

CONTACT

INFORMATION

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US State Name: VIRGINIA

State Abbreviation: VA

State Economic Development Web Address:
<http://www.vedp.org>

State Economic Development Email Address:
<http://info@vedp.org>

State Economic Development Phone Number:
804-545-5600

Additional Relevant Links for Relocating Companies:

Virginia Department of Taxation:
<http://www.tax.virginia.gov>

Virginia State Corporation Commission:
<http://www.scc.virginia.gov>

Virginia Workers' Compensation Commission:
<http://www.vwc.state.va.us>

Virginia Department of Labor and Industry:
<http://www.doli.virginia.gov>

Virginia Employment Commission:
<http://www.vec.virginia.gov>

Virginia Community College System: <http://www.vccs.edu>



VIRGINIA

State Economic Survey and Incentive Comparison

INCOME AND OUTPUT

This section highlights the state's productivity and income to provide an understanding of the amount of business conducted and the rate of growth for businesses and individuals.

Gross Domestic Product, in millions: [\\$479,809 \(Current dollars, 2015\)](#)

Gross Domestic Product % Growth: [0.9% \(Chained 2009 dollars, 2015\)](#)

Per Capita Personal Income (*GDP/Population) *This is often used as a standard of living measurement:* [\\$52,136 \(2015\)](#)

Per Capita Personal Income % Change: [14.8% \(2010-2015\)](#)

WORKFORCE

This section gives manufacturers an idea of the industry's environment in the state, including the makeup of the available workforce, the labor requirements, and recent trends.

Total Population: [8,382,992 \(2015\)](#)

Total Civilian Labor Force: [4,240,470 \(2015\)](#)

Total Number of Persons Employed: [4,051,908 \(2015\)](#)

Total Number of Persons Unemployed: [188,562 \(2015\)](#)

Unemployment Rate %: [4.4% \(2015\)](#)

Manufacturing Employment: [233,100 \(2015\)](#)

Professional and Business Services Employment: [697,700 \(2015\)](#)

State Right-to-Work Law Y/N: [Yes](#)

Large Factory Openings during Previous year:

Company Name	Date Announced	Location	Business	New Jobs	Investment (millions)
Niagara Bottling LLC	8/16/2016	Chesterfield County	Water bottling and plastic bottle manufacturing	76	\$95.44
Deschutes Brewery	3/22/2016	Roanoke City	Craft brewery	108	\$85.00
Eldor Corporation S.p.A*	3/15/2016	Botetourt County	Ignition coil and other automotive component manufacturing	350	\$75.20
Polykon Manufacturing LLC*	2/10/2016	Henrico County	Chemical manufacturing for the cosmetics and pharmaceutical industries	54	\$56.41
Ballast Point Brewing and Spirits	5/24/2016	Botetourt County	Beer production, distribution and hospitality	178	\$47.80
Branch Botanicals	5/11/2016	Wythe County	HQ; Manufacturer of natural flavorings for food and cosmetics	40	\$21.93
SANJO Corte Fino	7/6/2016	Virginia Beach	Produces components with fineblanking and heat treatment processes, and performs final machining.	85	\$17.50
ABC Imaging	1/28/2016	Fairfax County	Imaging and print solutions	232	\$11.50
Kyocera SGS Precision Tool*	9/8/2016	Danville	High performance end mill, drill, stainless steel medical tool, and coating manufacturer	35	\$9.50
StarSprings*	1/13/2016	Henry County	Manufacturer of mattress units	68	\$3.69

Large Factory Closures during Previous year:

Company Name	Date Announced	Location	Business	Employment
Kennametal Inc.	5/26/2016	Smyth County	Manufacturer of carbide-tipped cutting tools	89
Virginia Forge Company	6/10/2016	Botetourt County	Steel forgings for automotive industry	70
Sandvik*	8/2/2016	Bristol	Manufactures mineral ground tool products for mining and construction	49
Nordson Xaloy	9/16/2016	Pulaski County	Manufactures syringe barrels for plastics industry	146
HDT Global	9/26/2016	Buena Vista	Manufacturer of military tents	74
Timken	3/17/2016	Campbell County	Manufacturer of ball bearings, transmissions, gear boxes, and belts	124
Innovative Building Systems	5/9/2016	Franklin County	Manufacturer of modular homes	219
Midwesco Filter Resources, Inc.	5/5/2016	Winchester	Designs and manufactures industrial air filtration systems	147

EDUCATION

This section provides further insight into the potential workforce education levels, advanced areas of education, and partnerships between higher education and industry for insight into quality of labor force and growth sustainability.

% High School Diploma or More: [88.9% \(2015\)](#)

% Bachelor's Degree or Higher: [37.0% \(2015\)](#)

Enrollment in Higher Education Institutions: [598,824 \(Fall 2015\)](#)

Science and Engineering Graduate Students: [21,827 \(Fall 2015\)](#)

List of High school, College, or University Manufacturing Partnership Programs *These are partnerships with manufacturers to help train future employees in certain skills:*

[Governor's STEM Academy at Christiansburg High School - http://www.doe.virginia.gov](http://www.doe.virginia.gov)

[Governor's STEM Academy at Harrisonburg High School – http://www.doe.virginia.gov](http://www.doe.virginia.gov)

[Pulaski County Public Schools Governor's STEM Academy – http://www.doe.virginia.gov](http://www.doe.virginia.gov)

[Commonwealth Center for Advanced Manufacturing – http://www.ccam-va.com](http://www.ccam-va.com)

[Southern VA Higher Education Center Manufacturing Skills Institute - http://www.manufacturingskillsinstitute.org](http://www.manufacturingskillsinstitute.org)

[The Institute for Advance Learning and Research – http://iair.org](http://iair.org)

[Southern Virginia Center of Manufacturing Excellence](http://sovacme.org/) - <http://sovacme.org/>

[Center for Advanced Film Manufacturing](http://advancedfilm.org/) - <http://advancedfilm.org/>

[Virginia Workforce Development](http://www.vccs.edu/workforce/) - <http://www.vccs.edu/workforce/>

List of Additional Manufacturing Training Programs:

List of Future Planned Manufacturing Training Programs *If known please include expected implementation date:*

[Southwest Virginia Advanced Manufacturing Center of Excellence](http://www.svamcoe.org/) - <http://www.svamcoe.org/>

COST OF DOING BUSINESS

This section highlights the costs associated with doing business in the state including taxes, wages, insurance, and energy expenses.

