



# Economic Development Quarterly Report

October 18, 2017



## Continuing to stay busy...

- **Broadband Access Taskforce**
- **Senior Affordable Housing (DHCD)**
- **Shovel Ready Sites Program**
- **GO-Virginia Project**
  - Williams/Alexander Opportunity
- **Continue to meet with and discuss expansion opportunities with ZXR business partners related to the W&S project**
- **Partnership with Chamber of Commerce to host quarterly lunch and learns**
  - June - Social Media Basics & October – Business/Personal Communication
- **Partnership with Pediment Workforce Network - Job Fairs**
- **Business Retention & Expansion Program (BRE)**
  - Visitation program, business survey every 2 yrs, Lunch & Learns, Annual appreciation event, offer FREE ribbon cutting event, Business Spotlight, Job Fairs & QCBS Partnership.



# Request for Information/Prospect Activity/ Business Outreach & Development

- **Project Déjà Vu (ACTIVE)**
  - This company has chosen to work with Fluvanna County and we are currently in discussions with their leadership team on finalizing a plan of action for hooking up to our new water system at ZXR. They are looking to build a 100k sf facility, hire 35-40 new employees, and invest a total of \$8-10 million in this project. We are also coordinating with PVCC on a specific training program for their employees and hope to make an official announcement soon.
- **Project Polk (CLOSED)**
  - This project RFI was completed in August. This company was looking for another Northeast operations and ended up choosing to expand in the New England area. The company is a supplier to Amazon and will be making multiple site selection locations in the coming years. The consultant has already mentioned they look to make a similar decision for late 2018 further south in the mid-Atlantic and we will follow up with them accordingly. (VEDP lead)
- **Project Notebook (ACTIVE)**
  - This international company is actively looking to move into their first US office and they have narrowed down their search to VA and PA. They are looking to invest \$30 million and create 80 new jobs. We have had one walk through of a potential site in September and they are expected to make a decision soon with a Q1-2018 start up. (VEDP lead)



# Request for Information/Prospect Activity/ Business Outreach & Development (cont.)

- **Project Wentz (ACTIVE)**
  - We've been working with a family interested in opening another Winery in the County. They'd made an offer on land and are currently in contract negotiations. It's expected to create 3 new jobs with a 1 million investment.
- **Project BBQ (ACTIVE)**
  - We continue to have discussions with a team of investors who are looking to open a Brewery and BBQ restaurant. We are working with them on a site in ZXR and are looking into tourism zone incentives to incorporate into this partnership.
- **Project Kristi (NEW)**
  - This is a long term play for a company who continues to look for expansion space in Central Virginia. They specialize in recycling tires and wood chips. They are looking for a \$10-15K sf facility with 15-20 new jobs created. (CVPED lead)
- **Project Marshall (ACTIVE)**
  - We've been talking with an individual in starting a meat processing plant in Palmyra. It would generate 2 jobs and would be about a \$300K investment. We've found property and they are currently in contract negotiations. We hope to work with them on an AFID grant in early 2018 for facility.



# Request for Information/Prospect Activity/ Business Outreach & Development (cont.)

- **Project Recycle (ACTIVE)**
  - This is long term play with an existing Fluvanna business looking to expand. This expansion would bring in about 50 new jobs and would be a \$2 million dollar investment in the ZXR area. The company is looking to build a new 25,000 sf facility that would allow them to expand business throughout the east coast.
- **Project Top Notch (ACTIVE)**
  - This is long term play with an existing Fluvanna business looking to possibly expand. This expansion would bring in about 20 new jobs and would be a \$4 million investment in the ZXR area. The company is looking at 2 other locations in the Northeast and would be looking to begin expansion in 2018.
- **Project Hop (ACTIVE)**
  - This Fluvanna company is looking to expand and create 2 new jobs and invest \$500K-1 million. We have looked at several sites in the County and we are hopeful to have an announcement sometime in Q1 of 2018.

\*Please note that some meeting dates and times with individual companies and prospects are not listed due to confidentiality.



# Meetings & Announcements

- **Local Eats**
  - Ribbon Cutting on August 24
- **Columbia/Cunningham Schools Project**
  - Met with business prospects in August & September
- **The Governors Summit on Rural Prosperity**
  - South Boston on September 25-26
- **State and Federal Officials Breakfast (Sep 27)**
- **European American Investment Council (EAIC) (Sep 29)**
- **GO-VA: Williams/Alexander Opportunity**
  - Meeting with Site Selector on October 20
- **QCBS**
  - Spring Creek Event Center on October 4



# Meetings & Announcements (cont.)

- **VEDA**
  - Va Beach on October 11-13
- **Stonegate Event Rentals (Zion Station Business Park)**
  - New 5k sf facility, 2 new jobs & \$700K investment
- **Carbon Core (Zion Station Business Park)**
  - New 25k sf facility, 16-18 new jobs & \$3 million investment
- **Wilson Ready Mix**
  - New 8k sf facility, 10-12 new jobs & \$2 million investment
- **Lynchburg Roofing**
  - Moving into I&J Homebuilders facility, 25-30 new jobs & \$1 million investment
- **Greenberry's Coffee Co. (Zion Station Business Park)**
  - New 10k sf facility, 12-14 new jobs & \$1 million investment



**Questions?**





VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION  
**REGIONAL COUNCIL 9**

Piedmont Opportunity Corridor

[www.GOVirginia9.org](http://www.GOVirginia9.org)



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

# What is GO Virginia?

GO Virginia supports programs to create more high-paying jobs through incentivized collaboration between business, education and government to diversify and strengthen the economy in every region



