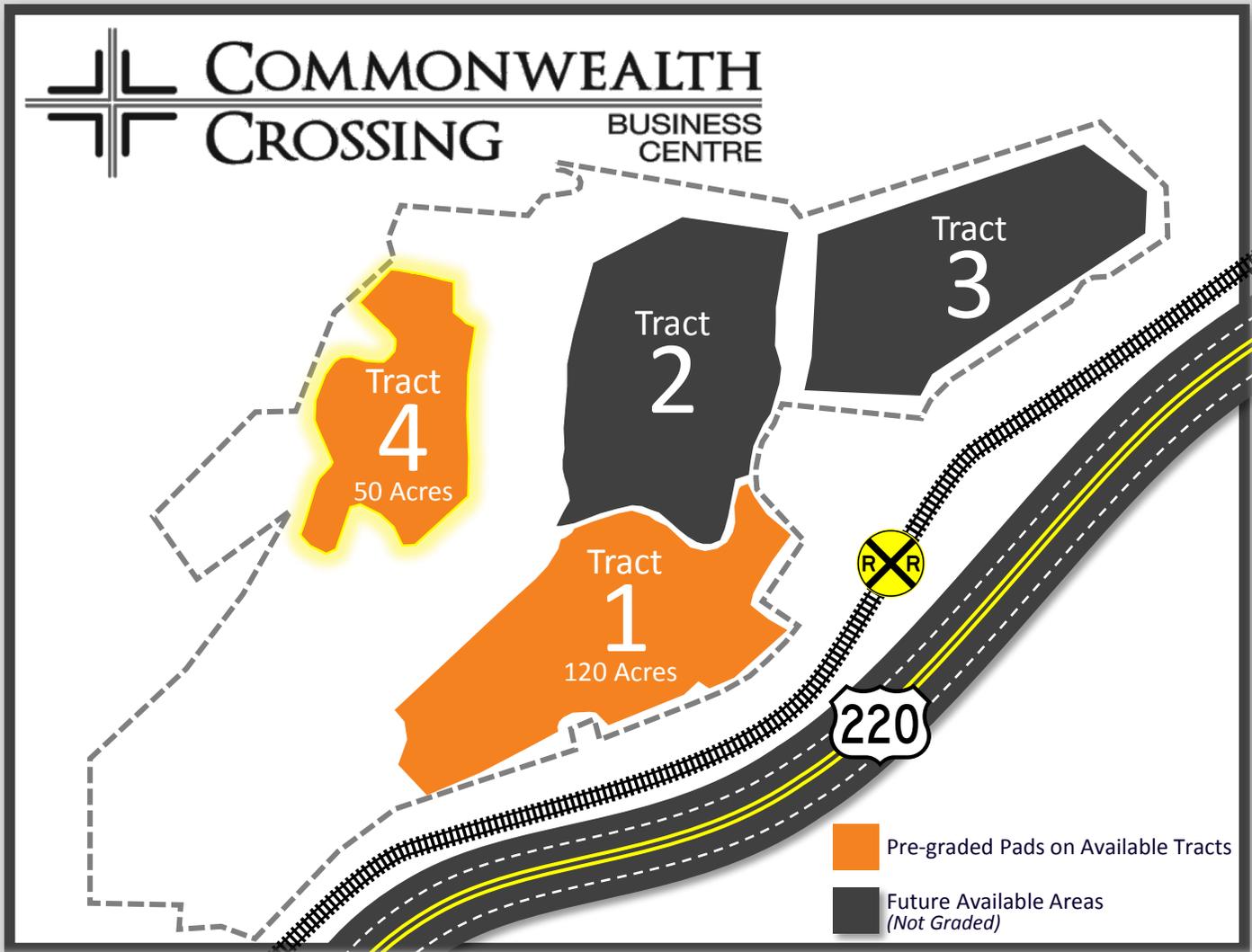
## UTILITIES

Water & Waste Water:	Henry County PSA
Electric:	Appalachian Power
Natural Gas:	SW Virginia Gas
Telecom:	Mid Atlantic Broadband

- Shovel Ready by January 2016
- Full Utilities (Water, Sewer, Electric, Natural Gas, Fiber)
- Municipally Owned

## TRANSPORTATION

To US-220:	¼ mile
To US-58:	6 miles
To Interstate 40:	34 miles
To Interstate 85:	45 miles
To Interstate 77:	66 miles
To Interstate 81:	69 miles
To Blue Ridge Regional Airport	11 miles
To Piedmont Triad Int'l Airport:	33 miles



# GET IN THE ZONE!

DECEMBER  
4<sup>TH</sup>

## Local & State Enterprise Zone “How to Apply” Workshop

Learn about Local and State Enterprise Zone incentives from our area Enterprise Zone Coordinators and listen to guest speakers share their experiences of being ‘in the zone.’

