

Question	Applicant Response
SECTION 1: APPLICANT & PROJECT SITE DATA	
Applicant Data	
Application Number	100000_22DSAMPLE
Applicant Organization	Sample County Industrial Development Board
Primary Contact	Name: John Smith
	Title and organization: Vice President of Economic Development @ Sample County Industrial Development Board
	Address: 1 Main St., Sample, VA 12345
	Email address: Smith@Sample.com
	Phone number: 111-111-1111
Secondary Contact	Name:
	Title and organization:
	Address:
	Email address:
	Phone number:
Site Location Data	
Site Name	Sample Co Site
Street Address	8 Hwy 34
City	Sample
Zip Code	98765
Locality	Sample Co.
Project site location (format: XX.XXXXXXX, -YY.YYYYYY)	37.104028, -76.148853
iVS/VirginiaScan property ID	100000
General Site Data	
Current VBRSP Tier Level (from VirginiaScan or Site Characterization report)	3
Summary of site changes since completion of characterization report (if applicable)	none
Total site acreage	200
Acreage suitable for construction	147
Largest contiguous developable acreage	147
Current zoning classification	M2
Zoning description/restrictions	Any form of manufacturing or industrial use
Is the site currently under consideration by an active project? (Y/N)	N
If yes, at what stage of the site selection process? (Request for information, desktop analysis, site tours, etc.)	
How is the site currently being used? (i.e., farming, etc.)	Farming on a year-to-year agreement
What were the prior uses of the project site? How has site prior use been confirmed?	Prior farm; previous seller verified.
Describe any archeological sites, buildings or structures older than 50 years or any properties listed, or eligible for listing, on the National Register of Historic Places	Small barn of no historical significance.
Site Ownership Data	
What is the current control status of the project site? (Publicly owned, Public option, Privately owned)	Publicly owned
List all property owners	Sample County IDB
Public Ownership Detail – please complete if site is publicly owned	
When was the project site purchased? (month and year)	January 2019
How much was the site purchased for (cost/acre)?	\$7000/acre
Public Option Detail – please complete if site is optioned	
How many years is the option?	
What entity holds the option?	
When does the option expire?	
How much did the option cost (cost/acre)?	
Private Ownership Detail – please complete if site is privately owned	
Is an agreement in place that enables the applicant to market and access the site as needed? (Y/N)	
What is the asking price for the land? (cost/acre)	
Are there any conditions of sale? If yes, please describe	
Are there any liens or encumbrances on the site? If so, please identify the holder, describe the nature, and the amount.	

Describe the commitment by the owner to develop and market the site for economic development.	
Industrial Park Setting	
If the project site is located within an existing industrial park, provide a brief history of the industrial park. Please include detail on current park tenants.	No
Is the project site subject to any reviews/approvals by neighboring industries or park covenants and restrictions? If yes, please describe.	N/A
Site Transportation Data	
Proximity to interstate (miles)	11
Proximity to four-lane divided highway (miles)	0.75
Is the site rail served? (Y/N)	Yes
Rail provider(s) serving the site	Norfolk Southern Railway Company
Distance to rail connection (feet)	1200
Is there documentation from the rail provider confirming that the site can be rail-served? (Y/N)	Yes
If so, indicate date of documentation	January 2019
If rail-served, has there been a rail study completed? (Y/N)	Yes
If so, indicate date of completion	Mar-20
Site Utility Data	
<i>Identified utilities should reflect those which would serve industrial grade projects. If multiple options are available, identify the most likely connection points to serve targeted projects.</i>	
Electric	
Electric provider serving project site	Sample Co Light, Gas, & Water
Distance to electric connection (feet)	750
Current available electric capacity (kW)	4 MW
Current substation capacity that serves the site (MW)	25 MW (expandable by an additional 50MW)