State Corporate Income Tax %: [6.0 percent](#)

State Individual Income Tax %: [The individual income tax rate is two percent on the first \\$3,000 of Virginia taxable income, three percent on the next \\$2,000, five percent on the next \\$12,000 and 5.75 percent on amounts over \\$17,000.](#)

State Level Sales Tax %: [The state level sales tax is 4.3 percent except in the Hampton Roads and Northern Virginia Regions where the tax is 5 percent.](#)

State Use Tax: [The combined state and local sales and use tax rate is 5.3 percent \(4.3 percent state and 1.0 percent local\) except in the Hampton Roads and Northern Virginia Regions where the tax is 6.0 percent \(5.0 percent state and 1.0 percent local\).](#)

Unemployment Insurance Tax % (estimate): [0.32 percent of total wages \(2016\)](#)

Additional Relevant Taxes: [Other relevant taxes include: Machinery and Tools Tax, Real Estate Tax, Utility Tax, Tangible Personal Property Tax, and Business, Professional, and Occupational License Tax \(BPOL\)](#)

Workers' Compensation Employer Insurance Costs per \$100 of Payroll: [\\$0.77 \(2014\)](#)

Average Industrial Electric Rate: [6.56/kWh \(Winter 2016\)](#)

Average Price of Natural Gas Delivered to Industrial Consumers: [5.02/Mcf \(2015\)](#)

Average Hourly Earnings of Production Workers in Manufacturing: [\\$19.97 \(2015\)](#)

Minimum Wage (current): [\\$7.25](#)

Pending Legislation Regarding Minimum Wage: [Yes](#)

If you answered YES to the above question, what is the proposed minimum wage?:

[Proposes increasing the minimum wage to \\$8.00 per hour effective July 1, 2017, to \\$9.00 per hour effective July 1, 2018, to \\$10.10 per hours effective July 1, 2019, and to \\$11.25 per hours effective July 1, 2020.](#)

If you answered YES to the above question, what is the legislative bill number?:

[SB 785 referred to Committee on Commerce and Labor](#)

ENTREPRENEURSHIP AND INNOVATION

This section underscores the successes of the state in terms of business innovation through awards, venture capital, and intellectual property attainment.

Total Small Business Innovation Research (SBIR) Awards *Found at:* https://www.sbir.gov/reports/state-summary?year=2016&program_tid=105791: 1,841 (2010-2015)

Total Small Business Technology Transfer (STTR) Awards *Found at:* https://www.sbir.gov/reports/state-summary?year=2016&program_tid=105792: 272 (2010-2015)

Venture Capital Deals, in millions: \$2,791.54 (2010-2015)

% of State with Internet Accessibility: 84.4% broadband coverage and 94.4% with wireline service

Newly Registered Businesses: over 16,000 (2015)

Newly Registered Patents: 2,222 (2015)

FOREIGN DIRECT INVESTMENT

This section provides insight into the amount of current investment overseas and the potential state market for manufacturers to reshore.

Foreign Direct Announcements: 176 (2010-2015)

Foreign Direct Employment: 19,643 (2010-2015)

Foreign Direct Investment, in millions: \$5,891.80 (2010-2015)

TRANSPORTATION AND INFRASTRUCTURE

This section sheds light on the basic infrastructure of the state and what a company can expect in terms of the logistics of shipping their product.

Number of major 2 or 4-Lane Highways running through state: 6 major interstate highways

Number of major railways going through state: 2 major railways and 8 shortline

Number of major ports connected to state: 6 major ports

Number of airports throughout state: 9 airports

Number of International airports throughout state: 4 international airports

Number of distribution centers: 421 warehousing establishments

Number of foreign trade zones: 6 foreign trade zones

INCENTIVES

Different states offer different incentives to entice companies to move to their state. This section will allow you to highlight these incentives.

For additional information on the following incentives, please refer to the Virginia Guide to Business Incentives:

<http://www.yesvirginia.org/Content/pdf/guides/Virginia%20Guide%20to%20Business%20Incentives%202016-2017.pdf>

Pending Legislation

Proposed Incentives Currently Pending Approval (Y/N): None

If you answered YES above, please describe the pending incentives including the bill number if applicable:

Cash Incentives

Does the state provide any CASH incentives? (Y/N): Yes

If you answered YES above, please provide details of this incentive including the contact information and website if applicable: See State Grants

State Tax Credits

Does the state provide any Tax Credit incentives? (Y/N): Yes

If you answered YES above, please describe the available tax credits:

Major Business Facility Job Tax Credit: \$1,000 per job is available over a threshold attained within a 12-month period. Companies locating in Enterprise Zones or economically distressed areas are required to meet a 25-job threshold; all other locations have a 50-job threshold. This state income tax credit is taken in equal installments over a two year period depending on when the jobs are created. Major Business Facility Job Tax Credits and Enterprise Zone Job Creation Grants cannot be claimed for the same positions.

Refundable Research and Development Expenses Tax Credit: Businesses may claim a tax credit equal to 15% of the first \$300,000 (\$45,000) qualified research and development expenses incurred in Virginia. The credit may increase to 20% of the first \$300,000 (\$60,000) if the qualified research is conducted in conjunction with a Virginia college or university. Effective for taxable years on or after January 1, 2016, a taxpayer may elect to calculate the credit for this program as 10% of the difference of the taxable year's qualified research and development expenses and 50% of the average of the previous three years of expenses. If no research and development expenses were incurred in any one of the previous three years, then the credit is equal to 5% of the of the qualified expenses during the relevant taxable year. Regardless of calculation method, the credit shall not exceed \$45,000 for any year. The exception is if the research is conducted in conjunction with a Virginia college or university. In this case the credit may not exceed \$60,000.

Major Research and Development Expenses Tax Credit: For taxable years beginning on or after January 1, 2016, but before January 1, 2022, a taxpayer with Virginia research and development expenses in excess of \$5 million for the taxable year will be allowed a credit against the Virginia corporate income tax for qualified research and development expenses incurred in Virginia. Businesses may claim a tax credit equal to 10% of the difference of the taxable year's qualified research and development expenses and 50% of the average of the previous three years of expenses. If no research and development expenses were incurred in any one of the previous three years, then the credit is equal to 5% of the of the qualified expenses during the relevant taxable year. The amount of the credit cannot exceed 75% of the taxpayer's tax burden for any taxable year. Any credit not usable may be carried forward for up to 10 years.

Worker Retraining Tax Credit: Businesses may claim a tax credit equal to 30% of all qualified expenditures made by the employer for eligible worker retraining. This credit allows an employer to claim a tax credit for the training costs of providing eligible worker retraining to qualified employees. The credit may be applied against individual income tax,

estate and trust tax, corporate income tax, bank franchise tax, and taxes imposed on insurance companies and utility companies.

