


Virginia Economic Development Partnership



# 2011-12

## Virginia Guide to Business Incentives

**INTRODUCTION 3**

**TAX INCENTIVES 4**

Corporate Income Tax Incentives

Property Tax Incentives

Sales and Use Tax Exemptions

**ENTERPRISE ZONES 7**

**TECHNOLOGY ZONES 9**

**TRAINING 10**

Virginia Jobs Investment Program

Virginia's Community Colleges

The Workforce Investment Act

**INFRASTRUCTURE 13**

Economic Development Access Program

Rail Industrial Access Program

Transportation Partnership Opportunity Fund

Foreign Trade Zones

**DISCRETIONARY INCENTIVES 16**

Governor's Opportunity Fund

Virginia Investment Partnership Grant

Major Eligible Employer Grant

Virginia Economic Development Incentive Grant

Clean Energy Manufacturing Incentive Grant Program

**REGIONAL ASSISTANCE 19**

Tobacco Region Opportunity Fund

Virginia Coalfield Economic Development Authority

**FINANCIAL ASSISTANCE 21**

Virginia Small Business Financing Authority

Community Development Block Grants

**MANAGEMENT & TECHNICAL SUPPORT 23**

Center for Innovative Technology

VSBDC: Virginia's Small Business Development Center Network

International Trade



# Introduction

Virginia's best business incentive is its pro-business climate. Virginia strives to maintain traditions of sound fiscal management: a growing, diversified economy; moderate and stable taxes; and a conservative, results-oriented approach to business regulation. This advantageous climate—together with assets such as a strategic location, a highly productive workforce and excellent quality of life—makes Virginia a good place to do business.

In support of this pro-business environment, Virginia offers a range of incentives and services to assist business growth and reduce the costs of opening or expanding a business facility within the Commonwealth. Incentives include financial assistance, infrastructure development grants, tax credits and exemptions, customized training and technical support programs.

This guide mainly focuses on state incentive programs. Local governments may offer additional business incentives to further reduce the costs of locating a business in Virginia.



## CORPORATE INCOME TAX INCENTIVES

Virginia's corporate income tax rate is 6 percent, and no unitary tax is levied on Virginia companies' worldwide profits. To further enhance Virginia's favorable tax treatment, the sales factor in the state's income apportionment formula is double weighted, benefiting companies with significant Virginia payroll and property. The corporate apportionment formula was amended during the 2009 General Assembly session to allow manufacturing companies to elect to use a single factor apportionment based on sales to determine their Virginia taxable income. This modification will be phased in as follows: for taxable years beginning on or after July 1, 2011, but before July 1, 2013, qualifying corporations may elect to use a triple-weighted sales factor; for taxable years beginning on or after July 1, 2013, but before July 1, 2014, qualifying corporations may elect to use a quadruple-weighted sales factor; and for taxable years beginning on or after July 1, 2014, and thereafter, qualifying corporations may elect to use the single sales factor method to apportion Virginia taxable income.

**Major Business Facility Job Tax Credit.** Qualified companies locating or expanding in Virginia receive a \$1,000 corporate income tax credit for each new full-time job created over a threshold number of jobs.

- 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. The threshold number of jobs must be created within a 12-month period.
- The \$1,000 credit is available for all qualifying jobs in excess of the threshold and is taken in equal installments over two years (\$500 per year) in 2009 through 2012. Credits earned after 2012 will be taken in equal installments over three years.
- Non-qualifying jobs include seasonal positions, building and grounds maintenance, security, and other positions ancillary to the principal activities of the facility.
- Credits are available for taxable years before January 1, 2020. Unused credits may be carried over for up to 10 years.

**Recycling Equipment Tax Credit.** An income tax credit is available to manufacturers for the purchase of certified machinery and equipment used for processing recyclable materials in taxable years before January 1, 2015. The credit is equal to 10 percent of the total original capitalized cost of the equipment. In any taxable year, the amount of credit

allowed cannot exceed 40 percent of the company's Virginia income tax liability before the credit. The unused amount of the credit may be carried over for 10 years.

The Virginia Department of Environmental Quality certifies that equipment to be credited is integral to the recycling process.

**Green Job Creation Tax Credit.** For taxable years before January 1, 2015, 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 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, hydro-power systems, wind systems, and biomass and biofuel systems. The Secretary of Commerce and Trade has posted on his website a detailed definition and list of jobs that qualify for the credit.

The amount of the credit may not exceed the total amount of Virginia income tax for the taxable year in which the green job was continuously filled. If the amount of credit allowed exceeds the taxpayer's tax liability for such taxable year, the amount that exceeds the tax liability may be carried over for credit against the income taxes of the taxpayer in the next five taxable years or until the total amount of the tax credit has been taken, whichever is sooner.

If the taxpayer is eligible for this Green Jobs Tax Credit and creates green jobs in an enterprise zone, such taxpayer may also qualify for the benefits under the Enterprise Zone Grant Program. The taxpayer may not, however, claim this Green Jobs Tax Credit in addition to a Major Business Facilities Job Tax Credit nor a federal tax credit for investments in manufacturing facilities for clean energy technologies that would foster investment and job creation in clean energy manufacturing.



**Day Care Facility Investment Tax Credit.** Businesses may claim a tax credit equal to 25 percent of all expenditures incurred in the construction, renovation, planning, or acquisition of facilities for the purpose of providing day care for children of company employees. Any credit not usable for the taxable year may be carried over to the extent usable for the next three taxable years. The maximum credit is \$25,000. The Commissioner at the Virginia Department of Taxation approves applications for this program.

**Worker Retraining Tax Credit.** Virginia employers will be eligible to receive an income tax credit equal to 30 percent of all expenditures made by the employer for eligible worker retraining. The credit has a spending cap of \$2.5 million in any taxable year. Eligible worker retraining consists of courses at Virginia community colleges and private schools, certified by the Department of Business Assistance, or retraining programs through apprenticeship agreements approved by the Virginia Apprenticeship Council.

**Refundable Research and Development Expenses Tax Credit.** Businesses may claim a tax credit equal to 15 percent of the first \$167,000 (\$25,050) in Virginia qualified research and development expenses incurred during the taxable year or they may claim a tax credit equal to 20 percent of the first \$175,000 (\$35,000) in Virginia qualified research and development expenses if the qualified research was conducted in conjunction with a Virginia college or university. If the amount of the credit allowed exceeds the taxpayer's tax liability, the amount that exceeds the tax liability shall be refunded to the taxpayer. There is an annual cap of \$5 million. If applications for credits total less than \$5 million, then the remaining balance of credits will be prorated among applicants, up to doubling the amount of their credits. Conversely, if applications for credits exceed \$5 million, applicants' credits will be prorated.