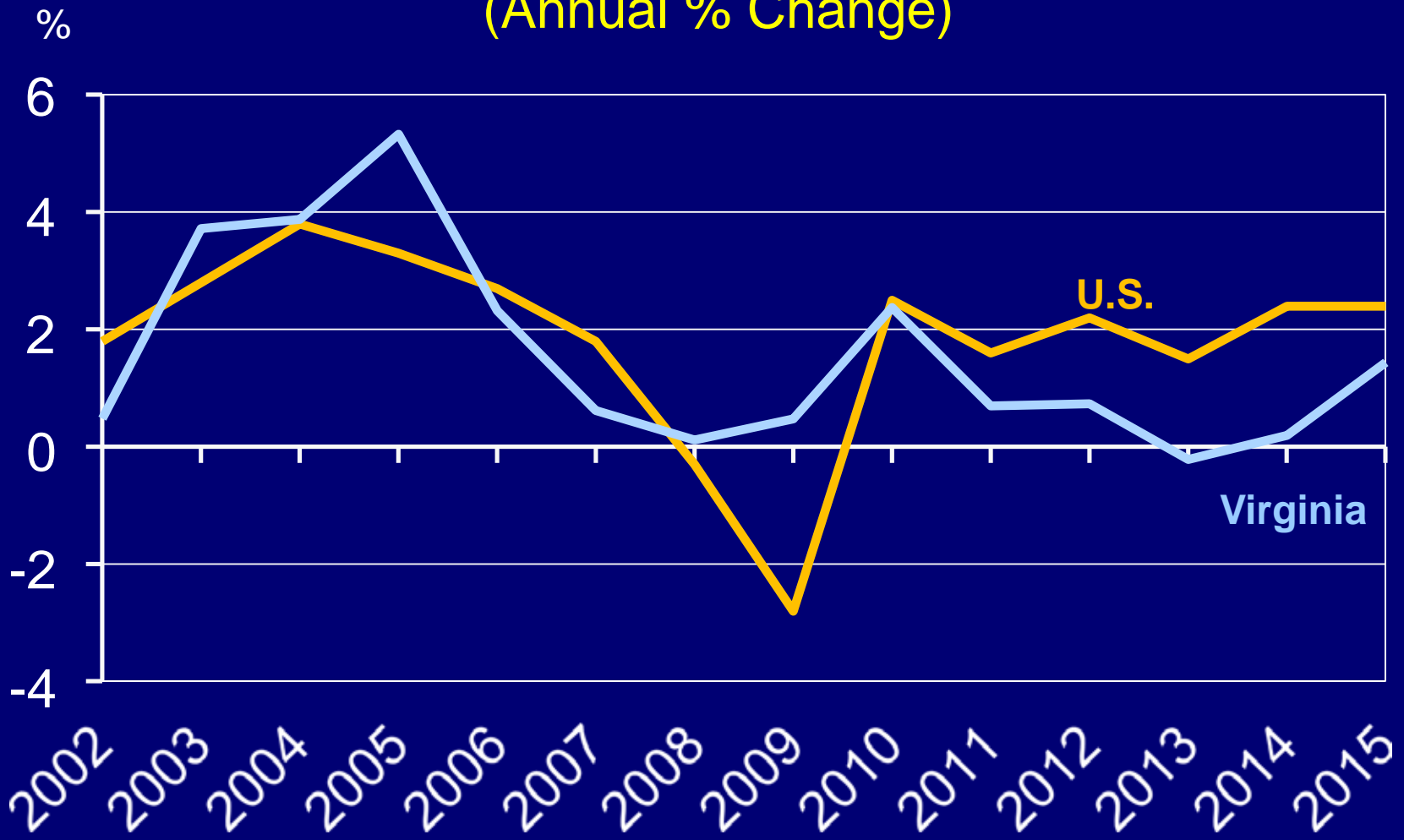
# Why is GO Virginia Needed?

- Ø **Virginia urgently needs strong private-sector growth.**  
Federal cutbacks have exposed our over-dependence on public-sector jobs. Virginia needs strong private-sector growth and job creation.
- Ø **Growth in Virginia's diverse regions requires collaboration.**  
To grow and diversify our economy, business, education, and government must collaborate effectively in each region.
- Ø **State government must be a catalyst and partner.**  
State government must provide incentives for strategic, job-focused collaboration in each region of the Commonwealth

# U.S. GDP and Virginia GSP

## 2002 – 2015

(Annual % Change)



# Commonwealth of Virginia

## Average Job Contribution to Gross State Product By Private Sector in 2015 \$s

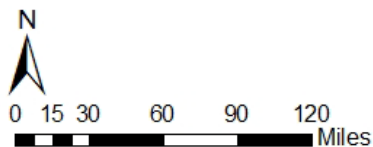
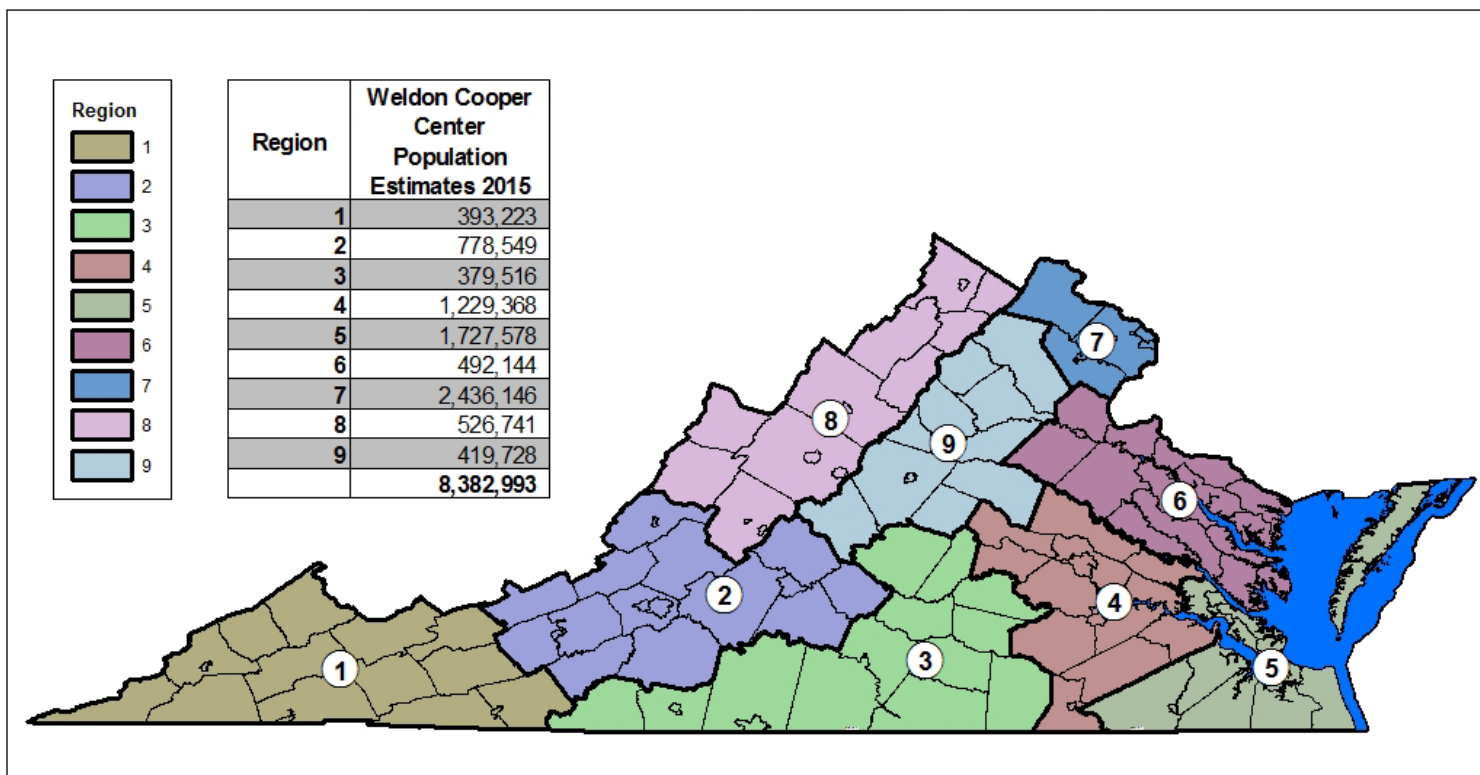
<u>Sector</u>	<u>Average Job Contribution to GSP</u>
Leisure & Hospitality Services	\$38,000
Retail Trade	\$61,637
Education & Health Services	\$66,868
State and Local Government	\$69,804
Construction	\$83,100
Transport/Warehousing	\$109,136
Military	\$125,215
Professional & Business Service	\$145,211
Wholesale Trade	\$158,875
Federal Government	\$163,125
Manufacturing	\$186,311
Information Services	\$336,162
Financial Services	\$491,636
<b>All Private Sectors Average</b>	<b>\$127,630</b>
<b>All Government Average</b>	<b>\$117,432</b>