Green Job Creation Tax Credit: For taxable years beginning before January 1, 2018, a taxpayer will be allowed a credit against the Virginia personal or corporate income tax for each new green job created within the Commonwealth by the taxpayer. The amount of the annual credit for each new green job will be \$500 for each annual salary that is \$50,000 or more. The credit will be first allowed for the taxable year in which the job has been filled for at least one year and for each of the four succeeding taxable years, provided that the job is continuously filled during the respective taxable year. Each qualifying taxpayer may claim the credit for up to 350 green jobs. A “green job” means employment in industries relating to the field of renewable, alternative energies, including the manufacture and operation of products used to generate electricity and other forms of energy from alternative sources that include hydrogen and fuel cell technology, landfill gas, geothermal heating systems, solar heating systems, hydropower systems, wind systems, and biomass and biofuel systems.

Port Volume Increase Tax Credit: Virginia’s Port Volume Increase Tax Credit benefits manufacturing, distribution, agriculture, and mineral and gas companies that utilize Virginia’s port facilities. A company that increases its usage by five percent in a single calendar year over its base year of port cargo volume can claim a credit against its corporate income tax of up to \$250,000. The tax payer may carry any remainder forward for up to five years. The Virginia Port Authority may waive the requirement that port cargo volume be increased by five percent for any corporation qualifying as a major facility. A major facility is any company that utilizes the Ports in excess of 25,000 TEUs in its first calendar year. If the allotted funds have not been claimed, a pro rata share of the remaining allocated credits will be distributed up to the funding limit. Application for credits must be made to, and the credits are issued by, the Virginia Port Authority. Credit is \$50 per TEU or one unit roll-on roll-off cargo in excess of the base year cargo; tonnage conversion rate is 16 tons = 1 TEU. One unit of ro/ro cargo is equal to one TEU. For a major facility, the credit is \$50 per TEU during the major facility’s first calendar year.

International Trade Facility Tax Credit: A company that is doing business in the Commonwealth of Virginia, is engaged in port-related activities, uses maritime port facilities located in the Commonwealth, and transports at least five percent more cargo through maritime port facilities located in Virginia than was transported during the preceding taxable year is by definition an International Trade Facility. An International Trade Facility can qualify for a Virginia Income Tax Credit equal to either \$3,500 per new employee or two percent of the capital investment up to half of its income tax liability. The credit may be carried forward for 10 years. The annual statewide cap is \$1.25 million. Application for credits must be made to, and the credits are issued by, the Commonwealth of Virginia Tax Commissioner.

Barge and Rail Usage Tax Credit: A company that is an International Trade Facility that transports cargo through Virginia ports by rail or barge, to or from the ports for international trade, can claim a credit against its income tax liability of \$25 per TEU, or 16 tons of non-containerized cargo, or one unit of roll-on/roll-off cargo moved by barge or rail. The credit has a spending cap of \$500,000 per fiscal year. Unused credits may be carried forward for five years. Application for credits must be made to, and the credits are issued by, the Commonwealth of Virginia Tax Commissioner.

State Tax Exemptions

Does the state provide any Tax Exemptions? (Y/N): Yes

If you answered YES above, please describe the available tax exemptions:

Sales and Use Tax Exemptions: Manufacturers’ purchases used directly in production including machinery, tools, spare parts, industrial fuels, and raw materials; items purchased for resale by distributors; certified pollution control equipment and facilities; custom computer software; utilities delivered through lines, pipes, or mains; purchases used directly and exclusively in research and development; most film, video, and audio production-related purchases; charges for internet access and sales of software via the internet; purchases used directly and exclusively in activities performed in cooperation with the Virginia Commercial Space Flight Authority; semiconductor clean rooms or equipment and other tangible personal property used primarily in the integrated process of designing, developing, manufacturing, or testing a semiconductor product; computer equipment purchased or leased for the processing, storage, retrieval, or communication of data in large data centers (requires a minimum capital investment, job creation, and wage level to

qualify); machinery, tools, equipment, and materials used by a licensed brewer in the production of beer and materials such as labels and boxes for use in packaging and shipment for sale.

State Grants

Does the state provide any Grant incentives? (Y/N): Yes

If you answered YES above, please describe the available grants:

Commonwealth's Development Opportunity Fund: The Commonwealth's Opportunity Fund (COF) is a discretionary financial incentive established to support projects that create new jobs and investment in accordance with certain criteria established by state legislation. Grants are made to the community and may be used for such things as site acquisition and development; transportation access; public or private utility extension or capacity development; construction or build-out of publicly or privately owned buildings or training. Grant requests are made by the community for a project under the following conditions: projects must meet investment, job creation, and wage minimums to be eligible; matching local financial participation is required on a dollar-for-dollar basis (cash or in-kind); public announcement of the project must be coordinated by the Virginia Economic Development Partnership and the Governor's Office (neither the company nor the locality may publicly confirm the proposed project); grants are made at the discretion of the Governor. Once a company decides on a Virginia location, the community works with the state within the guidelines of the program to seek a COF award. The application and success of the grant request will be based on the project's eligibility and the locality's financial support toward the project, as well as the actual project requirements and availability of funds. The community is required to enter into a performance agreement with the company before receipt of the grant to document performance expectations.

Virginia Investment Partnership Grant: The Virginia Investment Partnership (VIP) Grant is a discretionary performance incentive designed to encourage continued capital investment by Virginia companies, resulting in added capacity, modernization, increased productivity, or the creation, development, and utilization of advanced technology. The program is targeted at manufacturers or research and development services supporting manufacturing that have operated in Virginia for at least three years and are making a capitalized investment of at least \$25 million while maintaining stable employment levels. Matching local financial participation is required. The amount of each VIP grant is determined by the Secretary of Commerce and Trade, based in part on the Virginia Economic Development Partnership's return on investment analysis and recommendation, and is subject to the approval of the Governor. VIP grants are paid in five equal annual installments and begin in the third year after the capital investment and job creation or retention are achieved, or in the second year after if the company is locating in a fiscally distressed area of the state. Companies are required to execute a performance agreement outlining performance expectations prior to receipt of the grant. Public announcement of the project must be coordinated with the Virginia Economic Development Partnership and the Governor's Office.

Major Eligible Employer Grant: The Major Eligible Employer Grant (MEE) is a discretionary performance incentive designed to encourage significant capital investment and job creation by Virginia manufacturers and other basic employers. The program is targeted at major employers that make a minimum capital investment of \$100 million and create at least 1,000 new jobs (a minimum of 400 jobs, if average pay is at least twice the area's prevailing average wage). The amount of each MEE grant is determined by the Secretary of Commerce and Trade, based in part on the Virginia Economic Development Partnership's return on investment analysis and recommendation, and is subject to the approval of the Governor. MEE grants are paid in five to seven equal annual installments. MEE grant installment payments begin in the third year after the capital investment and job creation are achieved. Companies are required to execute a performance agreement before receipt of the grant to document performance expectations. Public announcement of the project must be coordinated with the Virginia Economic Development Partnership and the Governor's Office.