**Port Volume Increase Tax Credit.** For taxable years beginning on and after January 1, 2011, but before January 1, 2016, a taxpayer engaged in manufacturing goods or the distribution of manufactured goods that uses port facilities in the Commonwealth and increases its port cargo volume at these facilities by a minimum of five percent in a single calendar year over its base year port cargo volume is eligible to claim a credit against its corporate income tax liability. The amount of the credit is generally equal to \$50 for each TEU above the base year port cargo volume. The Virginia Port Authority may waive the requirement that port cargo volume be increased by a minimum of five percent over base year port cargo volume

for any taxpayer that qualifies as a major facility. A qualifying taxpayer may not receive more than \$250,000 for each calendar year. The maximum amount of tax credits allowed to all qualifying taxpayers pursuant to this section may not exceed \$3.2 million for each calendar year. If the credit exceeds the taxpayer's tax liability for the taxable year, the excess amount may be carried forward and claimed against income taxes in the next five succeeding taxable years. If applications for credits total less than \$3.2 million, then the remaining balance of credits will be prorated among applicants, up to doubling the amount of their credits. Conversely, if applications for credits exceed \$3.2 million, applicant's credits will be prorated.

**International Trade Facility Tax Credit.** For taxable years beginning on and after January 1, 2011, but before January 1, 2015, a taxpayer is allowed a credit against its corporate income tax liability if the taxpayer is engaged in port-related activities and increases the amount of cargo transported through a port facility located in the Commonwealth by at least 10% and hires new employees or makes a new capital investment to facilitate trade.

The amount of the credit earned is equal to either \$3,000 per qualified full-time employee or two percent (2%) of the new capital investment made by the taxpayer. The amount of the credit allowed shall not exceed 50 percent of the tax imposed for the taxable year. Any remaining credit amount may be carried forward for the next 10 taxable years. There is an annual cap of \$250,000 and credits may be prorated if they are oversubscribed.

**Barge and Rail Usage Tax Credit.** A company that is an international trade facility, as defined under the International Trade Facility Tax Credit, that transports product by barge or rail rather than by trucks or other motor vehicles on the Commonwealth's highways is allowed a credit against its corporate income tax liability. The amount of the credit is \$25 per 20-foot equivalent unit (TEU) moved by barge or rail. The credit has a spending cap of \$1.5 million in any taxable year. Unused credits may be carried forward for 5 years.

## PROPERTY TAX INCENTIVES

Virginia does not tax property at the state level; real estate and tangible personal property are taxed at the local level. Moreover, Virginia differs from most states in that its counties and cities are separate taxing entities. A company pays either county or city taxes, depending on its location. If the company is located within the corporate limits of a town, it pays town taxes as well as county taxes. In addition, Virginia localities do not have separate school district taxes.

### *Virginia does not tax:*

- Intangible property
- Manufacturers' inventory
- Manufacturers' furniture, fixtures or corporate aircraft
- Certified pollution control facilities and equipment

### *Localities have the option to fully or partially exempt the following property from taxation:*

- Certified recycling equipment
- Rehabilitated commercial/industrial real estate for up to 15 years
- Manufacturers' generating and co-generating equipment
- Certified solar energy devices
- Environmental restoration sites (eligible real estate in the Virginia Voluntary Remediation Program)

### *Localities may elect to tax the following tangible personal and real property at reduced rates:*

- Research and development tangible personal property
- Equipment used for biotechnology research, development and production
- Semiconductor manufacturing machinery and tools
- Computer hardware and peripherals
- Aircraft
- Clean-fuel vehicles
- Tangible personal property used in the provision of certain Internet services
- Energy-efficient buildings

## SALES AND USE TAX EXEMPTIONS

The rate of Virginia's combined state and local sales and use tax is 5 percent (4 percent state and 1 percent local) and among the lowest in the nation. A seller is subject to a sales tax imposed on gross receipts derived from retail sales or leases of tangible personal property, unless the retail sales or leases are specifically exempt by law. When a seller does not collect the sales tax from the purchaser, the purchaser is required to pay a use tax on the purchase, unless the use of the property is exempt. Some important exemptions include:

- 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, related communications services 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 certain circumstances

For additional information, please contact:

*Virginia Department of Taxation  
Post Office Box 1115  
Richmond, Virginia 23218-1115  
(804) 367-8037  
<http://www.tax.virginia.gov>*



## ENTERPRISE ZONES

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.

**Enterprise Zone Job Creation Grants.** 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\* are eligible for a maximum grant of \$500 per position per year for up to five years. In Enterprise Zone localities designated as high unemployment areas by DHCD businesses can qualify for \$500 grants using a lower wage threshold of 1.5 times the federal minimum wage. Positions created over the four-job threshold that pay at least twice the federal minimum wage rate are

eligible for a maximum grant of \$800 per position per year for up to five years. Jobs with pay rates below the relevant threshold or without health care benefits as well as positions in retail, personal service or food and beverage service are not eligible for grants.

Grants are calculated based on the number of full months worked during a calendar year. In cases where a position is filled or is eligible for a grant for only a portion of the year, the grant is prorated based on the number of full months the position was filled and/or eligible for a grant. This applies to cases where there is a change in the wage rate, health benefits or the federal minimum wage rate.

Businesses must qualify for the grants annually. A business can receive grants for a maximum of 350 jobs annually above the four-job threshold. Businesses may qualify for additional five-year grant periods with additional job creation. Businesses electing to receive this grant are not eligible to receive the Major Business Facility Job Tax Credit.