# The GSP\* Effects of Private Sector Job Change in the Commonwealth of Virginia, March 2008-August 2016 (in 2015\$)

<u>Job Change</u>	<u>Average GSP* Value</u>	<u>Total GSP* Value</u>
-293,300	\$152,807	- \$44,818,293,100
<u>+335,400</u>	\$114,793	<u>38,501,572,200</u>
+ 42,100		- \$6,316,720,900



# Regional Boundaries



Source: US Census, Weldon Cooper Center, VA PDC



10/11/2016





# Region 9 Council

**Chair:** Brian Cole  
Executive Site Lead  
LexisNexis

**Vice Chair:** Tom Click  
President & CEO  
Patriot Aluminum

12 Private Sector Members  
11 Public Sector Member



11 Localities =  
Planning Districts  
9 and 10





# Timeline

- Ø **October 12 & December 5, 2016:** Initial and organizing meetings of State board.
- Ø **March 14, 2017:** State board certifies all 9 Regional Councils.
- Ø **Spring:** State board approved Regional Councils' work plans and budgets; Statewide orientation summit
- Ø **June 13:** State board funded regional plans
- Ø **Summer:** All regions developed Economic Growth & Diversification Plans
- Ø **September 12:** All plans approved by State board
- Ø **December 12:** First regional projects (per capita and statewide pools) may be approved by State board



# Two Pots of Money Available

Per  
Capita

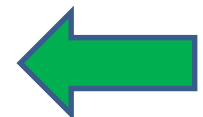
Region	2016 Population	% of Population	Per Capita Formula Allocation FY18
1	388,272	4.6%	\$503,122
2	777,912	9.2%	\$1,008,016
3	376,140	4.5%	\$487,401
4	1,234,587	14.7%	\$1,599,775
5	1,729,109	20.6%	\$2,240,575
6	494,045	5.9%	\$640,182
7	2,461,620	29.3%	\$3,189,761
8	528,528	6.3%	\$684,865
9	421,595	5.0%	\$546,302
<b>Total</b>	<b>8,411,808</b>	<b>100.0%</b>	<b>\$10,900,000</b>

Source: Weldon Cooper July 1, 2016 Population Estimates.

Competitive

STATE-WIDE COMPETITIVE FUNDS	\$11,300,000
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TODAY'S  
FOCUS





# How Does GO Virginia Work?

1. Qualifying projects:
  - A. Involve two or more localities
  - B. Lead to creation of higher paying jobs
  - C. Project addresses opportunities, needs, challenges and priorities of each region's Growth & Diversification Plans
2. Projects are submitted to one of nine Regional Councils
3. Each Regional Council submits its per capita projects to the GO Virginia Board for final approval
4. Inter-regional projects eligible for competitive grant funding must be approved by each participating Regional Council and then submitted to the GO Virginia Board for consideration



# Region 9's Growth Plan Recommended "Opportunities"

- Ø Talent Development
- Ø Growing Existing Businesses
- Ø Innovation/Start-Ups/  
Commercialization
- Ø Sites
- Ø Other

## TARGETED INDUSTRIES

Financial & Business  
Services

Food & Beverage  
Manufacturing

Information Technology

Light Manufacturing

Biomedical &  
Biotechnology



# Potential Project Examples

## **Entrepreneurship/ Start-Ups / Innovation:**

- Ø Scale-ups of existing small and medium-sized businesses
- Ø Commercialization of R&D (public and private)
- Ø Startup collaborations (incubators/accelerators)
- Ø Venture capital funding and capital formation
- Ø Export assistance programs

## **Talent Development:**

- Ø Business focused training and curriculum development
- Ø Non-degree workforce credentials
- Ø Career and technical education relating to targeted industries

## **Site Readiness**

- Ø Site development
- Ø Regional research and business parks
- Ø Broadband and other communications, data security, and "smart" infrastructure



## Grants may NOT be used for:

- ∅ Construction of transportation projects (except as ancillary to site development)
- ∅ Incentive grants to private companies
- ∅ Economic development marketing
- ∅ Trade missions
- ∅ Quality of life projects



# Region 9: www.GOVirginia9.org



[Go Virginia](#) [Contact Us](#) [News](#) (434) 979-5610

[Regional Assets](#) [Site Selection Assistance](#) [Small Business Development Center](#) [Piedmont Workforce Network](#) [About Us](#)

## In this section

- Localities in Central Virginia
- Central Virginia Partnership for Economic Development
- GO Virginia Regional Council 9
  - Notice of Public Meetings
  - Region 9 Grant Project Pre-Application Form**
  - Growth and Diversification Plan
  - Council Members
- Central Virginia Small Business Development Center
- Piedmont Workforce Network
- Investors

## Sign Up for E-News

First Name\*

## Region 9 Grant Project Pre-Application Form

### Applicant

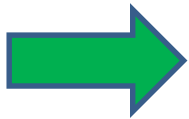
Name\*

Title\*

Locality/Organization\*

Address\*

Street Address





# Scoring Guidelines

Ø Economic Impact	35 Points
Ø Regional Collaboration	30 Points
Ø Project Readiness	20 Points
Ø Project Sustainability	15 Points





# Questions?

Contact Helen Cauthen or Shannon Holland:

[hcauthen@centralvirginia.org](mailto:hcauthen@centralvirginia.org)

[sholland@centralvirginia.org](mailto:sholland@centralvirginia.org)

434.979.5610 ext. 22 or 24

[www.GOVirginia9.org](http://www.GOVirginia9.org)



**Survey for Zion Crossroads  
Water & Sewer System  
Project Agreement #6 with  
Bowman Consulting Group**

October 18, 2017



# Project Agreement #6

- This agreement is required to create 2 Utility Lots for
  - Sewage Pump Station
  - Water Storage Tank
- Includes the following:
  - Set new boundary corners.
  - Prepare plat showing improvements within five feet of the boundary for recordation.



