

# Effectiveness of Economic Development Incentive Grant Programs Administered by the Commonwealth of Virginia

In accordance with Chapter 817 of the 2014 Acts of Assembly

November 15, 2019

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## Executive Summary

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The Virginia Economic Development Partnership (VEDP) has prepared this report in accordance with the Code of Virginia §2.2-206.2 (“the Code”), in order to provide a summary of information on the performance of economic development incentive programs within the Commonwealth of Virginia. This is the sixth annual report providing such summary information on these programs. The goal of this report is to provide data and relevant measures of effectiveness on each incentive program in a transparent and easy-to-understand format.

The Code requires at least three years of historical data be included, but the report includes five years of historical data to better illustrate the performance of each program.

In accordance with the Code, VEDP has prepared this report for the required State entities that administer the following incentive programs: 1| VEDP: *Advanced Shipbuilding Training Facility Grant Program (ASTFGP)*, *Aerospace Engine Manufacturing Performance Grant Program (AEMPFG)*, *Commonwealth's Development Opportunity Fund (COF)*, *Investment Partnership Grant subfund (VIP)*, *Major Eligible Employer Grant subfund (MEE)*, *Semiconductor Memory or Logic Wafer Manufacturing Performance Grant Program (SEMI)* as it was in effect prior to July 1, 2016, *Economic Development Incentive Grant subfund (VEDIG)*, *Virginia Jobs Investment Program (VJIP)*, and any customized incentive grants [*Advanced Shipbuilding Production Facility Grant (ASPFG)*, *Major Headquarters Workforce Grant Program (MHWG)*, *Semiconductor Manufacturing Grant Fund (SMG)*, and *Special Workforce Grant Program (SWG)*], 2| Department of Housing and Community Development: *Enterprise Zone Job Creation and Enterprise Zone Real Property Investment Grants (JCG & RPIG, respectively)*, 3| Tobacco Region Revitalization Commission: *Tobacco Region Opportunity Fund (TROF)*, 4| Virginia Tourism Authority: *Governor's Motion Picture Opportunity Fund (GMPOF)*, 5| Virginia Port Authority: *Port of Virginia Economic and Infrastructure Development Grant Program (POVEIDGP)*, and 6| Innovation and Entrepreneurship Investment Authority: *Growth Acceleration Program (GAP)*.

In addition, three additional incentives programs have been included in this report for added transparency purposes. The State entity and incentive programs for these are as follows: 1| Virginia Department of Agriculture and Consumer Services: *Agriculture & Forestry Industries Development Fund (AFID)*, 2| Department of Rail and Public Transportation: *Rail and Industrial Access Fund (RIAF)*, and 3| Virginia Department of Transportation: *Economic Development Access Program (EDAP)*. Absent from this report are the Clean Energy Manufacturing Incentive Grant Program (CEMIG) and Specialized Biotechnology Research Performance Grant Program (SBRPG), which were required to be reported in §2.2-206.2 but have been subsequently repealed by legislative act.

This FY2019 report follows the format established in 2016. In addition to this report, the reporting agencies launched an interactive website (<http://www.virginiaincentives.org>) to provide interested citizens with access to data on Virginia's incentives.

## Program Summaries

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This section contains summary information about each incentive program and projects incented under that program. The structure of each summary is consistent across programs. A description and explanation of the contents of program summaries are offered below.

Each program summary contains background information on the administering entity, the Virginia Code section governing the program, a narrative on *Program Goals* and *Structural Information*, as well as a table reflecting *Summary of Incentives*, *Relevant Goals*, and *Performance*.

The program summary table is split into two parts, with *Projects Awarded* at the top and *Projects Completed or at Milestone* at the bottom. Projects are grouped according to the fiscal year during which the performance agreement or other contractual obligation was signed, and projects remain in this grouping over time. Grouping by start date suits most incentive programs. However, delayed payout grants, like the Virginia Investment Partnership (VIP), may not show grant payouts until after the five-year scope of the report.

The *Projects Awarded* part of the table includes summary information on the volume and magnitude of projects that received an incentive during a given fiscal year, as well as the expected performance of the projects. This section of the table should be static, as this data is historical. However, if revisions are reported to VEDP by the administering agencies, these new numbers will be reflected in the report. The *Projects Completed or at Milestone* part of the table is a subset of all projects awarded in a given fiscal year, which includes only those projects that were completed or that reached a milestone on or before June 30, 2019. For some programs the data is dynamic, and will change in every report, as more projects are completed or reach a milestone. Project completion is determined by each reporting entity and is considered to be achieved once the reporting entity internally closes the project based on its administrative process. A project does not have to meet all or any of its performance measures to be considered “completed”. The awarding of an incentive to a company does not necessarily result in the payment of an incentive to that company. A company that does not meet the performance measures for its project either is not paid the incentive or is required to repay the incentive. Because only completed projects are included, their performance against expectations can be assessed. This analysis is shown on a separate table directly after the summary of each program.

*Milestone data* reflect the latest data received on an incented project even if no formal milestone exists. For example, an incented project may begin in FY2015 with a target completion date in FY2019, and a milestone in FY2017. However, if a reporting entity receives data on the progress of that project in FY2016, this data is included in the table as a milestone even though FY2016 is not a formal milestone. This was done to increase transparency and provide the latest data available on incented projects.

The table contains *Funds Appropriated* and *Incentives Awarded*. *Funds Appropriated* are total dollars appropriated to a program in the specified fiscal year. This amount does not include funds carried over from the previous fiscal year, and should match amounts in the Appropriation Act. *Incentives Awarded* reflects total incentive dollars awarded to projects in the specified fiscal year. This total may be

lower than or greater than the amount shown in *Funds Appropriated*. The discrepancy is partly attributable to the lag between when the contractual obligation is signed and the funds are obligated, and when the project is announced and funds are officially committed. A project may also be awarded incentives that will be disbursed at a subsequent date, and in some instances over a long period of time. For example, the VIP grant disburses funds starting 2 or 3 years after performance is met and typically over 5 years. However, funds may not be appropriated for these projects until the fiscal year(s) when disbursement is due to occur.

The value of *Average Wage* is typically the arithmetic mean, and values which are calculated with a weighted average are noted.

Data on individual projects by program by fiscal year are included in *Appendix A: Data on Individual Incented Projects*.

## Advanced Shipbuilding Production Facility Grant Program (ASPFG)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.29

### Program Goals:

The goal of awarding the Advanced Shipbuilding Production Facility Grant (ASPFG) is to promote and expand advanced shipbuilding in the Commonwealth. This tailored performance-based grant is available to a qualified shipbuilder which meets or exceeds requirements specified in the governing statute. Metrics are contained in the table below.

### Structural Information:

The incentive is paid after an approved performance agreement between the Commonwealth and company has been signed and performance milestones have been achieved.

The performance period is unique to each project and specified in the performance agreement; milestones reflect latest information received from the company in the specified fiscal year.

### Summary of Incentives, Relevant Goals, and Performance:

| Projects Awarded                                                                                                               |                                                 | FY2019                |
|--------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------|-----------------------|
| Funds Appropriated                                                                                                             |                                                 | \$ -                  |
| Number of Projects                                                                                                             |                                                 | 1                     |
| Incentives Awarded                                                                                                             |                                                 | \$ 40,000,000         |
| Average Incentive per Job                                                                                                      |                                                 | \$ 40,000             |
| Expected at time of award                                                                                                      | Jobs Created                                    | 1,000                 |
|                                                                                                                                | Average Wage ( $\geq$ Average Wage in locality) | \$ 50,289             |
|                                                                                                                                | Value of Capital Investment                     | \$ 750,000,000        |
| <i>Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded)</i> |                                                 |                       |
| Number of Projects                                                                                                             |                                                 | 1                     |
| Incentives Awarded                                                                                                             |                                                 | \$ 40,000,000         |
| Incentives Paid                                                                                                                |                                                 | \$ 6,000,000          |
| Incentives Repaid                                                                                                              |                                                 | \$ -                  |
| Completed                                                                                                                      | Jobs Created                                    | No completed projects |
|                                                                                                                                | Apprentice Program Enrollment                   |                       |
|                                                                                                                                | Average Wage                                    |                       |
|                                                                                                                                | Value of Capital Investment                     |                       |

Notes: Only one award has been made for ASPFG; this occurred in 2019. The "FY2019" column includes "Awarded", "Expected", and "Milestone" data from the FY2017 Memorandum of Understanding between the Commonwealth and the Grant recipient.

The value of the FY2019 grant is \$40,000,000, of which \$6,000,000 was paid upfront in FY2019 as part of a Foundry Improvement project to be utilized during the remaining portion of the project. The grant recipient is expected to create 1,000 full-time jobs at an average wage at or above the locality's prevailing wage, and create aggregate capital investment of \$750,000,000.

Advanced Shipbuilding Production Facility Grant Program (ASPFG)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.29

Completed Projects:

| Year   | Projects |           | Incentives            |          |        | Capital Investment |        |             | Jobs     |        |             | Average Wage (weighted) |        |             |
|--------|----------|-----------|-----------------------|----------|--------|--------------------|--------|-------------|----------|--------|-------------|-------------------------|--------|-------------|
|        | Total    | Completed | Awarded               | Received | Repaid | Incented           | Actual | % of Target | Incented | Actual | % of Target | Incented                | Actual | % of Target |
| FY2019 | 1        | 0         | No projects to report |          |        |                    |        |             |          |        |             |                         |        |             |
| Total  | 1        | 0         | \$ -                  | \$ -     | \$ -   | \$ -               | \$ -   | 0%          | \$ -     | \$ -   | 0%          | 0                       |        |             |

# Advanced Shipbuilding Training Facility Performance Grant Program (ASTFPG)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.23

## Program Goals:

The goal of awarding the Advanced Shipbuilding Training Facility Performance Grant (ASTFPG) is to promote and expand advanced shipbuilding in the Commonwealth. This tailored performance-based grant is available to a qualified shipbuilder which meets or exceeds requirements specified in the governing statute. Metrics are contained in the table below.

## Structural Information:

The incentive is paid after an approved performance agreement between the Commonwealth and company has been signed and performance milestones have been achieved.

The performance period is unique to each project and specified in the performance agreement; milestones reflect latest information received from the company in the specified fiscal year.

## Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded</i>                                                                                                        |                                           | FY2015        | FY2016        | FY2017        | FY2018 | FY2019 | Total           |
|--------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------|---------------|---------------|---------------|--------|--------|-----------------|
| Funds Appropriated                                                                                                             |                                           | \$ 8,029,323  | \$ 7,592,582  | \$ 7,155,840  | \$ -   | \$ -   | \$ 32,777,745   |
| Number of Projects                                                                                                             |                                           | -             | -             | -             | -      | -      | 1               |
| Incentives Awarded                                                                                                             |                                           | \$ -          | \$ -          | \$ -          | \$ -   | \$ -   | \$ 32,777,745   |
| Average Incentive per Job                                                                                                      |                                           | \$ -          | \$ -          | \$ -          | \$ -   | \$ -   | \$ 32,778       |
| Expected at time of award                                                                                                      | Jobs Created                              | -             | -             | -             | -      | -      | 1,000           |
|                                                                                                                                | Apprentice Program Enrollment             | -             | -             | -             | -      | -      | 750             |
|                                                                                                                                | Annual Training Expenses                  | \$ 57,957,919 | \$ 60,987,242 | \$ 60,550,501 | \$ -   | \$ -   | \$ 59,957,919   |
|                                                                                                                                | Average Wage (≥ Average Wage in locality) | \$ -          | \$ -          | \$ -          | \$ -   | \$ -   | \$ -            |
|                                                                                                                                | Value of Capital Investment               | \$ -          | \$ -          | \$ -          | \$ -   | \$ -   | \$ 300,000,000  |
| <i>Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded)</i> |                                           |               |               |               |        |        |                 |
| Number of Projects                                                                                                             |                                           | -             | -             | -             | -      | -      | 1               |
| Incentives Awarded                                                                                                             |                                           | \$ -          | \$ -          | \$ -          | \$ -   | \$ -   | \$ 32,777,745   |
| Incentives Paid                                                                                                                |                                           | \$ 8,029,323  | \$ 7,592,582  | \$ 7,155,840  | \$ -   | \$ -   | \$ 32,777,745   |
| Incentives Repaid                                                                                                              |                                           | \$ -          | \$ -          | \$ -          | \$ -   | \$ -   | \$ -            |
| Completed                                                                                                                      | Jobs Created                              | -             | -             | -             | -      | -      | 1,520           |
|                                                                                                                                | Apprentice Program Enrollment             | -             | -             | -             | -      | -      | 825             |
|                                                                                                                                | Average Annual Training Expenses Incurred | \$ -          | \$ -          | \$ -          | \$ -   | \$ -   | \$ 87,490,715   |
|                                                                                                                                | Average Wage                              | \$ -          | \$ -          | \$ -          | \$ -   | \$ -   | Requirement Met |
|                                                                                                                                | Value of Capital Investment               | \$ -          | \$ -          | \$ -          | \$ -   | \$ -   | \$ 357,960,000  |

## Notes:

Only one award has been made for ASTFPG; this occurred in FY2011 and therefore is not shown on the table. The "Total" column includes "Awarded", "Expected", and "Milestone" data from FY2011 through the completion of the project. The value of the FY2011 grant is \$32,777,745. The grant recipient is expected to create 1,000 jobs at an average wage above the locality's prevailing wage, enroll 750 apprentices, annually spend \$52,957,919 plus the previous years' funds appropriated for training expenses, and create aggregate capital investment of \$300,000,000. The grant recipient has met or exceeded its metrics. The last payment to the company was made in FY2017.



# Advanced Shipbuilding Training Facility Performance Grant Program (ASTFPG)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.23

## Completed Projects:

| Year   | Projects |           | Incentives            |               |        | Capital Investment |                |             | Jobs     |        |             | Apprentices |        |             | Average Wage (weighted) |        |             |
|--------|----------|-----------|-----------------------|---------------|--------|--------------------|----------------|-------------|----------|--------|-------------|-------------|--------|-------------|-------------------------|--------|-------------|
|        | Total    | Completed | Awarded               | Received      | Repaid | Incented           | Actual         | % of Target | Incented | Actual | % of Target | Incented    | Actual | % of Target | Incented                | Actual | % of Target |
| FY2011 | 1        | 1         | \$ 32,777,745         | \$ 32,777,745 | \$ -   | \$ 300,000,000     | \$ 357,960,000 | 119%        | 1,000    | 1,520  | 152%        | 750         | 825    | 110%        | Requirement Met         |        |             |
| FY2012 | 0        | 0         | No projects to report |               |        |                    |                |             |          |        |             |             |        |             |                         |        |             |
| FY2013 | 0        | 0         |                       |               |        |                    |                |             |          |        |             |             |        |             |                         |        |             |
| FY2014 | 0        | 0         |                       |               |        |                    |                |             |          |        |             |             |        |             |                         |        |             |
| FY2015 | 0        | 0         |                       |               |        |                    |                |             |          |        |             |             |        |             |                         |        |             |
| FY2016 | 0        | 0         |                       |               |        |                    |                |             |          |        |             |             |        |             |                         |        |             |
| FY2017 | 0        | 0         |                       |               |        |                    |                |             |          |        |             |             |        |             |                         |        |             |
| FY2018 | 0        | 0         |                       |               |        |                    |                |             |          |        |             |             |        |             |                         |        |             |
| FY2019 | 1        | 0         |                       |               |        |                    |                |             |          |        |             |             |        |             |                         |        |             |
| Total  | 1        | 1         | \$ 32,777,745         | \$ 32,777,745 | \$ -   | \$ 300,000,000     | \$ 357,960,000 | 119%        | 1,000    | 1,520  | 152%        | 750         | 825    | 110%        | Requirement Met         |        |             |

# Aerospace Engine Manufacturing Performance Grant Program (AEMPG)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.20

## Program Goals:

The goal of awarding the Aerospace Engine Manufacturing Performance Grant Program (AEMPG) is to incentivize an aerospace engine manufacturer to locate in the Commonwealth. This tailored performance-based grant is available to a qualified aerospace engine manufacturer which meets or exceeds requirements specified in the governing statute. The program is made up of five distinct grants.<sup>2</sup> Metrics are contained in the table below.

## Structural Information:

The incentive is paid after an approved performance agreement between the Commonwealth and company has been signed and performance milestones have been achieved.

The performance period is unique to each project and specified in the performance agreement; milestones reflect latest information received from company in the specified fiscal year.

## Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded</i>                                                                                                        |                                           | FY2007                |
|--------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------|-----------------------|
| Funds Appropriated                                                                                                             |                                           | \$ -                  |
| Number of Projects                                                                                                             |                                           | 1                     |
| Incentives Awarded                                                                                                             |                                           | \$ 50,683,000         |
| Average Incentive per Job                                                                                                      |                                           | \$ 78,945             |
| Expected at time of award                                                                                                      | Jobs Created                              | 642                   |
|                                                                                                                                | Average Wage (≥ Average Wage in locality) | \$ -                  |
|                                                                                                                                | Value of Capital Investment               | \$ 501,300,000        |
| <i>Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded)</i> |                                           |                       |
| Number of Projects                                                                                                             |                                           | 1                     |
| Incentives Awarded                                                                                                             |                                           | \$ 50,683,000         |
| Incentives Paid                                                                                                                |                                           | \$ 5,250,000          |
| Incentives Repaid                                                                                                              |                                           | \$ -                  |
| Milestone                                                                                                                      | Jobs Created                              | 250                   |
|                                                                                                                                | Average Wage                              | Requirement Met       |
|                                                                                                                                | Value of Capital Investment               | \$ 267,400,000        |
| Completed                                                                                                                      | Jobs Created                              | No completed projects |
|                                                                                                                                | Average Wage                              |                       |
|                                                                                                                                | Value of Capital Investment               |                       |

## Notes:

There is a single project which has been incented under the Aerospace Engine Manufacturing Grant Program. The project was awarded in FY2007 under a target completion date of FY2023. Although this date falls outside of the scope of this report, data are provided for transparency on this ongoing project.

Funds appropriated reflects the funds appropriated to the program in FY2007. A total of \$50,683,000 of incentives was awarded under the program in FY2007.

The average wage requirement for the program is greater than or equal to the prevailing average wage in the locality (Prince George County).

The latest milestone data documents cumulative capital investment of \$267,400,000. The investment goal through this period was \$479,600,000, with total investment of \$501,300,000 at project completion.

The latest milestone data documents 250 cumulative jobs created. The job creation goal through this period was 638, with total job creation of 642 at project completion.

The project is eligible for future payments, but there have not been any further submissions for reimbursement at the end of fiscal year 2019.

<sup>2</sup> One or more of the grants cited here are paid by VJIP as pass-through funds, and are included in the VJIP amount awarded. While this could constitute double-counting of dollars awarded, the amounts are included here to provide a complete and transparent representation of the program. Per VJIP data, the pass-through funds are for an on-going project that is not yet completed.

# Aerospace Engine Manufacturing Performance Grant Program (AEMPG)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.20

## Completed Projects:

| Year         | Projects |           | Incentives                   |          |        | Capital Investment |        |             | Jobs     |        |             | Average Wage (weighted) |        |             |
|--------------|----------|-----------|------------------------------|----------|--------|--------------------|--------|-------------|----------|--------|-------------|-------------------------|--------|-------------|
|              | Total    | Completed | Awarded                      | Received | Repaid | Incented           | Actual | % of Target | Incented | Actual | % of Target | Incented                | Actual | % of Target |
| FY2007       | 1        | 0         | <i>No projects to report</i> |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2012       | 0        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2013       | 0        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2014       | 0        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2015       | 0        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2016       | 0        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2017       | 0        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2018       | 0        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2019       | 0        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| <i>Total</i> | <i>1</i> | <i>0</i>  |                              |          |        |                    |        |             |          |        |             |                         |        |             |

# Commonwealth's Development Opportunity Fund (COF)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-115

## Program Goals:

The goals of awarding the Commonwealth's Development Opportunity Fund (COF) are to attract economic development prospects and secure the expansion of existing business and industry in the Commonwealth. The program uses the following metrics:

- Virginia jobs created, and their average wage
- Value of capital investment in Virginia

## Structural Information:

The incentive is paid after an approved performance agreement among the locality, the Commonwealth, and the receiving company has been signed. The performance agreement contains a clawback provision. The performance period is typically 36 months; milestones reflect latest information received from the company and may fluctuate between fiscal years.

## Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded</i>                                                                                                        |                                 | FY2015           | FY2016           | FY2017         | FY2018         | FY2019           | Total            |
|--------------------------------------------------------------------------------------------------------------------------------|---------------------------------|------------------|------------------|----------------|----------------|------------------|------------------|
| Funds Appropriated                                                                                                             |                                 | \$ 11,811,055    | \$ 19,916,000    | \$ 21,750,000  | \$ 20,750,000  | \$ 19,750,000    | \$ 93,977,055    |
| Number of Projects                                                                                                             |                                 | 30               | 35               | 26             | 24             | 32               | 147              |
| Incentives Awarded                                                                                                             |                                 | \$ 25,225,000    | \$ 28,460,000    | \$ 24,007,500  | \$ 10,890,000  | \$ 18,853,431    | \$ 107,435,931   |
| Average Incentive per Job                                                                                                      |                                 | \$ 3,392         | \$ 4,481         | \$ 5,342       | \$ 2,453       | \$ 4,011         | \$ 3,918         |
| Expected at time of award                                                                                                      | Jobs Created                    | 7,436            | 6,351            | 4,494          | 4,439          | 4,701            | 27,421           |
|                                                                                                                                | Average Wage (weighted)         | \$ 59,923        | \$ 57,959        | \$ 76,182      | \$ 55,929      | \$ 79,895        | \$ 64,910        |
|                                                                                                                                | Value of Capital Investment     | \$ 3,111,284,783 | \$ 1,395,430,811 | \$ 852,516,735 | \$ 476,537,948 | \$ 1,812,755,537 | \$ 7,648,525,814 |
|                                                                                                                                | Benefit-to-Cost Ratio (10-year) | 5.6              | 8.7              | 5.5            | 7.3            | 7.6              | 9.2              |
| <i>Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded)</i> |                                 |                  |                  |                |                |                  |                  |
| Number of Projects                                                                                                             |                                 | 30               | 35               | 26             | 24             | 10               | 125              |
| Incentives Awarded                                                                                                             |                                 | \$ 25,225,000    | \$ 28,460,000    | \$ 21,607,500  | \$ 10,890,000  | \$ 10,350,000    | \$ 96,532,500    |
| Incentives Paid                                                                                                                |                                 | \$ 25,225,000    | \$ 28,460,000    | \$ 21,607,500  | \$ 10,890,000  | \$ 10,350,000    | \$ 96,532,500    |
| Incentives Repaid                                                                                                              |                                 | \$ 3,608,063     | \$ 6,344,125     | \$ 125,000     | \$ -           | \$ -             | \$ 10,077,188    |
| Milestone <sup>3</sup>                                                                                                         | Jobs Created                    | 1,241            | 3,294            | 2,350          | 1,633          | 846              | 9,364            |
|                                                                                                                                | Average Wage (weighted)         | \$ 84,971        | \$ 77,240        | \$ 73,998      | \$ 64,223      | \$ 155,527       | \$ 58,916        |
|                                                                                                                                | Value of Capital Investment     | \$ 991,792,458   | \$ 1,052,572,590 | \$ 986,860,285 | \$ 271,534,740 | \$ 84,365,714    | \$ 3,387,125,787 |
| Completed                                                                                                                      | Jobs Created                    | 942              | 1,284            | -              | 162            | -                | 2,388            |
|                                                                                                                                | Average Wage (weighted)         | \$ 63,500        | \$ 112,157       | \$ -           | \$ 59,800      | \$ -             | \$ 49,872        |
|                                                                                                                                | Value of Capital Investment     | \$ 260,790,788   | \$ 33,143,298    | \$ -           | \$ 64,705,705  | \$ -             | \$ 358,639,791   |
| Projected Benefit-to-Cost Ratio <sup>4</sup> (10-year)                                                                         |                                 | 4.4              | 13.0             | 12.0           | 11.5           | 17.5             | 9.2              |
| Current Benefit-to-Cost Ratio <sup>4</sup>                                                                                     |                                 | 2.0              | 3.4              | 2.6            | 1.3            | n/a              | 2.5              |

<sup>3</sup>Values reported here are primarily based on survey results during unofficial milestone reporting for added transparency. VEDP uses this data, as well as VEC QCEW data (when applicable—contractual milestone needing verification) to calculate the Current and Projected Benefit-to-Cost Ratios. <sup>4</sup> The Current Benefit-to-Cost Ratio is calculated by determining state revenues generated to date from direct, indirect, and induced effects from survey data provided by companies, and dividing that amount by Incentives Awarded. The Projected Benefit-to-Cost Ratio takes the results from the Current ratio calculation, and models the remaining portion of the Company's 10-year revenue generation assuming original project parameters.

## Commonwealth Development Opportunity Fund (COF)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-115

### Completed Projects:

| Year         | Projects   |           | Incentives          |                     |                    | Capital Investment   |                      |             | Jobs         |              |             | Average Wage ( <i>weighted</i> ) |                 |             |
|--------------|------------|-----------|---------------------|---------------------|--------------------|----------------------|----------------------|-------------|--------------|--------------|-------------|----------------------------------|-----------------|-------------|
|              | Total      | Completed | Awarded             | Paid                | Repaid             | Expected             | Actual               | % of Target | Expected     | Actual       | % of Target | Expected                         | Current         | % of Target |
| FY2015       | 30         | 15        | \$ 3,825,000        | \$ 3,825,000        | \$ 1,732,750       | \$ 184,756,000       | \$ 164,938,639       | 89%         | 1,433        | 632          | 44%         | \$ 55,950                        | \$ 68,600       | 123%        |
| FY2016       | 35         | 10        | \$ 9,005,000        | \$ 9,005,000        | \$ 5,365,000       | \$ 288,467,850       | \$ 128,995,447       | 45%         | 1,636        | 1,594        | 97%         | \$ 64,867                        | \$ 100,672      | 155%        |
| FY2017       | 26         | 0         | \$ -                | \$ -                | \$ -               | \$ -                 | \$ -                 | 0%          | -            | -            | 0%          | \$ -                             | \$ -            | 0%          |
| FY2018       | 24         | 1         | \$ 100,000          | \$ 100,000          | \$ -               | \$ 13,700,000        | \$ 64,705,705        | 472%        | 32           | 162          | 506%        | \$ 59,800                        | \$ 59,800       | 100%        |
| FY2019       | 32         | 1         | \$ 750,000          | \$ 750,000          | \$ 750,000         | \$ 5,175,000         | \$ -                 | 0%          | 58           | -            | 0%          | \$ 347,275                       | \$ -            | 0%          |
| <i>Total</i> | <i>147</i> | <i>27</i> | <i>\$13,680,000</i> | <i>\$13,680,000</i> | <i>\$7,847,750</i> | <i>\$492,098,850</i> | <i>\$358,639,791</i> | <i>73%</i>  | <i>3,159</i> | <i>2,388</i> | <i>76%</i>  | <i>\$105,578</i>                 | <i>\$81,608</i> | <i>77%</i>  |

Note: Projects which are considered Active, but have not provided an annual report (primarily for FY2019) and projects that Did Not Materialize (de-obligated), are included in the count for 'Number of Projects' in the Projects Awarded section of the previous page, but are not included in this summary. Projects that did not materialize, but for which incentives were provided and subsequently repaid, are included in this summary. See Appendix A for expanded information pertaining to these projects.

## Economic Development Incentive Grant Subfund (VEDIG)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-5102.1

### Program Goals:

The goal of awarding the Economic Development Incentive Grant (VEDIG) is to encourage companies to invest and to provide new employment opportunities by locating significant headquarters, administrative, research and development, or similar service and basic sector operations in the Commonwealth. The program uses the following metrics:

- Virginia jobs created, and their average wage
- Value of capital investment in Virginia

### Structural Information:

The incentive is paid after an approved performance agreement between the Commonwealth and company has been signed and performance milestones have been achieved.

The performance does not contain a clawback provision because the incentive is always paid (typically in five annual installments) after performance has been achieved and maintained.

The performance period is typically 10 years (5 years to meet milestones, 5 years of payment); milestones reflect latest information received from company in the specified fiscal year.

### Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded</i>                                                                                                        |                                 | FY2015                         | FY2016                         | FY2017                         | FY2018                         | FY2019                         | Total                          |
|--------------------------------------------------------------------------------------------------------------------------------|---------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| Funds Appropriated                                                                                                             |                                 | \$ 4,500,000                   | \$ -                           | \$ 4,200,000                   | \$ 1,600,000                   | \$ 4,400,000                   | \$ 14,700,000                  |
| Number of Projects                                                                                                             |                                 | 2                              | -                              | 2                              | 1                              | 1                              | 6                              |
| Incentives Awarded                                                                                                             |                                 | \$ 6,000,000                   | \$ -                           | \$ 9,300,000                   | \$ 4,000,000                   | \$ 1,500,000                   | \$ 20,800,000                  |
| Average Incentive per Job                                                                                                      |                                 | \$ 5,000                       | \$ -                           | \$ 6,899                       | \$ 2,857                       | \$ 7,500                       | \$ 5,014                       |
| Expected at time of award                                                                                                      | Jobs Created                    | 1,200                          | -                              | 1,348                          | 1,400                          | 200                            | 4,148                          |
|                                                                                                                                | Average Wage (weighted)         | \$ 128,583                     | n/a                            | \$ 98,022                      | \$ 60,314                      | \$ 80,000                      | \$ 93,267                      |
|                                                                                                                                | Value of Capital Invested       | \$ 87,000,000                  | \$ -                           | \$ 146,300,000                 | \$ 100,000,000                 | \$ 12,302,000                  | \$ 345,602,000                 |
|                                                                                                                                | Benefit-to-Cost Ratio (10-year) | 10.4                           | n/a                            | 6.7                            | 3.4                            | 5.3                            | 7.0                            |
| <i>Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded)</i> |                                 |                                |                                |                                |                                |                                |                                |
| Milestone <sup>5</sup>                                                                                                         | Jobs Created                    | Confidential                   | None Completed or at Milestone | Confidential                   | Confidential                   | Confidential                   | Confidential                   |
|                                                                                                                                | Average Wage (weighted)         |                                |                                |                                |                                |                                |                                |
|                                                                                                                                | Value of Capital Invested       |                                |                                |                                |                                |                                |                                |
| Completed                                                                                                                      | Jobs Created                    | None Completed or at Milestone | None Completed or at Milestone | None Completed or at Milestone | None Completed or at Milestone | None Completed or at Milestone | None Completed or at Milestone |
|                                                                                                                                | Average Wage (weighted)         |                                |                                |                                |                                |                                |                                |
|                                                                                                                                | Value of Capital Invested       |                                |                                |                                |                                |                                |                                |
| Projected Benefit-to-Cost Ratio <sup>6</sup>                                                                                   |                                 | 17.4                           | n/a                            | 4.9                            | 13.5                           | n/a                            | 10.9                           |
| Current Benefit-to-Cost Ratio (December 2018) <sup>6</sup>                                                                     |                                 | 4.1                            |                                | 2.2                            | 1.5                            |                                | 2.7                            |

<sup>5</sup>Values considered confidential due to reporting thresholds set by the VEC. In order to be reported, the Commission requires at least 3 projects in a particular fiscal year and no one project making up more than 80% of employment totals. Because no one fiscal year has more than 3 active projects, no milestone data is available for the years being reported. VEDP, however, used this data to calculate the Current and Projected Benefit-to-Cost Ratios. <sup>6</sup> The Current Benefit-to-Cost Ratio is calculated by determining state revenues generated to date from direct, indirect, and induced effects from survey data provided by companies, and dividing that amount by Incentives Awarded. The Projected Benefit-to-Cost Ratio takes the results from the Current ratio calculation, and models the remaining portion of the Company's 10-year revenue generation assuming original project parameters.