**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.

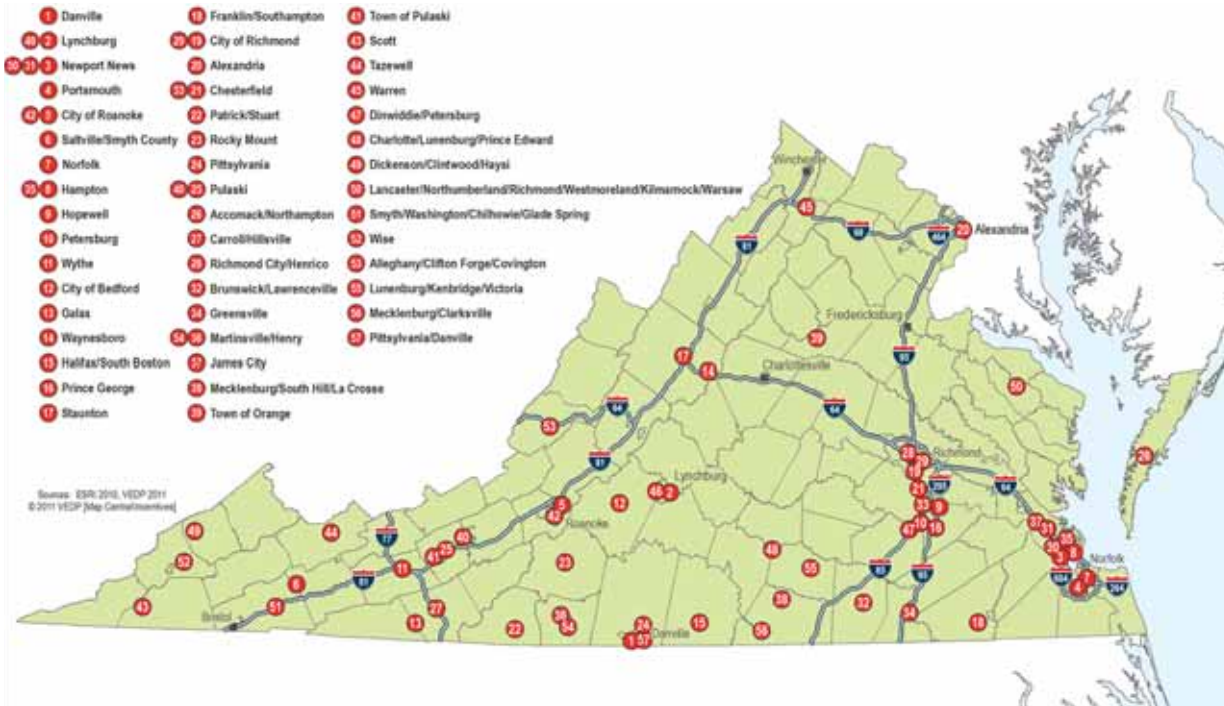
Job Creation Grants receive funding priority. Real Property Investment Grants are subject to proration if the grants requested exceed the remaining funding.

Currently, 57 zones have been designated. In addition to state incentives, each zone community offers additional local incentives to qualified businesses.

*\* The federal minimum wage is \$7.25 per hour.*

For additional information about Virginia's Enterprise Zone Program, please contact:

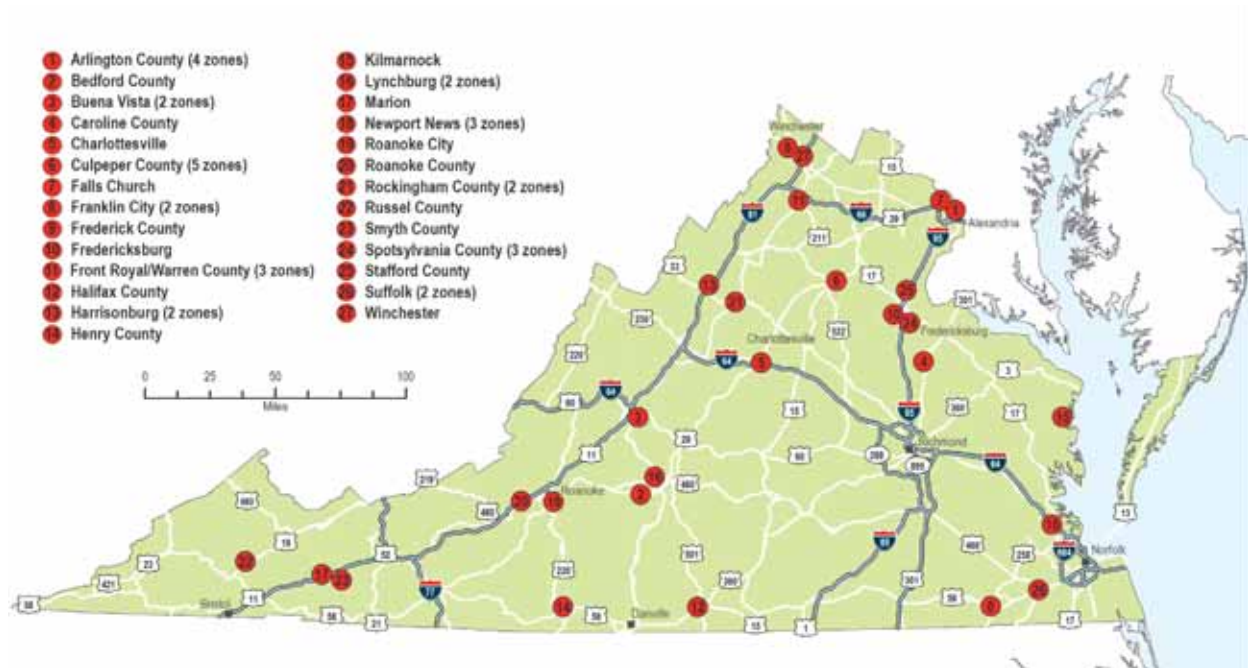
*Virginia Department of Housing and  
Community Development  
600 East Main Street, Suite 300  
Richmond, Virginia 23219  
Phone: (804) 371-7030  
Fax: (804) 371-7093  
<http://www.dhcd.virginia.gov>*



## 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.

Localities that have established technology zones include the counties of Arlington, Bedford, Caroline, Culpeper, Frederick, Halifax, Henry, Roanoke, Rockingham, Russell, Smyth, Spotsylvania, Stafford and Warren; the cities of Buena Vista, Charlottesville, Falls Church, Franklin, Fredericksburg, Harrisonburg, Lynchburg, Manassas, Newport News, Roanoke, Suffolk and Winchester; and the towns of Front Royal in Warren County, Kilmarnock in Lancaster County and Marion in Smyth County.



## VIRGINIA JOBS INVESTMENT PROGRAM

The Virginia Department of Business Assistance's 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, electronic media services, and funding.

Eligibility for assistance in any of the VJIP program offerings is limited to for-profit companies that create basic employment (not engaged in retail) paying a minimum wage of \$10.00 per hour. In areas that have unemployment of two times or more the state level, the wage minimum may be waived. Only full-time jobs are eligible for funding. Companies in the following business sectors will qualify:

- Manufacturing
- Distribution centers
- Corporate headquarters for companies with multiple facilities
- Inbound call centers
- Information technology services exclusively to business
- Research and development facilities

**New Jobs Program.** The New Jobs Program is a vital part of the Commonwealth of Virginia's economic development efforts. The program targets expansions of existing companies or new facility locations which involve competition with other states or countries. Expansions of existing companies or new company locations must create a minimum of 25 net new jobs within 12 months from the date of the first hire and make a capital investment of at least \$1,000,000.

**Small Business New Jobs Program.** The Small Business New Jobs Program supports existing Virginia companies which have 250 employees or less companywide. Companies must create a minimum of five net new jobs within a 12-month period and make at least \$100,000 in new capital investment.

**Retraining Program.** The Retraining Program provides services and funding to manufacturing companies and distribution centers to assist in upgrading the skills of existing employees identified as essential to the production or distribution of a product. Companies participating in the program are typically those which are undergoing an integration of new technology into their production processes, changing product lines in keeping with marketplace demands, or substantially changing service delivery processes, requiring an assimilation of new skills and technological capabilities. Companies must have a minimum of 10 full-time employees needing to be retrained, and a new capital investment of at least \$500,000 is required as the catalyst for the project.