# Finances Overview

- \$6,650 Supplemental Appropriation from Unassigned Fund Balance is being requested increasing the new CASH funded budget to \$778,390
- Project Funding Approvals To Date:
- Original Budget \$575,000
- Prior Supplemental Appropriations +\$196,740
- **Proposed Supplemental Appropriation +\$ 6,650  
For Proposed Task Order #4 –Bowman**
- New Proposed Cash Funded Budget \$778,390



**Questions?**



**Public Hearing**  
**Sale of County**  
**Real Property**  
**Columbia**  
**Elementary School**

October 18, 2017

Eric Dahl

Deputy County Administrator/Director of Finance



## Timeline

- **November 2013 - Fluvanna County School Board declared by resolution, the Columbia and Cunningham Elementary School to be surplus property**
  - Management of the school property was taken over by Fluvanna County
- **December 2014 - Formal Acceptance of the Columbia and Cunningham Elementary School by Fluvanna County**
- **March 2015 - Utilized a cooperative state contract for Commercial Real Estate Services**
  - Only one firm met with County
  - Did not want to take on the sales effort (difficult properties to market/sell)



## Timeline (cont.)

- **April 2015 - Issued 1<sup>st</sup> Request for Proposals**
  - Ads in Richmond Times, Washington Post, and Roanoke Times
  - Posted on commercial real estate listing websites
  - Open House for Potential Proposers
    - No attendees at either property
  - Proposals due June 12, 2015
  - Received "0" proposals
- **June 2015 - Issued RFP for Commercial Real Estate Brokerage Services**
  - One local Real Estate firm came to a non-mandatory pre-bid meeting
  - One auction house firm inquired
  - Received "0" proposals





## Timeline (cont.)

- **September 2015 - Issued 2<sup>nd</sup> Open-Ended Request for Proposals**
  - Posted on commercial real estate listing websites
  - Installed for sale signs out in front of both buildings
  - **Between September 2015 and May 2017, received "2" proposals < \$35,000**
- **June 2017 - Issued Addendum for Request for Proposals from September 2015**
  - Posted a suggested **MINIMUM PRICE**
  - Open House for Potential Proposers at the end of June
    - Over a dozen interested attendees at both properties
  - Proposals due July 24, 2017
  - **Received "3" proposals on each property**



# Former Columbia School Proposals

Buyer	Contact Person	Purpose	Original Offer	Funding	Deposit	Realtor \$	Additional Provisions	Subsequent Offer
Howard and Laurie Hilsinger	Howard Hilsinger	Building apartment style housing, primarily assisting lower-income families.	\$ 82,500	Cash	\$ 1,000	N/A	None	None
Rivanna K-9 Services	Armin Winkler	K-9 training facility for law enforcement/military and civilian competition sport dog facility	\$ 35,000	Cash	None	N/A	None	\$50,000 & \$85,000
T. Joel Loving	T. Joel Loving	Storage Facility, Art Studio, not definitive at this point	\$ 30,199	Cash	None	N/A	None	None



# Former Columbia School Selected Proposal

- A committee made up of 2 Board of Supervisors and 2 County Staff met with all proposers on August 14 & 16, 2017
- This meeting was to negotiate all proposals; allowing the other proposers an opportunity to match or exceed the price, terms and contingencies of the top proposal
- At the Board of Supervisors meeting on August 16, 2017, the Board decided to move forward with the proposal by Howard and Laurie Hilsinger
- The proposal was the highest offer at the time at \$82,500, with the next highest offer being \$50,000, from Rivanna K-9 Services



# Former Columbia School Selected Proposal

- After the September 20, 2017 Public Hearing was advertised, the second highest proposer, Rivanna K-9 Services, increased their subsequent offer from \$50,000 to \$85,000
- This is a mostly cash offer with no contingencies
  - The update included a letter from the Mr. Winkler's bank, owner of Rivanna K-9 Services, verifying over \$67K cash to close, with the difference to be provided by a verified private loan
- Since a public hearing had already been advertised for the proposal by Howard and Laurie Hilsinger at \$82,500, a new public hearing had to be advertised for the Board of Supervisors to consider the new \$85,000 proposal by Rivanna K-9 Services.



# Former Columbia School Selected Proposal – UPDATES

- After the last Public Hearing, Howard and Laurie Hilsinger sent an email withdrawing their proposal
- Since the Public Hearing has been advertised for Rivanna K-9 Services, the County has received an offer from the VFW for \$88,000
  - Since this offer was not submitted by the original RFP due date, it is not a valid offer that can be considered under this RFP
  - If the Board of Supervisors wants to consider other offers, a new RFP would have to be issued



# **Public Hearing**

## **Former Columbia School**



## Motion:

- I move the Board of Supervisors (**approve/deny/defer**) the proposed sale of the County's real property known by current street numbering as 563 Wilmington Road, Palmyra, VA and also known as the former Columbia Elementary School to **Rivanna K-9 Services, LLC**, a Virginia limited liability company, for a purchase price of **\$85,000.00** pursuant to their proposal to purchase the property dated July 20, 2017 made in response to the County's Request for Proposals 2016-02 "Sale of County Property Columbia Elementary School (former) 563 Wilmington Road, Palmyra, VA 22963" , as amended, subject to approval as to form of a contract and appropriate terms of sale reflective of any negotiations, a survey addressing the telecommunications easements and/or subdivisions of the property, and the drafting of customary closing documents by the County Attorney. Furthermore, the Board of Supervisors authorizes the County Administrator to execute the Contract, Survey or Plat and any customary closing documents contingent upon the same being approved as to form by the County Attorney.