Virginia Economic Development Incentive Grant: The Virginia Economic Development Incentive Grant (VEDIG) is a discretionary performance incentive, designed to assist and encourage companies to invest and create new employment opportunities by locating significant headquarters, administrative or service sector operations in Virginia.

Selected companies being considered for the grant must meet the following eligibility requirements: A company locating in a Metropolitan Statistical Area (MSA) with a population of 300,000 or more in the most recently preceding decennial Census must: create at least 400 new full-time jobs with average salaries at least 1.5 times than the prevailing average wage or create at least 300 new full-time jobs with average salaries at least twice than the prevailing wage; make a capital investment of at least \$5 million or \$6,500 per job, whichever is greater. A company locating elsewhere in Virginia must: create 200 new full-time jobs with average salaries at least 1.5 times the prevailing average wage; make a capital investment of at least \$6,500 per job. The Company must not be currently participating in another Virginia performance grant program. The performance grant is determined by the Secretary of Commerce and Trade, based in part on the Virginia Economic Development Partnership's return on investment analysis and recommendation, and is subject to the approval of the Governor. VEDIG grants are paid over a five-year period beginning in the third year after the capital investment and job creation are completed. Companies are required to execute a performance agreement before receipt of the grant outlining performance expectations. Public announcement of the project must be coordinated with the Virginia Economic Development Partnership and the Governor's Office.

Governor's Agriculture & Forestry Industries Development Fund: The Governor's Agriculture and Forestry Industries Development Fund (AFID) is a discretionary performance-based incentive designed to attract new and expanding agriculture and forestry processing/value-added facilities using Virginia-grown products. The amount of an AFID grant and the terms under which it is given are determined by the Secretary of Agriculture and Forestry and subject to the approval of the Governor. Grants are made to the community and may be used for such things as public and private utility extension or capacity development on and off site; high-speed or broadband internet access extension, or capacity development; road, rail, or other transportation access costs beyond the funding capability of existing programs; site acquisition; grading, drainage, paving, and any other activity required to prepare a site for construction; construction or build-out of buildings; or training. Grant requests are made by the community for a project under the following conditions: the business beneficiary is a facility that produces "value-added agricultural or forestal products;" a minimum of 30% of the agricultural or forestry products to which the facility is adding value are produced within the Commonwealth of Virginia on an annual basis in normal production years; the political subdivision applying for the grant provides a dollar-for-dollar matching financial commitment (cash or qualified in-kind); a performance agreement is executed between the applicant and the business beneficiary to ensure fulfillment of promised job creation, capital investment, and purchase of Virginia grown agricultural or forestry products; public announcement of the project is coordinated with the Governor's Office. Once a company decides on a Virginia location, the community works with the state within the guidelines of the program to seek an AFID award. The application and success of the grant request will be based on the project's eligibility and the locality's financial support toward the project, as well as the actual project requirements and availability of funds.

Port of Virginia Economic & Infrastructure Development Grant: The Port of Virginia Economic and Infrastructure Development Grant Program (POV Grant) provides a grant to qualified companies to incentivize companies to locate new maritime-related employment centers or expand existing centers in order to encourage and facilitate the growth of the Port of Virginia in accordance with criteria established by legislation. A Business entity that meets the following four criteria is eligible for a cash grant: locates or expands a facility within the Commonwealth of Virginia; creates at least 25 new, permanent full-time positions for qualified full-time employees at a facility within the Commonwealth from commencement of the project through the first full year of operation or during the year when the expansion occurs; is involved in maritime commerce or exports or imports manufactured goods through the Port of Virginia; and is engaged in one or more of the following: the distribution, freight forwarding, freight handling, goods processing, manufacturing, warehousing, cross docking, trans loading, or wholesaling of goods exported and imported through the Port of Virginia; ship building and ship repair; dredging; marine construction; or offshore energy exploration and extraction. The amount of the grant is calculated by the following formula: 25 – 49 new jobs: \$1,000 per job; 50 – 74 new jobs: \$1,500 per job; 75 – 99 new jobs: \$2,000 per job; 100 + new jobs: \$3,000 per job. The maximum grant allowed per qualified company in any given fiscal year is \$500,000. Grants are subject to availability of funds and appropriations.

Rail Industrial Access Program: The Rail Industrial Access Program provides funds to construct railroad tracks to new or substantially expanded industrial and commercial projects having a positive impact upon economic development in Virginia. Financial assistance to any one county, city, or town is limited to \$450,000 in any one fiscal year, and the

locality may utilize the entire allocation for one project. The state will provide a maximum of \$300,000 in unmatched funds. Up to \$150,000 in additional funds are available if matched by the community on a dollar-for-dollar basis. Funds may be used to construct, reconstruct, or improve part or all of the necessary tracks and related facilities on public or private property. Funds may not be used for mainline switch, right-of-way acquisition or adjustment of utilities.

Transportation Partnership Opportunity Fund: The Transportation Partnership Opportunity Fund Act authorizes the Governor to award grants, revolving loans or other financing tools and equity contributions to an agency or political subdivision of the Commonwealth of Virginia or to a private entity or operator that has submitted a proposal or has signed a comprehensive agreement to develop a transportation facility pursuant to applicable provisions of the Code. The intent of the Act is to encourage the development of transportation projects through design-build and the Public-Private Transportation Act (PPTA) and to provide funds to address the transportation aspects of economic development opportunities, including, but not limited to, the creation of jobs and to promote private investment for economic development projects that may result in the availability of the facilities in a more timely or less costly fashion.

Economic Development Access Program: The Virginia Department of Transportation (VDOT) administers a program that assists localities in providing adequate road access to new and expanding manufacturing or processing companies, research and development facilities, distribution centers, regional service centers, corporate headquarters, or other basic employers. The program may be used to: improve existing roads in the secondary highway system and city streets to handle additional traffic generated by either an industrial expansion or a new facility; construct a new road from a publicly maintained road to the property line of the new eligible establishment when no road exists. Access road construction is scheduled for completion simultaneous with the start-up of operations. The access road is not intended to serve as a haul road during the construction. The maximum award for an economic development access road is \$500,000. However, the state will fund an additional \$150,000 if the amount is matched on a dollar-for-dollar basis from sources other than VDOT. The amount of the award is limited by the eligible capital investment of the company and the estimated cost of the access road.