**Small Business New Jobs Grant Fund.** In 2010, the Small Business Jobs Grant Fund was created through HB943. VJIP was designated to administer the program. The Small Business Jobs Grant Fund is open to independently owned and operated existing Virginia companies which have 250 employees or less companywide and have been in business for at least 2 years. The business cannot be the result of a merger or acquisition, and may be a subsidiary of a larger company. The company must be creating at least five (5) net new jobs with a maximum of 50 jobs within 12 months of the first hire date. All new jobs funded under this program must have an average annual wage at least equal to the prevailing average annual wage in the locality in which the job is created. Priority is given to small businesses creating jobs in an area with an annual average unemployment rate of more than 125% of the statewide average.

For more information and application instructions, please contact:

*Virginia Department of Business Assistance  
Post Office Box 446  
Richmond, Virginia 23218-0446  
(804) 371-8120  
wfsmail@vdba.virginia.gov  
<http://www.vdba.virginia.gov/vjip.shtml>*



## 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. They instruct and prepare a workforce able to respond to existing and expanding businesses and industries throughout the Commonwealth. Colleges serve employers through open enrollment courses that allow employees to upgrade their skills and through flexible and customized training programs that allow employers to develop a course of study that meets their specific training needs.

Working with employers, community colleges offer these customized services at a customized cost to maximize the value for employers. The result is a workforce that is better prepared to quickly meet the demands of the employer and provide direct benefit to their community and economy.

**Open enrollment.** Ongoing, open enrollment courses are open to the general public and give workers an opportunity to upgrade their skills, enhance their knowledge and prepare for licensing and certifications. Often by taking these open enrollment courses workers are able to take on more responsibilities in their place of work and businesses become more productive and efficient. Open enrollment classes are usually short-term, lasting a day or several days and are offered in the classroom at the college or online.

**Customized training.** Virginia's community colleges customize training to meet the schedule, location and delivery methodology requirements of employers so that employees can acquire needed job skills and earn academic credit. Through cost-effective, fast and flexible programs, employers see improvement in productivity and company growth – an immediate benefit that gives them a competitive edge.

Open enrollment and customized training focuses on skill development to impact:

- Organizational productivity (such as team building, management, LEAN, SIX SIGMA and coaching);
- Individual productivity (such as time and stress management, leadership, communication and customer service);
- Computer skills (such as Microsoft Office, specialist and application specialist); and,
- Job-specific skills (such as HVAC, OSHA-10, OSHA-30 and welding).

For additional information, please contact:

*Virginia Community College System  
101 N. 14th Street  
Richmond, VA 23219  
(804) 819-4947  
<http://www.vccs.edu/workforce>*



## THE WORKFORCE INVESTMENT ACT

The Workforce Investment Act (WIA) provides federal funding for employment and training activities to enhance productivity and competitiveness. Through statewide and local workforce investment systems, WIA attempts to increase employment, retention, skill levels, credential attainment and earnings. In Virginia, the WIA 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.

Through the one-stop service delivery network established by WIA, available employment and training services include:

### For Employers

- Assistance in finding qualified workers, including interview facilities
- Information on and referral to business start up, retention and expansion services
- Information and access to a variety of training-related resources to provide for a skilled workforce
- Information on labor markets, workplace accommodations and tax credits for new hires

### For Individuals

- Job, career, and skill self-assessment tools and assessment services
- Information about and access to a variety of educational and training resources to enhance skill levels and make individuals either work ready or provide opportunities for advancement along their career pathway
- Information about and access to other supportive services that can help guarantee success while in educational or training programs

Some of the specific training options of value to employers funded by WIA include:

- On-the-job training (OJT), which allows the employer to be reimbursed for up to 50 percent of the participant's wage rate to compensate for employer costs during training.
- Customized training, which allows up to 50 percent of an employer's training costs to be covered by WIA funds for training designed to meet the needs of an employer or group of employers if there is a commitment to employ or retain individuals at the completion of training.
- Incumbent worker training, which provides the opportunity to upgrade skills of the existing workforce.

The majority of WIA funding is passed directly to 15 local workforce investment areas for direct service delivery. In addition, WIA funds at the state level can assist businesses with layoff aversion strategies and to fund rapid-response services to workers affected by plant closings and other dislocations.

For additional information, please contact:

*Virginia Community College System*  
101 North 14th Street  
Richmond, Virginia 23219  
(804) 819-1680  
<http://www.vwn.vccs.edu>



## 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 and 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 secondary highway system roads and city streets to accommodate the anticipated additional and type of traffic generated by an eligible economic development site
- Construct a new road from a publicly maintained road to the new eligible establishment's primary entrance when no road exists

Access road construction is scheduled for completion simultaneously with the start-up of plant operations. The access road is not intended to serve as a haul road during plant construction.

Before VDOT can act on a particular proposal, a resolution from the local governing body requesting the allocation of access road funds must be submitted to the department through the office of VDOT's local representative.

The award amount is limited by the eligible capital investment of the company and the estimated cost of the access road. 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 those administered by the Commonwealth Transportation Board. The total yearly allocation for the Economic Development Access Program and the Rail Industrial Access Program is \$5.5 million.

For additional information, please contact:

*Director of Local Assistance Division  
Virginia Department of Transportation  
1401 East Broad Street  
Richmond, Virginia 23219  
(804) 786-2746  
<http://www.virginiadot.org/business/local-assistance.asp>*

## 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 on economic development in Virginia.

In accordance with program guidance, financial assistance to any one county, city or town is limited to \$450,000 in one fiscal year, and the locality may utilize the entire allocation for one project. The state program will provide a maximum of \$300,000 in unmatched funds. Additional funds up to the annual limit must be matched 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.

Each application must be accompanied by a resolution from the local governing body requesting the allocation of the funds.

For additional information, please contact:

*Virginia Department of Rail and Public Transportation  
600 East Main Street, Suite 2102  
Richmond, Virginia 23219  
(804) 786-4440  
<http://www.drpt.virginia.gov>*

## TRANSPORTATION PARTNERSHIP OPPORTUNITY FUND

The Virginia Department of Transportation (VDOT) administers the Transportation Partnership Opportunity Fund (TPOF or Fund) which may be used, among other purposes, to address transportation aspects of economic development opportunities.

TPOF monies are awarded at the discretion of the Governor in the form of grants, revolving loans or other financial assistance to an agency, political subdivision of the Commonwealth or to certain private entities for activities associated with eligible transportation projects.

Projects that are developed with monies from the Fund do not become private property but become or remain public property following completion. The transportation improvements have to be accomplished according to VDOT standards and specifications and have to be maintained by the appropriate public entity pursuant to relevant agreements.

Economic development projects seeking TPOF funding to assist with transportation aspects must meet the minimum criteria established in the Governor's Opportunity Fund Guidelines.