### Local Incentives

- Real Property Improvement Grants
- Machinery & Tools Grants
- Business Furniture & Fixtures Grants
- Permit & Water Connection Fee Waivers
- Technology Zone
- BPOL Fee Rebate
- Partial Exemption from Taxation of Substantially Rehabilitated Real Estate

### State Incentives

- Enterprise Zone Grant Qualification Basics
- Real Property Improvement Grants
- Job Creation Grant Qualification Basics
- Updates in the Program

## LOCAL & STATE ENTERPRISE ZONE “HOW TO APPLY” WORKSHOP

THURSDAY, DECEMBER 4<sup>TH</sup>

9:00AM – 11:30AM

*registration begins at 8:30am*

NEW COLLEGE INSTITUTE BALDWIN BUILDING  
191 FAYETTE STREET  
MARTINSVILLE, VA 24112

REGISTER AT [WWW.YESMARTINSVILLE.COM/EVENTS](http://WWW.YESMARTINSVILLE.COM/EVENTS)

Sponsored by:



For more information, contact Susan McCulloch at 276.403.5156 or Wade Nester at 276.634.2570

**ENTERPRISE**  
**ZONE**

JOB CREATION IN PROGRESS

**Local & State  
Incentives**

**DEC. 4**

**New College Institute**  
**(191 Fayette St.)**

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



JOB CREATION IN PROGRESS

**Local & State  
Incentives**

**DEC. 4**

**New College Institute  
(191 Fayette St.)**

**9-11:30AM**  
(registration at 8:30)

Get details and updates from  
City of Martinsville's  
Susan McCulloch  
and Henry County's  
Wade Nester.

Also, several local businesses  
will share their experiences of  
"being in the zone".

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

# Enterprise Zone Applications, Forms, and Filing Deadlines

The online application submission system for the 2014 Grant Cycle is available at:  
[http://www.dhcd.virginia.gov/CommunityDevelopmentRevitalization/Virginia\\_Enterprise\\_Zones.htm](http://www.dhcd.virginia.gov/CommunityDevelopmentRevitalization/Virginia_Enterprise_Zones.htm)

Below is the Submittal Timeline for the 2014 Commonwealth of Virginia's Enterprise Zone Grants:

## Real Property Investment and Jobs Creation

- April 1, 2015 - Applicant submits application documentation to DHCD  
- For Real Property C.O. shall be dated between January 1st & December 31st, 2012
- May 15, 2015 - DHCD notifies applicant of deficiencies
- June 1, 2015 - Applicant resubmits, if necessary, and deficiencies have been resolved
- June 30, 2015- DHCD notifies applicant of qualification
- July 2015- Virginia Department of Treasury sends Enterprise Zone Grant check to applicant

Below is the Submittal Timeline for the Henry County Enterprise Zone IDA Grants for 2014 Investments:

## Machinery & Tools and/or Office Furniture, Fixtures & Equipment Investment/IDA Grant Forms

- March 16, 2015 - Applicant submits application materials to local zone coordinator
- April 2015 - Local Zone Administrator conducts preliminary review for deficiencies
- May 2015 - Local zone coordinator notifies applicant of deficiencies
- February 2016 - Final review and evaluation for qualification
- April or May 2016 - IDA Disperses Checks to qualifying businesses and industries

## Real Property Investment/IDA Grant Forms

- Form - Must be submitted 60 days prior to start of construction

## Notes:

### Building Permit Fee Waivers and Public Service Authority (PSA) Fee Waivers

- Forms - Must be submitted when application for permits or services are made

### **2014 Information Request Form**

- **January 31, 2015** - Completed form shall be returned to the Local Zone Coordinator

**Failure to submit these forms shall result in forfeiture of Incentives**

# 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

# MARTINSVILLE BULLETIN



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## eBay job fair set to continue today

Story

Print Font Size:

Posted: Friday, September 5, 2014 8:00 pm

Bulletin staff reports

A job fair to fill more than 80 positions at a new eBay Enterprise Martinsville Fulfillment Center will continue today.

It will be held from 9 a.m. to 3 p.m. at Frith Exhibit Hall at Patrick Henry Community College. It began Thursday.

According to a news release from eBay Enterprise, the company is seeking more than 80 warehouse workers, including pickers and packers for the new fulfillment center. Full- and part-time positions are available and include weekend shifts. The company also is offering health care benefits for full-time and part-time positions, the release stated.

Applicants must be 18 years old and must successfully complete background and drug screenings. Previous warehouse experience is helpful but not required.