Community Development Block Grants: The Virginia Community Development Block Grant (CDBG) is a federally-funded grant administered by the Department of Housing and Community Development (DHCD). DHCD provides funding to eligible units of local government for projects that address critical community needs including housing, infrastructure, and economic development. Funds may be used for off-site activities such as water and sewer line extensions or treatment facilities and road and rail access. Funds may also be available as loans for on-site assistance that supports economic development, subject to underwriting. CDBG funds are available for micro-enterprise development and central business district revitalization. Funds are awarded to localities on a competitive basis during an annual application cycle. Funds are also awarded non-competitively, provided certain thresholds are met; applications for these funds may be submitted at any time from January 1 through September 30. At least 51 percent of jobs created or retained by a project using CDBG funding must be held by or made available to low- and moderate-income persons. DHCD administers the non-entitlement portion of the federal CDBG program for cities and towns with populations under 50,000 and counties with populations under 200,000. The U.S. Department of Housing and Urban Development administers the CDBG entitlement program for metropolitan areas.

Tobacco Region Opportunity Fund: Assists with the location of companies in the Commonwealth's tobacco producing regions. This program provides discretionary cash grants to the locality to assist with the recruitment of economic development projects with a minimum private capital investment of \$1 million within 36 months and a minimum of 10 jobs created within 36 months.

Virginia Coalfield Economic Development Authority: The Virginia Coalfield Economic Development Authority (VCEDA) works to enhance the economic base of Virginia's e-Region of southwestern Virginia. The Authority provides low-interest loans to qualified new or expanding businesses through its financing program. The loans may be used for real estate purchases, construction or expansion of buildings, and the purchase of machinery and equipment. To be eligible for the VCEDA loans, private businesses must be basic employers that will bring new income to the area. Priority will be given to loans requiring \$10,000 - \$25,000 or less for each new full-time basic job created, depending upon wage rate. The average minimum hourly wage should equal or exceed 1.5 times the current federal minimum wage rate, or \$10.88. Any project providing at least 15 full-time jobs within 36 months of start-up will be given priority.

Virginia Enterprise Zone Program: The Virginia Enterprise Zone Program, administered by the Virginia Department of Housing and Community Development (DHCD), assists with business development and expansion in specially targeted areas throughout the state called enterprise zones. Virginia's Enterprise Zone Program offers two state incentives to qualified businesses and zone investors located in a Virginia Enterprise Zone. In addition to state incentives, each zone community offers additional local incentives to qualified businesses.

Enterprise Zone Job Creation Grant

Qualified businesses in an enterprise zone are eligible for cash grants for permanent net, new jobs created over a four-job threshold. Qualifying jobs must offer health benefits and meet certain wage thresholds. Positions created over the four-job threshold that pay at least 1.75 times the federal minimum wage rate (\$12.69) are eligible for a maximum grant of \$500 per position per year for up to five years. Businesses in enterprise zone localities designated as high unemployment areas by DHCD can qualify for the \$500 grant using a lower wage threshold of 1.5 times the federal minimum wage (\$10.88). Positions that pay at least twice the federal minimum wage rate (\$14.50) are eligible for a maximum grant of \$800 per position per year for up to five years. Jobs with pay rates below these thresholds or without adequate health care benefits, as well as positions in retail, personal service, or food and beverage service, are not eligible for grants. Businesses must qualify for the grants annually. A business can receive grants for a maximum of 350 jobs annually above the four-job threshold.

Enterprise Zone Real Property Investment Grant

Qualified zone investors (entities and individuals) making a qualified investment in industrial, commercial, or mixed-use real property located within an enterprise zone are eligible for a cash grant.

The grant is equal to 20 percent of the excess above the minimum required investment up to a maximum of \$100,000 for companies investing \$5 million or less in qualified real property investments. For companies investing more than \$5 million, the maximum grant is equal to 20 percent of the excess above the minimum required investment up to a maximum of \$200,000. Total grant awards may not exceed the maximums specified above within any five-year period for a specific building or facility. Investment in rehabilitation/expansion projects must equal at least \$100,000. New construction projects must invest at least \$500,000 in qualified real property investments.

Foreign Trade Zones: Foreign trade zones (FTZs) allow businesses to defer paying U.S. Customs duties on imported goods held within the zones until the goods enter the United States for domestic consumption. No duties are paid if goods are re-exported. Companies also receive the benefit of not having to pay duties on broken or scrapped product. Businesses are allowed to store goods within foreign trade zones for an unlimited period of time. They are also allowed to manufacture products within zones and pay duties at the duty rate of either the foreign parts used or on the finished product, whichever is most advantageous to the company. Virginia offers six general-purpose FTZs designated by the U.S. Department of Commerce. Each of Virginia's six FTZs are Alternative Site Framework (ASF) designated which allows greater flexibility when adding new zone operations as well as expedited FTZ Board applications. Any property within the ASF designated area of a particular FTZ can obtain status as a usage driven FTZ site. All zones provide space for storage, distribution, and light assembly operations.

Technology Zones: Virginia cities, counties, and towns have the ability to establish, by ordinance, one or more technology zones to attract growth in targeted industries. Qualified businesses locating or expanding operations in a zone may receive local permit and user fee waivers, local tax incentives, special zoning treatment, or exemption from ordinances. Once a local technology zone has been established, incentives may be provided for up to 10 years. Each locality designs and administers its own program. The establishment of a technology zone shall not preclude the area from also being designated as an enterprise zone.

Defense Production Zones: Virginia's cities, counties, and towns have the ability to establish, by ordinance, one or more defense production zones to attract growth in national defense-related businesses. Establishment of a defense production zone allows localities to create special incentives and certain regulatory flexibility for qualified businesses locating or expanding operations in a zone. These incentives may include: a reduction of user and permit fees, a reduction of any type of gross receipts tax, special zoning treatment, permit process reform, exemption from local ordinances, or other incentives adopted by ordinance.

State Loans

Does the state provide any Low-Interest Financing incentives? (Y/N): Yes

If you answered YES above, please describe the available financing opportunities:

Virginia Small Business Financing Authority: The Virginia Small Business Financing Authority (VSBFA) provides small businesses and communities with debt financing resources for business formation and expansion, issues industrial development bonds statewide, and provides financial assistance to Virginia businesses for the promotion of economic development in the Commonwealth. VSBFA's definition of "small" business is \$10 million or less in annual revenues over each of the last three years; a net worth of \$2 million or less; fewer than 250 employees in Virginia; or qualification as a 501(c)(3) non-profit entity.