For application process and additional information, please contact:

*Virginia Department of Transportation*  
1401 East Broad Street  
Richmond, Virginia 23219  
(804) 371-0850  
<http://www.virginiadot.org/projects/tpof.asp>

## 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 wasted 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 on 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. Additionally, through these general-purpose zones, Virginia has the capacity and capability to provide companies with subzone designation. These zones are geographically dispersed around the state and include the following:

**Suffolk FTZ #20.** The Virginia Port Authority administers Virginia's first foreign trade zone. With over 3,300 acres, this zone is primarily located in Hampton Roads at the Norfolk, Portsmouth and Newport News marine terminals, but also includes 490 acres at the Virginia Inland Port near Front Royal in Warren County. Other sites under zone #20 include industrial parks in Suffolk, Chesapeake, Portsmouth, Virginia's Eastern Shore and Front Royal. There are also several subzones in operation. Contact: Kevin Burwell, (757) 683-2120.

**Dulles FTZ #137.** Foreign trade zone #137 consists of approximately 271 acres at Washington Dulles International Airport and the following expansion sites: Victory International warehouse near Washington Dulles; Ft. Collier Industrial Park in Winchester; a 90,000 square foot warehouse in Stonewall Industrial Park in Winchester; property adjacent to Winchester Airport; Wrights Run property - 155 acres zoned for light industrial and commercial; and Hazout expansion site west of Dulles Airport. The Grantee of FTZ #137 is Washington Dulles Foreign Trade Zone, Inc. Contact: Anita Kayser, (703) 572-8714.

**Culpeper FTZ #185.** Located in north-central Virginia, the Culpeper foreign trade zone has three sites in its general-purpose zone, including a 78 acre site located on Route 29 and Route 666, a 104 acre site located at the Culpeper County Industrial Airpark and a 64.6 acre site in Waynesboro. The zone also contains three subzones. Contact: Carl Sachs, (800) 793-0631



**Tri-Cities TN/VA FTZ #204.** Foreign trade zone #204 consists of eight general-purpose sites located throughout the Tri-Cities, including the Linden/Hairston Industrial Park in Bristol, VA, and the Oak Park Industrial Park in Abingdon, VA. The grantee of FTZ #204 is the Tri-Cities Airport Commission. Contact: Mark Canty, (423) 367-2385.

**Richmond FTZ #207.** Central Virginia's zone is located at Richmond International Airport. FTZ #207 consists of on-airport warehousing options and over 100 acres available for development on-airport. Additionally, there are off-airport sites consisting of 10 acres with general-purpose warehousing in an industrial park in Hanover County and 221 acres in a Prince George County industrial park. Additional options exist for companies who cannot use existing sites. Contact: Russ Peaden, (804) 226-8520; rpeaden@flyrichmond.com.

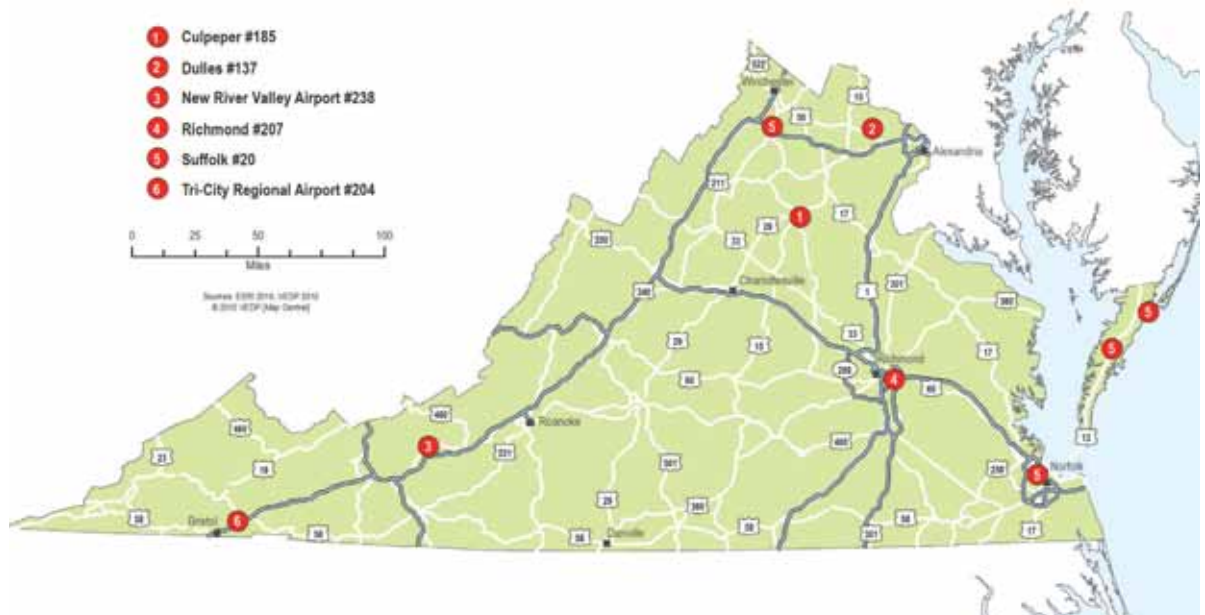
**New River Valley Airport FTZ #238.** The New River Valley Economic Development Alliance administers Virginia's newest foreign trade zone. FTZ #238 includes a 35 acre general-purpose zone at the New River Valley Airport in Dublin and a 200,000 square foot warehouse on a 15 acre site in Pulaski. FTZ #238 is part of the Virginia TradePort ([www.vatradeport.com](http://www.vatradeport.com)). Contact: Aric H. Bopp, (540) 267-0007.

All zones provide space for storage, distribution and light assembly operations.

For additional information about Virginia's foreign trade zones, please contact the individual zones above or:

*Virginia Department of Business Assistance*  
 Post Office Box 446  
 Richmond, Virginia 23218  
 Phone: (804) 371-8221  
 Fax: (804) 371-2142  
<http://www.dba.virginia.gov>

*National Association of Foreign Trade Zones*  
 (202) 331-1950  
<http://www.naftz.org>



## GOVERNOR'S OPPORTUNITY FUND

The Governor's Opportunity Fund (GOF) is designed as a "deal closing" fund to be employed at the Governor's discretion when necessary to secure a company location or expansion in Virginia. The GOF serves as a final resource for Virginia in the face of serious competition from other states or countries. The GOF grant is a negotiated amount determined by the Secretary of Commerce and Trade, based on the recommendation of VEDP and subject to the approval of the Governor. A GOF grant is awarded to the Virginia locality (county, city, town or Industrial/Economic Development Authority) for the benefit of the company, with the expectation that the grant will result in a favorable decision for the Commonwealth.