# Proffer Amendment Southern Development ZMP 17:02

Board of Supervisors  
Staff Presentation  
October 18, 2017

Fluvanna County  
Planning & Zoning Department



*"Responsive & Responsible Government"*

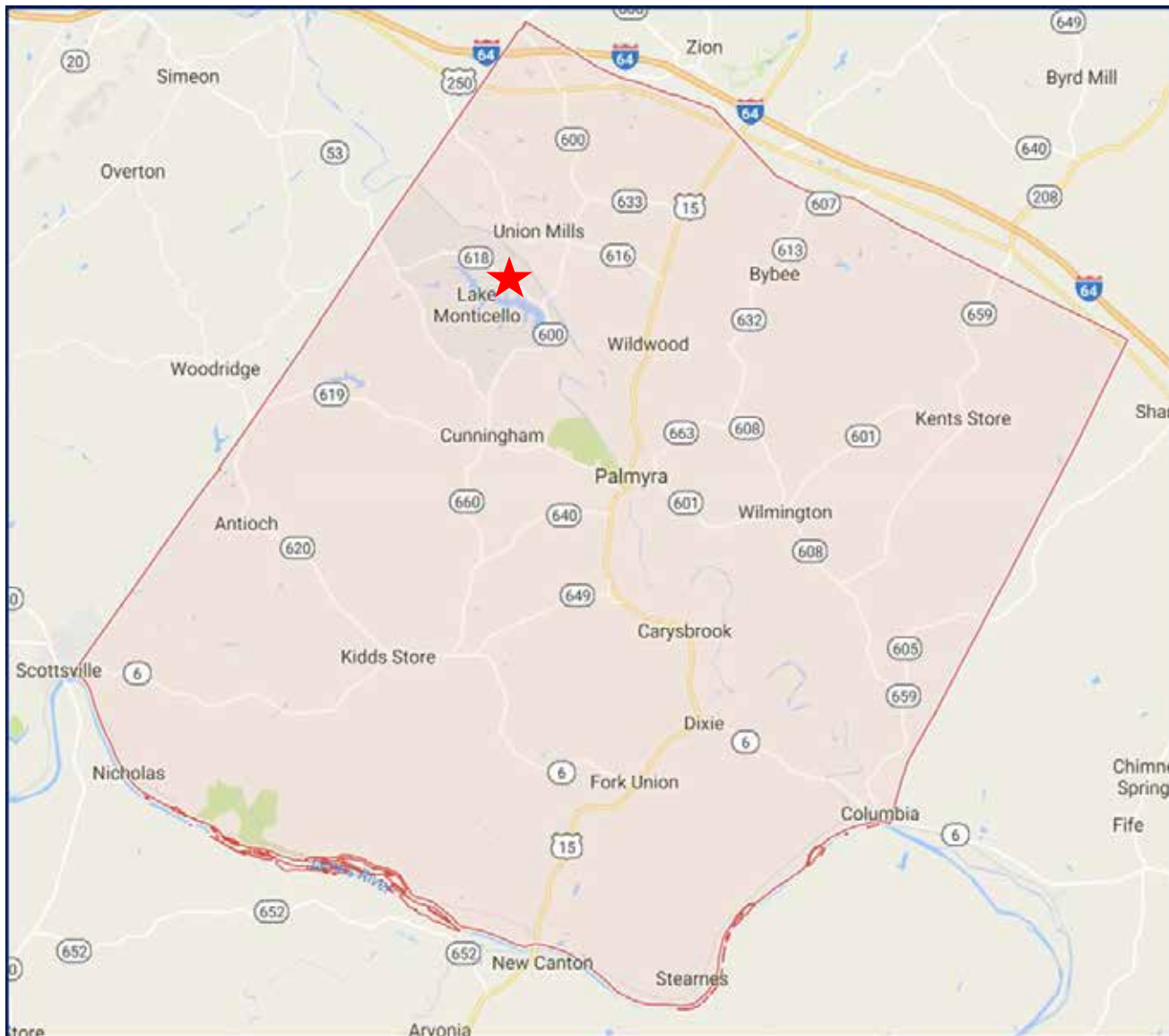


# Overview

- Request to remove Proffer #8 associated with rezoning case ZMP 04:02
- Zoning History
  - February 16, 2005 – rezoned from A-1 to R-3 (ZMP 04:02)
  - October 20, 2010 – proffer amendment request denied (ZMP 10:01); request was to amend Proffers #8 & #15
  - November 20, 2013 – proffer amendment request approved (ZMP 12:03); request to amend Proffer #8
- Planning Commission reviewed August 8 & September 12, 2017; recommended approval 4-0