DIRECT FINANCING PROGRAMS

Virginia Economic Development Loan Fund (EDLF). This program facilitates capital investment in Virginia's eligible communities by providing eligible borrowers direct loans which fill the "gap" financing need not met by equity or conventional financing. Community eligibility is determined based on guidelines set by the federal Economic Development Administration (EDA) and the VSBFA.

Small Business Investment Grant Fund (SBIGF). Virginia taxpayers that invest in Virginia businesses may qualify for cash grants of up to 10 percent of their investment amount. Qualified investments can be in the form of cash equity or subordinated debt. For investors to be eligible for the grant, they must invest in a business that has been certified as a qualifying small business by the Virginia Small Business Financing Authority. Investors must be certified as eligible also. Eligibility requirements are defined in the Code of Virginia, Chapter 16.1 of Title 2.2 §2.2-1616.

SWaM Loan Fund (SLF). The SLF funds a maximum of \$10,000 in loans to existing Virginia small businesses. Eligibility requirements are a minimum of two years of active operation in the Commonwealth and business owners/loan guarantors' credit scores must be at least 650 each. Terms are a maximum of four years and rates are Wall Street Journal Prime plus three percent. If a business has received counseling from a Virginia Small Business Development Center, the maximum loan amount may increase to \$25,000. Interested parties should apply directly to the VSBFA.

Cash Collateral Program (CCP). The CCP is designed to help Virginia's businesses obtain the funds to start, enhance, or expand their operations, and thereby create or maintain jobs in the Commonwealth. The VSBFA's participation helps reduce a lender's credit risk by providing cash collateral on deposit at the lender bank as support for a business purpose loan. Most typically, the CCP is used in those instances when the applicant company has demonstrated the ability to cash flow the debt, but the collateral coverage is insufficient for the lender's normal underwriting standards.

INDIRECT FINANCING PROGRAMS

Loan Guaranty Program. The Loan Guaranty Program reduces bank commercial loan risk to increase the availability of small business loans. The maximum guaranty is the lesser of 75 percent of the credit amount or \$750,000. The guaranty term is no longer than seven years. Eligible borrowers must be a VSBFA-defined small business and meet VSBFA credit standards. Loan purposes include lines of credit for accounts receivable and inventory and term loans for permanent working capital and fixed asset purchase. Businesses apply directly to the bank. Interested banks then contact the VSBFA if a guaranty is desired and the borrower creditworthy.

Virginia Capital Access Program (VCAP). The VCAP promotes business credit by mitigating risk through a form of loan portfolio insurance for participating lenders. Businesses must meet the definition of a small business with credit approval performed by the bank. The lender notifies the borrower that the loan will be VCAP enrolled and sets the fee (two to seven percent of the enrolled amount). VSBFA matches the fee and the monies are used as special loan loss reserve accounts. Maximum enrolled amounts are \$500,000 and maximum term is 10 years. Interested parties should apply to a participating bank.

CONDUIT ISSUER FOR BONDS

Industrial Development Bonds (IDBs). The VSBFA issues tax-exempt and taxable bonds to provide businesses and 501(c)(3) corporations with access to long-term, fixed asset financing at favorable interest rates and terms. IDBs can fund land acquisition, building construction, and capital asset (equipment) purchases.

Training Programs

Does the state provide any Specialized Training Program incentives? (Y/N): Yes

If you answered YES above, please describe the available training programs:

Virginia Jobs Investment Program: The Virginia Jobs Investment Program (VJIP) provides customized recruiting and training services to companies creating new jobs or experiencing technological change. As a business development incentive supporting economic development efforts throughout Virginia since 1965, the program reduces the human resource development costs of new and expanding companies throughout the Commonwealth. VJIP offers consulting services, organizational development, and funding. Funding is provided as cash reimbursements and is performance-based, meaning that no funds are disbursed to participating companies until eligible positions have been filled for at least 90 days and capital investments have been made.

Eligibility for assistance in any of the VJIP program offerings is limited to basic sector businesses that directly or indirectly derive more than 50 percent of their revenues from out of state sources and pay at least 1.35 times the federal minimum wage, or \$9.79. Only full-time Virginia jobs eligible for benefits qualify for funding.

Virginia's Community Colleges: Virginia's community colleges are well-positioned to align education and economic development to extend workforce development courses, training, and programs into the community. The Commonwealth's 23 colleges prepare a workforce able to respond to new and expanding businesses and industries across Virginia. Colleges serve employers through open enrollment courses that allow emerging or incumbent employees to upgrade their skills. Colleges also offer customized training services that provide employers with tailored training programs that meet specific training needs at a significant value. The result is a workforce that is better prepared to quickly meet changing workplace demands, ensuring that employers are better able to provide direct benefit to their community and economy.

Virginia Registered Apprenticeship Related Instruction Incentive: The Virginia Registered Apprenticeship Related Instruction Incentive Program (ARIIP) partially reimburses eligible sponsors and employers for certain costs of related instruction.

New Economy Workforce Credential Grant Fund and Program: The New Economy Workforce Credential Grant Fund and Program will establish a workforce training program and incentivize real career pathways through industry-credential attainment in high-demand occupations at participating community colleges and higher education centers. The fund will provide grants covering two-thirds of the tuition, up to \$3,000, for students who are enrolled in a workforce training program designed to fill in-demand jobs. As an incentive program, the state will pay a third of the costs, up to \$1,500, when students complete the program and make the final payment when they receive a certificate or license, up to \$1,500. Students will be responsible for the remaining share of the cost.

The Workforce Innovation and Opportunity Act: The Workforce Innovation and Opportunity Act (WIOA) provides federal funding for employment and training activities to enhance productivity and competitiveness. In Virginia, the WIOA is administered at the state level by the Virginia Community College System. At the local level, workforce boards appointed by local elected officials oversee the program.

Zoning

Does the state provide any Special Zoning incentives? (Y/N): No

If you answered YES above, please describe the available special zoning opportunities:

State Marketing and Promotions

Does the state provide any Marketing and Promotional incentives? (Y/N): Yes

If you answered YES above, please describe the available special marketing or promotional opportunities:

International Trade: The Virginia Economic Development Partnership's (VEDP) Division of International Trade helps Virginia companies sell their manufactured goods and services to markets around the world. Recipient of the nation's highest award in export promotion with the President's E-Star Award, the International Trade Division annually serves 300+ Virginia companies. It maintains offices across the state and offers a global network of on-call consultants in over 75 countries.

Through the Virginia Leaders in Export Trade (VALET) program and its Global Network, VEDP works with all types of companies to increase their international sales into new markets. VALET is VEDP's marquee international trade program that helps Virginia companies gain a profitable foothold in global markets. Since its inception, over 200 companies representing a wide cross-section of industry have been accepted into and graduated from the VALET program.