Grants are made at a locality's request for a project under the following conditions:

- Minimum project capital investment, job creation and wage requirements are achieved
- The locality participates with a matching financial commitment
- A performance agreement is executed between the locality and the company to ensure fulfillment of promised job creation and capital investment
- Public announcement of the project is coordinated by the Virginia Economic Development Partnership (VEDP) and the Governor's Office

Monies may be used for such things as public and private utility extension or capacity development on- and off-site; public and private installation, extension, or capacity development of high-speed or broadband internet access whether on- or off-site; 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 publicly or privately owned buildings; training; or grants or loans to an Industrial Development Authority, Housing and Redevelopment Authority or other political subdivision for purposes directly relating to any of the foregoing.

Once a company decides on one potential Virginia location, the locality works with the VEDP within the guidelines of this program to seek the funds necessary to apply toward the project. The success of the GOF application is based on the project's eligibility and the locality's financial support for the project, as well as the actual project requirements and availability of funds. As with all Virginia incentives, the Commonwealth's investment must make good fiscal sense for both sides, and must carry a suitable return for Virginia, based on a return on investment analysis prepared for every project.

For additional information, please contact:

*Virginia Economic Development Partnership  
Post Office Box 798  
Richmond, Virginia 23218-0798  
(804) 545-5610  
<http://www.YesVirginia.org>*



## 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 five years and are making a capital investment of at least \$25 million while at least maintaining stable employment levels.

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. VIP grant installment payment begins in the third year after the capital investment and job creation or retention is achieved, or in the second year if the company is locating in a fiscally distressed area of the state.

Companies are required to execute a performance agreement before receipt of the grant to ensure that performance expectations are met. The project must not be publicly announced prior to award of a grant. For additional information, including guidelines and application information, please contact:

*Virginia Economic Development Partnership*  
Post Office Box 798  
Richmond, Virginia 23218-0798  
(804) 545-5610  
<http://www.YesVirginia.org>

## 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 capital investment of at least \$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 equal annual installments. MEE grant installment payments begin in the sixth year after the capital investment and job creation are achieved, or in the fourth year if the company is locating in a fiscally distressed area of the Commonwealth.

Companies are required to execute a performance agreement before receipt of the grant to ensure that performance expectations are met. The project must not be publicly announced prior to award of a grant. For additional information, including guidelines and application information, please contact:

*Virginia Economic Development Partnership*  
Post Office Box 798  
Richmond, Virginia 23218-0798  
(804) 545-5610  
<http://www.YesVirginia.org>



## 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 must meet the following eligibility requirements:

- A company locating in a Metropolitan Statistical Area with a population of 300,000 or more in the 2000 Census must:
  - create 400 new full-time jobs with average salaries at least 50 percent greater than the local prevailing average wage; or create 300 new full-time jobs with average salaries at least 100 percent greater than the local prevailing average wage; and
  - 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 50 percent greater than the local prevailing average wage; and
  - make a capital investment of at least \$6,500 per job
- The company is not 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 in five equal annual installments 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 to ensure that performance expectations are met. The project must not be publicly announced prior to award of a grant.

For additional information, including guidelines and application information, please contact:

*Virginia Economic Development Partnership*  
Post Office Box 798  
Richmond, Virginia 23218-0798  
(804) 545-5610  
<http://www.YesVirginia.org>

## CLEAN ENERGY MANUFACTURING INCENTIVE GRANT PROGRAM

The Clean Energy Manufacturing Incentive Grant Program (CEMIG) may be available to eligible companies engaged in the manufacture of equipment, systems or products used to produce clean energy, or for products used for energy conservation, storage or grid efficiency purposes.

A clean energy manufacturer may be eligible to receive a clean energy manufacturing grant under the following conditions unless waived by the Governor for a project in a distressed locality:

- Makes a capital investment of at least \$50 million in real estate and tangible personal property
- Creates at least 200 new full-time jobs paying at least the prevailing average wage of the locality

A wind energy supplier may be eligible to receive a clean energy manufacturing grant under the following conditions:

- Makes a capital investment of at least \$10 million in real estate and tangible personal property
- Creates at least 30 new full-time jobs paying at least the prevailing average wage of the locality

The amount of each Clean Energy Manufacturing Incentive 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. CEMIG grants may be paid out over a period of up to six years and payment of the grant is likely to begin after capital investment and job creation or retention is achieved.

Companies are required to execute a Memorandum of Understanding before receipt of the grant to ensure that performance expectations are met. The project must not be publicly announced prior to award of a grant. For additional information, including guidelines and application information, please contact:

*Virginia Economic Development Partnership*  
Post Office Box 798  
Richmond, Virginia 23218-0798  
(804) 545-5610  
<http://www.YesVirginia.org>



## TOBACCO REGION OPPORTUNITY FUND

The Tobacco Region Opportunity Fund (TROF) provides performance-based monetary grants to localities in Virginia's tobacco producing regions (as defined by the Commission) to assist in the creation of new jobs and investments, whether through new business attraction or existing business expansion. These grants are at the Commission's discretion.

The TROF grant program is intended to support the goal of the Commission to "revitalize the economies of tobacco dependent regions and communities." This goal is measured by job creation, workforce participation rate, wealth, diversity of economy, and taxable assets.

Eligible projects must include:

- A minimum private capital investment of \$1 million within 36 months (amounts spent to acquire real estate will be counted as capital investment)
- A minimum of 10 jobs created within 36 months (the job minimum may be lowered if the jobs pay much higher than the local prevailing wage or the jobs are created in a locality with a very high unemployment rate)

A performance agreement will be required for all grants. Repayment of all or part of grant funds is required if performance is not met. The Commission determines grant amounts based on local unemployment rates, prevailing wage rates, capital investment levels, industry type, and other factors chosen by the Commission.

Grants are limited to three per county per fiscal year. Applications from incorporated towns count against the county limit, but independent cities do not. A local match is not required.

The Tobacco Region consists of the 34 counties and 7 cities in Southside and Southwest Virginia: Sussex, Greensville, Brunswick, Dinwiddie, Amelia, Nottoway, Lunenburg, Mecklenburg, Cumberland, Prince Edward, Charlotte, Halifax, Buckingham, Appomattox, Campbell, Pittsylvania, Henry, Bedford, Franklin, Patrick, Floyd, Carroll, Grayson, Wythe, Bland, Smyth, Washington, Tazewell, Russell, Scott, Buchanan, Dickenson, Wise, and Lee counties, and the cities of Emporia, Danville, Martinsville, Bedford, Galax, Bristol, and Norton.

For additional information, please contact:

*The Virginia Tobacco Indemnification and Community  
Revitalization Commission  
7th & Franklin Building  
701 East Franklin Street, Suite 501  
Richmond, Virginia 23219  
(804) 225-2027  
<http://www.tic.virginia.gov>*



## VIRGINIA COALFIELD ECONOMIC DEVELOPMENT AUTHORITY

***Virginia's e-Region.*** The Virginia Coalfield Economic Development Authority (VCEDA) works to enhance the economic base of Virginia's e-Region, the seven counties and one city of far southwestern Virginia (Buchanan, Dickenson, Lee, Russell, Scott, Tazewell and Wise counties and the City of Norton). Virginia's e-Region focuses on electronic information technology, energy, education, emerging technologies, and existing industries.