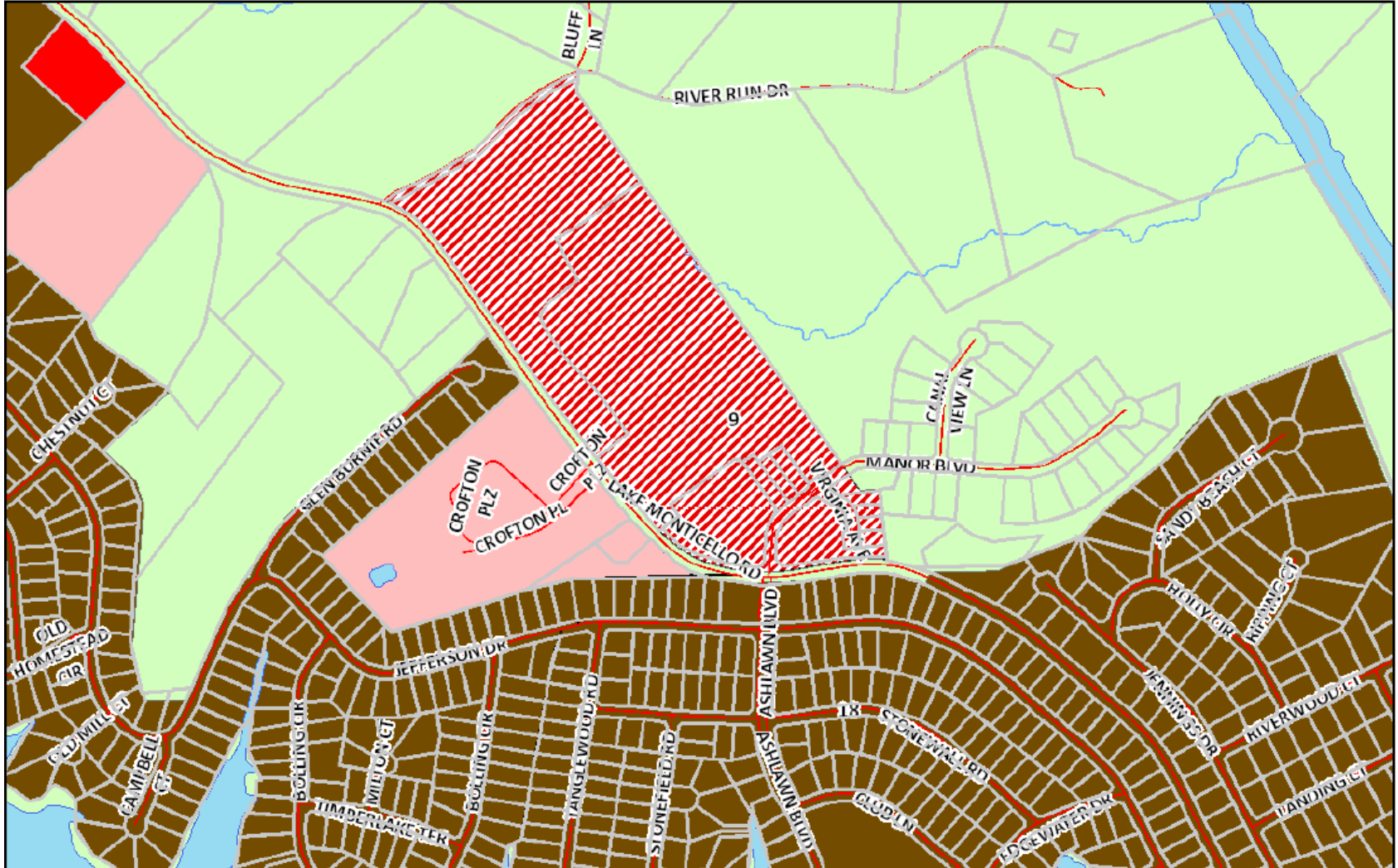
# Location

## Fluvanna County



Site is located on the north side of State Route 618 (Lake Monticello Road) across from the main gate.

Fluvanna County





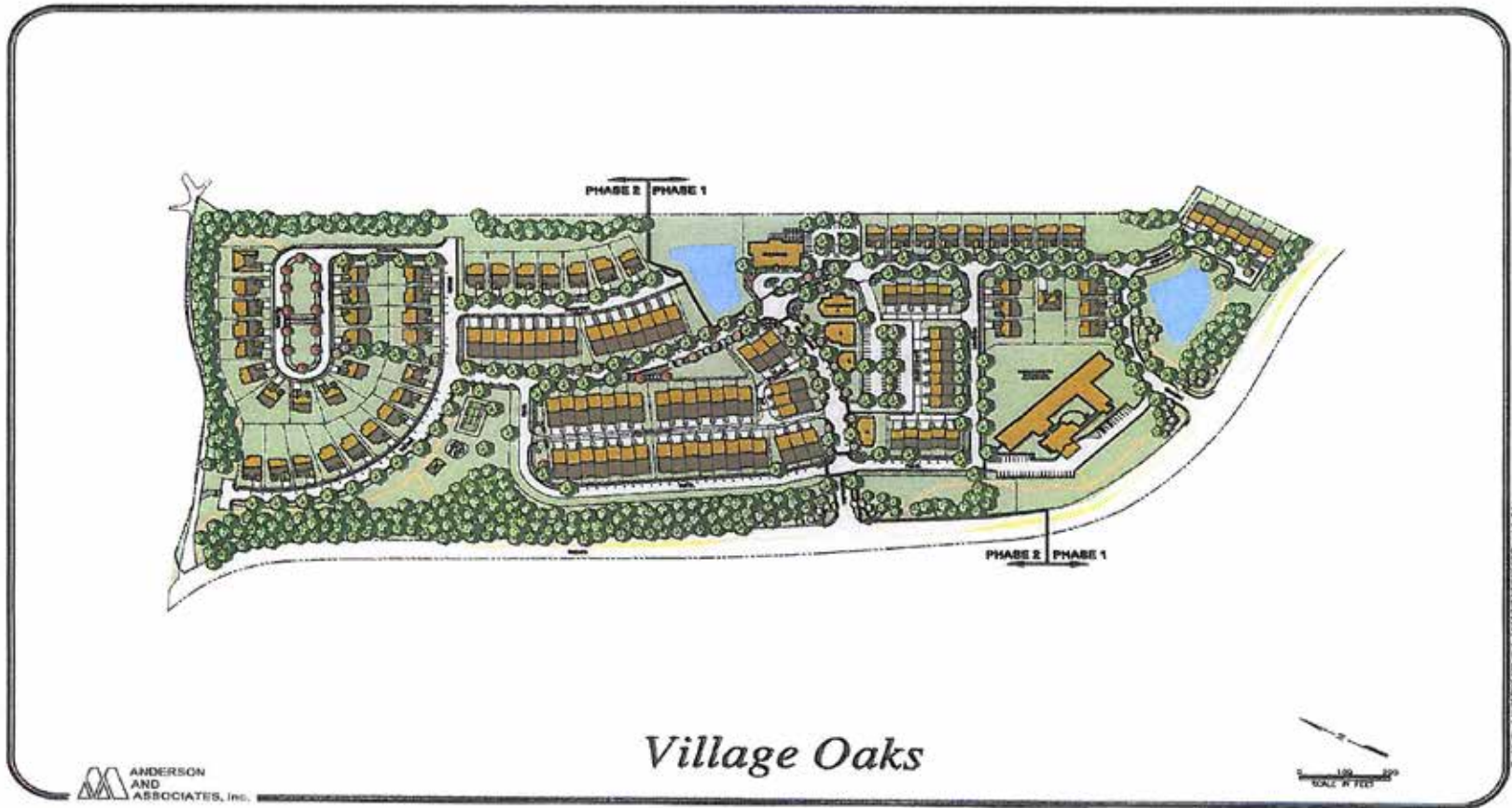
# Aerial Image

Fluvanna County



# Village Oaks Master Plan

Fluvanna County





# Existing Proffer 8

*The development will meet, at a minimum, the federal standards for age-restricted housing as defined in the Fair Housing Amendments Act of 1988 and Housing for Older Persons Actions 1995: Final Rule. The following requirements shall apply:*

- 1. The housing shall be intended and designed for persons aged 55 and older;*
- 2. At least 80% of the occupied units shall be occupied by at least one (1) person who is 55 years of age or older;*
- 3. The development shall publish and adhere to policies and procedures that demonstrate its intent to operate as housing for persons 55 years of age or older. This shall be recorded as a covenant and restriction for the community; and*
- 4. The development shall also comply with rules issued by HUD for the verification of occupancy.*

# Proposed Amended Proffer 8

Fluvanna County

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*A minimum of 35% of the housing shall be designed with at least one bedroom on the first floor, such that all typical living functions can be accommodated on the first floor of the home.*

# Conclusion

- This proffer amendment request would reduce the amount of private housing planned for persons aged fifty-five (55) or older;
- Nahor Village would become the primary age-restricted development within the Rivanna CPA;
- Village Oaks to still contain an assisted living facility (SUP 04:20);
- Board of Supervisors should consider how this request does (or does not) align with the goals and objectives of the Comprehensive Plan.