Also, in partnership with eBay Enterprise, Adecco will attend the job fair in search of seasonal associates for the holiday season.

Print

Posted in Local on Friday, September 5, 2014 8:00 pm.

### SUBMIT YOUR NEWS!



We're always interested in hearing about news in our community. Let us know what's going on!

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▶ Motel death is called homicide

▶ Man found, charged after slaying

▶ Man sustains burns during fire at auto shop

▶ Lewis headed to Laurel Park

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### Fair draws 200 job-seekers

More than 15 employers were represented at a job fair at Patrick Henry Community College on Wednesday. About 75 jobs were available, an official said. The fair drew about 200 people. (Bulletin photos by Paul Collins)



Posted: Thursday, November 20, 2014 7:00 pm

Paul Collins Bulletin Staff Writer

About 200 people attended a job fair Wednesday in which an estimated 75 jobs were available.

That's according to Shelira Morrison, the experiential/job placement coordinator at Patrick Henry Community College (PHCC), where the job fair was held. Morrison organized the event.

Manufacturing, advanced manufacturing, human services, clerical, industrial maintenance and a part-time museum educator were among the types of jobs available, she said.

Roderica Bernard, 35, of Martinsville, said she was applying for customer service and caregiver jobs. Landing a job "would mean more money to support my family," she said. She has five children who range in age from 8 to 18. The oldest, Antiya Wade, is a PHCC student.

Bernard currently works taking care of a relative.

Mark Walters, 48, of Bassett, who is unemployed, said he was applying for jobs as an electrical maintenance technician, forge utility operator and mechanical maintenance technician, all at RTI International Metals.

He has several certifications: as a carpenter, heavy equipment operator, in auto body repair and refinishing, and in culinary arts, he said. His last job was as a carpenter.

Sheila McDonald, 50, of Martinsville, who works part time as a caregiver, said she was seeking a full-time position. She is a certified nurse assistant and also has clerical skills.

Shykemia Dalton, 33, of Martinsville, also said, "I just came to look for a permanent position." Her last job was short-term, assembling boilers for residences and businesses for a manufacturing company. She was applying for jobs in production at RTI and packing, scanning and shipping at eBay Enterprise.

Eastman Chemical Co., Drake Extrusion, RTI, Faneuil, Ameristaff, Adecco, Virginia Museum of Natural History, Monogram Foods, Visiting Angels, Results Stuart, Virginia Mirror, Virginia Glass Products, Axxess Staffing, Georgia Pacific, ICF International, It's About Time, eBay Enterprise and Jackson Hewitt Tax Service were represented and/or had tables at the job fair.

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- › Woods, Rashad Jamar
- › Motel death is called homicide
- › Man found, charged after slaying
- › Man sustains burns during fire at auto shop
- › Lewis headed to Laurel Park

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## Calendar

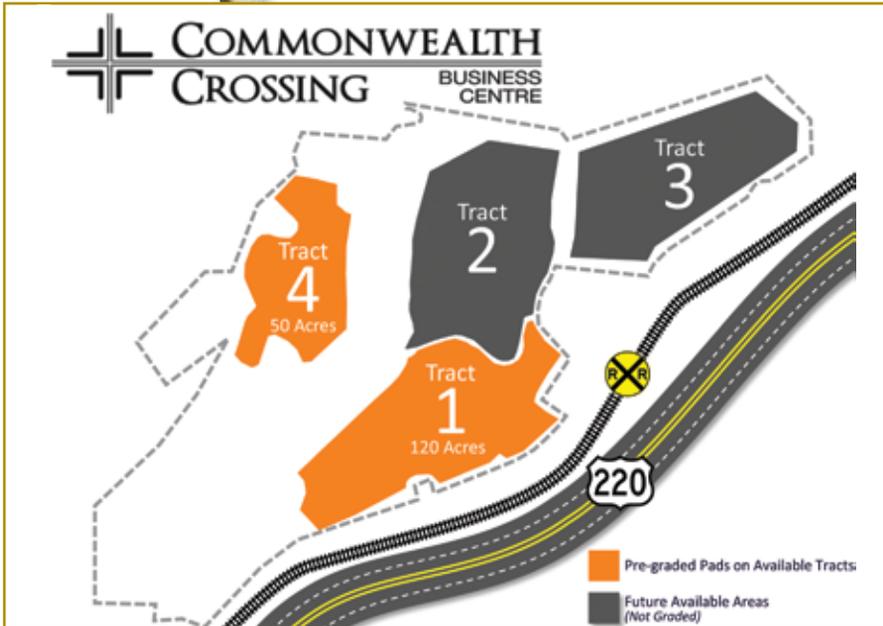
July 2015						
Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18

# Martinsville-Henry County

## VIRGINIA



Leading aerospace suppliers make Martinsville-Henry County home



"On my initial visit to Martinsville-Henry County, I was pleasantly surprised by the manner in which business was conducted. From the existing industry we met, the educational and training programs, and the responsiveness of the local officials, we knew this was a community that supports advanced manufacturing and a community in which we would be welcomed."