## Economic Development Incentive Grant Subfund (VEDIG)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-5102.1

### Completed Projects:

| Year         | Projects |           | Incentives                   |          |        | Capital Investment |        |             | Jobs     |        |             | Average Wage (weighted) |        |             |
|--------------|----------|-----------|------------------------------|----------|--------|--------------------|--------|-------------|----------|--------|-------------|-------------------------|--------|-------------|
|              | Total    | Completed | Awarded                      | Received | Repaid | Incented           | Actual | % of Target | Incented | Actual | % of Target | Incented                | Actual | % of Target |
| FY2015       | 2        | 0         | <i>No projects to report</i> |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2016       | 0        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2017       | 2        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2018       | 1        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2019       | 1        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| <i>Total</i> | 6        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |

## Investment Partnership Grant subfund (VIP)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-5101

### Program Goals:

The goal of awarding the Investment Partnership Grant (VIP) is to encourage continued capital investment by existing Virginia manufacturers or research and development services which support manufacturing in the Commonwealth. While no new job creation is required, existing employment levels must be maintained over time. The program uses the following metrics:

- Virginia jobs created and/or saved, and their average wage (if applicable)
- Value of capital investment in Virginia

### Structural Information:

The incentive is paid after an approved performance agreement between the Commonwealth and company has been signed and performance milestones have been achieved.

The performance agreement does not contain a clawback provision because the incentive is always paid (typically in five annual installments) after performance has been achieved and maintained.

### Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded</i>                                                                                                        |                                 | FY2015         | FY2016         | FY2017         | FY2018                         | FY2019                         | Total          |
|--------------------------------------------------------------------------------------------------------------------------------|---------------------------------|----------------|----------------|----------------|--------------------------------|--------------------------------|----------------|
| Funds Appropriated                                                                                                             |                                 | \$ 3,957,289   | \$ 3,602,914   | \$ 2,722,310   | \$ 2,220,330                   | \$ 2,220,330                   | \$ 14,723,173  |
| Number of Projects                                                                                                             |                                 | 9              | 4              | 10             | 4                              | 4                              | 31             |
| Incentives Awarded                                                                                                             |                                 | \$ 9,650,000   | \$ 2,800,000   | \$ 6,100,000   | \$ 4,400,000                   | \$ 2,850,000                   | 25,800,000     |
| Average Incentive per Job                                                                                                      |                                 | \$ 10,376      | \$ 29,787      | \$ 9,414       | \$ 3,150                       | \$ 6,404                       | \$ 7,342       |
| Expected at time of award                                                                                                      | Jobs Created                    | 930            | 94             | 648            | 1,397                          | 445                            | 3,514          |
|                                                                                                                                | Average Wage (weighted)         | \$ 44,019      | \$ 42,970      | \$ 42,643      | \$ 69,422                      | \$ 36,181                      | 235,235        |
|                                                                                                                                | Value of Capital Investment     | \$ 524,275,000 | \$ 320,295,591 | \$ 412,910,014 | \$ 190,143,000                 | \$ 334,692,396                 | 1,782,316,001  |
|                                                                                                                                | Benefit-to-Cost Ratio (10-Year) | 2.76           | 3.89           | 3.19           | 9.92                           | 2.88                           | 4.91           |
| <i>Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded)</i> |                                 |                |                |                |                                |                                |                |
| Number of Projects                                                                                                             |                                 | 9              | 1              | 2              | -                              | -                              | 12             |
| Incentives Awarded                                                                                                             |                                 | \$ 9,650,000   | \$ 1,300,000   | \$ 2,600,000   | None Completed or at Milestone | None Completed or at Milestone | \$ 13,550,000  |
| Incentives Paid                                                                                                                |                                 | \$ -           | \$ -           | \$ -           |                                |                                | \$ -           |
| Incentives Repaid                                                                                                              |                                 | \$ -           | \$ -           | \$ -           |                                |                                | \$ -           |
| Milestone <sup>7</sup>                                                                                                         | Jobs Created                    | 568            | -              | 53             | None at Milestone              | None at Milestone              | 621            |
|                                                                                                                                | Average Wage (weighted)         | \$ 51,450      | \$ -           | \$ 78,824      |                                |                                | \$ 37,559      |
|                                                                                                                                | Value of Capital Investment     | \$ 447,016,063 | \$ 282,000,000 | \$ 31,440,000  |                                |                                | \$ 760,456,063 |
| Completed                                                                                                                      | Jobs Created                    | None Completed | None Completed | None Completed | None Completed                 | None Completed                 | None Completed |
|                                                                                                                                | Average Wage (weighted)         |                |                |                |                                |                                |                |
|                                                                                                                                | Value of Capital Investment     |                |                |                |                                |                                |                |
| Projected Benefit-to-Cost Ratio <sup>8</sup> (10-Year)                                                                         |                                 | 4.1            | 14.8           | 7.6            | 17.0                           | n/a                            | 8.4            |
| Current Benefit-to-Cost Ratio <sup>8</sup> (December 2018)                                                                     |                                 | 2.9            | 17.1           | 4.5            | 4.8                            | 0.0                            | 5.0            |

<sup>7</sup> Values reported here are primarily based on survey results during unofficial milestone reporting for added transparency. VEDP uses this data, as well as VEC QCEW data (when applicable—contractual milestone needing verification) to calculate the Current and Projected Benefit-to-Cost Ratios. <sup>8</sup> The Current Benefit-to-Cost Ratio is calculated by determining state revenues generated to date from direct, indirect, and induced effects from survey data provided by companies, and dividing that amount by Incentives Awarded. The Projected Benefit-to-Cost Ratio takes the results from the Current ratio calculation, and models the remaining portion of the Company's 10-year revenue generation assuming original project parameters.



## Investment Partnership Grant subfund (VIP)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-5101

### Completed Projects:

| Year         | Projects  |           | Incentives                   |          |        | Capital Investment |        |             | Jobs     |        |             | Average Wage (weighted) |        |             |
|--------------|-----------|-----------|------------------------------|----------|--------|--------------------|--------|-------------|----------|--------|-------------|-------------------------|--------|-------------|
|              | Total     | Completed | Awarded                      | Received | Repaid | Incented           | Actual | % of Target | Incented | Actual | % of Target | Incented                | Actual | % of Target |
| FY2015       | 9         | 0         | <i>No projects to report</i> |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2016       | 4         | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2017       | 10        | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2018       | 4         | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| FY2019       | 4         | 0         |                              |          |        |                    |        |             |          |        |             |                         |        |             |
| <i>Total</i> | <i>31</i> | <i>0</i>  |                              |          |        |                    |        |             |          |        |             |                         |        |             |

## Major Eligible Employer Grant subfund (MEE)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-5102

### Program Goals:

The goal of awarding the Major Eligible Employer Grant (MEE) is to encourage major eligible employers to invest in the Commonwealth and to provide a number of stable employment opportunities by either making a significant expansion to existing operations or constructing new ones with specific qualification requirements. The program uses the following metrics:

- Virginia jobs created, and their average wage
- Value of capital investment in Virginia

### Structural Information:

The incentive is paid after an approved performance agreement between the Commonwealth and company has been signed and performance milestones have been achieved.

The performance agreement does not contain a clawback provision because the incentive is always paid (typically in five annual installments) after performance has been achieved and maintained.

The performance period is typically 10 years (5 years to meet milestones, 5 years of payment); milestones reflect latest information received from company in the specified fiscal year.

### Summary of Incentives, Relevant Goals, and Performance:

| <b>Projects Awarded</b>                                                |                                 | <b>FY2005</b>  | <b>FY2006</b>  |
|------------------------------------------------------------------------|---------------------------------|----------------|----------------|
| Funds Appropriated                                                     |                                 | \$ -           | \$ -           |
| Number of Projects                                                     |                                 | 1              | 1              |
| Incentives Awarded                                                     |                                 | \$ 9,000,000   | \$ 25,000,000  |
| Average Incentive per Job                                              |                                 | \$ 1,957       | \$ 55,556      |
| Expected                                                               | Jobs Created                    | 4,600          | 450            |
|                                                                        | Average Wage (weighted)         | \$ 79,591      | \$ 133,333     |
|                                                                        | Value of Capital Investment     | \$ 133,000,000 | \$ 300,000,000 |
|                                                                        | Benefit-to-Cost Ratio (10-Year) | 121.9          | 1.7            |
| <b>Projects Completed or at Milestone (subset of Projects Awarded)</b> |                                 |                |                |
| Number of Projects                                                     |                                 | 1              | 1              |
| Incentives Awarded                                                     |                                 | \$ 9,000,000   | \$ 25,000,000  |
| Incentives Paid                                                        |                                 | \$ 3,474,000   | \$ 25,000,000  |
| Incentives Repaid                                                      |                                 | \$ -           | \$ -           |
| Milestone                                                              | Jobs Created                    | n/a            | n/a            |
|                                                                        | Average Wage (weighted)         |                |                |
|                                                                        | Value of Capital Investment     |                |                |
| Completed                                                              | Jobs Created                    | 5,094          | 450            |
|                                                                        | Average Wage (weighted)         | \$ 104,000     | \$ 156,596     |
|                                                                        | Value of Capital Investment     | \$ 171,800,000 | \$ 425,600,000 |
| Projected Benefit-to-Cost Ratio (10-Year) <sup>9</sup>                 |                                 | 80.5           | 2.8            |
| Current Benefit-to-Cost Ratio (December 2018) <sup>9</sup>             |                                 | 91.7           | 2.7            |

### Notes:

There are two projects which have been incented under the Major Eligible Employer Grant subfund in FY2005 and FY2006. Although these dates fall outside the scope of this report, data are provided for transparency on these ongoing projects.

Incentives awarded reflects the contractual obligations the Commonwealth entered during FY2005 and FY2006. A total of \$34,000,000 of incentives was awarded under the program in these years.

<sup>9</sup> The Current Benefit-to-Cost Ratio is calculated by determining state revenues generated to date from direct, indirect, and induced effects from survey data provided by companies, and dividing that amount by Incentives Awarded. The Projected Benefit-to-Cost Ratio takes the results from the Current ratio calculation, and models the remaining portion of the Company's 10-year revenue generation assuming original project parameters.

## Major Eligible Employer Grant subfund (MEE)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-5102

### Completed Projects:

| Year         | Projects |           | Incentives          |                     |            | Capital Investment   |                      |             | Jobs         |              |             | Average Wage ( <i>weighted</i> ) |                  |             |
|--------------|----------|-----------|---------------------|---------------------|------------|----------------------|----------------------|-------------|--------------|--------------|-------------|----------------------------------|------------------|-------------|
|              | Total    | Completed | Awarded             | Received            | Repaid     | Incented             | Actual               | % of Target | Incented     | Actual       | % of Target | Incented                         | Actual           | % of Target |
| FY2005       | 1        | 1         | \$9,000,000         | \$3,474,000         | \$0        | \$133,000,000        | \$171,800,000        | 129%        | 4,600        | 5,094        | 111%        | \$79,591                         | \$104,000        | 131%        |
| FY2006       | 1        | 1         | \$25,000,000        | \$25,000,000        | \$0        | \$300,000,000        | \$425,600,000        | 142%        | 450          | 450          | 100%        | \$133,333                        | \$156,596        | 117%        |
| <i>Total</i> | 2        | 2         | <i>\$34,000,000</i> | <i>\$28,474,000</i> | <i>\$0</i> | <i>\$433,000,000</i> | <i>\$597,400,000</i> | <i>138%</i> | <i>5,050</i> | <i>5,544</i> | <i>110%</i> | <i>\$212,924</i>                 | <i>\$260,596</i> | <i>248%</i> |

## Major Headquarters Workforce Grant Program (MHWG)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.31

### Program Goals:

The goal of awarding the Major Headquarters Workforce Grant Program (MHWG) is to incentivize a major international company to locate their corporate headquarters to the Commonwealth. This tailored performance-based grant is available to a qualified businesses which meets or exceeds requirements specified in the governing statute. The program uses the following metrics:

- Virginia jobs created and/or saved, and their average wage (if applicable)
- Value of capital investment in Virginia
- Percentage of new jobs working on non-Federal Government Contracts

### Structural Information:

The incentive is paid after an approved performance agreement between the Commonwealth and company has been signed and performance milestones have been achieved.

The performance period is unique to each project and specified in the performance agreement; milestones reflect latest information received from company in the specified fiscal year.

Incentive payments are made 4 years after the Annual Application for Grant Payment has been submitted and approved.

### Summary of Incentives, Relevant Goals, and Performance:

| Projects Awarded                                                                                                        |                                 | FY2019           |
|-------------------------------------------------------------------------------------------------------------------------|---------------------------------|------------------|
| Funds Appropriated                                                                                                      |                                 | \$ -             |
| Number of Projects                                                                                                      |                                 | 1                |
| Incentives Awarded                                                                                                      |                                 | 750,000,000      |
| Average Incentive per Job                                                                                               |                                 | \$ 19,815        |
| Expected at time of award                                                                                               | Jobs Created                    | 37,850           |
|                                                                                                                         | Value of Capital Investment     | \$ 2,000,000,000 |
|                                                                                                                         | Benefit-to-Cost Ratio (10-Year) | 2.6              |
| Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded) |                                 |                  |
| Number of Projects                                                                                                      |                                 | -                |
| Incentives Awarded                                                                                                      |                                 | \$ -             |
| Incentives Paid                                                                                                         |                                 | \$ -             |
| Incentives Repaid                                                                                                       |                                 | \$ -             |
| Milestone                                                                                                               | Jobs Created                    | n/a              |
|                                                                                                                         | Value of Capital Investment     |                  |
| Completed                                                                                                               | Jobs Created                    | n/a              |
|                                                                                                                         | Value of Capital Investment     |                  |
| Projected Benefit-to-Cost Ratio (10-Year)                                                                               |                                 | n/a              |
| Current Benefit-to-Cost Ratio (December 2018)                                                                           |                                 | n/a              |

### Notes:

There is a single project which has been incented under the Major Headquarters Workforce Grant Program. The project was awarded in FY2019 under a target completion date of FY2039.

Funds appropriated reflects the funds appropriated to the program in FY2019. A total of \$750,000,000 of incentives were awarded under the program in FY2019, which is split into two project phases. Phase 1 incentivizes 25,000 new jobs for a grant of \$550,000,000, while Phase 2 incentivizes an additional 12,850 new jobs for a grant of \$200,000,000. The jobs counted for these funds must meet the applicable Average Annual Wage Target.

The average annual wage target for the program is \$150,000 + 1.5% per year.

This project is eligible for additional grant payments, predicated on reaching employment numbers 5 years early (Dec. 2034) and MEI approval.

Major Headquarters Workforce Grant Program (MHWG)  
 Administered by: Virginia Economic Development Partnership  
 Va. Code § 59.1-284.31

Completed Projects:

| Year   | Projects              |           | Incentives |          |        | Capital Investment |        |             | Jobs     |        |             |
|--------|-----------------------|-----------|------------|----------|--------|--------------------|--------|-------------|----------|--------|-------------|
|        | Total                 | Completed | Awarded    | Received | Repaid | Incented           | Actual | % of Target | Incented | Actual | % of Target |
| FY2019 | No projects to report |           |            |          |        |                    |        |             |          |        |             |
| Total  | -                     | -         | \$ -       | \$ -     | \$ -   | \$ -               | -      | 0%          | -        | -      | 0%          |

## Semiconductor Manufacturing Grant Fund (SMG)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.32

### Program Goals:

The goal of awarding the Semiconductor Manufacturing Grant Fund (SMG) is to promote and expand semiconductor product manufacturing in the Commonwealth. This tailored performance-based grant is available to a qualified manufacturer of semiconductor memory or logic wafers which meets or exceeds requirements specified in the governing statute. The program uses the following metrics:

- Virginia jobs created
- Value of capital investment in Virginia

### Structural Information:

The incentive is paid after an approved performance agreement between the Commonwealth and company has been signed and performance milestones have been achieved.

The performance period is unique to each project and specified in the performance agreement; milestones reflect latest information received from company in the specified fiscal year.

### Summary of Incentives, Relevant Goals, and Performance:

| Projects Awarded                                                                                                        |                                 | FY2019           |
|-------------------------------------------------------------------------------------------------------------------------|---------------------------------|------------------|
| Funds Appropriated                                                                                                      |                                 | \$ -             |
| Number of Projects                                                                                                      |                                 | 1                |
| Incentives Awarded                                                                                                      |                                 | 70,000,000       |
| Average Incentive per Job                                                                                               |                                 | \$ 63,291        |
| Expected at<br>time of award                                                                                            | Jobs Created                    | 1,106            |
|                                                                                                                         | Value of Capital Invsetment     | \$ 2,980,000,000 |
|                                                                                                                         | Benefit-to-Cost Ratio (10-Year) | 1.4              |
| Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded) |                                 |                  |
| Number of Projects                                                                                                      |                                 | -                |
| Incentives Awarded                                                                                                      |                                 | \$ -             |
| Incentives Paid                                                                                                         |                                 | \$ -             |
| Incentives Repaid                                                                                                       |                                 | \$ -             |
| Milestone                                                                                                               | Jobs Created                    | n/a              |
|                                                                                                                         | Value of Capital Investment     |                  |
| Completed                                                                                                               | Jobs Created                    | n/a              |
|                                                                                                                         | Value of Capital Investment     |                  |
| Projected Benefit-to-Cost Ratio (10-Year)                                                                               |                                 | n/a              |
| Current Benefit-to-Cost Ratio (December 2018)                                                                           |                                 |                  |

### Notes:

There is one project which has been incented under the Semiconductor Manufacturing Grant Fund. The first project was awarded in FY2019.

A total of \$70,000,000 of incentives were awarded under the program in FY 2019.

The average wage requirement for the program is greater than or equal to the prevailing average wage in the locality (Manassas City).

Semiconductor Manufacturing Grant Fund (SMG)  
 Administered by: Virginia Economic Development Partnership  
 Va. Code § 59.1–284.32

Completed Projects:

| Year   | Projects |           | Incentives            |          |        | Capital Investment |        |             | Jobs     |        |             |
|--------|----------|-----------|-----------------------|----------|--------|--------------------|--------|-------------|----------|--------|-------------|
|        | Total    | Completed | Awarded               | Received | Repaid | Incented           | Actual | % of Target | Incented | Actual | % of Target |
| FY2019 | 1        | 0         | No projects to report |          |        |                    |        |             |          |        |             |
| Total  | 1        | 0         | \$ -                  | \$ -     | \$ -   | \$ -               | \$ -   | 0%          | -        | -      | 0%          |

# Semiconductor Memory or Logic Wafer Manufacturing Performance Grant Program (SEMI)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.14

## Program Goals:

The goal of awarding the Semiconductor Memory or Logic Wafer Manufacturing Performance Grant (SEMI) is to promote and expand semiconductor product manufacturing in the Commonwealth. This tailored performance-based grant is available to a qualified manufacturer of semiconductor memory or logic wafers which meets or exceeds requirements specified in the governing statute. The program uses the following metrics:

- Virginia jobs created
- Value of capital investment in Virginia

## Structural Information:

The incentive is paid after an approved performance agreement between the Commonwealth and company has been signed and performance milestones have been achieved.

The performance period is unique to each project and specified in the performance agreement; milestones reflect latest information received from company in the specified fiscal year.

## Summary of Incentives, Relevant Goals, and Performance:

| Projects Awarded                                                                                                        |                                 | FY2015       | FY2016       | Total            |
|-------------------------------------------------------------------------------------------------------------------------|---------------------------------|--------------|--------------|------------------|
| Funds Appropriated                                                                                                      |                                 | \$ 5,400,000 | \$ 3,800,000 | \$ 27,000,000    |
| Number of Projects                                                                                                      |                                 | 1            | 1            | 1                |
| Incentives Paid                                                                                                         |                                 | \$ 5,400,000 | \$ 3,800,000 | 27,000,000       |
| Average Incentive per Job                                                                                               |                                 | \$ -         | \$ -         | \$ 31,395        |
| Expected at time of award                                                                                               | Jobs Created                    | n/a          | n/a          | 860              |
|                                                                                                                         | Value of Capital Invsetment     |              |              | \$ 1,200,000,000 |
|                                                                                                                         | Benefit-to-Cost Ratio (10-Year) |              |              | 2.3              |
| Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded) |                                 |              |              |                  |
| Number of Projects                                                                                                      |                                 | 1            | 1            | 1                |
| Incentives Awarded                                                                                                      |                                 | \$ 5,400,000 | \$ 3,800,000 | \$ 27,000,000    |
| Incentives Paid                                                                                                         |                                 | \$ 5,400,000 | \$ 3,800,000 | \$ 27,000,000    |
| Incentives Repaid                                                                                                       |                                 | \$ -         | \$ -         | \$ -             |
| Milestone                                                                                                               | Jobs Created                    | n/a          | n/a          | n/a              |
|                                                                                                                         | Value of Capital Investment     |              |              |                  |
| Completed                                                                                                               | Jobs Created                    | n/a          | n/a          | 860              |
|                                                                                                                         | Value of Capital Investment     |              |              | \$ 1,200,000,000 |
| Projected Benefit-to-Cost Ratio (10-Year) <sup>10</sup>                                                                 |                                 | n/a          | n/a          | 7.1              |
| Current Benefit-to-Cost Ratio (December 2018) <sup>10</sup>                                                             |                                 |              |              | 8.2              |

## Notes:

There is one project which has been incented under the Semiconductor Memory or Logic Wafer Manufacturing Grant Program. The project was awarded in FY2005 and received payments totaling \$27,000,000 between FY2011 and FY2016. Although FY2005 falls outside of the scope of this report, the last few years of activity were provided for transparency on the project.

Funds appropriated reflects the funds awarded to the program in FY2005. A total of \$27,000,000 of incentives was awarded under the program in FY 2005.

The average wage requirement for the program is greater than or equal to the prevailing average wage in the locality (Manassas City).

<sup>10</sup> The Current Benefit-to-Cost Ratio is calculated by determining state revenues generated to date from direct, indirect, and induced effects from survey data provided by companies, and dividing that amount by Incentives Awarded. The Projected Benefit-to-Cost Ratio takes the results from the Current ratio calculation, and models the remaining portion of the Company's 10-year revenue generation assuming original project parameters.



## Semiconductor Memory or Logic Wafer Manufacturing Performance Grant Program (SEMI)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.14

### Completed Projects:

| Year          | Projects |           | Incentives   |              |        | Capital Investment |                 |             | Jobs     |        |             |
|---------------|----------|-----------|--------------|--------------|--------|--------------------|-----------------|-------------|----------|--------|-------------|
|               | Total    | Completed | Awarded      | Received     | Repaid | Incented           | Actual          | % of Target | Incented | Actual | % of Target |
| <i>FY2005</i> | 1        | 1         | \$27,000,000 | \$27,000,000 | \$0    | \$1,200,000,000    | \$1,200,000,000 | 100%        | 860      | 860    | 100%        |
| <i>Total</i>  | 1        | 1         | \$27,000,000 | \$27,000,000 | \$0    | \$1,200,000,000    | \$1,200,000,000 | 100%        | 860      | 860    | 100%        |

## Special Workforce Grant Program (SWG)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.30

### Program Goals:

The goal of awarding the Special Workforce Grant Fund Program (SWG) is to pay or reimburse workforce development, recruitment, and training to qualified e-commerce businesses operating within the Commonwealth. The program uses the following metrics:

- Virginia jobs created and their average wage (if applicable)
- Value of capital investment in Virginia

### Structural Information:

The incentive is paid after an approved performance agreement between the Commonwealth and company has been signed and performance milestones have been achieved.

The performance period is unique to each project and specified in the performance agreement; milestones reflect latest information received from company in the specified fiscal year.

### Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded</i>                                                                                                        |                             | FY2019        |
|--------------------------------------------------------------------------------------------------------------------------------|-----------------------------|---------------|
| Funds Appropriated                                                                                                             |                             | \$ -          |
| Number of Projects                                                                                                             |                             | 1             |
| Incentives Awarded                                                                                                             |                             | \$ 10,500,000 |
| Average Incentive per Job                                                                                                      |                             | \$ 7,000      |
| Benefit-to-Cost                                                                                                                |                             | 7.9           |
| Expected at time of award                                                                                                      | Jobs Created                | 1,500         |
|                                                                                                                                | Value of Capital Investment | \$ 84,000,000 |
| <i>Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded)</i> |                             |               |
| Number of Projects                                                                                                             |                             | -             |
| Incentives Awarded                                                                                                             |                             | \$ -          |
| Incentives Paid                                                                                                                |                             | \$ -          |
| Incentives Repaid                                                                                                              |                             | \$ -          |
| Milestone                                                                                                                      | Jobs Created                | -             |
|                                                                                                                                | Value of Capital Investment | \$ -          |
| Completed                                                                                                                      | Jobs Created                | -             |
|                                                                                                                                | Value of Capital Investment | \$ -          |
| Projected Benefit-to-Cost Ratio                                                                                                |                             | n/a           |
| Current Benefit-to-Cost Ratio                                                                                                  |                             | n/a           |

### Notes:

There is a single project which has been incented under the Special Workforce Grant Fund Program. The project was awarded in FY2019 and has not met any milestone or completion metrics at the time of the report.

Funds appropriated reflects the funds appropriated to the program in FY2019. A total of \$10,500,000 of incentives were awarded under the program in FY 2019.

The average wage requirement for the program is at least \$90,000, and the employee must be considered 'full time' by working more than 35 hours a week, for a 'normal year' of 48 weeks.

## Special Workforce Grant Program (SWG)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.30

### Completed Projects:

| Year          | Projects                     |           | Incentives |          |        | Capital Investment |        |             | Jobs     |        |             |
|---------------|------------------------------|-----------|------------|----------|--------|--------------------|--------|-------------|----------|--------|-------------|
|               | Total                        | Completed | Awarded    | Received | Repaid | Incented           | Actual | % of Target | Incented | Actual | % of Target |
| <i>FY2019</i> | <i>No projects to report</i> |           |            |          |        |                    |        |             |          |        |             |
| <i>Total</i>  | -                            | -         | \$ -       | \$ -     | \$ -   | \$ -               | -      | 0%          | -        | -      | 0%          |

# Virginia Jobs Investment Program (VJIP)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-2204.3

## Program Goals:

There are three components of the Virginia Jobs Investment Program (VJIP): a New Jobs Program, which is open to new or expanding business; a Retraining Program for applicants updating facilities with new technology and processes; and a Small Business New Jobs Program which focuses on entrepreneurial entities. The program uses the following metrics:

- Virginia jobs created and/or retrained, and their average wage
- Value of capital investment in Virginia

## Structural Information:

The company must apply and receive approval under each of the three programs and fulfill the approved levels within 36 months.

The incentive is paid after proof of performance has been submitted and verified. Each component also contains a minimum revenue requirement and minimum wage requirement.

## Summary of Incentives, Relevant Goals, and Performance:

| Projects Awarded                                                                                                        |                             | FY2015            | FY2016            | FY2017         | FY2018           | FY2019           | Total            |
|-------------------------------------------------------------------------------------------------------------------------|-----------------------------|-------------------|-------------------|----------------|------------------|------------------|------------------|
| Funds Appropriated <sup>11</sup>                                                                                        |                             | \$ 5,669,833      | \$ 5,669,833      | \$ 5,669,833   | \$ 5,669,883     | \$ 5,669,833     | \$ 28,349,215    |
| Number of Projects                                                                                                      |                             | 83                | 94                | 105            | 105              | 70               | 457              |
| Incentives Awarded                                                                                                      |                             | \$ 7,185,454      | \$ 10,642,696     | \$ 12,263,408  | \$ 9,592,243     | \$ 6,885,400     | \$ 46,569,201    |
| Average Incentive per Job                                                                                               |                             | \$ 766            | \$ 673            | \$ 769         | \$ 771           | \$ 514           | \$ 695           |
| Expected at time of award                                                                                               | Jobs Created                | 7,300             | 12,382            | 13,407         | 11,719           | 10,390           | 55,198           |
|                                                                                                                         | Jobs Retrained              | 2,084             | 3,441             | 2,536          | 722              | 3,015            | 11,798           |
|                                                                                                                         | Average Wage (weighted)     | \$ 45,771         | \$ 94,162         | \$ 58,564      | \$ 44,868        | \$ 73,647        | \$ 61,500        |
|                                                                                                                         | Value of Capital Investment | \$ 713,671,068    | \$ 877,784,220    | \$ 916,230,987 | \$ 1,476,880,253 | \$ 1,158,015,232 | \$ 5,142,581,760 |
| Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded) |                             |                   |                   |                |                  |                  |                  |
| Number of Projects                                                                                                      |                             | 72                | 78                | 93             | 96               | 67               | 406              |
| Incentives Awarded                                                                                                      |                             | \$ 6,433,559      | \$ 10,189,234     | \$ 11,927,290  | \$ 9,186,844     | \$ 6,758,800     | \$ 44,495,727    |
| Incentives Paid                                                                                                         |                             | \$ 4,346,954      | \$ 7,140,851      | \$ 3,294,976   | \$ 1,801,750     | \$ 337,000       | \$ 16,921,531    |
| Milestone <sup>12</sup>                                                                                                 | Jobs Created                | None at Milestone | None at Milestone | -              | -                | -                | -                |
|                                                                                                                         | Jobs Retrained              |                   |                   | 291            | 74               | 20               | 385              |
|                                                                                                                         | Average Wage (weighted)     |                   |                   | \$ 31,273      | \$ 45,830        | \$ 56,867        | \$ 47,480        |
|                                                                                                                         | Value of Capital Investment |                   |                   | \$ -           | \$ -             | \$ -             | \$ -             |
| Completed                                                                                                               | Jobs Created                | 4,060             | 6,980             | 2,696          | 1,742            | -                | 15,478           |
|                                                                                                                         | Jobs Retrained              | 1,869             | 3,247             | 1,858          | 467              | 2,930            | 10,371           |
|                                                                                                                         | Average Wage (weighted)     | \$ 47,608         | \$ 54,415         | \$ 48,276      | \$ 62,201        | \$ 52,612        | \$ 52,233        |
|                                                                                                                         | Value of Capital Investment | \$ 635,134,884    | \$ 795,789,717    | \$ 647,767,261 | \$ 322,715,448   | \$ 50,245,492    | \$ 2,451,652,802 |

<sup>11</sup> VJIP is structured to pay the incentive after performance. Historically, job creation is lower than the number of jobs expected because companies can be reimbursed only up to the number of jobs listed on the VJIP application. This is why award amounts may exceed funds appropriated. <sup>12</sup> Values reported here are primarily based on survey results during unofficial milestone reporting for added transparency. VEDP uses this data, as well as VEC QCEW data (when applicable—contractual milestone needing verification). For Fiscal Years 2015 and 2016, there were no projects at milestone, as this is outside of the 36 month timeframe and projects are either completed or did not materialize.