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 who will bring new income to the area. Priority will be given to loans requiring \$10,000 or less for each new basic job created, and the average minimum hourly wage should equal or exceed 1.5 times the current federal minimum wage rate at the end of one year of employment. Any project providing at least 25 jobs within 12 months of start-up will be given priority.

Program funding is derived primarily from the local coal and gas road improvement tax and the natural gas severance tax.

VCEDA also administers other funding programs designed to encourage economic development and diversification in Virginia's e-Region, including the Coalfield Regional Opportunity Fund (CROF). Eligibility requirements vary by program.

For additional information, please contact:

*Virginia Coalfield Economic Development Authority*  
*Post Office Box 1060*  
*Lebanon, Virginia 24266*  
*(276) 889-0381*  
*mail@vaceda.org*  
*http://www.vaceda.org*  
*http://www.e-Region.org*



## VIRGINIA SMALL BUSINESS FINANCING AUTHORITY

The Virginia Small Business Financing Authority (VSBFA), which is housed within the Virginia Department of Business Assistance, offers programs to provide businesses and communities with access to capital needed for economic growth and expansion.

**Industrial Development Bonds (IDBs).** The VSBFA issues both tax-exempt and taxable bonds to provide businesses and 501c3 corporations with access to long-term, fixed asset financing at favorable interest rates and terms. IDBs can be used to finance the acquisition and construction of land and buildings and for the purchase of other capital assets, including equipment. Eligible borrowers include new or expanding manufacturing companies, “exempt” facilities such as solid-waste disposal facilities and 501c3s. Through IDBs, credit-worthy manufacturers and 501c3 corporations can finance up to 100 percent of the cost of acquiring, constructing and equipping a facility, including site preparation, at favorable interest rates. IDBs may also be used to allow manufacturers to lease facilities and equipment at tax-exempt rates. All projects financed with IDBs must meet federal tax code eligibility requirements. The maximum manufacturing project size is \$10 million; 501c3 corporations and exempt projects are not subject to this limitation. Projects under \$1 million are generally not cost-effective due to the initial transaction costs associated with bond financing.

**Economic Development Loan Fund (EDLF).** The Virginia Economic Development Loan Fund facilitates capital investment in Virginia’s eligible communities by providing eligible borrowers direct loans which fill the “gap” financing needs not met by equity or conventional financing. Community eligibility is determined based on guidelines set by the federal Economic Development Administration and are generally those with an unemployment rate one percent higher than the national average for the most recent 24-month period for which data is available, or that have a per capita income no greater than 80 percent of the national average based on the most recent data available. Eligible borrowers include local Industrial or Economic Development Authorities and businesses engaged in technology, biotechnology, tourism,

engine and vehicle manufacturers for the professional motor sports industry, basic industries, manufacturing, and those businesses or entities that provide for a locality’s economic and “quality of life” development. Businesses that derived 15 percent or more of their revenues from defense-dependent activities and can demonstrate economic hardship related to defense downsizing may also apply.

Eligible projects must provide some economic benefit to the community through job creation or retention or by enhancing a locality’s ability to attract private capital investment. A minimum hourly wage of \$10.00 is required for jobs created. Additionally, businesses must meet the VSBFA definition of “small” business.\* As the lender, the VSBFA can finance a maximum of 40 percent of a business project or \$1 million, whichever is less. Generally, loans have 10-year maturities with amortizations based on the life of the asset or the borrower’s ability to repay. Rates are market-based and based on risk profile. Loans are secured by assets and personal guaranties.

**Loan Guaranty Program.** The Loan Guaranty Program is designed to reduce a bank’s risk in making loans, and thereby, increase the availability of short-term capital for small businesses. The maximum guaranty under the program is 85 percent of the loan or line of credit up to a maximum guaranty of \$750,000, and the guaranty is available for up to five years. Eligible businesses must meet the VSBFA definition of a “small” business.\* Typical borrowings include lines of credit to finance accounts receivable and inventory, and term loans for permanent working capital and fixed asset purchases. Interested businesses apply to the bank for assistance. The bank applies to the VSBFA for the guaranty support. There is a 1.5 percent fee on the guaranteed portion of the loan.

**Virginia Capital Access Program (VCAP).** VCAP provides a form of loan portfolio insurance for participating banks through special loan loss reserve accounts. These accounts are funded by loan enrollment premiums paid by the borrower and then matched by the VSBFA. The bank can request claims on the reserve account to offset losses in its VCAP portfolio. A loan can be enrolled up to a maximum of \$250,000 or 100 percent of the loan amount, whichever is less. Enrollment fees range from 3 to 7 percent of the enrolled loan amount.

## **Southside Region Tobacco Capital Access Program**

**(TCAP)**. TCAP operates like the VCAP except that it is available solely for businesses that are operating or plan to operate within the Tobacco Region of Southside Virginia (defined as the counties of Amelia, Appomattox, Bedford, Brunswick, Buckingham, Campbell, Charlotte, Cumberland, Dinwiddie, Franklin, Greensville, Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Patrick, Pittsylvania, Prince Edward, Sussex, and the cities of Bedford, Danville, Emporia and Martinsville).

## **Child Care Financing Program (CCFP)**

The CCFP program can provide direct low-interest-rate loans to regulated childcare providers for quality enhancement projects or to maintain childcare standards. Borrowers may be child day care centers (\$150,000 maximum loan amount) or family home providers (\$10,000 maximum loan amount). Eligible loan uses include fixed asset purchases related to childcare such as playground equipment; equipment for infant care; minor renovations or repairs necessary to comply with health and safety standards or to meet necessary requirements for children with special needs; and learning aids, tools or programs to aid in the development of children.

*\*VSBFA's definition of "small" business is \$10 million or less in annual revenues over each of the last three years; or net worth of \$2 million or less; or fewer than 250 employees.*

For additional information, please contact:

*Virginia Small Business Financing Authority  
1220 Bank Street, 3rd Floor  
Post Office Box 446  
Richmond, Virginia 23218-0446  
(804) 371-8254  
<http://www.dba.virginia.gov/financing>*

## **COMMUNITY DEVELOPMENT BLOCK GRANTS**

Community Development Block Grants (CDBGs) are available to eligible cities, counties and towns to support local community and economic development activities. 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, targeted economic restructuring activities and central business district revitalization. Funds are awarded to localities on a competitive basis during an annual application cycle. Funds are also awarded noncompetitively, 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.

The Virginia Department of Housing and Community Development 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.