Through the Going Global Defense Initiative, the International Trade Division also helps Virginia's defense-related companies diversify into new international markets with assistance such as market research, export compliance, and matchmaking. Virginia International Trade Alliance (VITAL), an initiative managed by VEDP, expands the International Trade Division via formal partnerships with Virginia's public universities, industry associations, and the Virginia Chamber of Commerce to serve their member companies as they expand international sales.

Innovation Centers

Does the state have Innovation Centers or Additional Resource available for companies? (Y/N): Yes

If you answered YES above, please describe the available innovation centers or additional resources:

Virginia's Small Business Development Center Network: The Virginia Small Business Development Center Network (SBDC) provides professional business counseling, training, and information resources to help grow and strengthen Virginia businesses. SBDC professionals assist with business planning, marketing, financial analysis, access to capital, exporting, innovation, commercialization, and business start-up issues. For established firms, emerging companies, or aspiring entrepreneurs, the SBDC is where business comes to talk business.

Center for Innovative Technology: The Center for Innovative Technology (CIT) has been accelerating innovation, technology, and technology-based economic development opportunities and strategies for the Commonwealth of Virginia since 1984. CIT carries out its mission through four service lines: CIT Entrepreneur, CIT R&D, CIT Connect, and CIT Broadband.

CIT Entrepreneur: Access to Capital

Because the availability of early-stage capital is critical for many emerging technology companies, CIT offers the CIT GAP Funds and Federal Funding Assistance Program. The CIT GAP Funds make seed-stage equity investments in Virginia-based technology, green technology, and life science companies with high growth potential. The GAP Funds are overseen by CIT and private sector experts, the Investment Advisory Board, who conduct thorough due diligence on the companies before making investments

REGIONAL INFORMATION

Many states have "regions" that specialize in certain industries such as automotive in Detroit or high tech in Silicon Valley. This section is to help you highlight these regions. If the state doesn't have any special regions please skip this page.

Please note that a "region" could be an area, county, city etc...

Region One

Name of Region (This can include nicknames such as Silicon Valley): Hampton Roads

Does this region have a designated web site? (Y/N): No

If you answered YES to the question above, what is the website:

Geographic Location Information (For example, Silicon Valley spans several major cities including San Jose, Cupertino and Palo Alto): Includes six counties and 10 cities

What industry or industries are prominent in this region? Aerospace, Agriculture, Food Processing, Distribution, Warehousing, Logistics, Tourism, and Shipbuilding

- Aerospace
- Apparel
- Appliances
- Automotive
- Biomedical
- Building Materials and Equipment
- Computer and Electronic Products
- Distribution
- Food or Beverage
- Furniture
- Machinery and Capital Equipment
- Paper
- Plastics
- Telecom
- Toys or Children's Products
- Warehousing
- Other:

What are some unique aspects of this region? *Could include information about transportation, education, weather etc...:* Norfolk International and Newport News/Williamsburg International Airports; large military workforce and installations; several institutions of higher education, including nationally recognized College of William and Mary; Port of Virginia - only port with congressional authorization to dredge to 55 feet; NASA launch facility at Wallops Island; NASA Langley Research Center; and Colonial Williamsburg

Are there any special programs or incentives for companies wanting to move to this region? (Y/N): See Incentives Section

If you answer YES to the question above, please list the programs or incentives for this region if not already mentioned in the Incentives section:

Does this region offer site selection assistance? (Y/N) *Please describe programs and resources:* Site selection assistance can be provided by VEDP and/or local and/or regional economic developers.

If you answer YES to the question above, please list the contact information for the site selection assistance:

Is there any extraordinary information that you would like to add about this region? Within a day's drive of Richmond, VA (State capital) and Washington, DC (Nation's capital)

Region Two

Name of Region (This can include nicknames such as Silicon Valley): Valley Region

Does this region have a designated web site? (Y/N): No

If you answered YES to the question above, what is the website:

Geographic Location Information (For example, Silicon Valley spans several major cities including San Jose, Cupertino and Palo Alto): Includes 19 counties and 10 cities

What industry or industries are prominent in this region? Food Processing, Automotive, Agriculture, IT, Plastics, Tourism, and Life Sciences

- Aerospace
- Apparel
- Appliances
- Automotive
- Biomedical
- Building Materials and Equipment
- Computer and Electronic Products
- Distribution
- Food or Beverage
- Furniture
- Machinery and Capital Equipment
- Paper
- Plastics
- Telecom
- Toys or Children's Products
- Warehousing
- Other:

What are some unique aspects of this region? *Could include information about transportation, education, weather etc...:* Inland Port facility located in Front Royal; several institutions of higher education, including nationally recognized Virginia Polytechnic Institute and State University (Virginia Tech); and SRI International in Harrisonburg

Are there any special programs or incentives for companies wanting to move to this region? (Y/N): See Incentives Section

If you answer YES to the question above, please list the programs or incentives for this region if not already mentioned in the Incentives section:

Does this region offer site selection assistance? (Y/N) *Please describe programs and resources:* Site selection assistance can be provided by VEDP and/or local and/or regional economic developers.

If you answer YES to the question above, please list the contact information for the site selection assistance:

Is there any extraordinary information that you would like to add about this region? Within a day's drive of Richmond, VA (State capital) and Washington, DC (Nation's capital)

Region Three

Name of Region (This can include nicknames such as Silicon Valley): Southwestern Virginia

Does this region have a designated web site? (Y/N): No

If you answered YES to the question above, what is the website:

Geographic Location Information (For example, Silicon Valley spans several major cities including San Jose, Cupertino and Palo Alto): Includes 13 counties and three cities

What industry or industries are prominent in this region? Construction and Mining Machinery, Manufacturing, and Business Process Management

- Aerospace
- Apparel
- Appliances
- Automotive
- Biomedical
- Building Materials and Equipment
- Computer and Electronic Products
- Distribution
- Food or Beverage
- Furniture
- Machinery and Capital Equipment
- Paper
- Plastics
- Telecom
- Toys or Children's Products
- Warehousing
- Other:

What are some unique aspects of this region? *Could include information about transportation, education, weather etc...:* Bristol Motor Speedway, Cybersecurity Accelerator at University of Virginia's College at Wise, and several institutions of higher education

Are there any special programs or incentives for companies wanting to move to this region? (Y/N): See Incentives Section

If you answer YES to the question above, Please list the programs or incentives for this region if not already mentioned in the Incentives section:

Does this region offer site selection assistance? (Y/N) *Please describe programs and resources:* Site selection assistance can be provided by VEDP and/or local and/or regional economic developers.