# Suggested Motion

- I move that the Board of Supervisors approve/deny/defer ZMP 17:02, a request to amend proffer number eight (8) of ZMP 04:02 with respect to Tax Map 9, Section A, Parcels 13 & 14C and Tax Map 9, Section 13, Parcels A, B, 1, 2, 3, 4, 5, 6 & 7.

# Columbia

## Zoning Map Amendment

### ZMP 17:03

Board of Supervisors  
Staff Presentation  
October 18, 2017

Fluvanna County  
Planning & Zoning Department



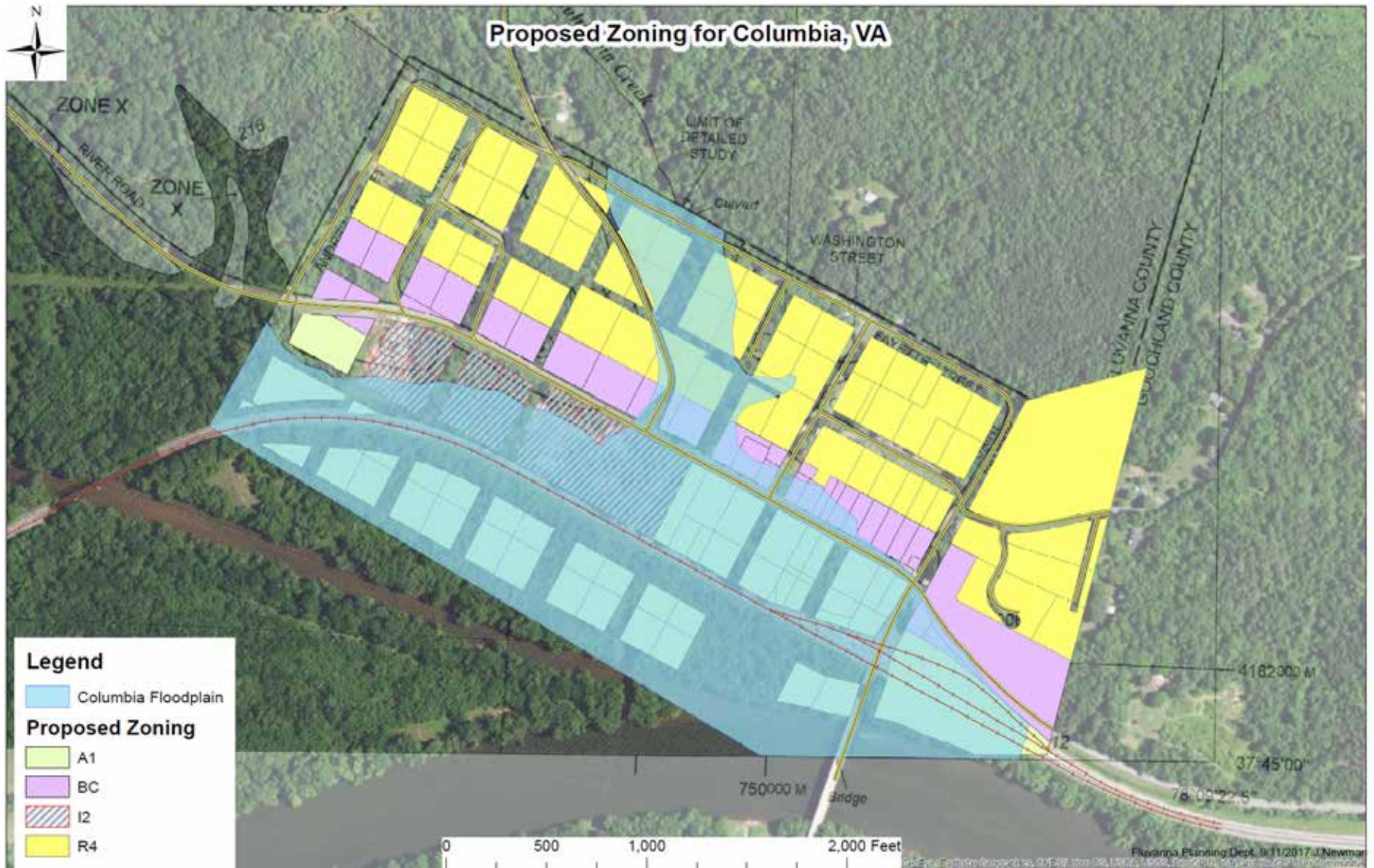
*"Responsive & Responsible Government"*

# Overview

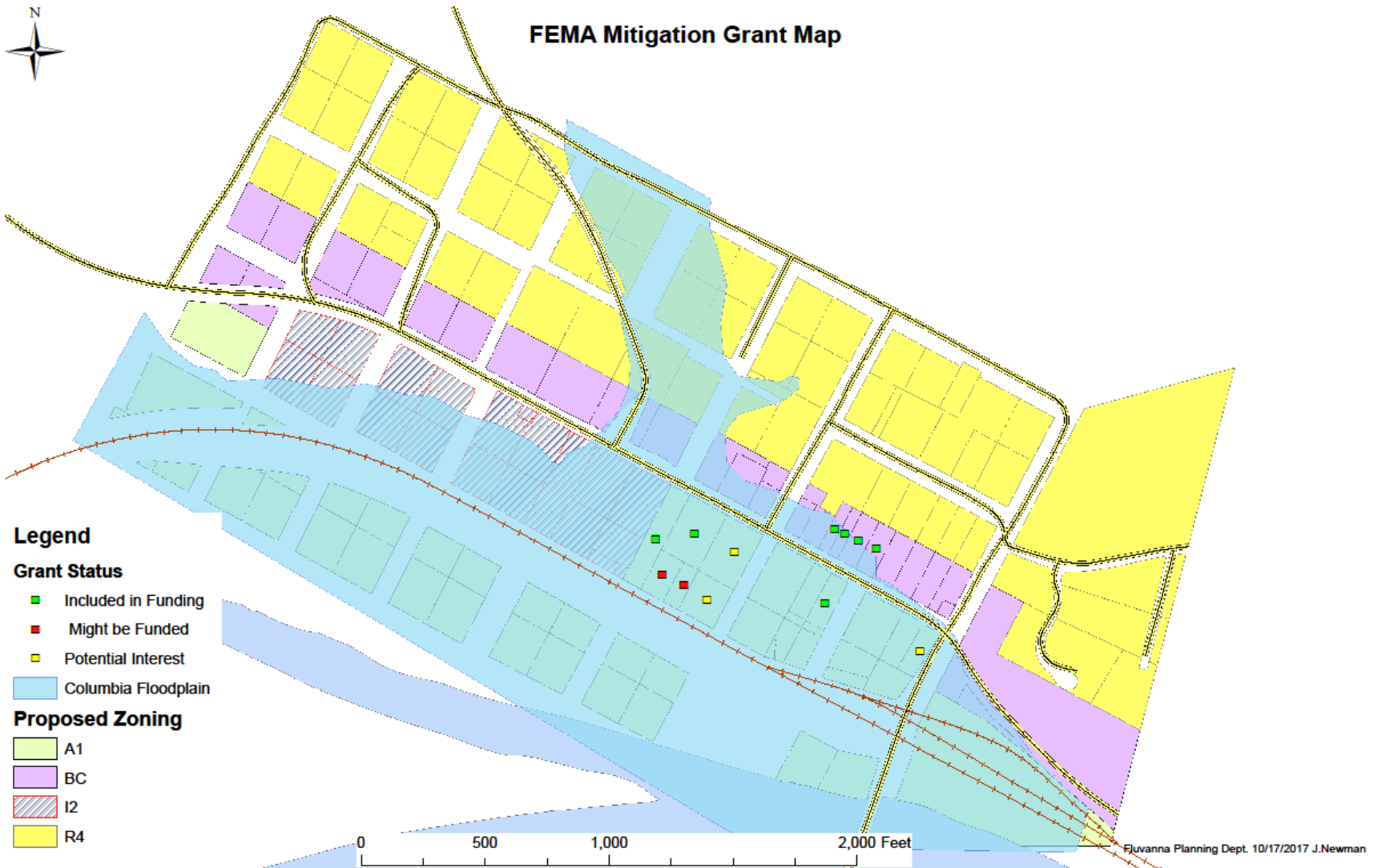
- Ordinance to amend the Fluvanna County Zoning Map in order to establish county zoning districts on all parcels within the limits of the former town of Columbia.
- Columbia Election District
- Columbia Community Planning Area