—Ray Kilgour  
Chief Executive Officer

World-class aviation and aerospace suppliers make Martinsville-Henry County, Va., their home because of the compelling opportunity for productivity, growth and long-term profitability. The county offers a prime location with direct access to major aircraft assembly plants and Tier 1 suppliers, along with an invitation to partner with advanced research and innovation programs for materials and manufacturing systems.

Specialized skills programs are perfectly articulated to the training needs of the aviation and aerospace industry. The area's highly affordable cost of

doing business helps drive consistent bottom-line results. In addition, there are exceptional development sites that are ready to accommodate a facility.

Kilgour Industries, headquartered in Lancashire, UK, specializes in computerized numerical control machining, wet chemical surface treatments and sub-assemblies of aerospace components. Several factors made Martinsville the right fit for Kilgour Industries, including the geographic proximity to burgeoning aerospace firms in North and South Carolina, Washington D.C., and much of the East Coast. In addition, the hardworking employees and a low cost of doing business were key motivating factors.

RTI International Metals, headquartered in Pittsburgh, Penn., forges titanium for commercial aerospace and defense. Serving Airbus and Boeing from Martinsville, RTI produces quality titanium to meet stringent supplier certification for Airbus. This product is utilized in Airbus passenger jets. The forging, grinding and hot-rolling process is world-class. At full capacity, RTI's forging facility can produce up to 14 million pounds of product annually.

### KEY ASSET:

New College Institute



The \$15 million 52,000-square-foot educational New College Institute offers leading-edge equipment in a high-bay manufacturing training environment. Equipment includes CNC 5-Axis Milling Machine, tension testing machine, and many other measuring and cutting machines.

Lisa Lyle

Martinsville-Henry County Economic Development Corporation

Mobile: 276-226-6995

Office: 276-403-5942

LLyle@yesmartinsville.com

www.YesMartinsville.com

# SOUTHERN BUSINESS & DEVELOPMENT

Economic Development in the World's Fourth Largest Economy

## The light at the end of the tunnel



For the first time in 15 years,  
full employment in the South  
is in sight.

Can we get there?

## Ten Comeback Kids

i

t's utterly American to love a comeback story. Defeating the odds and turning the ship around is always an encouraging read. When it comes to economic turnarounds in recent years, these ten Southern communities top our list and are worth a closer look.

### Alamance County, North Carolina

The local economy in Alamance County was once dominated by textile manufacturing but, in recent years, it has changed to include warehousing and distribution, metal and plastics manufacturing, and medical testing. In addition, population growth in the county has increased employment growth in the local healthcare, government, education and retail sectors.

Since 2012, new and expanding industries have announced more than 1,200 new jobs and over \$250 million in capital investments in Alamance County. These include: Walmart perishable goods distribution center, Sheetz production kitchen and distribution center and CAMBRO injection molding and distribution center.

Alamance County, situated in north-central North Carolina on the booming I-85/I-40 corridor between Charlotte and Raleigh, has become home to a number of national and international company headquarters and manufacturing operations.

### Catawba County, North Carolina

Catawba County is in the midst of a community-wide transformation. Community leaders created an actionable plan to revitalize their county by way of a program they've labeled "Innovate Catawba."

It has resulted in an economic and aesthetic renewal that has changed the face of the area. Recently, four Innovate Catawba redevelopment projects have generated \$31 million in new tax base and more than 500 jobs locally. Innovate Catawba has undertaken to change former mill buildings into offices, restaurants and entertainment spaces — demolishing obsolete structures.

Innovate Catawba is also investing in the future workforce there by working with Catawba Valley Community Col-

lege to increase skills, foster entrepreneurship and prepare students with the skills they'll need in the marketplace.

### Conway, Arkansas

"Don't call it a comeback. I've been here for years." (Mama Said Knock You Out, LL Cool J)

The economic development leadership in Conway was equal parts honored and confused when told they were on this list. They don't consider themselves "comeback kids" at all. In fact, since 2000, they have experienced some of the nation's fastest job and population growth. That doesn't seem to be slowing, either, with an expected \$400 million in commercial construction spread across the retail, health care and higher education sectors during the next three years.