Are all necessary right-of-way(s) and easements in place? If no, please describe timeline and costs	Yes
What is the timeline to extend the electric line (if applicable)?	3 months
Natural Gas	
Natural gas provider serving project site	Sample Co Light, Gas, & Water
Distance to natural gas connection (feet)	1000
Current available natural gas capacity (Mcf)	40
Are all necessary right-of-way(s) and easements in place? If no, please describe timeline and costs	Yes
What is the timeline to extend the natural gas line (if applicable)?	4 months
Water	
Water provider serving project site	Sample Co Light, Gas, & Water
Distance to water connection (feet)	900
Current water capacity available to the site (GPD)	1,750,000
Are all right-of-way(s) and easements in place? If no, please describe timeline and costs	Yes
What is the timeline to extend the water line (if applicable)?	3 months
Sewer	
Sewer provider serving project site	Sample Co Light, Gas, & Water
Distance to sewer connection (feet)	7500
Current sewer capacity available to the site (GPD)	1,000,000
Are all right-of-way(s) and easements in place? If no, please describe timeline and costs	Yes
What is the timeline to extend the sewer line (if applicable)?	18-24 months
SECTION 2: ENVIRONMENTAL READINESS	
Environmental Studies	
Has a Phase I Archaeological or Cultural Resource Survey been completed? (Y/N)	Yes
If so, indicate date of completion	May 2020
Did the survey include shovel tests?	Yes
Has a Phase I Environmental Site Assessment been completed? (Y/N)	Yes
If so, indicate date of completion	May 2020
Have Phase II Reports/Surveys been completed? (Y/N)	No
If so, indicate date of completion	
Has a Geotechnical Report been completed? (Y/N)	Yes
If so, indicate date of completion	May 2020

Has Electrical Resistivity Tomography (ERT) been completed? (Y/N)	No
If so, indicate date of completion	
Has a Threatened and Endangered Species Survey been completed? (Y/N)	Yes
If so, indicate date of completion	May 2020
Was a field survey completed or a desktop review only?	Field Survey
Has a Wetland/Stream Determination (including maps) been completed? (Y/N)	Yes
If so, indicate date of completion	May 2020
Has a Boundary and Topographic Survey been completed? (Y/N)	Yes
If so, indicate date of completion	May 2020
Has an American Land Title Association (ALTA) Survey been completed? (Y/N)	Yes
If so, indicate date of completion	May 2020
Has there been any previous correspondence with U.S. Fish and Wildlife Service? (Y/N)	Yes
If so, indicate date and subject of correspondence	May 2020
Has there been any previous correspondence with the Department of Historic Resources (DHR)? (Y/N)	N
If so, indicate date and subject of correspondence	
What potential risks are affiliated with developing the project site?	An intermittent stream was identified in the trees that run along the eastern boarder of the site. It is not anticipated to present a development impediment and will create a natural buffer from the adjacent industry.
SECTION 3: PROJECT NARRATIVE	
Project Scope	
Describe the goal of the project	Sample County has an extremely attractive 200 acre site that is cleared, flat, and has most infrastructure in-place. However, the site has been eliminated from consideration for four projects over the past two years because of the required 18-24 month timeline to extend sewer the approximately 1.5 miles to the site. The optimal route identified by Sample County Light, Gas, & Water will require securing easements from three private land-owners before following the existing road ROW for the final mile. The proposed project scope is to secure the required ROW, as well as complete the engineering, design, and permitting on the entire length of the sewer extension. By completing all of these activities proactively, only construction of the line will be remaining, which is estimated to be 6-9 months and should be easily achieved within a prospect's construction timeline. Completing the proposed scope will allow the site to advance from its current Tier 3 site to a Tier 4 site, and be better positioned to compete for projects.