## Virginia Jobs Investment Program (VJIP)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-2204.3

### Completed Projects:

| Year         | Projects   |            | Incentives          |                     | Capital Investment     |                        |             | Jobs Created  |               |             | Jobs Retrained |               |             | Total Jobs    |               |             |
|--------------|------------|------------|---------------------|---------------------|------------------------|------------------------|-------------|---------------|---------------|-------------|----------------|---------------|-------------|---------------|---------------|-------------|
|              | Total      | Completed  | Awarded             | Received            | Incented               | Actual                 | % of Target | Incented      | Actual        | % of Target | Incented       | Actual        | % of Target | Incented      | Actual        | % of Target |
| FY2015       | 83         | 72         | \$7,185,454         | \$4,530,195         | \$709,771,068          | \$631,234,884          | 89%         | 7,300         | 4,060         | 56%         | 1,721          | 1,509         | 88%         | 9,021         | 5,569         | 62%         |
| FY2016       | 94         | 73         | \$10,642,696        | \$7,114,451         | \$886,170,706          | \$795,625,203          | 90%         | 12,382        | 6,980         | 56%         | 3,428          | 3,181         | 93%         | 15,810        | 10,161        | 64%         |
| FY2017       | 105        | 57         | \$12,263,408        | \$3,294,976         | \$906,905,987          | \$647,767,261          | 71%         | 13,310        | 2,696         | 20%         | 2,536          | 2,115         | 83%         | 15,846        | 4,811         | 30%         |
| FY2018       | 105        | 31         | \$9,592,243         | \$1,830,750         | \$1,469,570,253        | \$321,405,448          | 22%         | 11,719        | 1,742         | 15%         | 722            | 541           | 75%         | 12,441        | 2,283         | 18%         |
| FY2019       | 70         | 3          | \$6,885,400         | \$337,000           | \$1,158,015,232        | \$50,245,492           | 4%          | 10,390        | -             | 0%          | 3,015          | 2,950         | 98%         | 13,405        | 2,950         | 22%         |
| <i>Total</i> | <i>457</i> | <i>236</i> | <i>\$46,569,201</i> | <i>\$17,107,372</i> | <i>\$5,130,433,246</i> | <i>\$2,446,278,288</i> | <i>48%</i>  | <i>55,101</i> | <i>15,478</i> | <i>28%</i>  | <i>11,422</i>  | <i>10,296</i> | <i>90%</i>  | <i>66,523</i> | <i>25,774</i> | <i>39%</i>  |

**Notes:** VJIP is structured to pay the incentive after performance. Historically, job creation is lower than the number of jobs expected because companies can be reimbursed only up to the number of jobs listed on the VJIP application. Projects which are considered Active, but have not provided an annual report (primarily for FY2019), and projects that Did Not Materialize (de-obligated), are included in the count for 'Number of Projects' in the Projects Awarded section of the previous page, but are not included in this summary. See Appendix A for expanded information pertaining to these projects.

# Agriculture and Forestry Industries Development Fund (AFID)

Administered by: Virginia Department of Agriculture and Consumer Services

Va. Code § 3.2-305

## Program Goals:

The goal of awarding Facility Grants from Agriculture and Forestry Industries Development Fund Grant (AFID) is to attract new and expanding agriculture and forestry processing / value-added facilities using Virginia-grown products. The program uses the following metrics:

- Virginia jobs created, and their average wage
- Value of capital investment in Virginia
- Value of new purchases of Virginia-grown agriculture and forestry products

## Structural Information:

The incentive is paid after an approved performance agreement between the locality and company has been signed. The performance agreement contains a clawback provision.

The performance period is typically 36 months; milestones reflect latest information received from the company in the specified fiscal year.

## Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded</i>                                                                                                        |                                                        | FY2015         | FY2016         | FY2017         | FY2018         | FY2019         | Total          |
|--------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Funds Appropriated                                                                                                             |                                                        | \$ 1,000,000   | \$ 1,750,000   | \$ 1,250,000   | \$ 1,780,000   | \$ -           | \$ 5,780,000   |
| Number of Projects                                                                                                             |                                                        | 6              | 12             | 20             | 13             | 18             | 69             |
| Incentives Awarded                                                                                                             |                                                        | \$ 490,000     | \$ 1,045,000   | \$ 1,837,500   | \$ 862,000     | \$ 1,066,200   | \$ 5,300,700   |
| Expected at time of award                                                                                                      | Jobs Created                                           | 213            | 330            | 386            | 247            | 296            | 1,472          |
|                                                                                                                                | Average Wage (weighted)                                | \$ 26,657      | \$ 32,257      | \$ 34,991      | \$ 33,537      | \$ 30,730      | \$ 158,172     |
|                                                                                                                                | Value of Capital Investment                            | \$ 9,381,500   | \$ 183,893,471 | \$ 82,685,956  | \$ 32,484,197  | \$ 32,421,841  | \$ 340,866,965 |
|                                                                                                                                | Value of Agriculture Products and/or Forestry Products | \$ 34,323,819  | \$ 64,706,311  | \$ 107,609,226 | \$ 21,760,659  | \$ 41,652,236  | \$ 270,052,251 |
| <i>Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded)</i> |                                                        |                |                |                |                |                |                |
| Number of Projects                                                                                                             |                                                        | 5              | 12             | 19             | 8              | -              | 44             |
| Incentives Awarded                                                                                                             |                                                        | \$ 490,000     | \$ 1,045,000   | \$ 1,837,500   | \$ 862,000     | \$ 1,066,200   | \$ 5,300,700   |
| Incentives Paid                                                                                                                |                                                        | \$ 490,000     | \$ 1,045,000   | \$ 1,837,500   | \$ 822,000     | \$ 1,066,200   | \$ 5,260,700   |
| Incentives Repaid                                                                                                              |                                                        | \$ 50,000      | \$ -           | \$ 200,000     | \$ 250,000     | \$ -           | \$ 500,000     |
| Milestone <sup>13</sup>                                                                                                        | Jobs Created                                           | 155            | 233            | 242            | 97             | -              | 726            |
|                                                                                                                                | Average Wage (weighted)                                | \$ 22,838      | \$ 29,711      | \$ 35,564      | \$ 42,316      | \$ -           | \$ 130,428     |
|                                                                                                                                | Value of Capital Investment                            | \$ 11,324,234  | \$ 193,909,238 | \$ 106,232,718 | \$ 4,823,566   | \$ -           | \$ 316,289,756 |
|                                                                                                                                | Value of Agriculture Products and/or Forestry Products | \$ 19,288,022  | \$ 74,871,015  | \$ 33,656,903  | \$ 10,006,542  | \$ -           | \$ 137,822,481 |
| Completed                                                                                                                      | Jobs Created                                           | None Completed | None Completed | None Completed | None Completed | None Completed | n/a            |
|                                                                                                                                | Average Wage (weighted)                                |                |                |                |                |                |                |
|                                                                                                                                | Value of Capital Investment                            |                |                |                |                |                |                |
|                                                                                                                                | Value of Agriculture Products and/or Forestry Products |                |                |                |                |                |                |

<sup>13</sup> Values reported here are primarily based on survey results during unofficial milestone reporting for added transparency. VEDP uses this data, as well as VEC QCEW data (when applicable—contractual milestone needing verification) to calculate the Current and Projected Benefit-to-Cost Ratios.

**Agriculture and Forestry Industries Development Fund (AFID)**  
**Administered by: Virginia Department of Agriculture and Consumer Services**  
 Va. Code § 3.2-305

**Completed Projects:**

| Year         | Projects |           | Incentives            |            |            | Capital Investment |        |             | Jobs     |        |             | Value of Agriculture Products |        |             |
|--------------|----------|-----------|-----------------------|------------|------------|--------------------|--------|-------------|----------|--------|-------------|-------------------------------|--------|-------------|
|              | Total    | Completed | Awarded               | Received   | Repaid     | Incented           | Actual | % of Target | Incented | Actual | % of Target | Incented                      | Actual | % of Target |
| FY2015       | 6        | 1*        | \$ 50,000             | \$ 50,000  | \$ 50,000  | \$ 735,000         | \$ -   | 0%          | 25       | -      | 0%          | \$ 353,309                    | \$ -   | 0%          |
| FY2016       | 12       | 0         | No completed projects |            |            |                    |        |             |          |        |             |                               |        |             |
| FY2017       | 20       | 1*        | \$ 200,000            | \$ 200,000 | \$ 200,000 | \$ 6,412,820       | \$ -   | 0%          | 105      | -      | 0%          | \$ 50,581,125                 | \$ -   | 0%          |
| FY2018       | 13       | 1*        | \$ 250,000            | \$ 250,000 | \$ 250,000 | \$ 8,900,000       | \$ -   | 0%          | 66       | -      | 0%          | \$ 235,300                    | \$ -   | 0%          |
| FY2019       | 18       | 0         | No completed projects |            |            |                    |        |             |          |        |             |                               |        |             |
| <i>Total</i> | 69       | 0         | \$ 500,000            | \$ 500,000 | \$ 500,000 | \$ 16,047,820      | \$ -   | 0%          | 196      | -      | -           | \$ 51,169,734                 | \$ -   | 0%          |

**Note:** \*Closed projects that did not materialize, but for which incentives were provided and subsequently repaid, are included in this summary.

## Enterprise Zone Job Creation Grant (JCG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-547

### Program Goals:

The goal of the Enterprise Zone Job Creation Grant (JCG) is to offer distressed communities (rural and urban) a tool to increase their attractiveness as a place for job creation and private investment. The intent is to spur overall community economic growth and expansion by the use of two stand-alone, but complimentary, incentives: the Job Creation Grant and Real Property Investment Grant. The program uses the primary metric below.

- Virginia jobs created since base year of application

### Structural Information:

Applications for the grant are submitted after qualified jobs have been created; grants are performance-based and by-right.

There is a statutory minimum number of jobs which must be created, and a minimum wage threshold for grant-eligible positions, based on Federal Minimum Wage.

### Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded &amp; Completed</i>                | FY2015        | FY2016        | FY2017        | FY2018        | FY2019        | Total <sup>14</sup> |
|--------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------------|
| Total Enterprise Zone Funds Appropriated <sup>15</sup> | \$ 12,150,000 | \$ 12,071,157 | \$ 12,650,000 | \$ 12,814,467 | \$ 13,500,000 | \$ 63,185,624       |
| Funding Available for JCG                              | \$ 3,097,733  | \$ 2,739,022  | \$ 1,791,829  | \$ 2,161,632  | \$ 2,696,732  | \$ 12,486,948       |
| Number of Projects                                     | 67            | 58            | 63            | 48            | 55            | 291                 |
| Incentives Awarded                                     | \$ 3,097,733  | \$ 2,738,137  | \$ 1,791,829  | \$ 2,161,632  | \$ 2,696,732  | \$ 12,486,063       |
| Jobs Created in Grant Year                             | 1,393         | 1,657         | 1,040         | 1,610         | 2,108         | 7,808               |
| Jobs Maintained in Grant Year                          | 3,758         | 3,215         | 2,009         | 2,025         | 2,562         | n/a                 |
| Net Jobs Created over Base Year                        | 5,150         | 4,869         | 3,049         | 3,635         | 4,670         | n/a                 |

### Notes:

The Job Creation Grant is available for up to five consecutive years, starting with Grant Year 1. The application includes a base number of employees, the number of jobs created since that base year, and the wages for those permanent, full-time employees (PFTE). The base year may be either of the two calendar years immediately preceding the first year of grant eligibility, at the choice of the applicant. Subsequent years verify the number of jobs created or maintained since the base year. Base year jobs are not grant eligible. Grant awards are calculated per PFTE which is offered health benefits and earns at least 175% (\$500/PFTE) or 200% (\$800/PFTE) of the Federal Minimum Wage. Applicants from High Unemployment Areas can qualify PFTE at a reduced wage threshold of 150% of the Federal Minimum Wage (\$500/PFTE). Applications are due April 1 of each year.

The Job Creation Grant is paid after qualified jobs have been created. Projects are considered completed once the application is approved and payment disbursed.

<sup>14</sup> Totals for "Jobs Maintained in Grant Year" and "Net Jobs Created over Base Year" do not contain values as adding these variables over time results in double-counting. <sup>15</sup> Both the JCG and RPIG are funded from an overall Enterprise Zone appropriation. What is not awarded under JCG in a given FY is subsequently made available for RPIG.



## Enterprise Zone Job Creation Grant (JCG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1–547

### Completed Projects:

| Year         | Projects |           | Incentives   |              | Jobs    |            |                            |             |
|--------------|----------|-----------|--------------|--------------|---------|------------|----------------------------|-------------|
|              | Total    | Completed | Awarded      | Received     | Created | Maintained | Net Created over Base Year | % of Target |
| FY2015       | 67       | 67        | \$3,097,733  | \$3,097,733  | 1,392   | 3,760      | 5,151                      | 100%        |
| FY2016       | 58       | 58        | \$2,738,137  | \$2,738,137  | 1,657   | 3,214      | 4,868                      | 100%        |
| FY2017       | 63       | 63        | \$1,791,829  | \$1,791,829  | 1,038   | 2,008      | 3,052                      | 100%        |
| FY2018       | 48       | 48        | \$2,161,632  | \$2,161,632  | 1,610   | 2,026      | 3,639                      | 100%        |
| FY2019       | 55       | 55        | \$2,696,732  | \$2,696,732  | 2,108   | 2,566      | 4,669                      | 100%        |
| <i>Total</i> | 291      | 291       | \$12,486,063 | \$12,486,063 | 7,805   |            |                            |             |

Note: Enterprise Zone JCG is performance-based, by-right, and is structured to disburse funds only after proof of completion. Therefore 100% of projects met their targets.

Totals for "Jobs Maintained" and "Net Created over Base" do not contain values as adding these variables over time results in double-counting.

## Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

### Program Goals:

The goal of the Enterprise Zone Real Property Grant (RPIG) is to offer distressed communities (rural and urban) a tool to increase their attractiveness as a place for job creation and private investment. The intent is to spur overall community economic growth and expansion by the use of two stand-alone, but complimentary, incentives: the Job Creation Grant and Real Property Investment Grant. The program uses the primary metric below.

- Value of real property investment in Virginia

### Structural Information:

Applications for the grant are submitted *after* the property receiving investment has been placed into service. The grant is performance-based and by-right.

There is a statutory minimum amount of investment which must be made.

The grant is paid out from the remaining Enterprise Zone allocation after Job Creation Grants are paid in full. When grant requests exceed the available funding, the grant is prorated.

### Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded &amp; Completed</i>                   | FY2015         | FY2016         | FY2017         | FY2018         | FY2019         | Total            |
|-----------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|------------------|
| Total Enterprise Zone Funds Appropriated <sup>16</sup>    | \$ 12,150,000  | \$ 12,071,157  | \$ 12,650,000  | \$ 12,814,467  | \$ 13,500,000  | \$ 63,185,624    |
| Funding Available for JCG                                 | \$ 9,052,267   | \$ 9,332,135   | \$ 10,858,171  | \$ 10,652,835  | \$ 10,803,268  | \$ 50,698,676    |
| Number of Projects                                        | 166            | 157            | 166            | 168            | 168            | 825              |
| Incentives Awarded                                        | \$ 9,052,275   | \$ 9,333,020   | \$ 10,858,171  | \$ 10,652,835  | \$ 10,803,268  | \$ 50,699,569    |
| Qualified Real Property Investment Made                   | \$ 242,131,768 | \$ 300,484,639 | \$ 275,733,033 | \$ 241,345,100 | \$ 231,893,443 | \$ 1,291,587,983 |
| RPIG Proration Rate                                       | 69.11%         | 66.64%         | 73.68%         | 69.97%         | 74.51%         | 70.78%           |
| <b>Type of Qualified Real Property Investment (Count)</b> |                |                |                |                |                |                  |
| New Construction                                          | 37             | 43             | 41             | 38             | 27             | 186              |
| Expansion of Existing Building or Facility                | 19             | 11             | 17             | 15             | 16             | 78               |
| Rehabilitation of Existing Building or Facility           | 110            | 103            | 108            | 115            | 125            | 561              |
| Investment-to-Cost Ratio                                  | 26.75          | 32.20          | 25.39          | 22.66          | 21.47          | 25.48            |

### Notes:

Applications to the Real Property Investment Grant are submitted the calendar year following the year in which the property was placed in service. A statutory minimum investment of \$100,000 is required for a single building or facility in the case of rehabilitation or expansion, or \$500,000 in the case of new construction. Grant requests are capped at \$100,000 for Qualified Real Property Investment under \$5 million and \$200,000 for investments over \$5 million. Applications are due April 1 of each year.

The Real Property Investment Grant is paid after qualified investment has been made. Projects are considered completed once the application is approved and payment disbursed.

<sup>16</sup> Both the JCG and RPIG are funded from an overall Enterprise Zone appropriation. What is not awarded under JCG in a given FY is subsequently made available for RPIG.

Enterprise Zone Real Property Investment Grant (RPIG)  
Administered by: Department of Housing & Community Development  
Va. Code § 59.1–548

Completed Projects:

| Year          | Projects |           | Incentives   |              | Real Property                      |             |
|---------------|----------|-----------|--------------|--------------|------------------------------------|-------------|
|               | Total    | Completed | Awarded      | Received     | Qualified Real Property Investment | % of Target |
| <i>FY2015</i> | 166      | 166       | \$9,052,275  | \$9,052,275  | \$242,131,768                      | 100%        |
| <i>FY2016</i> | 157      | 157       | \$9,333,020  | \$9,333,020  | \$300,484,639                      | 100%        |
| <i>FY2017</i> | 166      | 166       | \$10,858,171 | \$10,858,171 | \$275,733,033                      | 100%        |
| <i>FY2018</i> | 168      | 168       | \$10,652,835 | \$10,652,835 | \$241,345,100                      | 100%        |
| <i>FY2019</i> | 168      | 168       | \$10,803,268 | \$10,803,268 | \$231,893,443                      | 100%        |
| <i>Total</i>  | 825      | 825       | \$50,699,569 | \$50,699,569 | \$1,291,587,983                    | 100%        |

## Rail Industrial Access Fund (RIAF)

Administered by: Department of Rail & Public Transportation

Va. Code § 33.2-1600

### Program Goals:

The goal of the Rail Industrial Access Fund (RIAF) is to promote truck diversion by connecting new or expanding businesses to the freight rail network. The program is available to localities, businesses, or industries who seek access to a common carrier railroad. The program uses the following metrics:

- Value of capital investment in Virginia
- Increase in number of carloads along the route

### Structural Information:

The incentive is paid after an approved performance agreement between Department of Rail and Public Transportation and company has been signed and construction is complete. The performance agreement contains a clawback provision.

The program scores applicants from 0 to 100, a minimum score of 50 is required to receive recommendation for approval to the Commonwealth Transportation Board.

### Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded</i>                                                                                                        |                             | FY2015       | FY2016       | FY2017                         | FY2018        | FY2019                         | Total          |
|--------------------------------------------------------------------------------------------------------------------------------|-----------------------------|--------------|--------------|--------------------------------|---------------|--------------------------------|----------------|
| Funds Appropriated                                                                                                             |                             | \$ 5,500,000 | \$ 5,500,000 | \$ 5,500,000                   | \$ 5,500,000  | \$ 5,500,000                   | \$ 27,500,000  |
| Funding Available for RIAF                                                                                                     |                             | \$ 3,000,000 | \$ 3,000,000 | \$ 3,000,000                   | \$ 3,000,000  | \$ 3,000,000                   | \$ 15,000,000  |
| Number of Projects                                                                                                             |                             | 1            | 3            | -                              | 4             | 2                              | 10             |
| Incentives Awarded                                                                                                             |                             | \$ 365,400   | \$ 1,040,000 | \$ -                           | \$ 1,788,000  | \$ 680,810                     | \$ 3,874,210   |
| Expected at time of award                                                                                                      | Value of Capital Investment | \$ 2,600,000 | \$ 7,190,000 | \$ -                           | \$ 47,315,000 | \$ 43,300,000                  | \$ 100,405,000 |
|                                                                                                                                | Increase in Carloads        | 10           | 30           | -                              | 703           | 20                             | 763            |
| <i>Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded)</i> |                             |              |              |                                |               |                                |                |
| Number of Projects                                                                                                             |                             | 1            | 2            | -                              | 2             | -                              | 5              |
| Incentives Awarded                                                                                                             |                             | \$ 365,400   | \$ 690,000   | None Completed or at Milestone | \$ 888,000    | None Completed or at Milestone | 1,943,400      |
| Incentives Paid                                                                                                                |                             | \$ 365,400   | \$ 495,000   |                                | \$ 888,000    |                                | 1,748,400      |
| Incentives Repaid <sup>17</sup>                                                                                                |                             | \$ -         | \$ -         |                                | \$ -          |                                | -              |
| Number of Projects with Funds Deobligated                                                                                      |                             | -            | -            |                                | 1             |                                | 1              |
| Funds De-obligated                                                                                                             |                             | \$ -         | \$ -         |                                | \$ 450,000    |                                | \$ 450,000     |
| Milestone                                                                                                                      | Value of Capital Investment | n/a          | n/a          | n/a                            | n/a           | n/a                            | n/a            |
|                                                                                                                                | Increase in Carloads        |              |              |                                |               |                                |                |
| Completed                                                                                                                      | Value of Capital Investment | \$ 2,100,000 | \$ 7,477,885 | n/a                            | \$ 39,433,406 | n/a                            | \$ 49,011,291  |
|                                                                                                                                | Increase in Carloads        | 96           | n/a          |                                | n/a           |                                | 96             |

### Notes:

The Rail Industrial Access Fund (DRPT), Economic Development Access Program (VDOT), and Airport Access Program (VDOT) all share a \$5.5 million appropriation each fiscal year. During program review in FY 2015, the Commonwealth Transportation Board put a moratorium on the Rail Industrial Access Fund accepting applications.

<sup>17</sup> While no incentives have been repaid, de-obligated funds are noted in the table. De-obligated projects and projects underway have no milestone or completion data.

## Rail Industrial Access Fund (RIAF)

Administered by: Department of Rail & Public Transportation

Va. Code § 33.2-1600

### Completed Projects:

| Year   | Projects |           | Incentives            |              |        | Capital Investment |               |             | Carloads |        |             |
|--------|----------|-----------|-----------------------|--------------|--------|--------------------|---------------|-------------|----------|--------|-------------|
|        | Total    | Completed | Awarded               | Received     | Repaid | Incented           | Actual        | % of Target | Incented | Actual | % of Target |
| FY2015 | 1        | 1         | \$ 365,400            | \$ 365,400   | \$ -   | \$ 2,600,000       | \$ 2,100,000  | 81%         | 10       | 96     | 960%        |
| FY2016 | 3        | 2         | \$ 690,000            | \$ 495,000   | \$ -   | \$ 6,200,000       | \$ 7,477,885  | 121%        | 20       | n/a    | n/a         |
| FY2017 | -        | -         | No completed projects |              |        |                    |               |             |          |        |             |
| FY2018 | 4        | 2         | \$ 888,000            | \$ 888,000   | \$ -   | \$ 30,920,000      | \$ 39,433,406 | 128%        | 502      | n/a    | n/a         |
| FY2019 | 2        | -         | No completed projects |              |        |                    |               |             |          |        |             |
| Total  | 10       | 5         | \$ 1,943,400          | \$ 1,748,400 | -      | \$ 39,720,000      | \$ 49,011,291 | 123%        | 532      | 96     | 18%         |

Note: Projects which did not materialize (de-obligated) are not included in this summary, but are listed in Appendix A.

## Tobacco Region Opportunity Fund (TROF)

Administered by: Tobacco Region Revitalization Commission

Va. Code Not Applicable

### Program Goals:

The goal of the Tobacco Region Opportunity Fund (TROF) is to assist in the creation of new jobs and investments in tobacco-dependent regions and communities, whether through new business attraction or existing business expansion. The program uses the following metrics:

- Virginia jobs created, and their average wage
- Value of taxable assets in Virginia

### Structural Information:

The incentive is paid after an approved performance agreement between the locality and company has been signed. The performance agreement contains a clawback provision.

The performance period is typically 36-months; milestones reflect the latest information received from company in the specified fiscal year.

### Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded</i>                                                                                                        |                         | FY2015         | FY2016           | FY2017         | FY2018         | FY2019         | Total            |
|--------------------------------------------------------------------------------------------------------------------------------|-------------------------|----------------|------------------|----------------|----------------|----------------|------------------|
| Funds Appropriated                                                                                                             |                         | \$ 20,465,000  | \$ 3,700,000     | \$ 3,000,000   | \$ -           | \$ -           | \$ 27,165,000    |
| Number of Projects                                                                                                             |                         | 34             | 34               | 25             | 33             | 16             | 142              |
| Incentives Awarded                                                                                                             |                         | \$ 22,875,000  | \$ 17,108,000    | \$ 4,457,500   | \$ 5,912,500   | \$ 6,125,000   | \$ 56,478,000    |
| Expected at time of award                                                                                                      | Jobs Created            | 5,182          | 3,492            | 879            | 1,412          | 1,234          | 12,199           |
|                                                                                                                                | Value of Taxable Assets | \$ 550,981,086 | \$ 1,252,407,050 | \$ 161,710,205 | \$ 161,934,797 | \$ 171,393,878 | \$ 2,298,427,016 |
| <i>Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded)</i> |                         |                |                  |                |                |                |                  |
| Number of Projects                                                                                                             |                         | 17             | 16               | 17             | 16             | 3              | 69               |
| Incentives Awarded                                                                                                             |                         | \$ 5,935,000   | \$ 8,360,000     | \$ 3,502,500   | \$ 1,817,500   | \$ 1,980,000   | \$ 21,595,000    |
| Incentives Paid                                                                                                                |                         | \$ 1,135,000   | \$ 2,590,000     | \$ 155,000     | \$ -           | \$ -           | \$ 3,880,000     |
| Incentives Repaid                                                                                                              |                         | \$ 1,415,425   | \$ 73,450        | \$ 155,000     | \$ -           | \$ -           | \$ 1,643,875     |
| Milestone                                                                                                                      | Jobs Created            | n/a            | n/a              | n/a            | n/a            | n/a            | n/a              |
|                                                                                                                                | Value of Taxable Assets | \$ 6,195,800   | \$ 5,770,000     | \$ 3,347,500   | \$ 1,817,500   | \$ 1,350,000   | \$ 18,480,800    |
| Completed                                                                                                                      | Jobs Created            | 98             | 249              | n/a            | n/a            | n/a            | 347              |
|                                                                                                                                | Value of Taxable Assets | \$ 17,919,950  | \$ 654,280,000   | n/a            | n/a            | n/a            | \$ 672,199,950   |
| Percentage of Performance Agreement Compliance <sup>18</sup>                                                                   |                         | 100%           | 100%             | 100%           | 100%           | 100%           | 100%             |

### Notes:

The reported amounts in the FY 2019 report for 'Incentives Paid' are actual incentive payments made to the Company. In previous years' reports, this field additionally reflected money that was set aside in an escrow account, but not yet released from the Tobacco Commission. The FY2019 methodology accurately reflects the State's true cash-outflows for incentives provided.

<sup>18</sup> This overall measure reflects the percentage of performance agreements for which the terms and conditions within were met. During the past 5-years, all awarded grants have met performance obligations, not been paid, or been repaid as deemed appropriate by the Tobacco Region Revitalization Commission.

## Tobacco Region Opportunity Fund (TROF)

Administered by: Tobacco Region Revitalization Commission

Va. Code Not Applicable

### Completed Projects:

| Year         | Projects   |           | Incentives            |                    |                  | Taxable Assets       |                      |             | Jobs       |            |             |
|--------------|------------|-----------|-----------------------|--------------------|------------------|----------------------|----------------------|-------------|------------|------------|-------------|
|              | Total      | Completed | Awarded               | Received           | Repaid           | Incented             | Actual               | % of Target | Incented   | Actual     | % of Target |
| FY2015       | 34         | 5         | \$1,135,000           | \$1,135,000        | \$810,375        | \$17,484,000         | \$17,919,950         | 102%        | 198        | 98         | 49%         |
| FY2016       | 34         | 3         | \$2,590,000           | \$2,590,000        | \$0              | \$654,200,000        | \$654,280,000        | 100%        | 159        | 249        | 157%        |
| FY2017       | 25         | 1         | \$155,000             | \$155,000          | \$155,000        | \$6,000,000          | \$0                  | 0%          | 60         | 0          | 0%          |
| FY2018       | 33         | 0         | No Completed Projects |                    |                  |                      |                      |             |            |            |             |
| FY2019       | 16         | 0         | No Completed Projects |                    |                  |                      |                      |             |            |            |             |
| <i>Total</i> | <i>142</i> | <i>9</i>  | <i>\$3,880,000</i>    | <i>\$3,880,000</i> | <i>\$965,375</i> | <i>\$677,684,000</i> | <i>\$672,199,950</i> | <i>99%</i>  | <i>417</i> | <i>347</i> | <i>83%</i>  |

Note: Projects which are considered Active, but have not provided an annual report (primarily for FY2019) and projects that Did Not Materialize (de-obligated), are included in the count for 'Number of Projects' in the Projects Awarded section of the previous page, but are not included in this summary. Projects that did not materialize, but for which incentives were provided and subsequently repaid, are included in this summary. See Appendix A for expanded information pertaining to these projects.

## Economic Development Access Program (EDAP)

Administered by: Virginia Department of Transportation

Va. Code § 33.2-1509

### Program Goals:

The goal of awarding projects under the Economic Development Access Program (EDAP) is to provide funding for the construction, improvement, or maintenance of roads servicing new or expanding qualifying economic development sites. The funds must be used to create adequate access, in consideration of the type and volume of traffic anticipated, to qualifying sites. The program uses the following metric:

- Value of subsequent capital investment in Virginia

### Structural Information:

The incentive is paid after an approved performance agreement between Virginia Department of Transportation and the locality (applicant) has been signed and upon documenting eligible capital investment (costs). The performance agreement contains a clawback provision.

The Value of Capital Investment reflects the minimum required capital investment balance from qualifying companies to receive full incentive awards. In most instances, actual capital investment attributed to a project is higher but not tracked beyond the contractual requirements.

### Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded</i>                                                                                                        |                             | FY2015       | FY2016       | FY2017        | FY2018       | FY2019       | Total         |
|--------------------------------------------------------------------------------------------------------------------------------|-----------------------------|--------------|--------------|---------------|--------------|--------------|---------------|
| Funds Appropriated                                                                                                             |                             | \$ 5,500,000 | \$ 5,500,000 | \$ 5,500,000  | \$ 5,500,000 | \$ 5,500,000 | \$ 27,500,000 |
| Funding Available for EDAP                                                                                                     |                             | \$ 1,300,000 | \$ 953,000   | \$ 3,846,000  | \$ 3,100,000 | \$ 2,307,000 | \$ 11,506,000 |
| Number of Projects                                                                                                             |                             | 2            | 2            | 7             | 5            | 4            | 20            |
| Incentives Awarded                                                                                                             |                             | \$ 650,000   | \$ -         | \$ 3,846,000  | \$ -         | \$ -         | \$ 4,496,000  |
| Investment to Cost Ratio                                                                                                       |                             | 5.0          | -            | 5.0           | -            | -            | 5.0           |
| Expected at time of award                                                                                                      | Value of Capital Investment | \$ 3,250,000 | \$ -         | \$ 19,230,000 | \$ -         | \$ -         | \$ 22,480,000 |
| <i>Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded)</i> |                             |              |              |               |              |              |               |
| Number of Projects                                                                                                             |                             | 1            | 1            | 3             | -            | -            | 5             |
| Incentives Awarded                                                                                                             |                             | \$ 1,300,000 | \$ 650,000   | \$ 1,896,000  | \$ -         | \$ -         | \$ 3,846,000  |
| Incentives Paid                                                                                                                |                             | \$ 650,000   | \$ 650,000   | \$ 1,483,306  | \$ -         | \$ -         | \$ 2,783,306  |
| Incentives Repaid <sup>19</sup>                                                                                                |                             | \$ -         | \$ -         | \$ -          | \$ -         | \$ -         | \$ -          |
| Projects Cancelled                                                                                                             |                             | 1            | -            | -             | -            | -            | 1             |
| Funding De-Allocated to Cancelled Projects                                                                                     |                             | \$ 650,000   | \$ -         | \$ -          | \$ -         | \$ -         | \$ 650,000    |
| Milestone                                                                                                                      | Value of Capital Investment | \$ -         | \$ 3,250,000 | \$ 2,188,985  | \$ -         | \$ -         | \$ 5,438,985  |
| Completed                                                                                                                      | Value of Capital Investment | \$ 3,250,000 | \$ -         | \$ 6,230,000  | \$ -         | \$ -         | \$ 9,480,000  |
| Actual Investment-to-Cost Ratio                                                                                                |                             | 5.0          | 5.0          | 5.7           | n/a          | n/a          | 5.4           |

### Note:

The Economic Development Access Program (VDOT), Airport Access Program (VDOT), and Rail Industrial Access Fund (DRPT) all share a \$5.5 million appropriation each year.