# Proposed Zoning

Fluvanna County



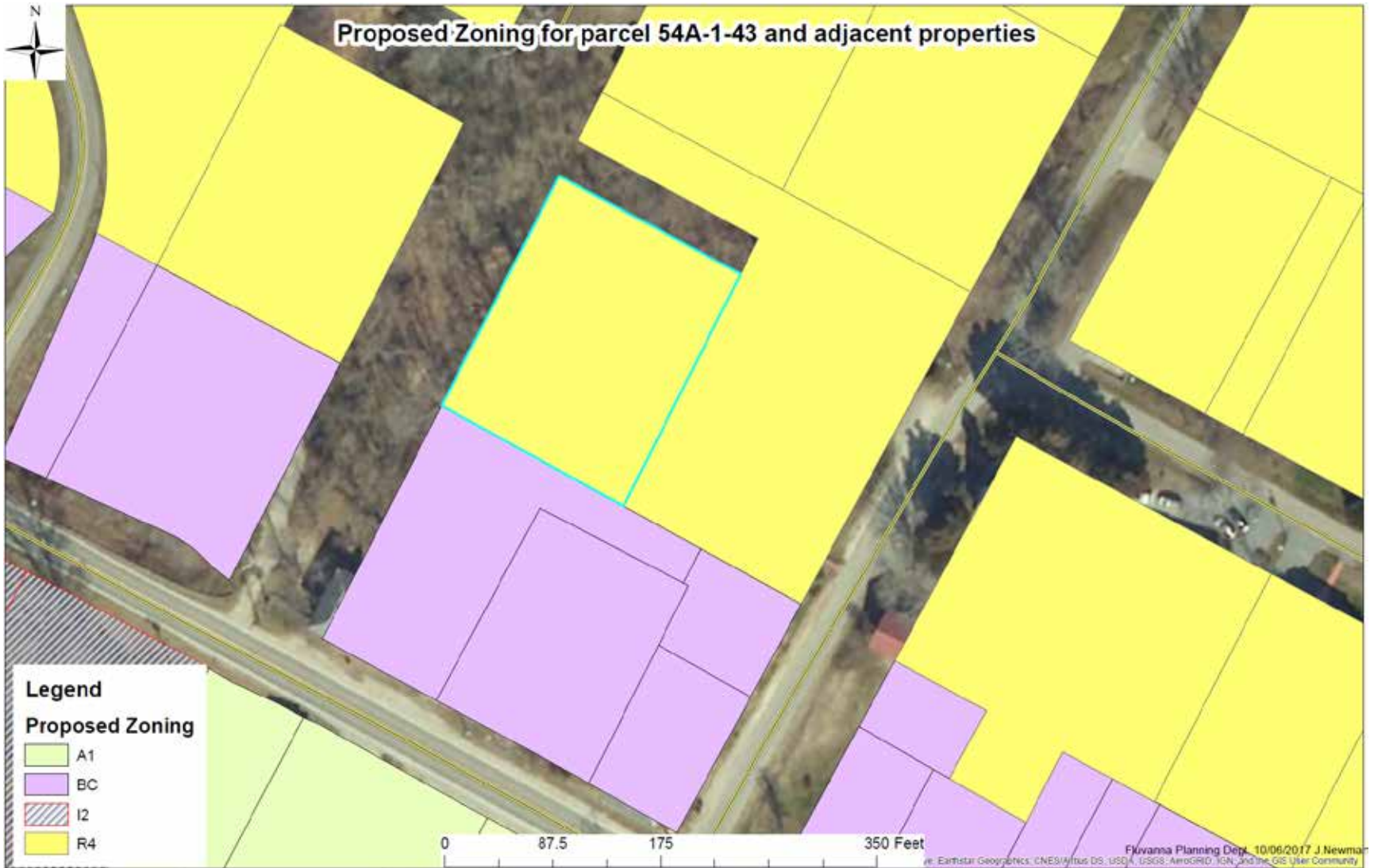
# Proposed Zoning (cont.)





# Tax Map 54A-1-43

Fluvanna County



# Tax Map 54A-1-66

Fluvanna County



# Summary

- Parcels south of Route 6 in floodplain to be zoned A-1 (Agricultural, General);
- Parcels south of Route 6 containing existing industrial business to be zoned I-2 (Industrial, General);
- Parcels along the north side of Route 6 to be zoned BC (Business Convenience);
- Parcels north of Route 6 to be zoned R-4 (Residential, Limited)
- Board of Supervisors should consider how this request does (or does not) align with the goals and objectives of the Comprehensive Plan.



# Suggested Motion

- I move that the Board of Supervisors approve/deny/defer ZMP 17:03, an ordinance to amend the Fluvanna County Zoning Map in order to establish county zoning districts on all parcels within the limits of the former town of Columbia.

# Links

## Proposed Zoning Map

[..\..\Columbia Proposed Zoning Map-2.pdf](#)

## List of Parcels

[ATT D.pdf](#)

## Fluvanna County GIS

[https://fluvannagis.timmons.com/](#)