Provide a detailed description of the proposed project scope and its components, including dimensions, quantities, capacities, acres, square footage, etc. where applicable. A preliminary engineering report (PER) and quantity/cost estimates for the project are strongly preferred if the scope is construction-related, and should be uploaded.	The proposed project will acquire an approximately 2,500 feet of right-of-way from three private land-owners as well as confirm the existing right-of-way in the remaining distance. The anticipated cost for the legal work and land acquisition, is approximately \$300,000. In addition, the design, engineering, and permitting will be completed for the full 1.5 mile extension at an estimated cost of \$300,000. The estimated costs for ROW acquisition is based on preliminary discussions between the county's attorneys and the current owners, plus estimated legal fees. The estimated costs for design, engineering, and permitting is based on a similar scope of work undertaken in 2018 to extend natural gas service to the site where Smile Manufacturing located.
Provide a timeline for the scope of work. In the timeline, outline key project milestones, including due diligence, design/engineering, tree clearing, grading, construction, project completion, etc. Please provide a month and year for each milestone.	Milestone 1: ROW ACQUISITION (COMPLETION: MAY 2022) Milestone 2: DESIGN & ENGINEERING (COMPLETION: JULY 2022) Milestone 3: PERMITTING (COMPLETION: SEPTEMBER 2022) Milestone 4: PROJECT COMPLETION (COMPLETION: OCTOBER 2022)
What is the project completion date? (month – year)	October 2022
Provide the name of the firm(s) or entity responsible for implementing the scope of work (if determined)	ROW ACQUISITION - Blackacre Esq. (law firm under retainer by Sample County IDB) DESIGN, ENGINEERING, & PERMITTING - To Be Determined
Business Case	
What are the targeted industry sectors for the site?	Target markets for the project site are light to medium duty manufacturers across a variety of industry sectors, of including advanced manufacturing, plastics, food, and automotive. Our region benefits from a diverse ecosystem of manufacturers and is primed to compete for new industry.
Have any target industry sector studies or marketing plans for the site been completed? If yes, please list them and upload any supporting materials.	The targeted markets have been determined through a joint initiative between the county, the VA Board of Workforce Development, Virginia Career Works, and AAA Consulting to analyze the industry types in our region, as well as evaluating the training resources available, and identifying the types of manufacturers that our available workforce can support. AAA Consulting conducted a Target Industry Study for our community in July 2020.
What are the assets/strengths of the project site? What differentiates it from other sites in the region?	The proposed site is a large site with all utilities except sewer in close proximity. We have worked with our utility partners (electric, gas, water, wastewater) to determine next steps in extending services directly to the site. In addition to the utilities, VDOT has confirmed that any road upgrades would be minimal and could be completed within a project's construction timeline. This site is unique because it has the opportunity to meet significant power needs up to 50MW in less than 18 months. Sample Co Light, Gas, & Water has recently completed construction of a new substation across the road from the site. There is currently one 25MW transformer in the substation with at least 4MW of available capacity. An additional 50MW of capacity can be provided with the installation of two additional transformers, which makes the site one of the highest power capacities in the region.
Describe how this site meets a unique need of the site inventory in the locality and region.	This is the only site greater than 100 developable acres in a 50 mile radius that is publicly owned and has utilities in close proximity. Based on our review of the site database, no other sites in the region can provide 50MW in less than 24 months, making this site truly unique.
Is further development of the site included in local or regional economic development strategy or strategic plan?	Yes
Explain how development of the site would further economic growth and increase prospect interest and visits. Please specify the regional or statewide impact of this site.	Through tracking RFIs (detailed below) and the types of projects searching for industrial sites, there is a clearly defined market need for prepared sites in the size range of our proposed project. Completing the proposed project will enable the IDB to continue submitting the site and attracting projects of regional significance. The average investment of the projects that visited the site since 2019 is \$232M and the estimated job creation averaged 384. The economic impact of a project of that magnitude would drive significant tax revenues for the state and the region through property tax, sales tax, income tax, and payroll taxes. That benefit would be further supported by the indirect revenues that would be generated.
Describe how the community has demonstrated its commitment to developing the site, and how it will continue to support the site going forward.	Sample County has a strong history of developing sites and locating companies in the community. This site was identified as the community neared completion of the development of the Sample County North site to be the next large site for economic development. The IDB has invested significantly in the site through due diligence, acquisition, and clearing. With Smile Manufacturing locating on the North site, the community has already begun working to identify the next site so there is a continuous pipeline of sites.