Conway is home to nationally-recognized tech companies like Acxiom and Hewlett-Packard, as well as three colleges and a diverse manufacturing base that continues to grow.

### Dalton/Whitfield County, Georgia

Long known as the carpeting capital of the world, Dalton has emerged from the recession as a diverse and viable economy. In recent years, local leaders have invested in improved infrastructure, workforce training and education, manufacturing refinements and logistics.

Dalton was named the 2014 Small Market of the Year by Southern Business & Development for three significant corporate announcements (Engineered Floors, Mohawk Industries and Shaw Industries), which brought more than 2,500 new jobs and nearly \$600 million in investment to the community.

With a workforce of more than 1.3 million people within a 60-mile radius, Dalton has grown to include automotive



Catawba County, N.C., has developed a beautiful new site called Park 1764. Pictured are (l to r) Scott Millar and Julie Pruett of the Catawba County EDC with SB&D's Matthew Randle.

production, plastics and chemicals in recent years. It is the third largest manufacturing community per capita in Georgia. It is within a day's drive of half of the U.S. population, and proximity to both Chattanooga and Atlanta is a huge benefit.

### Jackson County, Mississippi

Jackson County has been the beneficiary of a number of corporate expansions over the past five years. \$2.8 billion in corporate investment in the county has resulted in nearly 4,000 new jobs and about \$231 million in salaries there. It is a sure sign that companies like BP, Northrop Grumman, Rolls-Royce and Ingalls Shipbuilding see Jackson County as a viable option for their operations.

The Port of Pascagoula itself supports nearly 40,000 jobs, about half of which are in Jackson County. Consistently ranking in the national top 20, it moves more than 38 million tons of cargo a year, employing 19,000 people.

Long a manufacturing center, Jackson County has branched into petrochemical, marine science and the energy sector in recent years, successfully recruiting and sustaining corporate presence in a growing number of fields.

### Martinsville/Henry County, Virginia

The local economy in Martinsville has undergone a transformation in the last decade. A community whose economy was once built primarily on the furniture and textile manufacturing industries, Martinsville has branched into plastics, logistics and distribution.

Last year, Kilgour Industries announced it was investing \$27.3 million in its first U.S. operation — located in Henry County. The U.K.-based supplier of aircraft airframe and engine machined products is creating 155 new jobs in the county. It was what Governor McAuliffe called a “tremendous win” for a “region that is continuing to rebound economically.”

Martinsville has added several international companies in the past several years, continuing to move its economy from traditional manufacturing to global enterprise.

### Melbourne/Brevard County, Florida

In December, the Orion spacecraft took off on its maiden orbital test flight — headed to Mars. It was the culmination of years of work that started well before the 2006 announcement that Lockheed Martin had selected Florida’s Space Coast as the site for final assembly and check-out of Orion.

Landing the Orion program created a substantial boom for the area — providing hundreds of new jobs and millions of dollars in economic impact. It was, in some ways, the launching pad for economic growth to this area.

With an infrastructure that includes the world’s only “quadramodal” transportation network (land, air, sea, space), and a workforce that offers 48 engineers per 1,000 workers, the Space Coast continues to expand its international presence with significant local investment from companies like Boeing, Bertram Yacht and General Electric.

### Rocky Mount, North Carolina

Not just a tourist destination anymore, Rocky Mount has become a community of small businesses. While tourism continues to bring in \$195 million annually, this area has created a diverse set of employers, with facilities and manufacturers in the aerospace, elevator,

food service and hospital products industries. As a matter of fact, 93 percent of the local economy comes from small business.

In addition, the area provides first-rate accessibility, with a regional rail hub, and the juncture of two major highways (I-95 and US Hwy 64). Rocky Mount has become known as “Gateway to the Eastern Seaboard.”

Tampa/  
St. Petersburg/  
Clearwater, Florida

GE has had a presence in Clearwater for nearly 40 years. In July, the company announced it was expanding operations there by investing \$50 million in a new 190,000-square-foot manufacturing Center of Excellence.