<sup>19</sup> While no incentives have been repaid, de-allocated (did not materialize) funds are noted in the table and have no milestone or completion data.



## Economic Development Access Program (EDAP)

Administered by: Virginia Department of Transportation

Va. Code § 33.2-1509

### Completed Projects:

| Year          | Projects |           | Incentives            |             |        | Capital Investment |              |             |
|---------------|----------|-----------|-----------------------|-------------|--------|--------------------|--------------|-------------|
|               | Total    | Completed | Awarded               | Paid        | Repaid | Expected           | Actual       | % of Target |
| <i>FY2015</i> | 2        | 1         | \$650,000             | \$650,000   | \$0    | \$3,250,000        | \$3,250,000  | 100%        |
| <i>FY2016</i> | 2        | 0         | No completed projects |             |        |                    |              |             |
| <i>FY2017</i> | 7        | 3         | \$3,846,000           | \$1,046,509 | \$0    | \$19,230,000       | \$8,418,985  | 44%         |
| <i>FY2018</i> | 5        | 0         | No completed projects |             |        |                    |              |             |
| <i>FY2019</i> | 4        | 0         | No completed projects |             |        |                    |              |             |
| <i>Total</i>  | 20       | 4         | \$4,496,000           | \$1,696,509 | \$0    | \$22,480,000       | \$11,668,985 | 52%         |

Note: Projects that did not materialize (de-allocated) are not included, but are listed in Appendix A.

## Governor's Motion Picture Opportunity Fund (GMPOF)

Administered by: Virginia Tourism Authority doing business as Virginia Tourism Corporation

Va. Code § 33.2-1509

### Program Goals:

The goal of the Governor's Motion Picture Opportunity Fund (GMPOF) is to support the growth of the film and television industries in Virginia. Specifically, the program provides a financial incentive for production companies to film in Virginia. The program uses the two primary metrics below. When applicable, an additional metric is used to determine the value of ancillary deliverables which are specified in the performance agreement. Examples include broadcast advertising and informational videos to promote Virginia as a travel destination.

- Total Virginia hires
- Project expenditures in Virginia

### Structural Information:

The company enters into a performance agreement with the Virginia Tourism Authority.

The incentive is paid at project completion after proof of qualified spending in Virginia is submitted.

### Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded</i>                                                                                                        | FY 2015       | FY 2016        | FY 2017        | FY 2018       | FY 2019        | Total          |
|--------------------------------------------------------------------------------------------------------------------------------|---------------|----------------|----------------|---------------|----------------|----------------|
| Funds Appropriated                                                                                                             | \$ 2,512,063  | \$ 2,518,261   | \$ 6,100,589   | \$ 3,087,811  | \$ 3,109,412   | \$ 17,328,136  |
| Number of Projects                                                                                                             | 4             | 8              | 7              | 5             | 8              | 32             |
| Incentives Awarded                                                                                                             | \$ 2,725,000  | \$ 4,802,239   | \$ 7,686,704   | \$ 3,400,000  | \$ 6,794,500   | \$ 25,408,443  |
| Tax Credit (Refundable) Awarded                                                                                                | \$ 6,490,641  | \$ 6,361,969   | \$ 7,594,663   | \$ 6,573,080  | \$ 6,183,103   | \$ 33,203,456  |
| <i>Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded)</i> |               |                |                |               |                |                |
| Number of Projects                                                                                                             | 4             | 8              | 7              | 5             | 5              | 29             |
| Incentives Awarded                                                                                                             | \$ 2,725,000  | \$ 4,802,239   | \$ 7,686,704   | \$ 3,400,000  | \$ 6,794,500   | \$ 25,408,443  |
| Incentives Paid                                                                                                                | \$ 2,654,184  | \$ 4,744,869   | \$ 6,601,953   | \$ 3,295,152  | \$ 1,905,832   | \$ 19,201,990  |
| Tax Credit (Refundable) Awarded                                                                                                | \$ 6,383,321  | \$ 5,414,009   | \$ 6,361,969   | \$ 6,058,480  | \$ 6,500,000   | \$ 30,717,779  |
| Total Hires                                                                                                                    | 1,331         | 1,594          | 2,159          | 1,671         | 3,491          | 10,246         |
| Project Expenditures                                                                                                           | \$ 33,043,734 | \$ 38,561,210  | \$ 51,489,306  | \$ 33,684,296 | \$ 67,810,265  | \$ 224,588,811 |
| Value of Ancillary Deliverables                                                                                                | \$ -          | \$ 3,100,000   | \$ 12,375,000  | \$ 10,850,000 | \$ 250,000     | \$ 26,575,000  |
| Economic Output (estimated)                                                                                                    | \$ 82,902,452 | \$ 109,014,261 | \$ 116,411,464 | \$ 70,331,047 | \$ 135,413,032 | \$ 514,072,256 |
| Benefit-to-Cost Ratio <sup>20</sup>                                                                                            | 9.2           | 10.7           | 9.0            | 7.5           | 16.1           | 10.5           |

### Notes:

For some productions, GMPOF is used in conjunction with the Motion Picture Production tax credit, so data on the tax credit also are listed.

Incentives for film production support the growth of the entire statewide film and television production industry. In addition to associated jobs and economic impact, film and television projects promote Virginia and encourage travel and tourism. Many projects receiving incentives are required to provide ancillary deliverables which promote travel and tourism in Virginia.

<sup>20</sup> The Benefit-to-Cost ratio was calculated by dividing estimated total economic output generated to date by the motion picture industry in Virginia (direct, indirect, and induced) by the total cost (GMPOF and MPP tax credits, where applicable). Estimated total economic output was provided by VTC.

## Governor's Motion Picture Opportunity Fund (GMPOF)

Administered by: Virginia Tourism Authority doing business as Virginia Tourism Corporation

Va. Code § 33.2-1509

### Completed Projects:

| Year          | Projects |           | Incentives   |              |        | Virginia |               |                    |             |
|---------------|----------|-----------|--------------|--------------|--------|----------|---------------|--------------------|-------------|
|               | Total    | Completed | Awarded      | Paid         | Repaid | Hires    | Spend         | Ancillary Benefits | % of Target |
| <i>FY2015</i> | 4        | 4         | \$2,725,000  | \$2,654,184  | \$0    | 1,331    | \$33,043,734  | \$0                | 100%        |
| <i>FY2016</i> | 8        | 8         | \$4,802,239  | \$4,744,869  | \$0    | 1,594    | \$38,561,210  | \$3,100,000        | 100%        |
| <i>FY2017</i> | 7        | 7         | \$7,686,704  | \$6,601,953  | \$0    | 2,159    | \$51,489,306  | \$12,375,000       | 100%        |
| <i>FY2018</i> | 5        | 5         | \$3,400,000  | \$3,295,152  | \$0    | 1,671    | \$33,684,296  | \$10,850,000       | 100%        |
| <i>FY2019</i> | 8        | 5         | \$6,794,500  | \$1,905,832  | \$0    | 3,491    | \$67,810,265  | \$250,000          | 100%        |
| <i>Total</i>  | 32       | 29        | \$25,408,443 | \$19,201,990 | \$0    | 10,246   | \$224,588,811 | \$26,575,000       | 100%        |

Note: GMPOF is performance-based, and is structured to disburse funds only after proof of qualified expenditures and Virginia hires have been submitted. Therefore, 100% of projects met their targets.

## Port of Virginia Economic and Infrastructure Development Zone Grant Program (POVEIDG)

Administered by: Virginia Port Authority

Va. Code § 62.1-132.3:2

### Program Goals:

The goal of awarding Port of Virginia Economic and Infrastructure Development Grant (POVEIDG) is to incentivize companies to locate new maritime-related employment centers or expand existing centers in Virginia to encourage and facilitate the growth of the Port of Virginia. As a result, the Port of Virginia continues to research an appropriate overall measure or ratio to gauge program effectiveness. The program uses the following metrics:

- Virginia jobs created
- Verification of Port of Virginia customer

### Structural Information:

The incentive is paid after an approved performance agreement between Port of Virginia and the company has been signed. The performance agreement contains a clawback provision.

The performance period is typically 36-months; milestones reflect latest information received from company in the specified fiscal year.

### Summary of Incentives, Relevant Goals, and Performance:

| Projects Awarded                                                                                                        |                           | FY2015       | FY2016       | FY2017       | FY2018       | FY2019       | Total        |
|-------------------------------------------------------------------------------------------------------------------------|---------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Funds Appropriated                                                                                                      |                           | \$ 1,000,000 | \$ 1,500,000 | \$ 2,000,000 | \$ 2,000,000 | \$ 2,000,000 | \$ 8,500,000 |
| Number of Projects                                                                                                      |                           | 0            | 1            | 7            | 2            | 2            | 12           |
| Incentives Awarded                                                                                                      |                           | n/a          | \$ 309,000   | \$ 2,173,500 | \$ 508,000   | \$ 75,000    | \$ 3,065,500 |
| Average Incentive per Job                                                                                               |                           |              | \$ 3,000     | \$ 1,920     | \$ 2,674     | \$ 1,000     | \$ 8,594     |
| Expected at time of award                                                                                               | Jobs Created              | n/a          | 103          | 1,132        | 190          | 75           | 1,500        |
|                                                                                                                         | Port of Virginia Customer |              | 100%         | 100%         | 100%         | 100%         | 100%         |
| Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded) |                           |              |              |              |              |              |              |
| Number of Projects                                                                                                      |                           | n/a          | 1            | 7            | 2            | 2            | 12           |
| Incentives Awarded                                                                                                      |                           |              | \$ 309,000   | \$ 2,173,500 | \$ 508,000   | \$ 75,000    | \$ 3,065,500 |
| Incentives Paid                                                                                                         |                           |              | \$ 309,000   | \$ 2,173,500 | \$ 508,000   | \$ 75,000    | \$ 3,065,500 |
| Incentives Repaid                                                                                                       |                           |              | \$ -         | \$ -         | \$ -         | \$ -         | \$ -         |
| Milestone                                                                                                               | Jobs Created              | n/a          | n/a          | n/a          | n/a          | n/a          | n/a          |
|                                                                                                                         | Port of Virginia Customer |              |              |              |              |              |              |
| Completed                                                                                                               | Jobs Created              | n/a          | 103          | 1,132        | 190          | 75           | 1,500        |
|                                                                                                                         | Port of Virginia Customer |              | 100%         | 100%         | 100%         | 100%         | 100%         |

# Port of Virginia Economic and Infrastructure Development Zone Grant Program (POVEIDG)

Administered by: Virginia Port Authority

Va. Code § 62.1-132.3:2

## Completed Projects:

| Year          | Projects |           | Incentives  |             |        | Jobs Created |        |             |           |
|---------------|----------|-----------|-------------|-------------|--------|--------------|--------|-------------|-----------|
|               | Total    | Completed | Awarded     | Paid        | Repaid | Expected     | Actual | % of Target | Port User |
| <i>FY2015</i> | 0        | 0         | \$0         | \$0         | \$0    | 0            | 0      | 0%          | N/A       |
| <i>FY2016</i> | 1        | 1         | \$309,000   | \$309,000   | \$0    | 103          | 103    | 100%        | Yes       |
| <i>FY2017</i> | 7        | 7         | \$2,173,500 | \$2,173,500 | \$0    | 1,132        | 1,132  | 100%        | Yes       |
| <i>FY2018</i> | 2        | 2         | \$508,000   | \$508,000   | \$0    | 190          | 190    | 100%        | Yes       |
| <i>FY2019</i> | 2        | 2         | \$75,000    | \$75,000    | \$0    | 75           | 75     | 100%        | Yes       |
| <i>Total</i>  | 12       | 12        | \$3,065,500 | \$3,065,500 | \$0    | 1,500        | 1,500  | 100%        | 100%      |

## Growth Acceleration Program (GAP)

Administered by: Virginia Center for Innovative Technology

Va. Code § 2.2-2221.1

### Program Goals:

The goal of the Growth Acceleration Program (GAP) fund is to invest in seed stage companies headquartered in Virginia who focus on Energy, Life Sciences, or Technology. Program investments are either in the form of a convertible note or through seed rounds to establish equity. Since inception, CIT GAP Funds has deployed capital in all regions of the Commonwealth. Beginning in 2018, CIT Gap Funds has been expanded to include the Virginia Founders Fund (VFF). VFF focuses on companies in underserved geographies and founders identifying with traditionally underserved groups. Unlike grant programs, CIT holds an ownership position in the investee company and maintains that ownership for a multi-year holding period of indefinite length while the company grows operations and value. The program uses the following metrics:

- Venture and Angel Capital Attracted
- GAP Fund Program Return

### Structural Information:

Investments are either in the form of a convertible note or through seed rounds to establish equity; both include a clawback provision if the company moves from the Commonwealth.

Investments are held for a multi-year period of indefinite length; CIT recovers GAP fund investments only upon the sale of the company.

### Summary of Incentives, Relevant Goals, and Performance:

| <i>Projects Awarded</i>                                                                                                        |                                     | FY2015        | FY2016        | FY2017        | FY2018        | FY2019        | Total          |
|--------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|---------------|---------------|---------------|---------------|---------------|----------------|
| General Fund Appropriation                                                                                                     |                                     | \$ 1,100,000  | \$ 3,100,000  | \$ 2,875,596  | \$ 3,100,000  | \$ 3,100,000  | \$ 15,475,596  |
| Number of Projects                                                                                                             |                                     | 28            | 25            | 30            | 31            | 37            | 151            |
| Investments Awarded                                                                                                            |                                     | \$ 1,600,050  | \$ 1,725,000  | \$ 2,046,532  | \$ 2,238,956  | \$ 2,939,400  | \$ 10,549,938  |
| <i>Projects awarded in Fiscal Year that were Completed or at Milestone on or before 6/30/2019 (subset of Projects Awarded)</i> |                                     |               |               |               |               |               |                |
| Investments at Milestone                                                                                                       |                                     | 15            | 14            | 23            | 30            | 32            | 114            |
| Investments Completed                                                                                                          |                                     | 12            | 8             | 4             | -             | -             | 24             |
| Milestone                                                                                                                      | Venture and Angel Capital Attracted | \$ 33,197,508 | \$ 31,515,179 | \$ 83,528,000 | \$ 49,719,725 | \$ 87,797,391 | \$ 285,757,803 |
|                                                                                                                                | GAP Fund Program Return             | \$ -          | \$ -          | \$ -          | \$ 1,295      | \$ -          | \$ 1,295       |
| Completed                                                                                                                      | Venture and Angel Capital Attracted | \$ 2,052,771  | \$ 290,000    | \$ 3,450,000  | \$ -          | \$ -          | \$ 5,792,771   |
|                                                                                                                                | GAP Fund Program Return             | \$ 355,315    | \$ 874,920    | \$ 290,406    | \$ -          | \$ -          | \$ 1,520,642   |
| Leveraged Cash on Investment                                                                                                   |                                     | 22.00         | 18.40         | 42.50         | 22.20         | 29.90         | 27.64          |

### Notes:

Leverage Cash on Investment is achieved by adding Milestone Venture and Angel Capital Attracted plus Completed Venture and Angel Capital Attracted and dividing by Investments Awarded.

Return on investment and venture and angel capital attracted are recognized during the first fiscal year CIT made an investment in the company.

Since inception, CIT has considered over 6,000 companies for investment. CIT has deployed \$28.1M in 220 seed and early stage companies. CIT has attracted \$883.2M in angel and venture dollars, for an inception-to-date leverage factor of 31.5. Return on investments has totaled \$8.6M.

## Growth Acceleration Program (GAP)

Administered by: Virginia Center for Innovative Technology

Va. Code § 2.2-2221.1

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### Completed Projects:

Note: Due to non-disclosure agreements, and/or other legally binding agreements, data on completed projects (either at the individual level or summary level) cannot be reported.

## Program Comparison & Overview:

The program comparison and overview is a quick reference guide to easily discern differences in incentive programs across entities. Due to space, each program is abbreviated with an acronym that corresponds to the ones used in the program summaries and are provided on the following pages. For online users, hyperlinks contain program information (Responsible Entity) and the appropriate section(s) of the Code of Virginia (Program Name)

| Responsible Entity                | CIT               | DHCD |      | DRPT | TRRC | VDACS | VDOT | VEDP  |        |       |     |       |     |     |      |     |      |     |      | VTC   | VPA     |
|-----------------------------------|-------------------|------|------|------|------|-------|------|-------|--------|-------|-----|-------|-----|-----|------|-----|------|-----|------|-------|---------|
| Program Name                      | GAP               | JCG  | RPIG | RIAF | TROF | AFID  | EDAP | ASPFG | ASTFPG | AEMPG | COF | VEDIG | VIP | MEE | MHWG | SMG | SEMI | SWG | VJIP | GMPOF | POVEIDG |
| Eligibility Requirements          | •                 | •    | •    | •    | •    | •     | •    | •     | •      | •     | •   | •     | •   | •   | •    | •   | •    | •   | •    | •     | •       |
| Incentive Type:                   |                   |      |      |      |      |       |      |       |        |       |     |       |     |     |      |     |      |     |      |       |         |
| Tax Incentive                     | n/a <sup>21</sup> |      |      |      |      |       |      |       |        |       |     |       |     |     |      |     |      |     |      |       |         |
| Grant Incentive                   |                   | •    | •    | •    | •    | •     | •    | •     | •      | •     | •   | •     | •   | •   | •    | •   | •    | •   | •    | •     | •       |
| Incentive Amount:                 |                   |      |      |      |      |       |      |       |        |       |     |       |     |     |      |     |      |     |      |       |         |
| Limited by Statute                |                   | •    | •    |      |      | •     |      | •     | •      | •     | •   | •     | •   | •   | •    | •   | •    | •   |      |       |         |
| Determined by Statute             | •                 | •    | •    |      |      |       |      | •     | •      | •     |     |       |     |     | •    | •   | •    | •   |      |       | •       |
| Determined by Program Policy      |                   |      |      | •    |      |       | •    |       |        |       |     |       |     |     |      |     |      |     | •    |       |         |
| Influenced by ROI <sup>22</sup>   | •                 |      |      | •    | •    | •     | •    |       |        |       | •   | •     | •   | •   |      |     |      |     | •    |       |         |
| Incentive Distribution:           |                   |      |      |      |      |       |      |       |        |       |     |       |     |     |      |     |      |     |      |       |         |
| In Advance, if appropriate        | •                 |      |      |      | •    | •     | •    |       |        |       | •   |       |     |     |      |     |      |     |      |       |         |
| At Completion or Milestone        | •                 | •    | •    | •    | •    |       | •    | •     | •      | •     |     | •     | •   | •   | •    | •   | •    | •   | •    | •     | •       |
| Received by Company <sup>23</sup> | •                 | •    | •    | •    | •    | •     |      |       |        | •     | •   | •     | •   | •   | •    | •   | •    | •   | •    | •     | •       |
| Received by Locality              |                   |      |      |      |      |       | •    | •     | •      |       |     |       |     |     |      |     |      |     |      |       |         |
| Survey or Verification:           |                   |      |      |      |      |       |      |       |        |       |     |       |     |     |      |     |      |     |      |       |         |
| Required by Statute:              |                   | •    | •    |      |      |       |      |       |        |       |     |       |     |     |      |     |      |     | •    |       | •       |
| Conducted                         | •                 | •    | •    | •    | •    | •     | •    | •     | •      | •     | •   | •     | •   | •   | •    | •   | •    | •   | •    | •     | •       |
| In Advanced                       | •                 | •    | •    |      |      |       |      |       |        |       |     |       |     |     |      |     |      |     |      |       |         |
| During                            | •                 |      |      |      | •    | •     | •    | •     | •      | •     | •   | •     | •   | •   | •    | •   | •    | •   |      |       | •       |
| At Completion                     | •                 | •    | •    | •    | •    | •     | •    | •     | •      | •     | •   | •     | •   | •   | •    | •   | •    | •   | •    | •     | •       |
| Response by Company               | •                 | •    | •    | •    | •    | •     |      |       |        | •     | •   | •     | •   | •   | •    | •   | •    | •   | •    | •     | •       |
| Response by Locality              |                   |      |      |      |      |       |      | •     | •      |       |     |       |     |     |      |     |      |     |      |       |         |
| Contractual Agreement Contains:   |                   |      |      |      |      |       |      |       |        |       |     |       |     |     |      |     |      |     |      |       |         |
| Statutory Measurements            |                   | •    | •    | •    |      | •     |      | •     | •      | •     | •   | •     | •   | •   | •    | •   | •    | •   | •    | •     | •       |
| Additional Measurements           | •                 |      |      | •    | •    | •     | •    | •     | •      | •     | •   | •     | •   | •   | •    | •   | •    | •   |      | •     | •       |

<sup>21</sup> GAP invests in early stage companies headquartered in Virginia who focus on Energy, Life Sciences, or Technology. The funds are either in the form of a convertible note or through seed rounds to establish equity; both include a clawback provision.

<sup>22</sup> ROI stands for Return on Incentive and refers to any internal analysis, research, and/or due diligence by the entity that may influence the dollar amount of the incentive prior to entering a contractual agreement with the company.

<sup>23</sup> For the AFID, COF, and TROF programs, funds are distributed to the locality who then distributes them to the company. For a more complete view, these bullets reflect the *destination* and *origin* of the incentive funds and survey or verification responses.



## Interpreting Program Comparison & Overview:

Definitions of the terms and phrases in the Program Comparison & Overview are included below.

A dot in a cell should be interpreted as yes, while the absence of a dot should be interpreted as no.

| <b>Terms &amp; Phrases</b>             | <b>Definition</b>                                                                                                      |
|----------------------------------------|------------------------------------------------------------------------------------------------------------------------|
| Eligibility Requirements               | Does the program have eligibility requirements, or shall any applicant be entitled to receive approval in the program? |
| <i>Incentive Type:</i>                 | <i>Describe the type of incentive.</i>                                                                                 |
| Tax Incentive                          | Is the incentive a tax incentive (credit, refund, etc.)?                                                               |
| Grant Incentive                        | Is the incentive a grant incentive?                                                                                    |
| <i>Incentive Amount:</i>               | <i>Describe the fiscal properties of the incentive.</i>                                                                |
| Limited by Statute                     | Does the statute contain a statutory limit or cap on the <i>program</i> over a period of time (e.g. Fiscal Year)?      |
| Determined by Statute                  | Is the incentive amount determined by a formula or method prescribed in the statute?                                   |
| Determined by Program                  | Is the incentive amount determined by program policy by the awarding entity?                                           |
| Influenced by ROI                      | Is the incentive amount influenced by a calculation by the awarding entity (e.g. ROI analysis)?                        |
| <i>Incentive Distribution:</i>         | <i>Describe when the incentive is distributed, and who receives the incentive.</i>                                     |
| In Advanced                            | Is the incentive distributed in advance of performance?                                                                |
| At Completion or Milestone             | Is the incentive distributed at a performance milestone, or at the completion of performance, or both?                 |
| Received by Company                    | Is the incentive <i>ultimately</i> received by the company?                                                            |
| Received by Locality                   | Is the incentive <i>ultimately</i> received by the locality?                                                           |
| <i>Survey or Verification:</i>         | <i>Describe any survey or verification process associated with the incentive.</i>                                      |
| Required by Statute                    | Does the statute specifically require a survey or other verification of performance?                                   |
| Conducted                              | Is a survey or other verification of performance conducted (regardless of statutory requirements)?                     |
| In Advance                             | If a survey or other verification is conducted, is one done in advance or as part of application?                      |
| During                                 | If a survey or other verification is conducted, is one done during the project?                                        |
| At Completion                          | If a survey or other verification is conducted, is one done at project completion?                                     |
| Response by Company                    | Does the company respond to the survey?                                                                                |
| Response by Locality                   | Does the locality respond to the survey?                                                                               |
| <i>Contractual Agreement Contains:</i> | <i>Describe the contractual agreement, legally binding agreement, or performance agreement.</i>                        |
| Statutory Measurements                 | Does the agreement contain performance measures specified in the statute (note: statute may not specify measures)?     |
| Additional Measurements                | Does the agreement contain performance measures determined outside the statute (e.g., via policy)?                     |

## Acronyms Found Within Report:

| <i>Programs</i> | <i>Definition</i>                                                                                    | <i>Responsible Entity</i> |
|-----------------|------------------------------------------------------------------------------------------------------|---------------------------|
| AEMPG           | Aerospace Engine Manufacturing Performance Grant Program                                             | VEDP                      |
| AFID            | Agriculture and Forestry Industries Development Fund – Facility Grant                                | VDACS                     |
| ASPFG           | Advanced Shipbuilding Production Facility Grant                                                      | VEDP                      |
| ASTFPG          | Advanced Shipbuilding Training Facility Performance Grant Program                                    | VEDP                      |
| COF             | Commonwealth's Development Opportunity Fund (note: formerly Governor's Development Opportunity Fund) | VEDP                      |
| EDAP            | Economic Development Access Program                                                                  | VDOT                      |
| VEDIG           | Economic Development Incentive Grant subfund                                                         | VEDP                      |
| GAP             | Growth Acceleration Program                                                                          | CIT                       |
| GMPOF           | Governor's Motion Picture Opportunity Fund                                                           | VTC                       |
| VIP             | Investment Partnership Grant subfund                                                                 | VEDP                      |
| JCG             | Enterprise Zone Job Creation Grant Program                                                           | DHCD                      |
| MEE             | Major Eligible Employer Grant subfund                                                                | VEDP                      |
| MHWG            | Major Headquarters Workforce Grant Program                                                           | VEDP                      |
| POVEIDG         | Port of Virginia Economic and Infrastructure Development Zone Grant Program                          | VPA                       |
| RIAF            | Rail Industrial Access Fund                                                                          | DRPT                      |
| RPIG            | Enterprise Zone Real Property Investment Grant Program                                               | DHCD                      |
| SEMI            | Semiconductor Memory or Logic Wager Manufacturing Performance Grant Program                          | VEDP                      |
| SMG             | Semiconductor Manufacturing Grant Fund                                                               | VEDP                      |
| SWG             | Special Workforce Grant Program                                                                      | VEDP                      |
| TROF            | Tobacco Region Opportunity Fund                                                                      | TRRC                      |
| VJIP            | Virginia Jobs Investment Program                                                                     | VEDP                      |
| <i>Entities</i> | <i>Definition</i>                                                                                    |                           |
| CIT             | Virginia Center for Innovative Technology                                                            |                           |
| DHCD            | Virginia Department of Housing & Community Development                                               |                           |
| DRPT            | Virginia Department of Rail & Public Transportation                                                  |                           |
| TAX             | Virginia Department of Taxation                                                                      |                           |
| TRRC            | Tobacco Region Revitalization Commission                                                             |                           |
| VDACS           | Virginia Department of Agriculture and Consumer Services                                             |                           |
| VDOT            | Virginia Department of Transportation                                                                |                           |
| VEDP            | Virginia Economic Development Partnership                                                            |                           |
| VTC             | Virginia Tourism Corporation                                                                         |                           |
| VPA             | Virginia Port Authority (Port of Virginia)                                                           |                           |

## Definitions:

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The standardized definitions below became effective beginning with projects in FY2017. Although adopting these definitions is beneficial in the long-term, it is more difficult to compare programs year-over-year in the near term because the definition used in FY2015 for "job", for example, may differ from the definition used in FY2018. This issue will cease to exist after all years in the report make use of the same definition.

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### Capital Investment

#### *Part 1: Basic Definition:*

"Capital investment" means an investment made by or on behalf of the Company in taxable real property, taxable personal property, or both, at the Company's Facility within the Locality which is or may be capitalized by the Company.

#### *Part 2: Basic Verification:*

The Company agrees only those capital assets owned or leased by the Company, and on record with the [Commissioner of the Revenue] in the name of the Company or its lessor, all during the [36-month period] following the Base Year shall be counted in fulfillment of the Company's capital investment obligation. Company assets located, constructed, or leased in the Locality prior to or during the Base Year will not be counted in fulfillment of the Company's capital investment obligation.

Leased assets not on record with the [Commissioner of the Revenue] in the name of the Company will be counted in fulfillment of the Company's capital investment obligation only if a copy of the lease is submitted to the Grantor indicating the asset(s) under lease meet the other requirements listed above and were not leased from the Locality or its control affiliates at a substantial discount from market rates.

The Company's achievement toward meeting its capital investment obligation shall be based on asset values assessed by the [Commissioner of the Revenue] for the Locality and shall be the sum of the following:

- a. the highest real property assessed value of record for any one of the three years following the Base Year, less and except the assessed value for the Base Year, PLUS
- b. the first personal property assessed value for each asset first appearing of record during the three calendar years following the Base Year.

The Grantor shall rely upon the information described above as the same is reported to the Grantor by the [Commissioner of the Revenue] in writing, without exception.

#### *Part 3: Access to Confidential Information:*

The Company hereby authorizes the Locality, including the [Offices of the Commissioner of the Revenue and the Treasurer] for the Locality, to release to the Grantor the Company's real estate tax, business personal property tax and machinery and tools tax information. Such information shall be marked and considered confidential and proprietary and shall be used by the Grantor solely for verifying satisfaction of the capital investment target. If the Locality, [the Office of the Commissioner of the Revenue or the Office of the Treasurer] should require additional documentation or consents from the Company to access such information, the Company shall promptly provide, at the Company's expense, such additional documentation or consents as the Locality, the Authority or the Grantor may request.

#### *Part 4: Make Whole Provision:*

In the event capital investments have been made by or on behalf of the Company since the Base Year, but such capital investments have not been fully reflected in the assessed valuations described on the records of the [Commission of the Revenue], the Company may provide to the Grantor copies of invoices, receipts, bills of lading or other documentation which demonstrate the full value of those capital investment has not been so reflected. The Grantor may determine such additional costs should count toward the Company's achievement of its capital investment obligation.

## Jobs

### *Part 1: Basic Definition:*

"New job" means new permanent [full-time] employment of [an indefinite duration], created on or after \_\_\_\_\_, 2017 as the direct result of the private investment, for which the Company provides an average [annual average] [hourly] wage of at least \$ \_\_\_\_\_ [and provides standard fringe benefits for its employee,] requiring a minimum of either (i) 35 hours of the employee's time a week for the entire normal year of the firm's operations, which "normal year" shall consist of at least 48 weeks, or (ii) 1,680 hours per year. [Seasonal or temporary positions,] positions created when a job function is shifted from an existing location in the Commonwealth to the location of the economic development project, positions with suppliers, and multiplier or spin-off jobs shall not qualify as new jobs. The term "new job" may include positions with contractors provided that all requirements included within the definition of the term are met.

### *Part 2: Part-Time/Seasonal/FTEs:*

Each Grantor may determine if seasonal, temporary, FTE (full time equivalent), or positions without fringe benefits may be counted toward satisfying the new job obligation. If they may, such Grantor will make appropriate adjustments to the Basic Definition.

### *Part 3: Basic Verification:*

The Grantor may verify new jobs through a Company survey, data from the Virginia Employment Commission, and/or other methods as appropriate.

### *Part 4: Access to Confidential Information:*

The Company should understand the information provided to the Grantor will be verified by the Grantor with the Virginia Employment Commission. The Company may be requested to provide copies to the Grantor of the Company's quarterly reports provided to the Virginia Employment Commission.

## Performance criteria for certain programs

"Value-added agricultural or forestal products" means any agricultural or forestal product that (i) has undergone a change in physical state; (ii) was produced in a manner that enhances the value of the agricultural commodity or product; (iii) is physically segregated in a manner that results in the enhancement of the value of the agricultural or forestal product; (iv) is a source of renewable energy; or (v) is aggregated and marketed as a locally produced agricultural or forestal product.