If you answer YES to the question above, Please list the contact information for the site selection assistance:

Is there any extraordinary information that you would like to add about this region? Within a day's drive of Richmond, VA (State capital) and Washington, DC (Nation's capital)

Region Four

Name of Region (This can include nicknames such as Silicon Valley): Northern Virginia

Does this region have a designated web site? (Y/N): No

If you answered YES to the question above, what is the website:

Geographic Location Information (For example, Silicon Valley spans several major cities including San Jose, Cupertino and Palo Alto): Includes 11 counties and six cities

What industry or industries are prominent in this region? IT, Headquarters, Government Services, Tourism, Satellite Communications, Data Centers, and Life Sciences

- Aerospace
- Apparel
- Appliances
- Automotive
- Biomedical
- Building Materials and Equipment
- Computer and Electronic Products
- Distribution
- Food or Beverage
- Furniture
- Machinery and Capital Equipment
- Paper
- Plastics
- Telecom
- Toys or Children's Products
- Warehousing
- Other:

What are some unique aspects of this region? *Could include information about transportation, education, weather etc...:* Washington Dulles International and Ronald Reagan Washington National Airports; Fort Belvoir; Marine Corps Base Quantico; Pentagon; Defense Advanced Research Projects Agency (DARPA); and several institutions of higher education

Are there any special programs or incentives for companies wanting to move to this region? (Y/N): See Incentives Section

If you answer YES to the question above, please list the programs or incentives for this region if not already mentioned in the Incentives section:

Does this region offer site selection assistance? (Y/N) *Please describe programs and resources:* Site selection assistance can be provided by VEDP and/or local and/or regional economic developers.

If you answer YES to the question above, please list the contact information for the site selection assistance:

Is there any extraordinary information that you would like to add about this region? Within a day's drive of Richmond, VA (State capital) and Washington, DC (Nation's capital)

Region Five

Name of Region (This can include nicknames such as Silicon Valley): Southern Virginia

Does this region have a designated web site? (Y/N): No

If you answered YES to the question above, what is the website:

Geographic Location Information (For example, Silicon Valley spans several major cities including San Jose, Cupertino and Palo Alto): Includes 18 counties and four cities

What industry or industries are prominent in this region? Tourism, Apparel, Furniture, Food Processing, Nuclear Research, and Paper Manufacturing

- Aerospace
- Apparel
- Appliances
- Automotive
- Biomedical
- Building Materials and Equipment
- Computer and Electronic Products
- Distribution
- Food or Beverage
- Furniture
- Machinery and Capital Equipment
- Paper
- Plastics
- Telecom
- Toys or Children's Products
- Warehousing
- Other:

What are some unique aspects of this region? *Could include information about transportation, education, weather etc...:* Virginia International Raceway, several institutions of higher education, and National Tire Research Center

Are there any special programs or incentives for companies wanting to move to this region? (Y/N): See Incentives Section

If you answer YES to the question above, please list the programs or incentives for this region if not already mentioned in the Incentives section:

Does this region offer site selection assistance? (Y/N) *Please describe programs and resources:* Site selection assistance can be provided by VEDP and/or local and/or regional economic developers.

If you answer YES to the question above, please list the contact information for the site selection assistance:

Is there any extraordinary information that you would like to add about this region? Within a day's drive of Richmond, VA (State capital) and Washington, DC (Nation's capital)

Region Six

Name of Region (This can include nicknames such as Silicon Valley): Central Virginia

Does this region have a designated web site? (Y/N): No

If you answered YES to the question above, what is the website:

Geographic Location Information (For example, Silicon Valley spans several major cities including San Jose, Cupertino and Palo Alto): Includes 29 counties and five cities

What industry or industries are prominent in this region? Life Sciences, Tourism, Financial Services, Warehousing, Food Processing, Plastics, Headquarters, and Nuclear Energy

- Aerospace
- Apparel
- Appliances
- Automotive
- Biomedical
- Building Materials and Equipment
- Computer and Electronic Products
- Distribution
- Food or Beverage
- Furniture
- Machinery and Capital Equipment
- Paper
- Plastics
- Telecom
- Toys or Children's Products
- Warehousing
- Other:

What are some unique aspects of this region? *Could include information about transportation, education, weather etc...:* Richmond International Airport; Port of Richmond; Richmond International Speedway; Virginia State Capital; Commonwealth Center for Advanced Manufacturing (CCAM); several institutions of higher education, including nationally recognized Virginia Commonwealth University (VCU) and its Medical Center and the University of Virginia (UVA); and Fifth Federal Reserve District headquarters

Are there any special programs or incentives for companies wanting to move to this region? (Y/N): See Incentives Section

If you answer YES to the question above, please list the programs or incentives for this region if not already mentioned in the Incentives section:

Does this region offer site selection assistance? (Y/N) *Please describe programs and resources:* Site selection assistance can be provided by VEDP and/or local and/or regional economic developers.

If you answer YES to the question above, please list the contact information for the site selection assistance:

Is there any extraordinary information that you would like to add about this region? Within a day's drive of Richmond, VA (State capital) and Washington, DC (Nation's capital)

AMERICAN MADE LABEL REQUIREMENTS

Federal Trade Commission oversees "Truth in Advertising" regulations including promotion or disclosure of products displaying "Made in USA" labeling. FTC requires products advertised as "Made in USA" be "all or virtually all" made in the U.S. "all or virtually all" means the product should contain no – or negligible – foreign content.

Made In USA Requirements

Does the state have any specific requirements for labeling products "Made in USA"? (Y/N): No

If you answered YES to the question above, what are the requirements for labeling products "Made in USA":

Is there pending legislation regarding these requirements? (Y/N): No

If you answered YES to the question above, please describe the proposed legislation including the bill number:

Made In YOUR STATE Requirements

Does your state have any specific requirements for labeling products "Made in YOUR STATE"? (Y/N): Yes Virginia Department of Agriculture and Consumer Services has volunteer programs for food products.

<http://www.vdacs.virginia.gov>

If you answered YES to the question above, what are the requirements for labeling products "Made in YOUR STATE":

Is there pending legislation regarding these requirements? (Y/N): No

If you answered YES to the question above, please describe the proposed legislation including the bill number:

Is there an organization or entity that monitors state labeling? (Y/N): No

If you answered YES to the question above, please provide the name and contact information for the organization or entity:

Date of Submission: October 31, 2016

Thank you for your time. Please email your responses to alevy@reshoringinstitute.org and your responses will be recorded and available online for review at www.reshoringinstitute.org.