CONTINUED



### Park 1764

- 180-acre **Class A business park** with nature trails
- 2 miles to I-40; 30 miles to I-85
- 45 minutes to Charlotte International Airport

### Claremont Spec Building

- 51,200 sf **spec building** expandable to 128,000 sf
- 2 miles to I-40; 36 miles to I-85
- 45 minutes to Charlotte International Airport



### ncDataCampus

- 70-acre **data center park** with redundant power, fiber & water
- Less than 1 mile to I-40; 35 miles to I-85
- 45 minutes to Charlotte International Airport

### Newton Corporate Center

- 110-acre **certified site** with all utilities
- 1 mile to 4-lane US 321; 28 miles to I-85
- 45 minutes to Charlotte International Airport



**CATAWBA EDC**  
CATAWBA COUNTY ECONOMIC DEVELOPMENT CORPORATION

1960-B 13th Avenue Drive SE  
Hickory, North Carolina 28601  
www.catawbaedc.org • (828) 267-1564



# Ten rail, air or interstate frontage sites in the South perfect for any large manufacturer

## Commonwealth Crossing Industrial Park Martinsville, Virginia

Commonwealth Crossing Business Center (CCBC) is a publicly owned (Henry County) development offering prime sites in a 726-acre rail-served industrial park on the Virginia/North Carolina border. CCBC is located on US 220, only 33 miles north of the Greensboro, N.C. International Airport (PTI).

Two tracts are currently under development: Tract 1 (120-acre pad) and Tract 4 (50-acre pad). Water and sewer are provided by Henry County; electric by AEP; gas by Southwestern Virginia Gas; and high speed, diverse route fiber by Mid-Atlantic Broadband. CCBC was "shovel ready" January 2015.

## England Airpark Alexandria, Louisiana

Located in the center of the state, England Airpark, a 3,000-acre, award-winning, master planned community, offers outstanding business location options. With over \$200 million in airfield improvements, and building upon its transportation strengths as a former military facility, England Airpark's Alexandria International Airport features 747 capable runways, 24-hour tower, full navigation aids, Index D ARFF, major refueling and 24-hour FBO, and Foreign Trade Zone #261. England Airpark also hosts on-site rail, access to I-49 and the inland Port of Alexandria.

England Airpark's certified Greenfield sites offer industrial development choices. Two sites, West 1 (700 acres) and East 1 (40 acres), are certified by the State of Louisiana, Cleco and McCallum Sweeney. Two additional certified sites are planned for 2015. Existing buildings are available on campus.

On-site housing, recreation, ample utilities, great quality of life and motivated workforce lands England Airpark firmly in SBD's Top Ten for 2015.

## Frank C. Pidgeon Industrial Park Memphis, Tennessee

The Frank C. Pidgeon Industrial Park is designed with efficient ac-

cess to every major market in North America. The park's location in the center of America's distribution system is equally efficient for the export of goods to major ports of the world. Located on the banks of the Mississippi River, Pidgeon Industrial Park is characterized by prime industrial land with access to all modes of transportation: five Class I railroads, a new still water harbor, minutes from I-55 and I-40, and Memphis International Airport (home to FedEx World Hub and a major UPS air-ground sorting facility). Memphis is located in the heart of the eastern U.S. and is closer by truck to more major metro areas than any other city in the country.

Pidgeon Industrial Park also has access to robust, in-place utilities. The park's assortment of lot sizes and easily expandable, flat sites make this standalone industrial park one of the best in the Mid-South.

## I-26 Megasite Newberry County, South Carolina

Since December of 2011, the County of Newberry has been working to establish a "megasite" for industrial development. Newberry County's "I-26 Mega Site" is bounded by Old Whitmire Highway, SC Highway 76, and Interstate-26. The 2,000-acre site has ample rail access from its interior and is convenient to the I-26 interchange at SC Highway 121.

"Our location on I-26 is a huge benefit to this site," Newberry County Economic Development Director Teresa Powers said. "We are adjacent to both the Columbia [metropolitan statistical area] and the Greenville MSA. We are not technically included in either one, but we are adjacent to both. That allows us the proximity to both of those larger cities. From a workforce standpoint, it's a definite benefit to the site. We can pull people out of the Columbia area and out of the Greenville area to help provide the labor.

"The property has been tested," Powers continued. "It's had a cultural



Commonwealth Crossing Business Center in Martinsville, Va.



England Airpark in Alexandria, La.



Mississippi County River Site in Arkansas



I-26 Megasite in Newberry County, S.C.



Punta Gorda Interstate Airport Park in Port Charlotte, Fla.

## Ten Economic Development Programs in the South worth a look

### The Greater Memphis Alliance for a Competitive Workforce

The Memphis region has taken an all-in approach to workforce development with the formation of the Greater Memphis Alliance for a Competitive Workforce (GMACW). The initiative — which is the “lead initiative” of the Memphis & Shelby County Regional Economic Development Plan — is already underway, with major private sector funding commitments. The program caught our eye immediately after the news broke that Dr. Glen Fenter was named CEO of GMACW. Fenter is a nationally recognized workforce development professional who was the president of Mid-South Community College for 22 years. Among other tasks, GMACW will create a pipeline of skilled workers that will match employer needs in the Memphis region.