## Virginia Hires

Number of Virginians employed on a full-time or part-time basis in association with a project in the Commonwealth. Determination of full-time or part-time hires shall be specified in the performance agreement and/or contractual obligation between the Company and the Grantor.

## Virginia Project Spending

Number of dollars spent on Virginia goods and/or services by the Company in association with a project in the Commonwealth. Qualifying expenditures shall be specified in the performance agreement and/or contractual obligation between the Company and Grantor.

## Did Not Materialize

A project in which the Company is awarded funds and a performance agreement and/or contractual obligation between the Company and Grantor is signed, but no payments are ever made by the Grantor. Projects that "did not materialize" will be considered complete; however, they will not be included in the completed project statistics for the program.

## Appendix A: Additional Data on Individual Projects

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### Individual Projects

The following includes all incented projects covered by the entities and programs in this report. For each incented project, basic background information such as company name and Virginia locality is provided. Each entity provided data on specific and relevant metrics or measures about their program – either specified by the governing statute or used by the entity to align with program goals. Although all historical data are expected to remain static, revisions may be made and the updated data are reflected in the report.

A single project may have received more than one incentive, from multiple entities, during different periods of time, with different completion dates. Some incented companies therefore appear multiple times in this appendix.

Each project is also assigned a specific *type*, which indicates its status as: *initial*, *milestone*, *completed*, or *did not materialize*. *Initial* means the project has been awarded and/or received the incentive, but no data on the progress of the project have been received, typically due to the timing of the project (e.g. a recent project from FY2018). *Milestone* means that data about the progress of the project toward completion has been received and is being reported – whether or not the program has official milestones. *Completed* means the project has reached completion (defined by the entity) and is considered complete. Finally, *did not materialize* means that a company was awarded funds and signed a contractual obligation, but no payments are ever made and the contract is cancelled.

For some grants, a Benefit-to-Cost Ratio (BCR) may be included even though there are no values for jobs or capital investment. In those instances, milestone data, or confidential information that cannot be publicly shared, are used to derive these measurements. For VEDP administered grants, the Expected BCR is the BCR at the proposal stage, the Projected BCR is calculated using the current data forecasted 10 years into the future, and the Current BCR is calculated using current milestone data.

Advanced Shipbuilding Production Facility Grant Program (ASPFG)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1–284.29

All Projects: Individual Performance

| Company Name                    | Locality       | Incentives    |              |        | Jobs     |        | Average Wage |        | Capital Investment |        | Type   |
|---------------------------------|----------------|---------------|--------------|--------|----------|--------|--------------|--------|--------------------|--------|--------|
|                                 |                | Awarded       | Paid         | Repaid | Incented | Actual | Incented     | Actual | Incented           | Actual |        |
| FY2019                          |                |               |              |        |          |        |              |        |                    |        |        |
| Huntington-Ingalls Shipbuilding | New port New s | \$ 40,000,000 | \$ 6,000,000 | \$ -   | 1,000    | n/a    | \$ 50,289    | n/a    | \$ 750,000,000     | n/a    | Active |

Advanced Shipbuilding Training Facility Performance Grant Program (ASTFPG)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.23

All Projects: Individual Performance

| Company Name                    | Locality      | Incentives    |               |        | Jobs     |        | Apprentices |        | Average Wage    |        | Capital Investment |               | Type      |
|---------------------------------|---------------|---------------|---------------|--------|----------|--------|-------------|--------|-----------------|--------|--------------------|---------------|-----------|
|                                 |               | Awarded       | Paid          | Repaid | Incented | Actual | Incented    | Actual | Incented        | Actual | Incented           | Actual        |           |
| FY2011                          |               |               |               |        |          |        |             |        |                 |        |                    |               |           |
| Huntington-Ingalls Shipbuilding | New port News | \$ 32,777,745 | \$ 32,777,745 | \$ -   | 1,000    | 1,520  | 750         | 825    | Requirement Met |        | \$300,000,000      | \$357,960,000 | Completed |

**Aerospace Engine Manufacturing Performance Grant Program (AEMPG)**  
**Administered by: Virginia Economic Development Partnership**  
 Va. Code § 59.1–284.20

**All Projects: Individual Performance**

| Company Name | Locality | Incentives |          |        | Jobs     |        | Average Wage |        | Capital Investment |        | Type |
|--------------|----------|------------|----------|--------|----------|--------|--------------|--------|--------------------|--------|------|
|              |          | Awarded    | Received | Repaid | Incented | Actual | Incented     | Actual | Incented           | Actual |      |

***FY2007***

|                           |               |               |              |      |     |     |                 |               |               |           |
|---------------------------|---------------|---------------|--------------|------|-----|-----|-----------------|---------------|---------------|-----------|
| Rolls-Royce North America | Prince George | \$ 50,683,000 | \$ 5,250,000 | \$ - | 642 | 250 | Requirement Met | \$501,300,000 | \$267,400,000 | Milestone |
|---------------------------|---------------|---------------|--------------|------|-----|-----|-----------------|---------------|---------------|-----------|



# Commonwealth Development Opportunity Fund (COF)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-115

## All Projects: Individual Performance

| Company Name                      | Locality      | Incentiv es  |              |              | Capital Investment |               | Jobs     |              | Av erage Wage |              | Benefit-to-Cost Ratio |         | Type      |
|-----------------------------------|---------------|--------------|--------------|--------------|--------------------|---------------|----------|--------------|---------------|--------------|-----------------------|---------|-----------|
|                                   |               | Awarded      | Receiv ed    | Repaid       | Incented           | Actual        | Incented | Actual       | Incented      | Current      | Incented              | Current |           |
| FY2015                            |               |              |              |              |                    |               |          |              |               |              |                       |         |           |
| Corsi Group                       | Charlotte     | \$ 100,000   | \$ 100,000   | \$ 100,000   | \$ 2,500,000       | \$ -          | 110      | -            | \$ 27,248     | \$ -         | 0.5                   | 1.2     | Completed |
| Mayville Engineering              | Smyth         | \$ 300,000   | \$ 300,000   | \$ 76,500    | \$ 9,000,000       | \$ 12,061,600 | 160      | 78           | \$ 32,396     | \$ 34,472    | 2.3                   | 1.0     | Completed |
| Core Health & Fitness             | Grayson       | \$ 350,000   | \$ 350,000   | \$ 99,750    | \$ 2,000,000       | Confidential  | 250      | Confidential | \$ 30,000     | Confidential | 1.8                   | 0.2     | Milestone |
| Liberty-Source                    | Hampton       | \$ 300,000   | \$ 300,000   | \$ 27,563    | \$ 1,567,452       | Confidential  | 596      | Confidential | \$ 34,599     | Confidential | 21.2                  | 2.9     | Milestone |
| Microsoft                         | Mecklenburg   | \$ 1,600,000 | \$ 1,600,000 | \$ -         | \$ 346,760,699     | Confidential  | 90       | Confidential | \$ 44,964     | Confidential | 3.8                   | 2.4     | Milestone |
| Shandong Tranlin Paper Company    | Chesterfield  | \$ 5,000,000 | \$ 5,000,000 | \$ 150,000   | \$ 2,000,000,000   | Confidential  | 2,000    | Confidential | \$ 45,663     | Confidential | 1.1                   | 1.7     | Milestone |
| Arconic                           | Hampton       | \$ 200,000   | \$ 200,000   | \$ 100,000   | \$ 25,000,000      | \$ 27,579,043 | 75       | -            | \$ 62,000     | \$ -         | 5.0                   | 4.0     | Completed |
| ABC Recycling                     | Lunenburg     | \$ 100,000   | \$ 100,000   | \$ 20,000    | \$ 4,308,000       | \$ 5,274,955  | 30       | 18           | \$ 48,000     | \$ 58,283    | 2.7                   | 1.1     | Completed |
| The Corporate Executive Board     | Arlington     | \$ 4,500,000 | \$ 4,500,000 | \$ -         | \$ 149,700,000     | Confidential  | 800      | Confidential | \$ 122,083    | Confidential | 10.6                  | 5.0     | Milestone |
| Tenry Pharmaceutical              | Petersburg    | \$ 1,000,000 | \$ 1,000,000 | \$ 1,000,000 | \$ 15,000,000      | \$ -          | 376      | -            | \$ 66,194     | \$ -         | -                     | -       | Completed |
| Continental                       | Culpeper      | \$ 175,000   | \$ 175,000   | \$ -         | \$ 49,004,750      | Confidential  | 25       | Confidential | \$ 59,971     | Confidential | 2.8                   | 1.1     | Milestone |
| Lindenburg Industry               | Appomattox    | \$ 1,400,000 | \$ 1,400,000 | \$ 1,400,000 | \$ 113,000,000     | Confidential  | 349      | Confidential | \$ 32,000     | Confidential | 3.3                   | 1.0     | Milestone |
| McKesson Medical-Surgical         | Henrico       | \$ 500,000   | \$ 500,000   | \$ -         | \$ 12,200,000      | \$ 12,297,436 | 135      | 138          | \$ 104,000    | \$ 117,091   | 39.3                  | 13.1    | Completed |
| James Hardie Building Products    | Pulaski       | \$ 250,000   | \$ 250,000   | \$ -         | \$ 25,000,000      | \$ 29,771,354 | 69       | 82           | \$ 36,795     | \$ 40,393    | 5.1                   | 2.7     | Completed |
| K2M                               | Loudoun       | \$ 450,000   | \$ 450,000   | \$ -         | \$ 28,400,000      | \$ 30,387,890 | 97       | 95           | \$ 103,000    | \$ 103,345   | 5.8                   | 2.7     | Completed |
| Hillenbrand Industries (Coperion) | Wythe         | \$ 75,000    | \$ 75,000    | \$ -         | \$ 3,000,000       | \$ 5,148,244  | 22       | 37           | \$ 50,400     | \$ 53,949    | 6.8                   | 2.0     | Completed |
| Stone Brewing                     | Richmond City | \$ 5,000,000 | \$ 5,000,000 | \$ -         | \$ 73,700,000      | Confidential  | 90       | Confidential | \$ 57,024     | Confidential | 1.1                   | 0.5     | Milestone |
| Nulife Glass                      | Bristol       | \$ 110,000   | \$ 110,000   | \$ 110,000   | \$ 5,900,000       | \$ -          | 46       | -            | \$ 36,630     | \$ -         | 4.3                   | 0.9     | Completed |
| Hardide                           | Henry         | \$ 150,000   | \$ 150,000   | \$ -         | \$ 7,250,000       | Confidential  | 29       | Confidential | \$ 50,000     | Confidential | 1.3                   | 0.2     | Milestone |
| Wolverine                         | Montgomery    | \$ 250,000   | \$ 250,000   | \$ 36,250    | \$ 10,625,000      | \$ 11,880,000 | 93       | 66           | \$ 34,609     | \$ 51,242    | 7.2                   | 1.4     | Completed |
| Dynax America                     | Botetourt     | \$ 225,000   | \$ 225,000   | \$ 225,000   | \$ 32,625,000      | \$ 19,441,593 | 75       | -            | \$ 40,683     | \$ -         | 10.3                  | 14.0    | Completed |
| Patriot Rail                      | Charlotte     | \$ 100,000   | \$ 100,000   | \$ 100,000   | \$ 2,411,882       | Confidential  | 37       | Confidential | \$ 39,191     | Confidential | 1.8                   | 0.3     | Milestone |
| Friant and Associates             | Suffolk       | \$ 200,000   | \$ 200,000   | \$ 48,000    | \$ 16,919,000      | Confidential  | 166      | Confidential | \$ 28,567     | Confidential | 5.1                   | 2.1     | Milestone |
| VivaTerra                         | Madison       | \$ 100,000   | \$ 100,000   | \$ -         | \$ 4,533,000       | \$ 5,221,443  | 25       | 28           | \$ 32,040     | \$ 35,178    | 11.0                  | 4.5     | Completed |
| Mavalerio                         | Hanov er      | \$ 50,000    | \$ 50,000    | \$ 50,000    | \$ 5,000,000       | Confidential  | 55       | Confidential | \$ 38,693     | Confidential | 7.2                   | 2.0     | Milestone |
| Bechtel Group                     | Fairfax       | \$ 500,000   | \$ 500,000   | \$ -         | \$ 10,000,000      | Confidential  | 700      | Confidential | \$ 129,000    | Confidential | 18.0                  | 1.6     | Milestone |
| Monogram Snacks                   | Henry         | \$ 200,000   | \$ 200,000   | \$ -         | \$ 43,719,750      | Confidential  | 301      | Confidential | \$ 25,666     | Confidential | -                     | -       | Milestone |
| 3B Consulting Services            | Russell       | \$ 50,000    | \$ 50,000    | \$ -         | \$ 2,500,000       | Confidential  | 15       | Confidential | \$ 65,000     | Confidential | 4.6                   | 1.2     | Milestone |
| Hubbell Lighting                  | Montgomery    | \$ 100,000   | \$ 100,000   | \$ -         | \$ 4,665,000       | \$ 5,875,081  | 100      | 90           | \$ 38,526     | \$ 44,064    | 5.5                   | 0.9     | Completed |
| CWW Conveyors                     | Carroll       | \$ 65,000    | \$ 65,000    | \$ 65,000    | \$ 2,000,000       | \$ -          | 20       | -            | \$ 36,504     | \$ -         | 22.7                  | -       | Completed |

# Commonwealth Development Opportunity Fund (COF)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-115

| Company Name                               | Locality     | Incentives   |              |              | Capital Investment |               | Jobs     |              | Average Wage |              | Benefit-to-Cost Ratio |         | Type      |
|--------------------------------------------|--------------|--------------|--------------|--------------|--------------------|---------------|----------|--------------|--------------|--------------|-----------------------|---------|-----------|
|                                            |              | Awarded      | Received     | Repaid       | Incanted           | Actual        | Incanted | Actual       | Incanted     | Current      | Incanted              | Current |           |
| FY2016                                     |              |              |              |              |                    |               |          |              |              |              |                       |         |           |
| Navy Federal Credit Union                  | Frederick    | \$ 2,000,000 | \$ 2,000,000 | \$ -         | \$ 100,000,000     | Confidential  | 1,400    | Confidential | \$ 60,314    | Confidential | 4.5                   | 1.5     | Milestone |
| Tadano/Mantis Cranes                       | Tazewell     | \$ 100,000   | \$ 100,000   | \$ -         | \$ 2,500,000       | Confidential  | 25       | Confidential | \$ 31,200    | Confidential | 1.7                   | 0.4     | Milestone |
| Aerojet-Rocketdyne                         | Orange       | \$ 300,000   | \$ 300,000   | \$ -         | \$ 11,000,000      | Confidential  | 100      | Confidential | \$ 70,000    | Confidential | 17.3                  | 2.9     | Milestone |
| Lidl US                                    | Spotsylvania | \$ 1,000,000 | \$ 1,000,000 | \$ -         | \$ 125,000,000     | Confidential  | 80       | Confidential | \$ 80,000    | Confidential | 29.5                  | 10.6    | Milestone |
| ConvergentAI, Inc. (formerly Axon Ghost)   | Harrisonburg | \$ 75,000    | \$ 75,000    | \$ 75,000    | \$ 1,500,000       | Confidential  | 29       | Confidential | \$ 82,778    | Confidential | 13.7                  | 1.9     | Milestone |
| Qore Systems                               | Washington   | \$ 500,000   | \$ 500,000   | \$ 500,000   | \$ 12,800,000      | Confidential  | 140      | Confidential | \$ 45,000    | Confidential | 0.1                   | 0.1     | Milestone |
| Bowman Andros Products                     | Shenandoah   | \$ 400,000   | \$ 400,000   | \$ 182,000   | \$ 50,000,000      | Confidential  | 66       | Confidential | \$ 27,581    | Confidential | 4.1                   | 2.9     | Milestone |
| Carfax                                     | Fairfax      | \$ 150,000   | \$ 150,000   | \$ -         | \$ 5,000,000       | \$ 8,380,713  | 120      | 150          | \$ 95,000    | \$ 96,886    | 85.1                  | 23.4    | Completed |
| 510nano                                    | Greensville  | \$ 200,000   | \$ 200,000   | \$ 200,000   | \$ 11,000,000      | \$ -          | 113      | -            | \$ 36,109    | \$ -         | 3.4                   | 0.9     | Completed |
| Chris Renee Cosmetics                      | Washington   | \$ 115,000   | \$ 115,000   | \$ -         | \$ 2,025,750       | \$ -          | 37       | -            | \$ 30,700    | \$ -         | 5.6                   | 1.5     | Completed |
| Schaffner-Mtc Transformers                 | Wythe        | \$ 175,000   | \$ 175,000   | \$ 97,125    | \$ 3,128,336       | Confidential  | 79       | Confidential | \$ 38,517    | Confidential | 2.4                   | 0.5     | Milestone |
| NorrisBuilt Fabrication                    | Wise         | \$ 75,000    | \$ 75,000    | \$ -         | \$ 1,500,000       | \$ 1,500,000  | 24       | 26           | \$ 29,000    | \$ 33,000    | 3.1                   | 0.8     | Completed |
| Lidl US                                    | Arlington    | \$ 4,000,000 | \$ 4,000,000 | \$ -         | \$ 77,000,000      | Confidential  | 500      | Confidential | \$ 128,000   | Confidential | 14.6                  | 4.4     | Milestone |
| Microsoft                                  | Mecklenburg  | \$ 700,000   | \$ 700,000   | \$ -         | \$ 402,400,000     | Confidential  | 42       | Confidential | \$ 45,000    | Confidential | 6.9                   | 4.5     | Milestone |
| Blue Wolf Sales and Service                | Tazewell     | \$ 45,000    | \$ 45,000    | \$ -         | \$ 1,559,000       | Confidential  | 15       | Confidential | \$ 27,435    | Confidential | 3.5                   | 0.6     | Milestone |
| TE Connectivity (Rochester Wire and Cable) | Hampton      | \$ 200,000   | \$ 200,000   | \$ 200,000   | \$ 9,000,000       | \$ -          | 66       | -            | \$ 42,727    | \$ -         | 0.0                   | 0.1     | Completed |
| Hardywood Craft Beer                       | Goochland    | \$ 500,000   | \$ 500,000   | \$ -         | \$ 28,250,000      | Confidential  | 56       | Confidential | \$ 51,000    | Confidential | 4.1                   | 1.3     | Milestone |
| Starsprings                                | Henry        | \$ 100,000   | \$ 100,000   | \$ -         | \$ 3,689,875       | Confidential  | 68       | Confidential | \$ 27,428    | Confidential | 1.7                   | 0.2     | Milestone |
| Ernst & Young                              | Fairfax      | \$ 1,300,000 | \$ 1,300,000 | \$ -         | \$ 12,666,600      | \$ 14,622,328 | 462      | 943          | \$ 98,042    | \$ 119,194   | 48.4                  | 5.5     | Completed |
| TeleTech                                   | Scott        | \$ 75,000    | \$ 75,000    | \$ -         | \$ 1,525,000       | Confidential  | 300      | Confidential | \$ 20,800    | Confidential | 4.7                   | 1.1     | Milestone |
| Continental                                | Newport News | \$ 2,000,000 | \$ 2,000,000 | \$ -         | \$ 152,000,000     | \$ 95,852,149 | 525      | 310          | \$ 36,532    | \$ 53,102    | 3.5                   | 1.5     | Completed |
| Ply Gem                                    | Franklin     | \$ 100,000   | \$ 100,000   | \$ -         | \$ 1,980,000       | Confidential  | 76       | Confidential | \$ 26,083    | Confidential | 19.5                  | 4.2     | Milestone |
| Harris Teeter                              | Caroline     | \$ 650,000   | \$ 650,000   | \$ -         | \$ 115,250,000     | Confidential  | 400      | Confidential | \$ 38,000    | Confidential | 8.9                   | 3.7     | Milestone |
| Eldor                                      | Botetourt    | \$ 3,200,000 | \$ 3,200,000 | \$ -         | \$ 75,200,000      | Confidential  | 350      | Confidential | \$ 37,950    | Confidential | 4.0                   | 0.5     | Milestone |
| Automatic Data Processing (ADP)            | Norfolk      | \$ 5,000,000 | \$ 5,000,000 | \$ -         | \$ 32,250,000      | Confidential  | 1,800    | Confidential | \$ 50,693    | Confidential | 10.3                  | 1.1     | Milestone |
| Colonna's Shipyard                         | Norfolk      | \$ 200,000   | \$ 200,000   | \$ -         | \$ 34,250,000      | Confidential  | 51       | Confidential | \$ 46,072    | Confidential | 10.1                  | 3.0     | Milestone |
| Euro-Composites                            | Culpeper     | \$ 150,000   | \$ 150,000   | \$ -         | \$ 10,500,000      | Confidential  | 58       | Confidential | \$ 38,931    | Confidential | 11.2                  | 2.2     | Milestone |
| Deschutes Brewery                          | Roanoke City | \$ 3,000,000 | \$ 3,000,000 | \$ 3,000,000 | \$ 85,000,000      | \$ -          | 108      | -            | \$ 44,928    | \$ -         | 4.6                   | 2.5     | Completed |
| Norfolk Southern                           | Norfolk      | \$ 1,925,000 | \$ 1,925,000 | \$ 1,925,000 | \$ 8,200,000       | \$ 8,640,257  | 165      | 165          | \$ 97,000    | \$ 98,292    | -                     | -       | Completed |
| Graphic Packaging                          | Staunton     | \$ 250,000   | \$ 250,000   | \$ -         | \$ 20,000,000      | Confidential  | 43       | Confidential | \$ 31,893    | Confidential | 9.9                   | 2.0     | Milestone |
| Lohmann Specialties                        | Orange       | \$ 85,000    | \$ 85,000    | \$ -         | \$ 6,700,000       | Confidential  | 56       | Confidential | \$ 51,429    | Confidential | 17.2                  | 3.1     | Milestone |
| Accutec Blades                             | Augusta      | \$ 125,000   | \$ 125,000   | \$ 125,000   | \$ 5,376,000       | Confidential  | 53       | Confidential | \$ 47,281    | Confidential | 14.9                  | 1.5     | Milestone |

# Commonwealth Development Opportunity Fund (COF)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-115

| Company Name | Locality | Incentives |          |        | Capital Investment |        | Jobs     |        | Average Wage |         | Benefit-to-Cost Ratio |         | Type |
|--------------|----------|------------|----------|--------|--------------------|--------|----------|--------|--------------|---------|-----------------------|---------|------|
|              |          | Awarded    | Received | Repaid | Incanted           | Actual | Incanted | Actual | Incanted     | Current | Incanted              | Current |      |

## FY2016, Continued

|                                 |               |              |              |           |               |              |     |              |           |              |      |     |           |
|---------------------------------|---------------|--------------|--------------|-----------|---------------|--------------|-----|--------------|-----------|--------------|------|-----|-----------|
| Ballast Point Brewing & Spirits | Botetourt     | \$ 2,400,000 | \$ 2,400,000 | \$ -      | \$ 47,800,000 | Confidential | 178 | Confidential | \$ 41,075 | Confidential | 1.9  | 0.7 | Milestone |
| Printpack                       | New port News | \$ 150,000   | \$ 150,000   | \$ -      | \$ 25,700,000 | Confidential | 50  | Confidential | \$ 42,840 | Confidential | -    | -   | Milestone |
| KmX Chemical                    | Accomack      | \$ 40,000    | \$ 40,000    | \$ 40,000 | \$ 2,075,500  | \$ -         | 16  | -            | \$ 41,125 | \$ -         | 14.5 | 5.1 | Completed |

## FY2017

|                                   |               |              |              |            |                  |              |     |              |            |              |      |      |           |
|-----------------------------------|---------------|--------------|--------------|------------|------------------|--------------|-----|--------------|------------|--------------|------|------|-----------|
| Solid Stone Fabrics               | Henry         | \$ 50,000    | \$ 50,000    | \$ -       | \$ 1,500,000     | Confidential | 22  | Confidential | \$ 33,280  | Confidential | 7.2  | 1.3  | Milestone |
| Niagara Bottling                  | Chesterfield  | \$ 500,000   | \$ 500,000   | \$ -       | \$ 95,440,093    | Confidential | 76  | Confidential | \$ 50,630  | Confidential | 12.6 | 4.8  | Milestone |
| Overfinch                         | Danville      | \$ 125,000   | \$ 125,000   | \$ -       | \$ 1,945,260     | Confidential | 41  | Confidential | \$ 42,000  | Confidential | 1.6  | 0.1  | Milestone |
| Aldi Food                         | Dinwiddie     | \$ 450,000   | \$ 450,000   | \$ -       | \$ 57,000,000    | Confidential | 145 | Confidential | \$ 46,204  | Confidential | 3.8  | 1.3  | Milestone |
| Microsoft                         | Mecklenburg   | \$ 1,500,000 | \$ 1,500,000 | \$ -       | \$ 1,066,755,918 | N/A          | 108 | -            | \$ 47,000  | N/A          | -    | -    | Initial   |
| Emser Tile                        | Suffolk       | \$ 250,000   | \$ 250,000   | \$ -       | \$ 16,250,000    | Confidential | 98  | Confidential | \$ 39,873  | Confidential | 12.0 | 3.8  | Milestone |
| Pacific Life                      | Lynchburg     | \$ 500,000   | \$ 500,000   | \$ -       | \$ 3,698,800     | Confidential | 300 | Confidential | \$ 51,527  | Confidential | 5.9  | 2.3  | Milestone |
| Applied Predictive Technologies   | Arlington     | \$ 1,750,000 | \$ 1,750,000 | \$ -       | \$ 6,800,000     | Confidential | 368 | Confidential | \$ 148,231 | Confidential | 32.0 | 3.4  | Milestone |
| Basket Savings                    | Arlington     | \$ 125,000   | \$ 125,000   | \$ 125,000 | \$ 10,000,000    | Confidential | 65  | Confidential | \$ 95,000  | Confidential | 17.5 | 3.9  | Milestone |
| ST Tissue                         | Isle of Wight | \$ 167,500   | \$ 167,500   | \$ -       | \$ 35,000,000    | Confidential | 50  | Confidential | \$ 53,000  | Confidential | 19.9 | 10.2 | Milestone |
| SGS Carbide Tool                  | Danville      | \$ 200,000   | \$ 200,000   | \$ -       | \$ 9,500,000     | Confidential | 35  | Confidential | \$ 62,000  | Confidential | 2.0  | 0.3  | Milestone |
| Peet's Coffee & Tea               | Suffolk       | \$ 1,000,000 | \$ 1,000,000 | \$ -       | \$ 58,799,600    | Confidential | 135 | Confidential | \$ 38,625  | Confidential | 5.3  | 2.5  | Milestone |
| Movement Mortgage                 | Norfolk       | \$ 600,000   | \$ 600,000   | \$ -       | \$ 2,000,000     | Confidential | 200 | Confidential | \$ 44,000  | Confidential | 45.6 | 10.2 | Milestone |
| Dominion Packaging                | Henrico       | \$ 150,000   | \$ 150,000   | \$ -       | \$ 25,100,000    | Confidential | 60  | Confidential | \$ 53,000  | Confidential | 18.4 | 12.0 | Milestone |
| Novatech Patio Doors              | Henry         | \$ 100,000   | \$ 100,000   | \$ -       | \$ 3,150,000     | Confidential | 50  | Confidential | \$ 28,724  | Confidential | 1.9  | 0.3  | Milestone |
| Dollar Tree Stores                | Chesapeake    | \$ 4,000,000 | \$ 4,000,000 | \$ -       | \$ 110,000,000   | Confidential | 600 | Confidential | \$ 61,000  | Confidential | 13.5 | 3.4  | Milestone |
| OVH Group                         | Fauquier      | \$ 1,250,000 | \$ 1,250,000 | \$ -       | \$ 47,528,400    | Confidential | 54  | Confidential | \$ 58,333  | Confidential | 8.1  | 1.4  | Milestone |
| Grant Thornton                    | Arlington     | \$ 1,000,000 | \$ 1,000,000 | \$ -       | \$ 15,750,000    | Confidential | 348 | Confidential | \$ 87,000  | Confidential | 47.3 | 2.6  | Milestone |
| CoStar Group                      | Richmond City | \$ 4,000,000 | \$ 4,000,000 | \$ -       | \$ 8,170,000     | Confidential | 732 | Confidential | \$ 57,821  | Confidential | 4.6  | 0.9  | Milestone |
| American Woodmark Corporation     | Frederick     | \$ 550,000   | \$ 550,000   | \$ -       | \$ 30,000,000    | Confidential | 55  | Confidential | \$ 45,500  | Confidential | 22.4 | 4.2  | Milestone |
| SteelFab of Virginia              | Emporia       | \$ 50,000    | \$ 50,000    | \$ -       | \$ 2,144,582     | Confidential | 18  | Confidential | \$ 29,400  | Confidential | 9.8  | 1.0  | Milestone |
| Universal Companies               | Washington    | \$ 90,000    | \$ 90,000    | \$ -       | \$ 1,500,000     | Confidential | 30  | Confidential | \$ 50,000  | Confidential | 6.6  | 0.7  | Milestone |
| IDX                               | Spotsylvania  | \$ 75,000    | \$ 75,000    | \$ -       | \$ 2,680,000     | N/A          | 25  | -            | \$ 50,000  | N/A          | -    | -    | Initial   |
| Nestle USA                        | Arlington     | \$ 6,000,000 | \$ 6,000,000 | \$ -       | \$ 36,300,000    | N/A          | 748 | -            | \$ 127,719 | N/A          | -    | -    | Initial   |
| Commonwealth Laminating & Coating | Henry         | \$ 50,000    | \$ 50,000    | \$ -       | \$ 11,700,000    | Confidential | 15  | Confidential | \$ 43,000  | Confidential | 27.5 | 4.0  | Milestone |
| Oran Safety Glass                 | Greensville   | \$ 150,000   | \$ 150,000   | \$ -       | \$ 4,450,000     | Confidential | 55  | Confidential | \$ 43,000  | Confidential | 3.5  | 0.3  | Milestone |

