



Community Development & Business Update

Bobby Popowicz

Director of Community Development

April 15, 2015



New Business Trends and Opportunities in Fluvanna County

- ✓ **Small Business transfers from Albemarle and City of Charlottesville**
- ✓ **Small Business start-ups**
- ✓ **More Real Estate for sale in Zion Crossroads along the Rt. 250 Corridor**
- ✓ **Current pipeline of potential businesses**



Why are We Seeing these Trends and Opportunities?

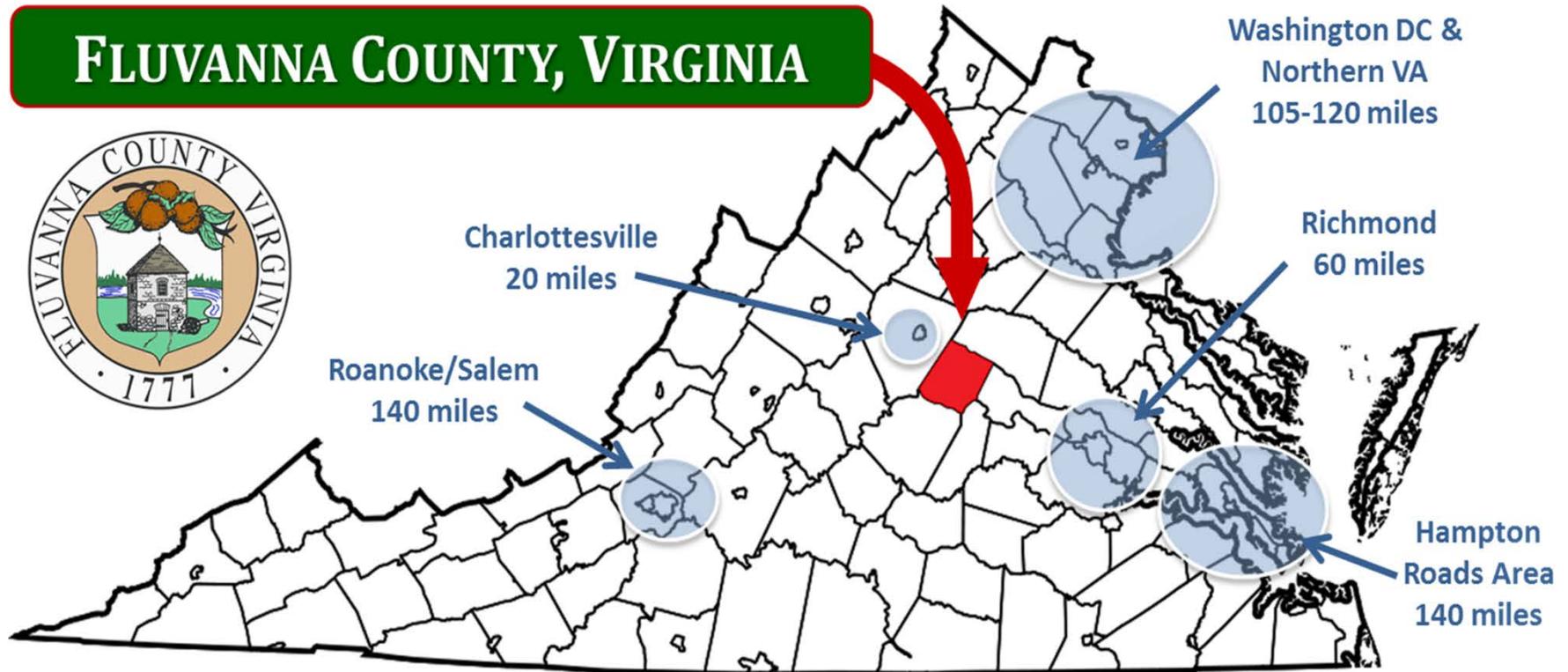
- **The Planning and Zoning process is more efficient in Fluvanna County**
- **Ease of working with Fluvanna County Staff**
- **Networking with Commercial Developers and Large Scale Businesses**
- **Networking with Economic Development entities (e.g., Secretariats of Agriculture and Commerce & Trade, Central Virginia Partnership, etc.)**



Why are We Seeing these Trends and Opportunities? (cont.)

Our Location in the Commonwealth

FLUVANNA COUNTY, VIRGINIA





Missed Opportunities

Project Pumpkin – *Did not meet **water** parameters*

Hydroponic Facility – *Did not meet **water** parameters*

Project Echo – *Did not meet **water** parameters*

Project Salaria – *Did not meet **water** parameters*

Brewery – *Did not meet **water** parameters*

Project Gold Star – Did not meet parameters

Project Blackboard - Did not meet parameters

Smith Drug – Not looking yet



Site Readiness Studies

- 1. Have completed one study*
- 2. Currently have one study under way*
- 3. Have two inquires about Site Readiness Studies*

Tier	Development Timeline	Odds of Success	Prospect Ready Status	Major Considerations
Tier 1	4-8 yrs	< 10%	No	Willing Seller
Tier 2	3-6 yrs	< 20%	No	Controlled / Zoned
Tier 3	18-36 months	40-50%	Minimum	Planning / Significant Due Diligence
Tier 4 *	9-18 months	70-80%	Preferred	Certifiable & Infrastructure
Tier 5 *	3-9 months	> 90%	Preferred	Shovel / Pad Ready



Current and Most Viable Opportunities

- **Defense Company**
 - 500 Jobs
 - \$40 million investment
 - \$385 million in potential revenues
 - \$2 to \$2.5 million in potential direct tax revenue annually
- **Hospital**
 - 300+ jobs
 - Total investment and revenue potential TBD
- **Electrical and Mechanical Contractor**
 - 5 to 25 new jobs
 - Total investment TBD
 - Possible first year business revenues of \$9 million



Delayed and Less Viable Opportunities

- **All Good Music Festival**
 - Unable to find a suitable location to accommodate 25,000 people over the course of a weekend
- **Concrete Plant**
 - Believe they have found a location, but cannot confirm at this time
- **Meat Processing Plant (Multi-national Company)**
 - Company has delayed opening new plants that would accommodate International Market processing



The Way Ahead...

- ***Provide adequate infrastructure*** (water, sewer, roads, rails, natural gas, electric, internet, etc.)
- ***Provide solutions to challenges*** that help businesses understand our commitment to them (*Make it happen!*)
- ***Pave the way through revised and streamlined Zoning rules***
- ***Increase the number of Site Ready properties***
- ***Provide friendly and positive*** service to potential business relocations
- ***Work with Regional and State Partners***
- ***Continued focus on networking opportunities***



QUESTIONS?