### TVA's Valley Sustainable Communities Program

The Valley Sustainable Communities Program is one of TVA's community preparedness offerings. It assists communities in identifying and cataloging their sustainable assets and increasing their sustainability commitments. The economic development focus is to increase the community's competitiveness when companies are looking to invest in new or expanded locations in the Valley. Sustainable economic development balances the need for economic growth with environmental and societal accountability. It ultimately offers benefits across a triple bottom line to ensure a healthy environment, a thriving community and economic prosperity. There are three levels of qualification for communities. These levels are based on the individual community's sustainable efforts and their sustainable team's meeting qualification components in the areas of preparation, economic, environmental and societal.

### Georgia's High Demand Career Initiative

Here is another new workforce program in the South that looks promising. Georgia's High Demand Career Initiative (HDCI) is a product created by Gov. Nathan Deal. The initiative allows higher education officials in the state — the University System of Georgia and the Technical College System of Georgia — to hear directly from the private sector about what specific needs they have from a workforce perspective. Those include degrees and majors, as well as certificates and skill sets. There were 13 HDCI meetings held with Georgia business leaders last year, enabling educators to understand workforce assets in the state, as well as the shortcomings from the employer's perspective. The initiative is not a one-year event. It is designed to be a sustained effort



The newly formed Center for Advanced Film Manufacturing (CAFM), a partnership of industry, education and economic development, is preparing Eastman's next generation of employees

to create a partnership of communication between workforce education and the private sector in Georgia.

### Come Home, Louisiana

Louisiana Economic Development created the “Come Home Louisiana” initiative and ad campaign to encourage Louisiana natives currently living outside the state to explore job opportunities in the state. On the Come Home Louisiana website are several videos of residents who left the state, but later returned as a result of employment opportunities. The site encourages residents to share the videos over social media using #ComeHomeLa, and an e-postcard campaign for current residents has been developed to inspire friends and family to return to Louisiana. The site essentially gives residents all of the tools needed to promote Louisiana to those living outside the state. One postcard reads, “Louisiana, wish you were here,” with “were” crossed out and the word “lived” inserted above it.

### NASA and Space Coast EDC's technology alliance

In January, NASA and the Brevard County, Fla.-based Space Coast EDC announced a new strategic alliance designed to bring cutting-edge technology, resources and expertise to solve manufacturing and technology challenges across a wide spectrum of industries. From aerospace to the most basic manufacturing operations, the alliance will provide ap-

plied technology solutions to accelerate regional economic growth on the Space Coast. The initiative is part of NASA's national pilot program for Regional Economic Development and seeks to provide small and medium-sized manufacturers and technology-based companies with access to NASA's subject-matter experts, advanced technologies, and capabilities drawing on NASA resources both at the Kennedy Space Center and across the nation. The beneficiaries of the initiative are the hundreds of manufacturing and technology companies in Brevard County that have specific technical challenges.

### KY FAME

The Kentucky Federation of Advanced Manufacturing Education (KY FAME) was created because Toyota realized the need to start replacing large numbers of retirees from its Georgetown, Ky., plant. So, together with Bluegrass Community and Technical College, they created a pipeline of skilled young people to fill the void. The program has been so successful that it has grown into what is now called the Advanced Manufacturing Technician program (AMT), including several additional manufacturers in the region. Students take most of their classes in a 12,000-square-foot classroom facility built by Toyota, called the Advanced Manufacturing Center. It emulates a modern manufacturing facility, and gives students practical opportunities to learn the skills they need to be successful. Students who enter the AMT program are sponsored by a member company. They attend classes two full days a week, and work for pay the other three days at their sponsoring company. School days are full eight-hour shifts, emulating the work day, and students complete the program in five semesters. When they graduate, students have earned an associate's degree in Applied Science, 70 to 80 college credit hours and two year's work experience. In addition to classes that build technical skills, AMT students take general education classes like math, humanities and public speaking. Fees for the program are paid while students are employed, so they end up owing no college debt when they leave.

### Tennessee Promise

Before President Obama pitched tu-



Dr. Glen Fenter was named CEO of the Greater Memphis Alliance for a Competitive Workforce.

tion-free community college for Americans, Tennessee Gov. Bill Haslam had already created the Tennessee Promise. Beginning with the class of 2015, students in Tennessee can apply for the Tennessee Promise scholarship, which will provide two years tuition-free education at a community college or technical school in the state. Tennessee Promise is both a scholarship and mentoring program. It will provide students a last-dollar scholarship, meaning the scholarship will cover tuition and fees not covered by the Pell grant, the HOPE scholarship or TSAA funds. Students may use the scholarship at any of the state's 13 community colleges, 27 colleges of applied technology, or other eligible institution offering an associate's degree program. While removing the financial burden is key, a critical component of Tennessee Promise is the individual guidance each participant will receive from a mentor who will assist the student as he or she navigates the college admissions process. In addition, Tennessee Promise participants must complete eight hours of community service per term enrolled, as well as maintain satisfactory academic progress (2.0 GPA) at their institution.