For additional information, please contact:

*Virginia Department of Housing and  
Community Development  
Project Management Office  
Main Street Centre  
600 East Main Street, Suite 300  
Richmond, Virginia 23219  
(804) 371-7061  
<http://www.dhcd.virginia.gov>*



## CENTER FOR INNOVATIVE TECHNOLOGY

The Center for Innovative Technology (CIT) has been creating technology-based economic development opportunities and strategies for the Commonwealth of Virginia since 1984. Two service lines—CIT Entrepreneur and CIT Connect—help small innovative companies find access to new and unique market and investment opportunities.

***CIT Entrepreneur.*** Making Virginia a global leader in the development of entrepreneurial technology ventures requires CIT to leverage both federal and private investments. Federal dollars play a substantial role in research and development funding for small businesses in Virginia, offering a non-diluting source of capital as well as a validation for early-stage innovation.

The CIT Entrepreneur offering helps close Virginia’s “funding gap” for pre-seed and seed-stage technology companies with its new Growth Acceleration Program, or GAP Family of Funds. The GAP Funds invests up to \$100,000 in early-stage technology companies with a high potential for technology commercialization, rapid growth and downstream private equity financing. The GAP Funds give companies access to CIT experts, who assist them in evaluating their prospects for debt and equity funding with institutional and angel investors. With a “funding roadmap” established, CIT guides qualifying, high-potential companies to take advantage of CIT’s strategic relationships with a variety of early-stage investment organizations and individuals. Since its inception, CIT GAP Funds have invested almost \$4.3 million to create 43 companies that, in turn, were able to attract an additional \$65 million in private equity. For more information, please go to <http://www.citgapfunds.org>.

The service line also manages CIT’s Federal Funding Assistance Program, which identifies and accelerates opportunities for small technology firms to obtain federal R&D awards – about \$120 million in federal funds annually. This program brings non-dilutive financing to enhance the value of Virginia’s early-stage technology companies and promotes a more robust and innovative R&D base within the Commonwealth. CIT helps Virginia’s small technology companies compete more effectively for Small Business Innovative Research awards, Small Business Technology Transfer awards, Advanced Technology Program awards and other government contracts. For more information, please go to <http://www.cit.org/programs/cit-entrepreneur/federal-funding-assistance-programs>.

***CIT R&D.*** CIT brings together public and private sector teams to develop and deploy innovative and marketable solutions to regional and national challenges. CIT R&D looks for strategic opportunities that focus on areas that will deliver significant impact and replace older economies.

In the 2010 session, the Virginia General Assembly allocated \$6 million to the Commonwealth Research Commercialization Fund (CRCF), a CIT-administered fund that provides research funding to help researchers transition federally-funded and other research projects into commercially viable products, leading to licensing or new company formation. Two million of this award has been allocated specifically for a Small Business Innovation Research (SBIR) matching program.

Since its inception, the CRCF – and its predecessor the Commonwealth Technology Research Fund (CTRF) – have provided \$26.5 million for research projects and secured \$173 million of private sector and federal funding for Virginia’s research universities.



**CIT Connect.** Technological innovation can improve standards of living and delivery of services, increase security and lower operational expenditures. CIT Connect is pursuing global leadership in the identification and assimilation of innovative technologies.

CIT experts work with state and federal government officials to identify opportunities to test and deploy advances in technology that improve government operations. CIT Connect consultants help clients solve specific problems and challenges, improving their ability to plan for the future.

This year, Connect team members were responsible for delivering an operational analysis of mobile learning training and technologies for the US Department of Defense. This assessment entailed pinpointing leading edge mobile learning technologies and evaluating how these technologies can bridge training gaps for military personnel. A critical element of this work involved identifying industry best practices for implementing an enterprise-wide mobile learning practice. The detailed technical insight and expertise Connect acquires helps to grow the business and improves client relationships. These insights and capabilities are leveraged to support and improve government operations in the Commonwealth.

Also, the Connect team worked with the Virginia Department of Education (VDOE) to support the expansion of its longitudinal data system by providing recommendations on improving the quality and utility of data. A key component of this effort centered on exploring the benefits gained and the challenges faced when student achievement data are linked to teachers. Connect officials again partnered with VDOE to develop resources and training to assist Virginia school divisions in providing all Virginia students with career counseling and Academic and Career Plans (ACP).

CIT Connect is working to improve the quality of our lives through cutting-edge research and through the creation of innovative solutions for today's challenging environment.

For more information, please go to <http://www.cit.org/programs/cit-connect.html>.

For more information on the Center for Innovative Technology, please visit the web site at <http://www.cit.org>.



## **VSBDC: VIRGINIA'S SMALL BUSINESS DEVELOPMENT CENTER NETWORK**

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

The SBDC Network is the most extensive business development program in Virginia, with 29 local centers across the state. The Network is a partnership between the U.S. Small Business Administration, George Mason University-Mason Enterprise Center at the School of Public Policy, and local sponsors including universities, community colleges, chambers of commerce, municipalities and economic development organizations.

For additional information and to find a center nearest you, please contact:

*Virginia SBDC Network  
Mason Enterprise Center - George Mason University  
4031 University Drive, Suite 200  
Fairfax, Virginia 22030  
(703) 277-7700  
<http://www.virginiasbdc.org>*

## **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. Receiving the nation's highest award in export promotion with the 2008 President's E-Star Award, the International Trade Division annually serves 50 Virginia companies and takes over 100 Virginia companies on business trips overseas. It maintains offices in Richmond, Norfolk, Lynchburg, Abingdon and Tyson's Corner, Virginia and offers a global network of on-call consultants in 40+ countries. Through the Virginia Leaders in Export Trade (VALET) programs, Global Network, and Export 3.0, VEDP works with all types of companies to assist their export activities into new markets. Virginia businesses benefit from these programs and services by increasing their international sales.

## **VALET: VIRGINIA LEADERS IN EXPORT TRADE**

Virginia Leaders in Export Trade (VALET) is the VEDP's marquee international trade program that helps Virginia companies gain a profitable foothold in global markets. VALET combines three essential ingredients—planning, expertise and capital—to generate, on average a 44% increase in international sales opportunities for Virginia businesses.

Companies who participate share a commitment to international success with VEDP and private sector service providers. Capital investment by the participating company is enhanced with matching resources from VEDP to meet identified needs.

International professionals provide a match of in-kind services in a concentrated team approach. Attorneys, CPAs, bankers, translators and freight forwarders, contribute skills essential for a successful international launch. Since its inception, over 100 companies representing a wide cross-section of industry have been accepted into and graduated from the VALET program.

To learn more about the VALET program, please contact:

*Virginia Economic Development Partnership  
Division of International Trade  
Post Office Box 798  
Richmond, Virginia 23218-0798  
(804) 545-5753  
<http://www.exportvirginia.org>*



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DEVELOPMENT PARTNERSHIP**

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