# Commonwealth Development Opportunity Fund (COF)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-115

| Company Name                              | Locality       | Incentives   |              |        | Capital Investment |               | Jobs     |              | Average Wage |              | Benefit-to-Cost Ratio |         | Type      |
|-------------------------------------------|----------------|--------------|--------------|--------|--------------------|---------------|----------|--------------|--------------|--------------|-----------------------|---------|-----------|
|                                           |                | Awarded      | Received     | Repaid | Incented           | Actual        | Incented | Actual       | Incented     | Current      | Incented              | Current |           |
| FY2018                                    |                |              |              |        |                    |               |          |              |              |              |                       |         |           |
| JM Conveyors (Jennchem)                   | Russell        | \$ 100,000   | \$ 100,000   | \$ -   | \$ 5,000,000       | Confidential  | 40       | Confidential | \$ 38,740    | Confidential | 3.4                   | 0.3     | Milestone |
| Owens & Minor                             | Richmond City  | \$ 1,500,000 | \$ 1,500,000 | \$ -   | \$ 15,000,000      | Confidential  | 300      | Confidential | \$ 52,700    | Confidential | 6.0                   | 0.9     | Milestone |
| Atarfil                                   | Suffolk        | \$ 60,000    | \$ 60,000    | \$ -   | \$ 5,139,122       | Confidential  | 15       | Confidential | \$ 52,547    | Confidential | 12.7                  | 1.1     | Milestone |
| Bloomberg BNA                             | Arlington      | \$ 500,000   | \$ 500,000   | \$ -   | \$ 5,500,000       | Confidential  | 125      | Confidential | \$ 85,500    | Confidential | 3.7                   | 1.4     | Milestone |
| Volvo Trucks North America                | Pulaski        | \$ 100,000   | \$ 100,000   | \$ -   | \$ 13,700,000      | \$ 64,705,705 | 32       | 162          | \$ 59,800    | \$ 59,800    | -                     | -       | Completed |
| Ferguson PLC                              | Newport News   | \$ 2,000,000 | \$ 2,000,000 | \$ -   | \$ 82,800,000      | Confidential  | 434      | Confidential | \$ 45,000    | Confidential | 31.1                  | 1.3     | Milestone |
| U.S. Foods                                | Prince William | \$ 350,000   | \$ 350,000   | \$ -   | \$ 42,000,000      | Confidential  | 99       | Confidential | \$ 51,000    | Confidential | 20.9                  | 7.0     | Milestone |
| Intertape Polymer                         | Pittsylvania   | \$ 50,000    | \$ 50,000    | \$ -   | \$ 7,000,000       | Confidential  | 15       | Confidential | \$ 40,066    | Confidential | 7.5                   | 5.0     | Milestone |
| Navy Federal Credit Union                 | Fairfax        | \$ 1,000,000 | \$ 1,000,000 | \$ -   | \$ 114,600,000     | Confidential  | 600      | Confidential | \$ 53,535    | Confidential | 80.4                  | 18.7    | Milestone |
| Humm Kombucha                             | Roanoke City   | \$ 150,000   | \$ 150,000   | \$ -   | \$ 10,000,000      | Confidential  | 46       | Confidential | \$ 39,462    | Confidential | -                     | -       | Milestone |
| LifeNet Health                            | Virginia Beach | \$ 700,000   | \$ 700,000   | \$ -   | \$ 12,254,000      | Confidential  | 321      | Confidential | \$ 70,524    | Confidential | 7.1                   | 0.7     | Milestone |
| Sanjo                                     | Virginia Beach | \$ 250,000   | \$ 250,000   | \$ -   | \$ 17,500,000      | Confidential  | 85       | Confidential | \$ 40,400    | Confidential | 5.0                   | 0.7     | Milestone |
| PowerSchool                               | Roanoke City   | \$ 250,000   | \$ 250,000   | \$ -   | \$ 1,785,000       | Confidential  | 96       | Confidential | \$ 68,116    | Confidential | 2.7                   | 0.7     | Milestone |
| Unison                                    | Pittsylvania   | \$ 105,000   | \$ 105,000   | \$ -   | \$ 5,041,462       | Confidential  | 35       | Confidential | \$ 51,771    | Confidential | 2.2                   | 0.1     | Milestone |
| Merchant House International              | Bristol        | \$ 300,000   | \$ 300,000   | \$ -   | \$ 19,908,100      | Confidential  | 405      | Confidential | \$ 32,664    | Confidential | 2.6                   | 0.2     | Milestone |
| Midland Credit Management                 | Roanoke City   | \$ 250,000   | \$ 250,000   | \$ -   | \$ 4,000,000       | Confidential  | 115      | Confidential | \$ 43,333    | Confidential | 6.6                   | 1.5     | Milestone |
| Altec Industries                          | Botetourt      | \$ 400,000   | \$ 400,000   | \$ -   | \$ 30,200,000      | Confidential  | 180      | Confidential | \$ 55,000    | Confidential | 24.3                  | 2.4     | Milestone |
| Koinonia                                  | Pulaski        | \$ 100,000   | \$ 100,000   | \$ -   | \$ 4,905,000       | Confidential  | 40       | Confidential | \$ 35,300    | Confidential | 3.3                   | 1.8     | Milestone |
| Ariake USA                                | Harrisonburg   | \$ 75,000    | \$ 75,000    | \$ -   | \$ 17,000,000      | Confidential  | 22       | Confidential | \$ 40,000    | Confidential | 23.4                  | 2.8     | Milestone |
| Phoenix Packaging                         | Pulaski        | \$ 600,000   | \$ 600,000   | \$ -   | \$ 48,705,264      | Confidential  | 145      | Confidential | \$ 40,978    | Confidential | -                     | -       | Milestone |
| American Institute for Research           | Arlington      | \$ 500,000   | \$ 500,000   | \$ -   | \$ 12,500,000      | Confidential  | 320      | Confidential | \$ 90,000    | Confidential | 44.9                  | 2.1     | Milestone |
| Cogar Mine Supply                         | Giles          | \$ 150,000   | \$ 150,000   | \$ -   | \$ 2,500,000       | Confidential  | 60       | Confidential | \$ 40,267    | Confidential | 6.6                   | 0.2     | Milestone |
| Interstate Group                          | Giles          | \$ 200,000   | \$ 200,000   | \$ -   | \$ 4,100,000       | Confidential  | 83       | Confidential | \$ 37,200    | Confidential | 7.4                   | 0.5     | Milestone |
| Sumitomo Machinery Corporation of America | Chesapeake     | \$ 200,000   | \$ 200,000   | \$ -   | \$ 10,000,000      | Confidential  | 26       | Confidential | \$ 38,917    | Confidential | 11.3                  | 2.5     | Milestone |

# Commonwealth Development Opportunity Fund (COF)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-115

| Company Name                       | Locality       | Incentives   |              |            | Capital Investment |              | Jobs     |              | Average Wage |              | Benefit-to-Cost Ratio |         | Type      |
|------------------------------------|----------------|--------------|--------------|------------|--------------------|--------------|----------|--------------|--------------|--------------|-----------------------|---------|-----------|
|                                    |                | Awarded      | Received     | Repaid     | Incanted           | Actual       | Incanted | Actual       | Incanted     | Current      | Incanted              | Current |           |
| FY2019                             |                |              |              |            |                    |              |          |              |              |              |                       |         |           |
| Amthor International               | Pittsylvania   | \$ 150,000   | \$ 150,000   | \$ -       | \$ 2,500,000       | N/A          | 70       | -            | \$ 38,000    | N/A          | -                     | -       | Initial   |
| Mohawk Industries                  | Rockbridge     | \$ 73,000    | \$ 73,000    | \$ -       | \$ 10,000,000      | Confidential | 15       | Confidential | \$ 34,888    | Confidential | -                     | -       | Milestone |
| CAI Global                         | Hanover        | \$ 1,950,000 | \$ 1,950,000 | \$ -       | \$ 275,010,000     | N/A          | 140      | -            | \$ 75,551    | N/A          | -                     | -       | Initial   |
| Microstrategy                      | Fairfax        | \$ 1,000,000 | \$ 1,000,000 | \$ -       | \$ 6,000,000       | Confidential | 300      | Confidential | \$ 95,000    | Confidential | -                     | -       | Milestone |
| Appian                             | Fairfax        | \$ 4,000,000 | \$ 4,000,000 | \$ -       | \$ 28,460,000      | N/A          | 600      | -            | \$ 115,000   | N/A          | -                     | -       | Initial   |
| The College Board                  | Fairfax        | \$ 750,000   | \$ 750,000   | \$ -       | \$ 15,400,270      | N/A          | 120      | -            | \$ 113,651   | N/A          | -                     | -       | Initial   |
| Discovery Communications           | Loudoun        | \$ 500,000   | \$ 500,000   | \$ -       | \$ 16,000,000      | Confidential | 240      | Confidential | \$ 150,331   | Confidential | -                     | -       | Milestone |
| Panacea BioMatx                    | Pittsylvania   | \$ 105,000   | \$ 105,000   | \$ -       | \$ 5,817,000       | N/A          | 70       | -            | \$ 52,742    | N/A          | -                     | -       | Initial   |
| Press Glass                        | Henry          | \$ 1,000,000 | \$ 1,000,000 | \$ -       | \$ 43,550,000      | N/A          | 212      | -            | \$ 37,736    | N/A          | -                     | -       | Initial   |
| Global Technical Systems           | Virginia Beach | \$ 1,800,000 | \$ 1,800,000 | \$ -       | \$ 54,700,000      | N/A          | 1,100    | -            | \$ 73,372    | N/A          | 21.2                  | 124.4   | Initial   |
| IDX                                | Spotsylvania   | \$ 400,000   | \$ 400,000   | \$ -       | \$ 7,200,000       | Confidential | 150      | Confidential | \$ 55,502    | Confidential | 9.1                   | 1.5     | Milestone |
| Willow Tree Apps                   | Albemarle      | \$ 500,000   | \$ 500,000   | \$ -       | \$ 12,302,000      | Confidential | 200      | Confidential | \$ 80,000    | Confidential | -                     | -       | Milestone |
| Monogram Snacks                    | Henry          | \$ 350,000   | \$ 350,000   | \$ -       | \$ 30,000,000      | N/A          | 300      | -            | \$ 29,370    | N/A          | -                     | -       | Initial   |
| Arconic                            | Fairfax        | \$ 750,000   | \$ 750,000   | \$ 750,000 | \$ 5,175,000       | \$ -         | 58       | -            | \$ 347,275   | \$ -         | -                     | -       | Completed |
| Empire Bakery                      | Franklin       | \$ 225,000   | \$ 225,000   | \$ -       | \$ 10,400,000      | Confidential | 75       | Confidential | \$ 29,000    | Confidential | -                     | -       | Milestone |
| BGF Industries                     | Danville       | \$ 275,000   | \$ 275,000   | \$ -       | \$ 7,000,000       | Confidential | 65       | Confidential | \$ 75,000    | Confidential | -                     | -       | Milestone |
| Microsoft                          | Mecklenburg    | \$ 500,000   | \$ 500,000   | \$ -       | \$ 251,590,000     | Confidential | 44       | Confidential | \$ 47,000    | Confidential | 11.8                  | 17.9    | Milestone |
| Aurora Flight Sciences Corporation | Manassas       | \$ 500,000   | \$ 500,000   | \$ -       | \$ 13,750,000      | N/A          | 135      | -            | \$ 105,030   | N/A          | -                     | -       | Initial   |
| Becker Global America              | Smyth          | \$ 100,000   | \$ 100,000   | \$ -       | \$ 2,100,000       | N/A          | 35       | -            | \$ 35,883    | N/A          | -                     | -       | Initial   |
| Service Center Metals              | Prince George  | \$ 200,000   | \$ 200,000   | \$ -       | \$ 45,243,000      | N/A          | 58       | -            | \$ 55,411    | N/A          | 4.7                   | 8.6     | Initial   |
| Speyside Bourbon Cooperage         | Smyth          | \$ 325,000   | \$ 325,000   | \$ -       | \$ 26,000,000      | N/A          | 125      | -            | \$ 30,173    | N/A          | -                     | -       | Initial   |
| Scholle IPN                        | Smyth          | \$ 125,000   | \$ 125,000   | \$ -       | \$ 10,290,000      | N/A          | 42       | -            | \$ 43,806    | N/A          | -                     | -       | Initial   |
| Essel Propack Americas             | Danville       | \$ 150,000   | \$ 150,000   | \$ -       | \$ 31,197,395      | N/A          | 45       | -            | \$ 47,319    | N/A          | -                     | -       | Initial   |
| McAirlaid's                        | Franklin       | \$ 75,000    | \$ 75,000    | \$ -       | \$ 7,800,000       | N/A          | 25       | -            | \$ 31,200    | N/A          | -                     | -       | Initial   |
| Standard Calibrations              | Chesapeake     | \$ 250,000   | \$ 250,000   | \$ -       | \$ 9,618,912       | N/A          | 89       | -            | \$ 51,011    | N/A          | -                     | -       | Initial   |
| Premier Tech                       | King and Queen | \$ 75,000    | \$ 75,000    | \$ -       | \$ 1,840,000       | N/A          | 20       | -            | \$ 34,000    | N/A          | -                     | -       | Initial   |
| Tessy Plastics                     | Lynchburg      | \$ 200,000   | \$ 200,000   | \$ -       | \$ 9,214,000       | N/A          | 34       | -            | \$ 43,000    | N/A          | -                     | -       | Initial   |
| Pratt Industries                   | Botetourt      | \$ 300,000   | \$ 300,000   | \$ -       | \$ 20,100,000      | N/A          | 50       | -            | \$ 47,900    | N/A          | -                     | -       | Initial   |
| M. C. Dean                         | Caroline       | \$ 500,000   | \$ 500,000   | \$ -       | \$ 25,095,001      | N/A          | 100      | -            | \$ 51,600    | N/A          | -                     | -       | Initial   |
| O'Sullivan Films                   | Winchester     | \$ 187,931   | \$ 187,931   | \$ -       | \$ 10,348,500      | Confidential | 61       | Confidential | \$ 53,852    | Confidential | -                     | -       | Milestone |
| Nestle USA                         | Arlington      | \$ 862,500   | \$ 862,500   | \$ -       | \$ 5,000,000       | Confidential | 150      | Confidential | \$ 127,919   | Confidential | 9.7                   | 1.2     | Milestone |
| Yak Attack, LLC                    | Prince Edward  | \$ 100,000   | \$ 100,000   | \$ -       | \$ 3,408,541       | \$ -         | 34       | -            | \$ 32,058    | \$ -         | -                     | -       | Initial   |

## Economic Development Incentive Grant Subfund (VEDIG)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-5102.1

### All Projects: Individual Performance

| Company Name | Locality | Incentives |          |        | Jobs     |        | Average Wage |        | Capital Investment |        | Benefit-to-Cost Ratio |         | Type |
|--------------|----------|------------|----------|--------|----------|--------|--------------|--------|--------------------|--------|-----------------------|---------|------|
|              |          | Awarded    | Received | Repaid | Incented | Actual | Incented     | Actual | Incented           | Actual | Incented              | Current |      |

#### FY2015

|               |           |              |      |      |     |   |            |      |               |      |      |      |         |
|---------------|-----------|--------------|------|------|-----|---|------------|------|---------------|------|------|------|---------|
| Bechtel Group | Fairfax   | \$ 4,000,000 | \$ - | \$ - | 700 | 0 | \$ 129,000 | \$ - | \$ 10,000,000 | \$ - | 3.88 | 1.59 | Initial |
| Lidl US       | Arlington | \$ 2,000,000 | \$ - | \$ - | 500 | 0 | \$ 128,000 | \$ - | \$ 77,000,000 | \$ - | 5.41 | 4.41 | Initial |

#### FY2016

|                       |  |  |  |  |  |  |  |  |  |  |  |  |  |
|-----------------------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| No projects to report |  |  |  |  |  |  |  |  |  |  |  |  |  |
|-----------------------|--|--|--|--|--|--|--|--|--|--|--|--|--|

#### FY2017

|                    |            |              |      |      |     |   |            |      |                |      |       |      |         |
|--------------------|------------|--------------|------|------|-----|---|------------|------|----------------|------|-------|------|---------|
| Dollar Tree Stores | Chesapeake | \$ 5,300,000 | \$ - | \$ - | 600 | 0 | \$ 61,000  | \$ - | \$ 110,000,000 | \$ - | 19.02 | 3.37 | Initial |
| Nestle USA         | Arlington  | \$ 4,000,000 | \$ - | \$ - | 748 | 0 | \$ 127,719 | \$ - | \$ 36,300,000  | \$ - | 7.34  | 1.23 | Initial |

#### FY2018

|                           |           |              |      |      |       |   |           |      |                |      |      |      |         |
|---------------------------|-----------|--------------|------|------|-------|---|-----------|------|----------------|------|------|------|---------|
| Navy Federal Credit Union | Frederick | \$ 4,000,000 | \$ - | \$ - | 1,400 | 0 | \$ 60,314 | \$ - | \$ 100,000,000 | \$ - | 2.56 | 1.51 | Initial |
|---------------------------|-----------|--------------|------|------|-------|---|-----------|------|----------------|------|------|------|---------|

#### FY2019

|                  |           |              |      |      |     |   |           |      |               |      |      |      |         |
|------------------|-----------|--------------|------|------|-----|---|-----------|------|---------------|------|------|------|---------|
| Willow Tree Apps | Albemarle | \$ 1,500,000 | \$ - | \$ - | 200 | 0 | \$ 80,000 | \$ - | \$ 12,302,000 | \$ - | 7.67 | 4.01 | Initial |
|------------------|-----------|--------------|------|------|-----|---|-----------|------|---------------|------|------|------|---------|

**Investment Partnership Grant subfund (VIP)**  
**Administered by: Virginia Economic Development Partnership**  
Va. Code § 2.2-5101

**All Projects: Individual Performance**

| Company Name | Locality | Incentives |          |        | Jobs     |        | Average Wage |        | Capital Investment |        | Benefit-to-Cost Ratio |         | Type |
|--------------|----------|------------|----------|--------|----------|--------|--------------|--------|--------------------|--------|-----------------------|---------|------|
|              |          | Awarded    | Received | Repaid | Intented | Actual | Intented     | Actual | Intented           | Actual | Intented              | Current |      |

**FY2015**

|                                 |                |              |      |      |     |              |            |              |               |              |      |      |                     |
|---------------------------------|----------------|--------------|------|------|-----|--------------|------------|--------------|---------------|--------------|------|------|---------------------|
| Ashland Inc.                    | Hopewell       | \$ 700,000   | \$ - | \$ - | 17  | Confidential | \$ 75,000  | Confidential | \$ 89,250,000 | Confidential | 2.6  | -    | Milestone           |
| Canon Virginia                  | New port New s | \$ 3,000,000 | \$ - | \$ - | 60  | Confidential | \$ 34,528  | Confidential | \$100,000,000 | Confidential | 8.2  | 64.7 | Milestone           |
| Continental Authomotive Systems | New port New s | \$ 4,000,000 | \$ - | \$ - | 525 | Confidential | \$ 36,532  | Confidential | \$152,000,000 | Confidential | 13.7 | 1.5  | Milestone           |
| Dynax America                   | Botetourt      | \$ 250,000   | \$ - | \$ - | 75  | -            | \$ 40,683  | \$ -         | \$ 32,625,000 | \$ -         | 5.4  | 14.0 | Did Not Materialize |
| James Hardie Building Products  | Pulaski        | \$ 200,000   | \$ - | \$ - | 69  | Confidential | \$ 36,795  | Confidential | \$ 25,000,000 | Confidential | -    | 2.7  | Milestone           |
| K2M                             | Loudoun        | \$ 400,000   | \$ - | \$ - | 97  | Confidential | \$ 103,000 | Confidential | \$ 28,400,000 | Confidential | 13.7 | 2.7  | Milestone           |
| Kingspan Insulation, LLC.       | Frederick      | \$ 500,000   | \$ - | \$ - | 15  | Confidential | \$ 34,320  | Confidential | \$ 25,000,000 | Confidential | -    | -    | Milestone           |
| McKee Foods                     | Augusta        | \$ 300,000   | \$ - | \$ - | 54  | Confidential | \$ 34,055  | Confidential | \$ 34,000,000 | Confidential | 2.9  | -    | Milestone           |
| San-J International             | Henrico        | \$ 300,000   | \$ - | \$ - | 18  | Confidential | \$ 26,489  | Confidential | \$ 38,000,000 | Confidential | 3.6  | 38.7 | Milestone           |

**FY2016**

|                                |            |              |      |      |    |              |           |              |               |              |     |      |           |
|--------------------------------|------------|--------------|------|------|----|--------------|-----------|--------------|---------------|--------------|-----|------|-----------|
| Abbott Laboratories            | Campbell   | \$ 300,000   | \$ - | \$ - | 34 | -            | \$ 41,600 | \$ -         | \$ 34,000,000 | \$ -         | 1.9 | 11.1 | Initial   |
| Merck and Co                   | Rockingham | \$ 1,300,000 | \$ - | \$ - | -  | Confidential | \$ -      | Confidential | \$168,000,000 | Confidential | 2.5 | -    | Milestone |
| Polykon Manufacturing, LLC.    | Henrico    | \$ 700,000   | \$ - | \$ - | 54 | -            | \$ 45,950 | \$ -         | \$ 56,406,798 | \$ -         | 7.9 | 17.0 | Initial   |
| VA Poultry Growers Cooperative | Rockingham | \$ 500,000   | \$ - | \$ - | 6  | -            | \$ 23,920 | \$ -         | \$ 61,888,793 | \$ -         | 3.2 | 9.0  | Initial   |

**FY2017**

|                            |                |              |      |      |     |              |           |              |               |              |      |      |           |
|----------------------------|----------------|--------------|------|------|-----|--------------|-----------|--------------|---------------|--------------|------|------|-----------|
| Bow man Andros             | Shenandoah     | \$ 600,000   | \$ - | \$ - | 160 | Confidential | \$ 27,581 | Confidential | \$ 73,000,000 | Confidential | 4.7  | 2.9  | Milestone |
| Colonna's Shipyard         | Norfolk        | \$ 250,000   | \$ - | \$ - | 51  | -            | \$ 46,072 | \$ -         | \$ 34,250,000 | \$ -         | 8.4  | 3.0  | Initial   |
| Continental                | Culpeper       | \$ 550,000   | \$ - | \$ - | 25  | -            | \$ 59,971 | \$ -         | \$ 49,004,750 | \$ -         | 21.9 | 1.1  | Initial   |
| Dominion Packaging         | Henrico        | \$ 200,000   | \$ - | \$ - | 60  | -            | \$ 53,000 | \$ -         | \$ 25,100,000 | \$ -         | 9.9  | 12.0 | Initial   |
| Hardy wood Craft Beer      | Goochland      | \$ 400,000   | \$ - | \$ - | 56  | -            | \$ 51,000 | \$ -         | \$ 28,250,000 | \$ -         | 14.4 | 1.3  | Initial   |
| MillerCoors                | Rockingham     | \$ 500,000   | \$ - | \$ - | 23  | Confidential | \$ 73,112 | Confidential | \$ 60,000,000 | Confidential | 5.2  | -    | Milestone |
| Phoenix Packaging          | Pulaski        | \$ 1,000,000 | \$ - | \$ - | 145 | -            | \$ 40,978 | \$ -         | \$ 48,705,264 | \$ -         | 18.4 | 23.8 | Initial   |
| Printpack                  | New port New s | \$ 200,000   | \$ - | \$ - | 50  | -            | \$ 42,840 | \$ -         | \$ 25,700,000 | \$ -         | 4.8  | 6.1  | Initial   |
| Shamrock Farms             | Augusta        | \$ 400,000   | \$ - | \$ - | 78  | -            | \$ 45,760 | \$ -         | \$ 43,900,000 | \$ -         | 5.2  | 45.9 | Initial   |
| Volvo Trucks North America | Pulaski        | \$ 2,000,000 | \$ - | \$ - | -   | Confidential | \$ 59,800 | Confidential | \$ 25,000,000 | Confidential | 5.4  | 1.6  | Milestone |

## Investment Partnership Grant subfund (VIP)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-5101

| Company Name | Locality | Incentives |          |        | Jobs     |        | Average Wage |        | Capital Investment |        | Benefit-to-Cost Ratio |         | Type |
|--------------|----------|------------|----------|--------|----------|--------|--------------|--------|--------------------|--------|-----------------------|---------|------|
|              |          | Awarded    | Received | Repaid | Incented | Actual | Incented     | Actual | Incented           | Actual | Incented              | Current |      |

### FY2018

|                                  |                |              |      |      |       |   |           |      |               |      |     |       |         |
|----------------------------------|----------------|--------------|------|------|-------|---|-----------|------|---------------|------|-----|-------|---------|
| Altec Industries                 | Botetourt      | \$ 300,000   | \$ - | \$ - | 180   | - | \$ 55,000 | \$ - | \$ 30,200,000 | \$ - | -   | 2.4   | Initial |
| Global Technology Systems        | Virginia Beach | \$ 3,000,000 | \$ - | \$ - | 1,110 | - | \$ 73,372 | \$ - | \$ 54,700,000 | \$ - | 4.2 | 124.4 | Initial |
| Service Center Metals            | Prince George  | \$ 400,000   | \$ - | \$ - | 58    | - | \$ 55,411 | \$ - | \$ 45,243,000 | \$ - | 6.5 | 8.6   | Initial |
| WhiteWave/Danone (formally Silk) | Rockingham     | \$ 700,000   | \$ - | \$ - | 49    | - | \$ 49,500 | \$ - | \$ 60,000,000 | \$ - | -   | 5.0   | Initial |

### FY2019

|                                  |           |              |      |      |     |   |           |      |               |      |      |   |         |
|----------------------------------|-----------|--------------|------|------|-----|---|-----------|------|---------------|------|------|---|---------|
| Essel Propack Americas           | Danville  | \$ 300,000   | \$ - | \$ - | 45  | - | \$ 47,319 | \$ - | \$ 31,197,395 | \$ - | 9.3  | - | Initial |
| M. C. Dean                       | Caroline  | \$ 250,000   | \$ - | \$ - | 100 | - | \$ 51,600 | \$ - | \$ 25,095,001 | \$ - | 9.1  | - | Initial |
| Monogram Snacks                  | Henry     | \$ 300,000   | \$ - | \$ - | 300 | - | \$ 29,370 | \$ - | \$ 30,000,000 | \$ - | 11.9 | - | Initial |
| WestRock (formerly MeadWestvaco) | Covington | \$ 2,000,000 | \$ - | \$ - | -   | - | \$ -      | \$ - | \$248,400,000 | \$ - | -    | - | Initial |



## Major Eligible Employer Grant subfund (MEE)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-5102

### All Projects: Individual Performance

| Company Name | Locality | Incentives |          |        | Jobs     |        | Average Wage |        | Capital Investment |        | Benefit-to-Cost Ratio |         | Type |
|--------------|----------|------------|----------|--------|----------|--------|--------------|--------|--------------------|--------|-----------------------|---------|------|
|              |          | Awarded    | Received | Repaid | Incented | Actual | Incented     | Actual | Incented           | Actual | Incented              | Current |      |

#### FY2005

|                     |         |              |              |      |       |       |           |            |                |                |        |       |           |
|---------------------|---------|--------------|--------------|------|-------|-------|-----------|------------|----------------|----------------|--------|-------|-----------|
| Booz Allen Hamilton | Fairfax | \$ 9,000,000 | \$ 3,474,000 | \$ - | 4,600 | 5,094 | \$ 79,591 | \$ 104,000 | \$ 133,000,000 | \$ 171,800,000 | 121.92 | 91.67 | Completed |
|---------------------|---------|--------------|--------------|------|-------|-------|-----------|------------|----------------|----------------|--------|-------|-----------|

#### FY2006

|                    |         |               |               |      |     |     |            |            |                |                |      |      |           |
|--------------------|---------|---------------|---------------|------|-----|-----|------------|------------|----------------|----------------|------|------|-----------|
| Philip Morris (HQ) | Henrico | \$ 25,000,000 | \$ 25,000,000 | \$ - | 450 | 450 | \$ 133,333 | \$ 156,596 | \$ 300,000,000 | \$ 425,600,000 | 1.70 | 2.68 | Completed |
|--------------------|---------|---------------|---------------|------|-----|-----|------------|------------|----------------|----------------|------|------|-----------|

**Major Headquarters Workforce Grant Program (MHWG)**  
**Administered by: Virginia Economic Development Partnership**  
 Va. Code § 59.1–284.31

**All Projects: Individual Performance**

| Company Name              | Locality  | Incentives     |          |        | Jobs     |        | Capital Investment |        | Benefit-to-Cost Ratio |         | Type    |
|---------------------------|-----------|----------------|----------|--------|----------|--------|--------------------|--------|-----------------------|---------|---------|
|                           |           | Awarded        | Received | Repaid | Incented | Actual | Incented           | Actual | Incented              | Current |         |
| FY2019                    |           |                |          |        |          |        |                    |        |                       |         |         |
| Amazon.com Services, Inc. | Arlington | \$ 750,000,000 | \$ -     | \$ -   | 37,850   | -      | \$ 2,000,000,000   | \$ -   | 2.6                   | -       | Initial |

Semiconductor Manufacturing Grant Fund (SMG)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1–284.32

All Projects: Individual Performance

| Company Name | Locality      | Incentives    |          |        | Jobs     |        | Capital Investment |        | Benefit-to-Cost Ratio |         | Type    |
|--------------|---------------|---------------|----------|--------|----------|--------|--------------------|--------|-----------------------|---------|---------|
|              |               | Awarded       | Received | Repaid | Incented | Actual | Incented           | Actual | Incented              | Current |         |
| FY2019       |               |               |          |        |          |        |                    |        |                       |         |         |
| Micron       | Manassas City | \$ 70,000,000 | \$ -     | \$ -   | 1,106    | -      | \$ 2,980,000,000   | \$ -   | 1.4                   | -       | Initial |

Semiconductor Memory or Logic Wafer Manufacturing Performance Grant Program (SEMI)

Administered by: Virginia Economic Development Partnership

Va. Code § 59.1-284.14

All Projects: Individual Performance

| Company Name | Locality | Incentives |          |        | Jobs     |        | Capital Investment |        | Benefit-to-Cost Ratio |         | Type |
|--------------|----------|------------|----------|--------|----------|--------|--------------------|--------|-----------------------|---------|------|
|              |          | Awarded    | Received | Repaid | Incented | Actual | Incented           | Actual | Incented              | Current |      |

FY2006

|        |               |               |               |      |     |     |                  |                  |     |     |           |
|--------|---------------|---------------|---------------|------|-----|-----|------------------|------------------|-----|-----|-----------|
| Micron | Manassas City | \$ 27,000,000 | \$ 27,000,000 | \$ - | 860 | 860 | \$ 1,200,000,000 | \$ 1,200,000,000 | 2.3 | 8.2 | Completed |
|--------|---------------|---------------|---------------|------|-----|-----|------------------|------------------|-----|-----|-----------|

Special Workforce Grant Program (SWP)  
Administered by: Virginia Economic Development Partnership  
Va. Code § 59.1-284.30

All Projects: Individual Performance

| Company Name | Locality | Incentives |          |        | Jobs     |        | Capital Investment |        | Benefit-to-Cost Ratio |         | Type |
|--------------|----------|------------|----------|--------|----------|--------|--------------------|--------|-----------------------|---------|------|
|              |          | Awarded    | Received | Repaid | Incented | Actual | Incented           | Actual | Incented              | Current |      |

FY2019

|                     |         |              |      |      |       |   |               |      |   |   |         |
|---------------------|---------|--------------|------|------|-------|---|---------------|------|---|---|---------|
| Amazon Web Services | Fairfax | \$10,500,000 | \$ - | \$ - | 1,500 | - | \$ 84,000,000 | \$ - | - | - | Initial |
|---------------------|---------|--------------|------|------|-------|---|---------------|------|---|---|---------|