### Accelerate Alabama

Designed by over 1,200 stakeholders, Accelerate Alabama is the economic development strategic plan for the state that was rolled out in 2012. The plan includes a competitive assessment of the state, targeted business sectors, strategic recommendations and project delivery. Accelerate Alabama identified 11 business sectors for the state to focus on, as well as recommendations or accelerators and related tactics, centering on three economic drivers: recruitment, retention and renewal. During the forma-

tion of the plan, there were nearly 500 meeting participants, 721 online surveys, 311 company surveys, 181 surveys of economic developers in the state, and 38 legislator surveys completed. University chancellors and the Alabama Community College System also provided input.

### The Center for Advanced Film Manufacturing

The Center for Advanced Film Manufacturing in Martinsville, Va., is an innovative collaboration between higher education, economic development and one of the world's leading producers of performance-coated film, Eastman Chemical Company. The Advanced Film Certification Program was created to train future employees for advanced film manufacturing and related advanced manufacturing industries in the Martinsville and Henry County area. Through a 28-credit program, students will focus on applied math, mechatronics, industrial safety, problem solving, and customized performance window film classes. Students benefit from hands-on training with state-of-the-art equipment and summer internships.

### Virginia Leaders in Export Trade

Exports from Southern states are setting records, and Virginia has a unique program assisting Commonwealth employers in selling their products abroad. Called the Virginia Leaders in Export Trade (VALET), this award-winning program assists companies throughout Virginia in expanding their international business. VALET offers a powerful combination of capital resources provided by the state along with professional services from expert, private-sector partners. Each year, up to 25 qualifying companies ramp up their global marketing efforts through this program. Companies graduate from the comprehensive, two-year business acceleration program with greater focus on the potential of export trade profits. On average, companies experience a 54 percent increase in international sales during and immediately following the program. Created in 2002, the VALET program now has 172 graduates. ■

# MARTINSVILLE

## HENRY COUNTY VIRGINIA

### ECONOMIC DEVELOPMENT

#### CULTIVATING ECONOMIC DEVELOPMENT THROUGH:

**TOURISM**

**TRADITIONAL ECONOMIC DEVELOPMENT**

**SMALL, MINORITY, and ENTREPRENEURIAL BUSINESS**

**\$64 million**

The annual amount of tourism expenditures in Martinsville-Henry County

**728**

Number of full time jobs directly supported by the tourism industry in Martinsville-Henry County

**830,000**

Number of visitors who travel to Martinsville-Henry County each year

**13**

Number of foreign countries registered at the Martinsville-Henry County Visitor Center last year



KILGOUR INDUSTRIES

**155**

New jobs announced recently by Kilgour Industries, a UK based aerospace company which will open up their first US location in the Patriot Centre Industrial Park

**\$12,000**

The total amount of Marketing Co-op grants awarded to 20 small businesses last year

**304**

Total number of attendees at the 12 small business workshops held by the EDC last year

**22**

Number of small business clients receiving government certifications last year

**\$40 million**

Amount of new capital investment announced by Eastman Chemical in September 2013

**97,000 square feet**

Size of the new shell building currently under construction in the Patriot Centre Industrial Park; the building will be expandable to 160,000 square feet



SMITH RIVER SPORTS COMPLEX



UPTOWN SWEETS

## **HENRY COUNTY AND MARTINSVILLE (2001) VIRGINIA ENTERPRISE ZONES 54**

### **Zone 54 (2001)**

The second of two Henry County/Martinsville joint enterprise zones encompasses a total of 3455.68 acres. Within Henry County there are two noncontiguous areas of 2,934.02 acres. A large portion is located in the Southwestern part of the County which borders a portion of the Norfolk Southern railroad, and the other area encompasses a large commercial and retail district near the middle of the County and contains a 1206 acre tract for future development. The city's zone area includes 521.66 acres of vacant industrial properties, commercial & retail areas, and several under-utilized industrial buildings. The city and county are developing a regional industrial park in the Southwestern area of the County's portion of the zone near the Virginia North Carolina border.

### **Jointly Offered Local Incentives – Zone 54**

#### **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 qualified projects.

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

Waiver of building permit fees for qualified zone businesses.

#### **PSA WAIVER OF WATER AND SEWER CONNECTION FEES**

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 54**

#### **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

# Enterprise Zone 54 as of June 2012