Describe any potential interest in the site by prospective economic development projects in the past three years. If applicable, please provide information on specific site visits (project / prospect name, and date)	Since 2019, Sample County IDB has received 45 RFIs seeking sites in excess of 100 developable acres. The site has received site visits from 5 of those projects, including being a finalist for Project Zulu in late 2020 before being eliminated due to the timeline risk caused by the sewer extension. The average investment of the projects that visited the site is \$232M and the estimated job creation averaged 384.
If applicable, why has this site been eliminated from consideration before?	Consistent feedback from project teams, site selection consultants, and state project managers is that the 18-24 months required to extend the sewer line presents too great of a risk to projects.
After the completion of the development project being proposed in this application, will the site's infrastructure support the needs of the target industries? (Y/N)	Yes
What are the remaining elements required to make the site fully ready for commitment by a prospective economic development project for the construction of a facility?	No additional improvements are anticipated as the site will have all utilities adjacent to the site, all due diligence completed, and the site is flat and clear. Any further improvements that may be necessary would be project-specific.
Detail the plans and paths to make the site fully ready.	n/a
Program Priorities	
Explain in sufficient detail how the proposed project meets the VBRSP Priorities. Please focus your response on 3-4 priorities as referred to in the guidelines.	<p>Improve Market-Ready Site Inventory - Completing the proposed project would resolve the last remaining major impediment of the site, resulting in a site that is completely ready to located an industrial end-user.</p> <p>Create "High-Win Potential" Sites - The site has been a finalist for previous projects and completing this project would directly address feedback received from project teams, site selection consultants, and state project managers. Combined with the significant power capacity, the site will be ready to compete as one of the best in the region.</p> <p>Advance Sites From Lower Tiers - By completing the proposed project, all utilities and infrastructure will be on site or able to be extended in less than 12 months, moving the site from Tier 3 to Tier 4. The site may even qualify as Tier 5 since grading is not expected to be necessary.</p>
SECTION 4: BUDGET	
Detailed Budget & Narrative	
Estimated total cost for proposed project scope (\$) (Please provide details in uploaded Sources and Uses document.)	\$600,000
VBRSP funding request (\$)	\$300,000
Amount of Matching funds for proposed project scope (\$)	\$300,000
VBRSP-defined distress level of the locality where the site is located	Not distressed
Summarize the financing of the scope of work	Funds would be committed from the IDB's site development fund which has sufficient funds available.
Total invested in project site by local, state, federal, private funding sources to date (\$)	\$7,713,108
Remaining "all in" investment needed (outside of the VBRSP project scope) to be fully ready for commitment by a prospective economic development project for the construction of a facility (\$)	No additional investment will be needed, this is the final step in maximizing the marketability of the site.
APPENDIX: ATTACHMENTS	
<i>Please note the file names of each uploaded document below. Meaningful file names that reflect the documents' subject and include the property number are appreciated.</i>	
Project Site Maps	
<i>Upload one of each of the following maps; maps may be combined to the extent they cover the items delineated below.</i>	
Aerial Map	Attached
Floodplain Map	Attached
Master Plan Map	Attached
Parcel and Ownership Map	Attached
Preliminary Engineering Report (PER)	Attached
Topographical Map	Attached
Utility Map (KML file is encouraged)	Attached
Wetlands Map	Attached
Any additional maps or site plans that may be helpful to understand the site and community	
Project Site Data and Information	
Site Characterization Report	Attached
Documentation of site changes since site characterization report	Attached
Site Marketing Plan	Attached
Letters of Support	Attached
Site Ownership Data	
Evidence of title or a copy of the option	Attached
Sources & Uses	
Detailed budget (sources and uses document) and any supporting information	Attached
PER or cost/quantity estimate, if available.	Attached