# Virginia Jobs Investment Program (VJIP)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-2204.3

## All Projects: Individual Performance

| Company Name                                                                   | Locality       | Incentives |            |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |                | Type                |
|--------------------------------------------------------------------------------|----------------|------------|------------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|----------------|---------------------|
|                                                                                |                | Awarded    | Received   | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed      |                     |
| FY2015                                                                         |                |            |            |        |              |        |                |        |            |         |                    |                |                     |
| 22nd Century Technologies Inc                                                  | Fairfax        | \$ 296,408 | \$ 279,472 | \$ -   | 420          | 396    | -              | -      | 420        | 396     | \$ 1,000,000       | \$ 1,000,000   | Completed           |
| ABB South Boston                                                               | Halifax        | \$ 41,891  | \$ -       | \$ -   | -            | -      | 100            | -      | 100        | -       | \$ 5,000,000       | \$ -           | Did Not Materialize |
| ABC Imaging                                                                    | Fairfax        | \$ 174,000 | \$ -       | \$ -   | 232          | -      | -              | -      | 232        | -       | \$ 9,707,006       | \$ -           | Did Not Materialize |
| Afton Scientific                                                               | Albemarle      | \$ 12,069  | \$ -       | \$ -   | 17           | -      | -              | -      | 17         | -       | \$ 1,000,000       | \$ -           | Did Not Materialize |
| Anord Control Systems Ltd.                                                     | Henrico        | \$ 197,100 | \$ 197,100 | \$ -   | 98           | 98     | -              | -      | 98         | 98      | \$ 960,000         | \$ 960,000     | Completed           |
| Apex Systems Inc.                                                              | Fairfax        | \$ 41,266  | \$ 41,266  | \$ -   | 50           | 50     | -              | -      | 50         | 50      | \$ 1,000,000       | \$ 1,000,000   | Completed           |
| AppTech Solutions (dba Applied Technologies??)                                 | Roanoke        | \$ 78,000  | \$ 13,500  | \$ -   | 104          | 18     | -              | -      | 104        | 18      | \$ 210,000         | \$ 210,000     | Completed           |
| Azdel                                                                          | Bedford        | \$ 81,725  | \$ 47,839  | \$ -   | 82           | 48     | -              | -      | 82         | 48      | \$ 21,335,000      | \$ 21,335,000  | Completed           |
| Beacon Roofing Supply, Inc.                                                    | Fairfax        | \$ 71,858  | \$ 31,702  | \$ -   | 102          | 45     | -              | -      | 102        | 45      | \$ 1,000,000       | \$ 1,000,000   | Completed           |
| Bloomaker USA, Inc.                                                            | Augusta        | \$ 10,000  | \$ 5,000   | \$ -   | 10           | 5      | -              | -      | 10         | 5       | \$ 1,800,000       | \$ 1,800,000   | Completed           |
| Blue Ridge Machine Works                                                       | Augusta        | \$ 42,000  | \$ -       | \$ -   | 56           | -      | -              | -      | 56         | -       | \$ 800,000         | \$ -           | Did Not Materialize |
| Bode Technology                                                                | Fairfax        | \$ 145,750 | \$ 53,303  | \$ -   | 175          | 64     | -              | -      | 175        | 64      | \$ 1,200,000       | \$ 1,200,000   | Completed           |
| Bowman Andros Products, LLC                                                    | Shenandoah     | \$ 81,500  | \$ 13,000  | \$ -   | 163          | 26     | -              | -      | 163        | 26      | \$ 73,000,000      | \$ 73,000,000  | Completed           |
| Buckingham Branch Railroad                                                     | Buckingham     | \$ 10,482  | \$ 10,482  | \$ -   | 7            | 7      | -              | -      | 7          | 7       | \$ 1,000,000       | \$ 1,000,000   | Completed           |
| ByteCubed LLC                                                                  | Arlington      | \$ 219,969 | \$ 97,313  | \$ -   | 217          | 96     | -              | -      | 217        | 96      | \$ 307,900         | \$ 307,900     | Completed           |
| Canvas Solutions (Go Canvas)                                                   | Fairfax        | \$ 170,767 | \$ 40,244  | \$ -   | 157          | 37     | -              | -      | 157        | 37      | \$ 550,000         | \$ 550,000     | Completed           |
| Cardinal Glass                                                                 | Roanoke        | \$ 39,550  | \$ 39,549  | \$ -   | -            | -      | 79             | 79     | 79         | 79      | \$ 550,000         | \$ 550,000     | Completed           |
| Cerro Fabricated Products, Inc.                                                | Augusta        | \$ 42,625  | \$ 10,850  | \$ -   | 55           | 14     | -              | -      | 55         | 14      | \$ 5,100,000       | \$ 5,100,000   | Completed           |
| Champion Brewing Company, LLC                                                  | Albemarle      | \$ 17,600  | \$ 6,400   | \$ -   | 22           | 8      | -              | -      | 22         | 8       | \$ 1,000,000       | \$ 1,000,000   | Completed           |
| Ciba Specialty Chemicals Corporation USA (BASF VA)                             | Suffolk        | \$ 36,450  | \$ 36,450  | \$ -   | -            | -      | 54             | 54     | 54         | 54      | \$ 4,500,000       | \$ 4,500,000   | Completed           |
| Clark Brothers Welding                                                         | Roanoke City   | \$ 20,155  | \$ -       | \$ -   | 26           | -      | -              | -      | 26         | -       | \$ 275,000         | \$ -           | Did Not Materialize |
| Classic Creations                                                              | Carroll        | \$ 56,440  | \$ 56,440  | \$ -   | 68           | 68     | -              | -      | 68         | 68      | \$ 2,500,000       | \$ 2,500,000   | Completed           |
| Co-Construct LLC                                                               | Albemarle      | \$ 48,000  | \$ 48,000  | \$ -   | 48           | 48     | -              | -      | 48         | 48      | \$ 144,000         | \$ 144,000     | Completed           |
| Continental (formerly Siemens VDO Automotive)                                  | Newport News   | \$ 363,148 | \$ 268,154 | \$ -   | 302          | 223    | -              | -      | 302        | 223     | \$ 152,000,000     | \$ 152,000,000 | Completed           |
| Corsi Group Inc.                                                               | Charlotte      | \$ 112,421 | \$ 50,078  | \$ -   | 110          | 49     | -              | -      | 110        | 49      | \$ 5,000,000       | \$ 5,000,000   | Completed           |
| Countryside Natural Products, Inc. (Countryside Organics)                      | Waynesboro     | \$ 12,750  | \$ 5,100   | \$ -   | 15           | 6      | -              | -      | 15         | 6       | \$ 200,000         | \$ 200,000     | Completed           |
| Custom Truck One Source (formerly Forestry Equipment of VA (FEVA) and MRT Mfg) | Bedford        | \$ 28,324  | \$ 24,105  | \$ -   | 47           | 40     | -              | -      | 47         | 40      | \$ 120,000         | \$ 120,000     | Completed           |
| Discover Technology                                                            | Fairfax        | \$ 96,590  | \$ 29,397  | \$ -   | 92           | 28     | -              | -      | 92         | 28      | \$ 105,000         | \$ 105,000     | Completed           |
| Doma Technologies                                                              | Virginia Beach | \$ 263,249 | \$ 263,249 | \$ -   | 288          | 288    | -              | -      | 288        | 288     | \$ 7,500,000       | \$ 7,500,000   | Completed           |
| Dynax America Corporation                                                      | Botetourt      | \$ 80,800  | \$ -       | \$ -   | 101          | -      | -              | -      | 101        | -       | \$ 32,600,000      | \$ -           | Did Not Materialize |
| Endos Corp                                                                     | Chesterfield   | \$ 201,650 | \$ 201,650 | \$ -   | 200          | 200    | -              | -      | 200        | 200     | \$ 3,000,000       | \$ 3,000,000   | Completed           |

# Virginia Jobs Investment Program (VJIP)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-2204.3

| Company Name                                          | Locality        | Incentives |            |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |               | Type                |
|-------------------------------------------------------|-----------------|------------|------------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|---------------|---------------------|
|                                                       |                 | Awarded    | Received   | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed     |                     |
| FY2015, Continued                                     |                 |            |            |        |              |        |                |        |            |         |                    |               |                     |
| Essel Propack Americas                                | Danville        | \$ 23,155  | \$ 21,752  | \$ -   | -            | -      | 33             | 31     | 33         | 31      | \$ 2,100,000       | \$ 2,100,000  | Completed           |
| FR Drake                                              | Hampton         | \$ 292,642 | \$ 61,101  | \$ -   | 364          | 76     | -              | -      | 364        | 76      | \$ 1,290,483       | \$ 1,290,483  | Completed           |
| Freightcar Roanoke                                    | Roanoke City    | \$ 60,000  | \$ 60,000  | \$ -   | 80           | 80     | -              | -      | 80         | 80      | \$ 3,000,000       | \$ 3,000,000  | Completed           |
| Graphic Packaging Staunton (formerly Carded Graphics) | Staunton        | \$ 35,000  | \$ 22,400  | \$ -   | 50           | 32     | -              | -      | 50         | 32      | \$ 2,000,000       | \$ 2,000,000  | Completed           |
| Hapco Aluminum Pole Products                          | Washington      | \$ -       | \$ 95,700  | \$ -   | -            | -      | 174            | 174    | 174        | 174     | \$ 2,100,000       | \$ 2,100,000  | Completed           |
| Health Diagnostic Laboratory (HDL)                    | Richmond City   | \$ 247,945 | \$ 248,368 | \$ -   | 257          | 257    | -              | -      | 257        | 257     | \$ 4,200,000       | \$ 4,200,000  | Completed           |
| Indoor Biotechnologies                                | Charlottesville | \$ 8,000   | \$ 7,000   | \$ -   | 8            | 7      | -              | -      | 8          | 7       | \$ 2,481,920       | \$ 2,481,920  | Completed           |
| Intelsat                                              | Fairfax         | \$ 50,000  | \$ 50,000  | \$ -   | 50           | 50     | -              | -      | 50         | 50      | \$ 18,832,404      | \$ 18,832,404 | Completed           |
| Intelsat                                              | Fairfax         | \$ 56,440  | \$ 56,440  | \$ -   | -            | -      | -              | -      | -          | -       | \$ 2,500,000       | \$ 2,500,000  | Completed           |
| Interbake Foods Front Royal                           | Warren          | \$ 24,800  | \$ 24,800  | \$ -   | 31           | 31     | -              | -      | 31         | 31      | \$ 10,600,000      | \$ 10,600,000 | Completed           |
| Interbake Foods Front Royal                           | Warren          | \$ 8,200   | \$ 8,200   | \$ -   | -            | -      | -              | -      | -          | -       | \$ 100,000         | \$ 100,000    | Completed           |
| Liberty-Source, PBC                                   | Hampton         | \$ 477,441 | \$ 166,566 | \$ -   | 665          | 232    | -              | -      | 665        | 232     | \$ 1,500,000       | \$ 1,500,000  | Completed           |
| Lighthouse Instruments                                | Albemarle       | \$ 6,800   | \$ 4,250   | \$ -   | 8            | 5      | -              | -      | 8          | 5       | \$ 185,404         | \$ 185,404    | Completed           |
| Lowers Risk Group                                     | Loudoun         | \$ 165,764 | \$ 112,862 | \$ -   | 282          | 192    | -              | -      | 282        | 192     | \$ 439,000         | \$ 439,000    | Completed           |
| M&H Plastics                                          | Frederick       | \$ 33,750  | \$ 32,250  | \$ -   | 45           | 43     | -              | -      | 45         | 43      | \$ 5,500,000       | \$ 5,500,000  | Completed           |
| M&H Plastics                                          | Frederick       | \$ 197,100 | \$ 197,100 | \$ -   | -            | -      | -              | -      | -          | -       | \$ -               | \$ -          | Completed           |
| Magnets USA                                           | Roanoke         | \$ 20,000  | \$ 12,000  | \$ -   | 25           | 15     | -              | -      | 25         | 15      | \$ 750,000         | \$ 750,000    | Completed           |
| Mercury Paper                                         | Shenandoah      | \$ 81,599  | \$ -       | \$ -   | 96           | 57     | -              | -      | 96         | 57      | \$ 25,000,000      | \$ -          | Completed           |
| MetroStar Systems                                     | Fairfax         | \$ 72,000  | \$ 24,000  | \$ -   | 90           | 30     | -              | -      | 90         | 30      | \$ 2,300,000       | \$ 2,300,000  | Completed           |
| Mondelez Global (Nabisco Kraft Foods)                 | Henrico         | \$ 123,800 | \$ 121,757 | \$ -   | -            | -      | 303            | 298    | 303        | 298     | \$ 70,000,000      | \$ 70,000,000 | Completed           |
| Mountain View Brewery                                 | Rockbridge      | \$ 12,000  | \$ 30,750  | \$ -   | 41           | 41     | -              | -      | 41         | 41      | \$ 10,150,000      | \$ 10,150,000 | Completed           |
| Nature's Touch Frozen Foods, Inc.                     | Warren          | \$ 18,000  | \$ 18,000  | \$ -   | 25           | 25     | -              | -      | 25         | 25      | \$ 1,800,000       | \$ 1,800,000  | Completed           |
| Neuman Aluminium Impact Extrusion, Inc.               | Waynesboro      | \$ 20,800  | \$ -       | \$ -   | 26           | -      | -              | -      | 26         | -       | \$ 2,800,000       | \$ -          | Did Not Materialize |
| NexVortex                                             | Fairfax         | \$ 23,596  | \$ 10,323  | \$ -   | 32           | 14     | -              | -      | 32         | 14      | \$ 259,000         | \$ 259,000    | Completed           |
| Opus Group, LLC                                       | Fairfax         | \$ 61,110  | \$ -       | \$ -   | 58           | -      | -              | -      | 58         | -       | \$ 104,178         | \$ -          | Did Not Materialize |
| Origo (Mill Mountain Capital)                         | Roanoke         | \$ 14,400  | \$ -       | \$ -   | 18           | -      | -              | -      | 18         | -       | \$ 150,000         | \$ -          | Did Not Materialize |
| O'Sullivan Films Corporation                          | Winchester      | \$ 72,250  | \$ 21,825  | \$ -   | 96           | 29     | -              | -      | 96         | 29      | \$ 6,000,000       | \$ 6,000,000  | Completed           |
| Penny Plate, LLC                                      | Augusta         | \$ 26,400  | \$ 26,400  | \$ -   | -            | -      | 44             | 44     | 44         | 44      | \$ 3,000,000       | \$ 3,000,000  | Completed           |
| Piedmont Metal Fabricators (HMB)                      | Louisa          | \$ 10,907  | \$ 10,907  | \$ -   | 15           | 15     | -              | -      | 15         | 15      | \$ 200,000         | \$ 200,000    | Completed           |
| Provides Metalmeccanica                               | Augusta         | \$ 42,300  | \$ 42,300  | \$ -   | 47           | 47     | -              | -      | 47         | 47      | \$ 6,100,000       | \$ 6,100,000  | Completed           |
| PsiKick, Inc.                                         | Charlottesville | \$ 40,000  | \$ 7,000   | \$ -   | 40           | 7      | -              | -      | 40         | 7       | \$ 1,000,000       | \$ 1,000,000  | Completed           |
| R.B. Mining Specialists                               | Bland           | \$ 40,940  | \$ 35,208  | \$ -   | 50           | 43     | -              | -      | 50         | 43      | \$ 3,086,773       | \$ 3,086,773  | Completed           |
| Route 11 Potato Chips                                 | Shenandoah      | \$ 10,400  | \$ 10,400  | \$ -   | 13           | 13     | -              | -      | 13         | 13      | \$ 1,250,000       | \$ 1,250,000  | Completed           |

**Virginia Jobs Investment Program (VJIP)**  
**Administered by: Virginia Economic Development Partnership**  
Va. Code § 2.2-2204.3

| Company Name | Locality | Incentives |          |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |           | Type |
|--------------|----------|------------|----------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|-----------|------|
|              |          | Awarded    | Received | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed |      |

**FY2015, Continued**

|                                          |                 |            |            |      |     |     |     |     |     |     |               |               |                     |
|------------------------------------------|-----------------|------------|------------|------|-----|-----|-----|-----|-----|-----|---------------|---------------|---------------------|
| Sabra Dipping Company LLC                | Chesterfield    | \$ 84,849  | \$ 84,849  | \$ - | 106 | 106 | -   | -   | 106 | 106 | \$ 86,000,000 | \$ 86,000,000 | Completed           |
| Savvy Rest, Inc.                         | Albemarle       | \$ 8,200   | \$ 8,200   | \$ - | 10  | 10  | -   | -   | 10  | 10  | \$ 100,000    | \$ 100,000    | Completed           |
| SC & A Inc.                              | Fairfax         | \$ 73,930  | \$ -       | \$ - | 67  | -   | -   | -   | 67  | -   | \$ 1,000,000  | \$ -          | Did Not Materialize |
| SCITENT                                  | Charlottesville | \$ 15,000  | \$ 9,000   | \$ - | 15  | 9   | -   | -   | 15  | 9   | \$ 100,000    | \$ 100,000    | Completed           |
| SCM - Service Center Metals              | Prince George   | \$ 32,150  | \$ 32,150  | \$ - | 40  | 40  | -   | -   | 40  | 40  | \$ 17,500,000 | \$ 17,500,000 | Completed           |
| Seven Hills Food                         | Lynchburg       | \$ 42,220  | \$ 24,225  | \$ - | 61  | 35  | -   | -   | 61  | 35  | \$ 3,000,000  | \$ 3,000,000  | Completed           |
| Shamrock Farms                           | Augusta         | \$ 75,750  | \$ 45,000  | \$ - | 101 | 60  | -   | -   | 101 | 60  | \$ 50,000,000 | \$ 50,000,000 | Completed           |
| SimVentions, inc                         | Fredericksburg  | \$ 180,900 | \$ 73,800  | \$ - | 201 | 82  | -   | -   | 201 | 82  | \$ 328,000    | \$ 328,000    | Completed           |
| SteelFab of Virginia, Inc.               | Emporia         | \$ 6,345   | \$ 6,345   | \$ - | 6   | 6   | -   | -   | 6   | 6   | \$ 650,000    | \$ 650,000    | Completed           |
| Sunset Digital Communications            | Scott           | \$ 18,000  | \$ 9,000   | \$ - | -   | -   | 30  | 15  | 30  | 15  | \$ 100,000    | \$ 100,000    | Completed           |
| TalentWise                               | Frederick       | \$ 63,449  | \$ 45,450  | \$ - | 141 | 101 | -   | -   | 141 | 101 | \$ 1,000,000  | \$ 1,000,000  | Completed           |
| Tech Dynamism LLC                        | Charlottesville | \$ 24,000  | \$ 16,800  | \$ - | 30  | 21  | -   | -   | 30  | 21  | \$ 100,000    | \$ 100,000    | Completed           |
| Technology Management Associates         | Fairfax         | \$ 85,372  | \$ 34,960  | \$ - | 105 | 43  | -   | -   | 105 | 43  | \$ 1,500,000  | \$ 1,500,000  | Completed           |
| Teleperformance USA Corp                 | Henrico         | \$ 338,833 | \$ 209,400 | \$ - | 500 | 309 | -   | -   | 500 | 309 | \$ 3,500,000  | \$ 3,500,000  | Completed           |
| Timbr (Timbrio)                          | Charlottesville | \$ 29,000  | \$ -       | \$ - | 29  | -   | -   | -   | 29  | -   | \$ 100,000    | \$ -          | Did Not Materialize |
| Tread Corporation                        | Botetourt       | \$ 40,650  | \$ 40,649  | \$ - | -   | -   | 59  | 59  | 59  | 59  | \$ 400,000    | \$ 400,000    | Completed           |
| Virginia Forge Company                   | Botetourt       | \$ 47,480  | \$ 20,119  | \$ - | 59  | 25  | -   | -   | 59  | 25  | \$ 4,000,000  | \$ 4,000,000  | Completed           |
| VividCortex Inc                          | Charlottesville | \$ 39,750  | \$ 7,500   | \$ - | 53  | 10  | -   | -   | 53  | 10  | \$ 150,000    | \$ 150,000    | Completed           |
| Yokohama Tire Manufacturing Virginia LLC | Salem           | \$ 507,500 | \$ 453,446 | \$ - | -   | -   | 845 | 755 | 845 | 755 | \$ 15,000,000 | \$ 15,000,000 | Completed           |

**FY2016**

|                            |                 |            |            |      |     |     |   |   |     |     |               |               |                     |
|----------------------------|-----------------|------------|------------|------|-----|-----|---|---|-----|-----|---------------|---------------|---------------------|
| Aerojet-Rocketdyne         | Orange          | \$ 87,811  | \$ 20,327  | \$ - | 108 | 25  | - | - | 108 | 25  | \$ 11,500,000 | \$ 11,500,000 | Completed           |
| aesys                      | Richmond City   | \$ 32,000  | \$ -       | \$ - | 40  | -   | - | - | 40  | -   | \$ -          | \$ -          | Within Performance  |
| Ag Lasers Technologies LLC | Warren          | \$ 30,399  | \$ 20,900  | \$ - | 32  | 22  | - | - | 32  | 22  | \$ 3,100,000  | \$ 3,100,000  | Completed           |
| Agricola El Rosal SA de CV | Pulaski         | \$ 107,999 | \$ 79,200  | \$ - | 135 | 99  | - | - | 135 | 99  | \$ 30,000,000 | \$ 30,000,000 | Completed           |
| Alarm.com, Incorporated    | Fairfax         | \$ 85,680  | \$ 162,180 | \$ - | 200 | 200 | - | - | 200 | 200 | \$ 3,000,000  | \$ 3,000,000  | Completed           |
| Amazon.com, Inc.           | Fairfax         | \$ 526,500 | \$ 500,526 | \$ - | 750 | 713 | - | - | 750 | 713 | \$ 18,000,000 | \$ 18,000,000 | Completed           |
| Apex Clean Energy, Inc.    | Charlottesville | \$ 27,900  | \$ 83,700  | \$ - | 184 | 93  | - | - | 184 | 93  | \$ 234,662    | \$ 234,662    | Completed           |
| Aqueous Solutions LLC      | Richmond City   | \$ 20,650  | \$ -       | \$ - | 23  | -   | - | - | 23  | -   | \$ 1,800,000  | \$ -          | Did Not Materialize |
| Arkay Packaging            | Botetourt       | \$ 47,999  | \$ 34,400  | \$ - | 60  | 43  | - | - | 60  | 43  | \$ 11,000,000 | \$ 11,000,000 | Completed           |
| Bam Bams                   | Manassas        | \$ 27,950  | \$ 9,750   | \$ - | 43  | 15  | - | - | 43  | 15  | \$ 1,070,000  | \$ 1,070,000  | Completed           |
| BDO Fairfax                | Fairfax         | \$ 191,399 | \$ 166,800 | \$ - | 319 | 278 | - | - | 319 | 278 | \$ 4,500,000  | \$ 4,500,000  | Completed           |
| Bingham and Taylor         | Stafford        | \$ 24,500  | \$ -       | \$ - | 35  | -   | - | - | 35  | -   | \$ 3,000,000  | \$ -          | Did Not Materialize |



# Virginia Jobs Investment Program (VJIP)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-2204.3

| Company Name                                             | Locality         | Incentiv es |            |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |               | Type                |
|----------------------------------------------------------|------------------|-------------|------------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|---------------|---------------------|
|                                                          |                  | Awarded     | Receiv ed  | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed     |                     |
| FY2016, Continued                                        |                  |             |            |        |              |        |                |        |            |         |                    |               |                     |
| Blue Ridge Fiberboard                                    | Danville         | \$ 26,075   | \$ -       | \$ -   | 26           | -      | -              | -      | 26         | -       | \$ 2,000,000       | \$ -          | Did Not Materialize |
| Borrowed & Blue Inc                                      | Charlottesv ille | \$ 24,500   | \$ -       | \$ -   | 28           | -      | -              | -      | 28         | -       | \$ 250,000         | \$ -          | Did Not Materialize |
| Bristol Compressors International                        | Washington       | \$ 243,500  | \$ 150,971 | \$ -   | 300          | 186    | -              | -      | 300        | 186     | \$ 1,000,000       | \$ 1,000,000  | Completed           |
| Buckingham Branch Railroad                               | Buckingham       | \$ 53,200   | \$ 53,200  | \$ -   |              |        | 85             | 85     | 85         | 85      | \$ 1,000,000       | \$ 1,000,000  | Completed           |
| Camrett Logistics                                        | Pulaski          | \$ 37,599   | \$ 37,600  | \$ -   | 47           | 47     | -              | -      | 47         | 47      | \$ 3,125,000       | \$ 3,125,000  | Completed           |
| Canon Virginia, Inc.                                     | New port New s   | \$ 42,000   | \$ 42,000  | \$ -   | -            | -      | 60             | 60     | 60         | 60      | \$ 75,000,000      | \$ 75,000,000 | Completed           |
| Carbon-Core                                              | Fluv anna        | \$ 11,230   | \$ -       | \$ -   | 16           | -      | -              | -      | 16         | -       | \$ 500,000         | \$ -          | Within Performance  |
| Carfax Inc                                               | Fairfax          | \$ 84,000   | \$ 70,000  | \$ -   | 120          | 100    | -              | -      | 120        | 100     | \$ 5,000,000       | \$ 5,000,000  | Completed           |
| ClearForce LLC                                           | Fairfax          | \$ 51,850   | \$ -       | \$ -   | 61           | -      | -              | -      | 61         | -       | \$ 101,000         | \$ -          | Did Not Materialize |
| Collaborative Solutions LLC                              | Fairfax          | \$ 321,341  | \$ 37,365  | \$ -   | 344          | 40     | -              | -      | 344        | 40      | \$ 150,000         | \$ 150,000    | Completed           |
| ConvergentAI, Inc. (formerly Axon Ghost Sentinel)        | Harrisonburg     | \$ 33,999   | \$ 5,000   | \$ -   | 34           | 5      | -              | -      | 34         | 5       | \$ 1,500,000       | \$ 1,500,000  | Completed           |
| Convoke, Inc.                                            | Arlington        | \$ 18,006   | \$ 13,004  | \$ -   | 18           | 13     | -              | -      | 18         | 13      | \$ 560,000         | \$ 560,000    | Completed           |
| Coming, Inc                                              | Montgomery       | \$ 136,850  | \$ 106,400 | \$ -   | -            | -      | 391            | 304    | 391        | 304     | \$ 805,240         | \$ 805,240    | Completed           |
| CRA Inc                                                  | Fairfax          | \$ 16,184   | \$ -       | \$ -   | 20           | -      | -              | -      | 20         | -       | \$ 200,000         | \$ -          | Did Not Materialize |
| Detectamet                                               | Henrico          | \$ 22,687   | \$ 15,125  | \$ -   | 30           | 15     | -              | -      | 30         | 15      | \$ 500,000         | \$ 500,000    | Completed           |
| DS Smith (fmr Corrugated Container Corporation, Roanoke) | Roanoke          | \$ 15,400   | \$ 3,500   | \$ -   | 22           | 5      | -              | -      | 22         | 5       | \$ 117,900         | \$ 117,900    | Completed           |
| DS Smith (fmr Corrugated Container Corporation, Roanoke) | Roanoke          | \$ 31,150   | \$ -       | \$ -   | -            | -      | 57             | -      | 57         | -       | \$ 8,551,000       | N/A           | Completed           |
| Elephant Auto Insurance                                  | Henrico          | \$ 939,020  | \$ 195,329 | \$ -   | 1,173        | 244    | -              | -      | 1,173      | 244     | \$ 1,100,000       | \$ 1,100,000  | Completed           |
| Emser Tile, LLC                                          | Suffolk          | \$ 86,400   | \$ -       | \$ -   | 96           | -      | -              | -      | 96         | -       | \$ 16,250,000      | \$ -          | Within Performance  |
| Ernst & Young - McLean                                   | Fairfax          | \$ 277,200  | \$ 277,200 | \$ -   | 462          | 462    | -              | -      | 462        | 462     | \$ 12,666,600      | \$ 12,666,600 | Completed           |
| Faneuil, Inc.                                            | Hampton          | \$ 280,626  | \$ 245,547 | \$ -   | 344          | 301    | -              | -      | 344        | 301     | \$ 1,500,000       | \$ 1,500,000  | Completed           |
| Fleetwood Homes                                          | Franklin         | \$ 95,538   | \$ 79,296  | \$ -   | 100          | 83     | -              | -      | 100        | 83      | \$ 2,303,863       | \$ 2,303,863  | Completed           |
| Friant and Associates                                    | Suffolk          | \$ 121,600  | \$ 48,806  | \$ -   | 167          | 61     | -              | -      | 167        | 61      | \$ 17,419,000      | \$ 17,419,000 | Completed           |
| GEICO Insurance                                          | Fredericksburg   | \$ 879,323  | \$ 436,657 | \$ -   | 1,758        | 873    | -              | -      | 1,758      | 873     | \$ 1,730,310       | \$ 1,730,310  | Completed           |
| Gerdau Ameristeel (Chaparral VIRGINIA) Inc               | Petersburg       | \$ 31,150   | \$ -       | \$ -   | -            | -      | 57             | -      | 57         | -       | \$ 8,551,000       | \$ -          | Did Not Materialize |
| Great-Circle Technologies                                | Fairfax          | \$ 269,758  | \$ 4,977   | \$ -   | 271          | 5      | -              | -      | 271        | 5       | \$ 100,000         | \$ 100,000    | Completed           |
| Hardy wood Craft Beer                                    | Goochland        | \$ 55,664   | \$ -       | \$ -   | 54           | -      | -              | -      | 54         | -       | \$ 30,000,000      | \$ -          | Within Performance  |
| Hermes Abrasiv es                                        | Virginia Beach   | \$ 84,606   | \$ 84,606  | \$ -   | -            | -      | 122            | 122    | 122        | 122     | \$ 1,300,000       | \$ 1,300,000  | Completed           |
| Hermitage Hill Farm and Stables                          | Augusta          | \$ 9,600    | \$ 9,600   | \$ -   | 12           | 12     | -              | -      | 12         | 12      | \$ 650,000         | \$ 650,000    | Completed           |
| Hubbell Lighting, Inc.                                   | Montgomery       | \$ 90,000   | \$ 90,000  | \$ -   | 100          | 100    | -              | -      | 100        | 100     | \$ 6,015,000       | \$ 6,015,000  | Completed           |
| Hudson industries                                        | Henrico          | \$ 47,672   | \$ -       | \$ -   | 87           | -      | -              | -      | 87         | -       | \$ 750,000         | \$ -          | Did Not Materialize |
| IMT Holdings Herndon                                     | Fairfax          | \$ 24,751   | \$ 12,375  | \$ -   | 30           | 15     | -              | -      | 30         | 15      | \$ 100,000         | \$ 100,000    | Completed           |
| Innov ative Refrigeration Systems, Inc.                  | Augusta          | \$ 93,500   | \$ 72,930  | \$ -   | 100          | 78     | -              | -      | 100        | 78      | \$ 1,600,000       | \$ 1,600,000  | Completed           |

# Virginia Jobs Investment Program (VJIP)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-2204.3

| Company Name                                                  | Locality        | Incentives |            |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |                | Type                |
|---------------------------------------------------------------|-----------------|------------|------------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|----------------|---------------------|
|                                                               |                 | Awarded    | Received   | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed      |                     |
| FY2016, Continued                                             |                 |            |            |        |              |        |                |        |            |         |                    |                |                     |
| Inorganic Ventures, Inc.                                      | Montgomery      | \$ 27,500  | \$ 27,500  | \$ -   | -            | -      | 55             | 55     | 55         | 55      | \$ 100,000         | \$ 100,000     | Completed           |
| Integrity Windows (Marvin Windows and Doors)                  | Roanoke         | \$ 45,000  | \$ 45,000  | \$ -   | 60           | 60     | -              | -      | 60         | 60      | \$ 1,692,487       | \$ 1,692,487   | Completed           |
| IPPON                                                         | Richmond City   | \$ 35,400  | \$ 22,527  | \$ -   | 44           | 28     | -              | -      | 44         | 28      | \$ 112,000         | \$ 112,000     | Completed           |
| IronNet Cybersecurity                                         | Fairfax         | \$ 85,500  | \$ 33,250  | \$ -   | 90           | 35     | -              | -      | 90         | 35      | \$ 1,400,000       | \$ 1,400,000   | Completed           |
| Java Productions, Inc                                         | Montgomery      | \$ 17,000  | \$ 14,450  | \$ -   | 20           | 17     | -              | -      | 20         | 17      | \$ 100,000         | \$ 100,000     | Completed           |
| Korona S.A.                                                   | Pulaski         | \$ 136,205 | \$ 136,205 | \$ -   | 170          | 170    | -              | -      | 170        | 170     | \$ 18,380,000      | \$ 18,380,000  | Completed           |
| Lynchburg Metallics (Chaparral Gerdau)                        | Lynchburg       | \$ 10,788  | \$ -       | \$ -   | -            | -      | 25             | -      | 25         | -       | \$ 6,945,000       | \$ -           | Did Not Materialize |
| Manalto Inc.                                                  | Fairfax         | \$ 17,556  | \$ -       | \$ -   | 19           | -      | -              | -      | 19         | -       | \$ 103,742         | \$ -           | Did Not Materialize |
| Mavalero Ltd. (Industria de Produtos Alimenticios Mail Cores) | Hanover         | \$ 36,016  | \$ -       | \$ -   | 51           | -      | -              | -      | 51         | -       | \$ 5,000,000       | \$ -           | Did Not Materialize |
| McKee Foods Corporation                                       | Augusta         | \$ 66,300  | \$ 22,950  | \$ -   | 78           | 27     | -              | -      | 78         | 27      | \$ 34,000,000      | \$ 34,000,000  | Completed           |
| McKesson Medical-Surgical                                     | Henrico         | \$ 227,899 | \$ 125,598 | \$ -   | 225          | 124    | -              | -      | 225        | 124     | \$ 12,200,000      | \$ 12,200,000  | Completed           |
| Meherrin Agriculture (Hampton Farms)                          | Franklin City   | \$ 45,601  | \$ 45,601  | \$ -   | 57           | 57     | -              | -      | 57         | 57      | \$ 18,000,000      | \$ 18,000,000  | Completed           |
| Merck and Co                                                  | Rockingham      | \$ 450,000 | \$ 450,000 | \$ -   | -            | -      | 600            | 600    | 600        | 600     | \$ 168,000,000     | \$ 168,000,000 | Completed           |
| Monogram Snacks LLC                                           | Henry           | \$ 329,380 | \$ 167,101 | \$ -   | 410          | 208    | -              | -      | 410        | 208     | \$ 36,500,000      | \$ 36,500,000  | Completed           |
| Moore Company, The                                            | Henrico         | \$ 209,972 | \$ 103,690 | \$ -   | 243          | 120    | -              | -      | 243        | 120     | \$ 1,000,000       | \$ 1,000,000   | Completed           |
| Novel Applications                                            | Fairfax         | \$ 78,579  | \$ -       | \$ -   | 87           | -      | -              | -      | 87         | -       | \$ 102,811         | \$ -           | Did Not Materialize |
| Old Barn Reclaimed Wood                                       | Henrico         | \$ 22,848  | \$ -       | \$ -   | 25           | -      | -              | -      | 25         | -       | \$ 200,000         | \$ -           | Did Not Materialize |
| OnDeck                                                        | Arlington       | \$ 89,500  | \$ 29,535  | \$ -   | 100          | 33     | -              | -      | 100        | 33      | \$ 1,000,000       | \$ 1,000,000   | Completed           |
| Ozmo App                                                      | Montgomery      | \$ 54,999  | \$ 44,000  | \$ -   | 55           | 44     | -              | -      | 55         | 44      | \$ 560,000         | \$ 560,000     | Completed           |
| Perfect Sense                                                 | Fairfax         | \$ 89,520  | \$ 58,802  | \$ -   | 102          | 67     | -              | -      | 102        | 67      | \$ 500,000         | \$ 500,000     | Completed           |
| Phoenix Packaging Group (Dublin, VA)                          | Pulaski         | \$ 112,001 | \$ 112,000 | \$ -   | 140          | 140    | -              | -      | 140        | 140     | \$ 37,500,000      | \$ 37,500,000  | Completed           |
| Polymer Solutions                                             | Montgomery      | \$ 19,000  | \$ 6,000   | \$ -   | 19           | 6      | -              | -      | 19         | 6       | \$ 650,000         | \$ 650,000     | Completed           |
| Precision Pipeline Solutions                                  | Prince William  | \$ 197,250 | \$ 57,750  | \$ -   | 263          | 77     | -              | -      | 263        | 77      | \$ 5,000,000       | \$ 5,000,000   | Completed           |
| Premier Fabrication Solutions                                 | Buena Vista     | \$ 12,000  | \$ -       | \$ -   | 12           | -      | -              | -      | 12         | -       | \$ 465,000         | \$ -           | Did Not Materialize |
| Printpack, Inc.                                               | Newport News    | \$ 40,839  | \$ 36,835  | \$ -   | 51           | 46     | -              | -      | 51         | 46      | \$ 20,000,000      | \$ 20,000,000  | Completed           |
| ProChem Inc.                                                  | Montgomery      | \$ 23,250  | \$ 7,750   | \$ -   | 30           | 10     | -              | -      | 30         | 10      | \$ 400,000         | \$ 400,000     | Completed           |
| REAN Cloud LLC                                                | Fairfax         | \$ 54,935  | \$ 54,935  | \$ -   | 61           | 61     | -              | -      | 61         | 61      | \$ 103,000         | \$ 103,000     | Completed           |
| Resilient Corp                                                | Fairfax         | \$ 53,323  | \$ 8,742   | \$ -   | 61           | 10     | -              | -      | 61         | 10      | \$ 250,000         | \$ 250,000     | Completed           |
| Rivanna Medical, LLC                                          | Charlottesville | \$ 12,622  | \$ -       | \$ -   | 13           | -      | -              | -      | 13         | -       | \$ 242,950         | \$ -           | Did Not Materialize |
| Rowe Furniture, Inc.                                          | Montgomery      | \$ 55,000  | \$ 55,000  | \$ -   | -            | -      | 55             | 55     | 55         | 55      | \$ 58,610          | \$ 58,610      | Completed           |
| Sestra Systems (formerly Five Grapes Dispensing)              | Loudoun         | \$ 99,876  | \$ 24,318  | \$ -   | 115          | 28     | -              | -      | 115        | 28      | \$ 804,275         | \$ 804,275     | Completed           |
| Shenandoah Growers, Inc./Fresh Herbs                          | Rockingham      | \$ 22,500  | \$ 21,000  | \$ -   | 30           | 28     | -              | -      | 30         | 28      | \$ 8,700,000       | \$ 8,700,000   | Completed           |
| Simplimatic Automation                                        | Bedford         | \$ 25,581  | \$ 25,580  | \$ -   | 33           | 33     | -              | -      | 33         | 33      | \$ 5,342,000       | \$ 5,342,000   | Completed           |

# Virginia Jobs Investment Program (VJIP)

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Va. Code § 2.2-2204.3

| Company Name | Locality | Incentives |          |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |           | Type |
|--------------|----------|------------|----------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|-----------|------|
|              |          | Awarded    | Received | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed |      |

## FY2016, Continued

|                                              |                |            |            |      |     |     |       |       |       |       |               |               |                     |
|----------------------------------------------|----------------|------------|------------|------|-----|-----|-------|-------|-------|-------|---------------|---------------|---------------------|
| STIHL Incorporated                           | Virginia Beach | \$ 921,600 | \$ 921,604 | \$ - | -   | -   | 1,694 | 1,694 | 1,694 | 1,694 | \$ 47,841     | \$ 47,841     | Completed           |
| Stone Brewing Co.                            | Richmond City  | \$ 108,613 | \$ 80,280  | \$ - | 92  | 68  | -     | -     | 92    | 68    | \$ 50,000,000 | \$ 50,000,000 | Completed           |
| Sutherland Global VA                         | Chesapeake     | \$ 187,019 | \$ 136,746 | \$ - | 186 | 136 | -     | -     | 186   | 136   | \$ 2,168,750  | \$ 2,168,750  | Completed           |
| Target, Suffolk                              | Suffolk        | \$ -       | \$ 594,407 | \$ - | 784 | 743 | -     | -     | 784   | 743   | \$ 50,000,000 | \$ 50,000,000 | Completed           |
| Trex Company                                 | Frederick      | \$ 93,750  | \$ 93,750  | \$ - | 125 | 125 | -     | -     | 125   | 125   | \$ 17,500,000 | \$ 17,500,000 | Completed           |
| TSSI Tactical and Survival Specialties, Inc. | Harrisonburg   | \$ 19,800  | \$ 18,450  | \$ - | -   | -   | 44    | 41    | 44    | 41    | \$ 400,000    | \$ 400,000    | Completed           |
| VA Poultry Growers Cooperative               | Rockingham     | \$ 50,000  | \$ 50,000  | \$ - | -   | -   | 133   | 133   | 133   | 133   | \$ 61,888,793 | \$ 61,888,793 | Completed           |
| Ventech Solutions LLC                        | Prince William | \$ 198,600 | \$ 89,767  | \$ - | 250 | 113 | -     | -     | 250   | 113   | \$ 1,000,000  | \$ 1,000,000  | Completed           |
| Virid, Inc                                   | Fairfax        | \$ 19,950  | \$ 6,650   | \$ - | 21  | 7   | -     | -     | 21    | 7     | \$ 500,000    | \$ 500,000    | Completed           |
| VivaTerra                                    | Madison        | \$ 17,322  | \$ -       | \$ - | 30  | -   | -     | -     | 30    | -     | \$ 4,533,000  | \$ -          | Did Not Materialize |
| VPT, Inc                                     | Montgomery     | \$ 15,600  | \$ -       | \$ - | 16  | -   | -     | -     | 16    | -     | \$ 1,000,000  | \$ -          | Within Performance  |
| WalMart IT                                   | Fairfax        | \$ 261,340 | \$ 102,030 | \$ - | 292 | 114 | -     | -     | 292   | 114   | \$ 7,551,365  | \$ 7,551,365  | Completed           |
| Wolf Hills Fabricators                       | Washington     | \$ 40,000  | \$ 25,600  | \$ - | -   | -   | 50    | 32    | 50    | 32    | \$ 1,300,000  | \$ 1,300,000  | Completed           |
| Wolverine Advanced Materials                 | Montgomery     | \$ 80,196  | \$ 72,177  | \$ - | 100 | 90  | -     | -     | 100   | 90    | \$ 10,600,000 | \$ 10,600,000 | Completed           |
| Zerion Software, Inc                         | Fairfax        | \$ 23,200  | \$ 11,200  | \$ - | 29  | 14  | -     | -     | 29    | 14    | \$ 138,507    | \$ 138,507    | Completed           |
| Zero Point                                   | Virginia Beach | \$ 35,200  | \$ 6,400   | \$ - | 44  | 8   | -     | -     | 44    | 8     | \$ 2,530,000  | \$ 2,530,000  | Completed           |

## FY2017

|                                                |                |              |            |      |       |    |     |     |       |     |               |               |                     |
|------------------------------------------------|----------------|--------------|------------|------|-------|----|-----|-----|-------|-----|---------------|---------------|---------------------|
| 2nd Life Inc                                   | Richmond City  | \$ 51,013    | \$ -       | \$ - | 66    | -  | -   | -   | 66    | -   | \$ 975,000    | \$ -          | Within Performance  |
| 84 Lumber Components                           | Frederick      | \$ 75,000    | \$ -       | \$ - | 100   | -  | -   | -   | 100   | -   | \$ 3,900,000  | \$ -          | Within Performance  |
| Abbott Laboratories (Abbott Nutrition)         | Campbell       | \$ 34,078    | \$ 34,078  | \$ - | 34    | 34 | -   | -   | 34    | 34  | \$ 34,000,000 | \$ 34,000,000 | Completed           |
| Abbott Laboratories (Abbott Nutrition)         | Campbell       | \$ 65,638    | \$ 20,475  | \$ - | -     | -  | 109 | -   | 109   | -   | \$ 500,000    | \$ 500,000    | Completed           |
| Accutec Blades                                 | Augusta        | \$ 52,999    | \$ 28,000  | \$ - | 53    | 28 | -   | -   | 53    | 28  | \$ 5,376,000  | \$ 5,376,000  | Completed           |
| Aeroprobe (was Schultz-Creehan Holdings, Inc.) | Montgomery     | \$ 7,750     | \$ -       | \$ - | 10    | -  | -   | -   | 10    | -   | \$ 300,000    | \$ -          | Within Performance  |
| All Traffic Solutions                          | Fairfax        | \$ 73,099    | \$ -       | \$ - | 86    | -  | -   | -   | 86    | -   | \$ 100,000    | \$ -          | Within Performance  |
| Allfirst L.L.C.                                | Suffolk        | \$ 31,000    | \$ 31,000  | \$ - | -     | -  | 62  | 62  | 62    | 62  | \$ 86,000     | \$ 86,000     | Completed           |
| Allfirst L.L.C.                                | Suffolk        | \$ 19,305    | \$ 4,290   | \$ - | 27    | 6  | -   | -   | 27    | 6   | \$ 100,000    | \$ 100,000    | Completed           |
| Anheuser-Busch (Williamsburg)                  | James City     | \$ 41,000    | \$ -       | \$ - | 41    | -  | -   | -   | 41    | -   | \$ -          | \$ -          | Completed           |
| Anheuser-Busch (Williamsburg)                  | James City     | \$ 202,499   | \$ 159,300 | \$ - | -     | -  | 225 | 177 | 225   | 177 | \$ 8,500,000  | \$ 8,500,000  | Completed           |
| Atlantic Bay Mortgage Group, L.L.C.            | Virginia Beach | \$ 83,999    | \$ 51,100  | \$ - | 120   | 73 | -   | -   | 120   | 73  | \$ 1,000,000  | \$ 1,000,000  | Completed           |
| Atlantic Core Building Products                | Chesapeake     | \$ 40,000    | \$ -       | \$ - | 50    | -  | -   | -   | 50    | -   | \$ 3,000,000  | \$ -          | Did Not Materialize |
| Automatic Data Processing (ADP)                | Norfolk        | \$ 2,200,002 | \$ -       | \$ - | 2,200 | -  | -   | -   | 2,200 | -   | \$ 42,150,000 | \$ -          | Within Performance  |
| Blue Ridge Industries, Inc.                    | Frederick      | \$ 55,200    | \$ 55,200  | \$ - | -     | -  | 92  | 92  | 92    | 92  | \$ 2,000,000  | \$ 2,000,000  | Completed           |

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| Company Name                                     | Locality       | Incentives |            |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |               | Type                |
|--------------------------------------------------|----------------|------------|------------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|---------------|---------------------|
|                                                  |                | Awarded    | Received   | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed     |                     |
| FY2017, Continued                                |                |            |            |        |              |        |                |        |            |         |                    |               |                     |
| BMS Direct                                       | Lynchburg      | \$ 41,153  | \$ 38,867  | \$ -   | 36           | 34     | -              | -      | 36         | 34      | \$ 1,181,052       | \$ 1,181,052  | Completed           |
| Bryce D Jewett Machine Manufacturing             | Richmond City  | \$ 24,000  | \$ 4,200   | \$ -   | 40           | 7      | -              | -      | 40         | 7       | \$ 2,000,000       | \$ 2,000,000  | Completed           |
| Canatal Steel USA, Inc.                          | Botetourt      | \$ 26,600  | \$ -       | \$ -   | 38           | -      | -              | -      | 38         | -       | \$ 1,500,000       | \$ -          | Within Performance  |
| Colonna's Shipyard, Inc.                         | Norfolk        | \$ -       | \$ 51,000  | \$ -   | 51           | 51     | -              | -      | 51         | 51      | \$ 34,250,000      | \$ 34,250,000 | Completed           |
| Columbia Flooring                                | Danville       | \$ 37,014  | \$ -       | \$ -   | 46           | -      | -              | -      | 46         | -       | \$ 18,294,165      | \$ -          | Did Not Materialize |
| Concept Plus, LLC                                | Fairfax        | \$ 27,125  | \$ -       | \$ -   | 31           | -      | -              | -      | 31         | -       | \$ 140,000         | \$ -          | Within Performance  |
| Continental (formerly Siemens VDO Automotive)    | Culpeper       | \$ 19,421  | \$ 19,421  | \$ -   | -            | -      | 32             | 32     | 32         | 32      | \$ 49,000,000      | \$ 49,000,000 | Completed           |
| Convergent Coffee Co. (Confluence Coffee)        | Richmond City  | \$ 20,070  | \$ -       | \$ -   | 33           | -      | -              | -      | 33         | -       | \$ 100,000         | \$ -          | Did Not Materialize |
| Core Health & Fitness, LLC                       | Grayson        | \$ 211,566 | \$ 93,936  | \$ -   | 250          | 111    | -              | -      | 250        | 111     | \$ 2,000,000       | \$ 2,000,000  | Completed           |
| Corrugated Container Corporation                 | Frederick      | \$ 10,500  | \$ -       | \$ -   | 15           | -      | -              | -      | 15         | -       | \$ 5,083,346       | \$ -          | Did Not Materialize |
| Corrugated Container Corporation                 | Frederick      | \$ 14,800  | \$ -       | \$ -   | -            | -      | 37             | -      | 37         | -       | \$ 110,104         | \$ -          | Did Not Materialize |
| CoStar Group                                     | Richmond City  | \$ 732,000 | \$ -       | \$ -   | 732          | -      | -              | -      | 732        | -       | \$ 8,170,000       | \$ -          | Within Performance  |
| CVENT                                            | Fairfax        | \$ 76,875  | \$ 95,000  | \$ -   | 123          | 123    | -              | -      | 123        | 123     | \$ 9,609,173       | \$ 9,609,173  | Completed           |
| Davis Defense Group                              | Orange         | \$ 27,348  | \$ -       | \$ -   | 28           | -      | -              | -      | 28         | -       | \$ 2,200,000       | \$ -          | Within Performance  |
| Dominion Packaging (Division sold to LBP)        | Henrico        | \$ 113,000 | \$ 113,000 | \$ -   | 113          | 113    | -              | -      | 113        | 113     | \$ 35,000,000      | \$ 35,000,000 | Completed           |
| Dominion Packaging (Division sold to LBP)        | Henrico        | \$ 60,000  | \$ 60,000  | \$ -   | 60           | 60     | -              | -      | 60         | 60      | \$ 25,100,000      | \$ 25,100,000 | Completed           |
| Draftco, Inc.                                    | Augusta        | \$ 11,999  | \$ -       | \$ -   | 16           | -      | -              | -      | 16         | -       | \$ 450,000         | \$ -          | Within Performance  |
| Dulles Glass and Mirror                          | Prince William | \$ 25,500  | \$ -       | \$ -   | 30           | -      | -              | -      | 30         | -       | \$ 6,100,000       | \$ -          | Within Performance  |
| Eaton Crouse-Hinds                               | Roanoke City   | \$ 100,270 | \$ 99,900  | \$ -   | -            | -      | 271            | 270    | 271        | 270     | \$ 1,052,060       | \$ 1,052,060  | Completed           |
| Euro-Composites Corp                             | Culpeper       | \$ 48,198  | \$ -       | \$ -   | 60           | -      | -              | -      | 60         | -       | \$ 10,000,000      | \$ -          | Within Performance  |
| Evonik Degussa (formerly Degussa Goldschmidt)    | Chesterfield   | \$ 100,000 | \$ -       | \$ -   | 50           | -      | -              | -      | 50         | -       | \$ 15,000,000      | \$ -          | Did Not Materialize |
| Excella Consulting                               | Arlington      | \$ 497,650 | \$ -       | \$ -   | 538          | -      | -              | -      | 538        | -       | \$ 203,772         | \$ -          | Within Performance  |
| Favor TechConsulting                             | Fairfax        | \$ 894,207 | \$ -       | \$ -   | 1,275        | -      | -              | -      | 1,275      | -       | \$ 1,650,000       | \$ -          | Within Performance  |
| Glad Manufacturing Company                       | Amherst        | \$ 82,962  | \$ 10,995  | \$ -   | 83           | 11     | -              | -      | 83         | 11      | \$ 20,600,000      | \$ 20,600,000 | Completed           |
| Global Guardian                                  | Fairfax        | \$ 18,700  | \$ -       | \$ -   | 22           | -      | -              | -      | 22         | -       | \$ 125,000         | \$ -          | Did Not Materialize |
| Grand Springs, Inc.                              | Halifax        | \$ 22,400  | \$ 22,400  | \$ -   | 28           | 28     | -              | -      | 28         | 28      | \$ 800,000         | \$ 800,000    | Completed           |
| Grant Thornton LLP                               | Arlington      | \$ 348,000 | \$ 151,000 | \$ -   | 348          | 151    | -              | -      | 348        | 151     | \$ 6,000,000       | \$ 6,000,000  | Completed           |
| Granules India                                   | Fairfax        | \$ 76,500  | \$ -       | \$ -   | 102          | -      | -              | -      | 102        | -       | \$ 35,000,000      | \$ -          | Within Performance  |
| Graphic Packaging                                | Staunton       | \$ 44,999  | \$ 32,000  | \$ -   | 45           | 32     | -              | -      | 45         | 32      | \$ 20,000,000      | \$ 20,000,000 | Completed           |
| Hershey Chocolate of Virginia, Inc.              | Augusta        | \$ 77,000  | \$ 75,350  | \$ -   | -            | -      | 140            | 137    | 140        | 137     | \$ 16,900,000      | \$ 16,900,000 | Completed           |
| Hershey Chocolate of Virginia, Inc.              | Augusta        | \$ 51,749  | \$ 51,750  | \$ -   | 69           | 69     | -              | -      | 69         | 69      | \$ 26,800,000      | \$ 26,800,000 | Completed           |
| Hillenbrand Industries, Inc. (Hill-Rom Holdings) | Wythe          | \$ 43,200  | \$ 27,200  | \$ -   | 54           | 34     | -              | -      | 54         | 34      | \$ 5,500,000       | \$ 5,500,000  | Completed           |
| Hollingsworth & Vose Company                     | Floyd          | \$ 23,999  | \$ -       | \$ -   | 30           | -      | -              | -      | 30         | -       | \$ 15,210,000      | \$ -          | Within Performance  |

# Virginia Jobs Investment Program (VJIP)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-2204.3

| Company Name                               | Locality       | Incentives |            |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |               | Type                |
|--------------------------------------------|----------------|------------|------------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|---------------|---------------------|
|                                            |                | Awarded    | Received   | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed     |                     |
| FY2017, Continued                          |                |            |            |        |              |        |                |        |            |         |                    |               |                     |
| I R Engraving LLC                          | Henrico        | \$ 19,800  | \$ -       | \$ -   | 22           | -      | -              | -      | 22         | -       | \$ 850,344         | \$ -          | Within Performance  |
| Independence Lumber                        | Grayson        | \$ 37,741  | \$ 33,726  | \$ -   | 47           | 42     | -              | -      | 47         | 42      | \$ 5,200,000       | \$ 5,200,000  | Completed           |
| Infolock Technologies                      | Arlington      | \$ 11,200  | \$ 11,200  | \$ -   | 14           | 14     | -              | -      | 14         | 14      | \$ 200,000         | \$ 200,000    | Completed           |
| InMotion U.S. (Zapi, Inc.)                 | Montgomery     | \$ 70,999  | \$ 24,000  | \$ -   | 71           | 24     | -              | -      | 71         | 24      | \$ 7,000,000       | \$ 7,000,000  | Completed           |
| IOMAXIS                                    | Fairfax        | \$ 277,500 | \$ -       | \$ -   | 555          | -      | -              | -      | 555        | -       | \$ 150,000         | \$ -          | Within Performance  |
| James Hardie Building Products, Virginia   | Pulaski        | \$ 64,999  | \$ 65,000  | \$ -   | 65           | 65     | -              | -      | 65         | 65      | \$ 25,000,000      | \$ 25,000,000 | Completed           |
| Jemison Metals                             | Amherst        | \$ 5,005   | \$ 5,005   | \$ -   | 5            | 5      | -              | -      | 5          | 5       | \$ 1,750,000       | \$ 1,750,000  | Completed           |
| JK Moving & Storage, Inc.                  | Loudoun        | \$ 544,475 | \$ -       | \$ -   | 751          | -      | -              | -      | 751        | -       | \$ 19,000,000      | \$ -          | Within Performance  |
| Kam Custom Woodwork                        | Richmond City  | \$ 22,500  | \$ -       | \$ -   | 30           | -      | -              | -      | 30         | -       | \$ 2,550,000       | \$ -          | Within Performance  |
| Kosmo Machine, Inc.                        | Henrico        | \$ 28,799  | \$ -       | \$ -   | 36           | -      | -              | -      | 36         | -       | \$ 1,000,000       | \$ -          | Within Performance  |
| Lake Region Medical / Integer              | Salem          | \$ 102,000 | \$ -       | \$ -   | 136          | -      | -              | -      | 136        | -       | \$ 7,000,000       | \$ -          | Within Performance  |
| Lohmann Specialties                        | Orange         | \$ 67,824  | \$ 36,334  | \$ -   | 56           | 30     | -              | -      | 56         | 30      | \$ 6,700,000       | \$ 6,700,000  | Completed           |
| MicroHealth, LLC                           | Fairfax        | \$ 48,750  | \$ -       | \$ -   | 65           | -      | -              | -      | 65         | -       | \$ 395,000         | \$ -          | Within Performance  |
| Micronic Technologies                      | Wise           | \$ 25,055  | \$ 12,026  | \$ -   | 25           | 12     | -              | -      | 25         | 12      | \$ 2,000,000       | \$ 2,000,000  | Completed           |
| MIKRO, Inc.                                | Albemarle      | \$ -       | \$ 34,909  | \$ -   | 38           | 38     | -              | -      | 38         | 38      | \$ 1,550,000       | \$ 1,550,000  | Completed           |
| MillerCoors                                | Rockingham     | \$ 175,000 | \$ 175,000 | \$ -   | -            | -      | 350            | 350    | 350        | 350     | \$ 60,000,000      | \$ 60,000,000 | Completed           |
| Modea                                      | Montgomery     | \$ 55,010  | \$ -       | \$ -   | 55           | -      | -              | -      | 55         | -       | \$ 100,000         | \$ -          | Did Not Materialize |
| Munters (Formerly Des Champs Technologies) | Buena Vista    | \$ 80,000  | \$ -       | \$ -   | 100          | -      | -              | -      | 100        | -       | \$ 2,500,000       | \$ -          | Within Performance  |
| Mythics                                    | Virginia Beach | \$ 23,999  | \$ -       | \$ -   | 30           | -      | -              | -      | 30         | -       | \$ 7,500,000       | \$ -          | Within Performance  |
| Niagara Bottling LLC                       | Chesterfield   | \$ 113,987 | \$ 114,011 | \$ -   | 76           | 76     | -              | -      | 76         | 76      | \$ 95,000,000      | \$ 95,000,000 | Completed           |
| Nomadic Display                            | Fairfax        | \$ 18,000  | \$ -       | \$ -   | 30           | -      | -              | -      | 30         | -       | \$ 309,890         | \$ -          | Completed           |
| Nomadic Display                            | Fairfax        | \$ 33,550  | \$ 26,400  | \$ -   | -            | -      | 61             | 48     | 61         | 48      | \$ 630,110         | \$ 630,110    | Completed           |
| Notarize Inc.                              | Arlington      | \$ 385,900 | \$ -       | \$ -   | 454          | -      | -              | -      | 454        | -       | \$ 500,000         | \$ -          | Within Performance  |
| Numbers Place, Inc.                        | Fairfax        | \$ 39,600  | \$ -       | \$ -   | 44           | -      | -              | -      | 44         | -       | \$ 100,000         | \$ -          | Within Performance  |
| Opterna International                      | Loudoun        | \$ 12,000  | \$ -       | \$ -   | 20           | -      | -              | -      | 20         | -       | \$ 250,000         | \$ -          | Did Not Materialize |
| Pacific Life                               | Lynchburg      | \$ 160,320 | \$ -       | \$ -   | 300          | -      | -              | -      | 300        | -       | \$ 3,698,800       | \$ -          | Within Performance  |
| Prufrex Innovative Power Products GmbH     | Virginia Beach | \$ 60,000  | \$ 24,000  | \$ -   | 60           | 24     | -              | -      | 60         | 24      | \$ 4,730,000       | \$ 4,730,000  | Completed           |
| Qualtrax                                   | Montgomery     | \$ 34,999  | \$ 12,000  | \$ -   | 35           | 12     | -              | -      | 35         | 12      | \$ 2,000,000       | \$ 2,000,000  | Completed           |
| ScienceLogic, LLC                          | Fairfax        | \$ 122,999 | \$ 27,750  | \$ -   | 164          | 37     | -              | -      | 164        | 37      | \$ 1,300,000       | \$ 1,300,000  | Completed           |
| Sentry Control Systems                     | Loudoun        | \$ 35,700  | \$ 26,350  | \$ -   | 42           | 31     | -              | -      | 42         | 31      | \$ 128,065         | \$ 128,065    | Completed           |
| Shearer Foods                              | Bristol        | \$ 17,600  | \$ 17,600  | \$ -   | 22           | 22     | -              | -      | 22         | 22      | \$ 4,750,000       | \$ 4,750,000  | Completed           |
| Somic America, Inc.                        | Wythe          | \$ 151,499 | \$ 151,500 | \$ -   | -            | -      | 303            | 303    | 303        | 303     | \$ 16,200,000      | \$ 16,200,000 | Completed           |
| Spectrum Brands Blacksburg                 | Montgomery     | \$ 73,200  | \$ -       | \$ -   | -            | -      | 183            | 67     | 183        | 67      | \$ 7,281,737       | \$ -          | Within Performance  |

# Virginia Jobs Investment Program (VJIP)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-2204.3

| Company Name | Locality | Incentives |          |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |           | Type |
|--------------|----------|------------|----------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|-----------|------|
|              |          | Awarded    | Received | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed |      |

## FY2017, Continued

|                                         |               |            |            |      |     |     |     |     |     |     |               |               |                     |
|-----------------------------------------|---------------|------------|------------|------|-----|-----|-----|-----|-----|-----|---------------|---------------|---------------------|
| Steel Dynamics Roanoke Bar Division     | Roanoke City  | \$ 153,499 | \$ -       | \$ - | -   | -   | 307 | 224 | 307 | 224 | \$ 28,000,000 | \$ -          | Within Performance  |
| Tactical Walls                          | Page          | \$ 22,399  | \$ -       | \$ - | 28  | -   | -   | -   | 28  | -   | \$ 892,427    | \$ -          | Did Not Materialize |
| TAG Lumber Services                     | Winchester    | \$ 21,763  | \$ 21,763  | \$ - | 27  | 27  | -   | -   | 27  | 27  | \$ 5,000,000  | \$ 5,000,000  | Completed           |
| Target Flavors Inc                      | Newport News  | \$ -       | \$ -       | \$ - | 30  | -   | -   | -   | 30  | -   | \$ 1,775,000  | \$ -          | Within Performance  |
| Tech Wizards                            | King George   | \$ 27,200  | \$ 5,100   | \$ - | 32  | 6   | -   | -   | 32  | 6   | \$ 100,000    | \$ 100,000    | Completed           |
| TeleTech                                | Scott         | \$ 298,178 | \$ 240,000 | \$ - | 422 | 300 | -   | -   | 422 | 300 | \$ 1,525,000  | \$ 1,525,000  | Completed           |
| TemperPack Technologies Inc.            | Richmond City | \$ 18,550  | \$ 18,550  | \$ - | 23  | 23  | -   | -   | 23  | 23  | \$ 2,000,000  | \$ 2,000,000  | Completed           |
| The Corporate Executive Board           | Arlington     | \$ 640,000 | \$ 296,800 | \$ - | 800 | 371 | -   | -   | 800 | 371 | \$ 17,320,566 | \$ 17,320,566 | Completed           |
| The Standard Insurance Company          | Campbell      | \$ 194,956 | \$ 99,896  | \$ - | 242 | 124 | -   | -   | 242 | 124 | \$ 1,714,235  | \$ 1,714,235  | Completed           |
| Thomas Automation Management, LLC       | Carroll       | \$ 23,700  | \$ -       | \$ - | 27  | -   | -   | -   | 27  | -   | \$ 750,000    | \$ -          | Within Performance  |
| Toray Plastics America, Inc.            | Warren        | \$ 26,400  | \$ 26,400  | \$ - | 33  | 33  | -   | -   | 33  | 33  | \$ 45,000,000 | \$ 45,000,000 | Completed           |
| Tri-Dim Filter Corporation              | Louisa        | \$ 7,058   | \$ 6,416   | \$ - | -   | -   | 11  | 10  | 11  | 10  | \$ 700,000    | \$ 700,000    | Completed           |
| Trustify, Inc                           | Arlington     | \$ 119,600 | \$ -       | \$ - | 184 | -   | -   | -   | 184 | -   | \$ 1,043,440  | \$ -          | Within Performance  |
| Universal Companies                     | Washington    | \$ -       | \$ -       | \$ - | 30  | -   | -   | -   | 30  | -   | \$ 1,500,000  | \$ -          | Within Performance  |
| ValidaTek                               | Arlington     | \$ 206,400 | \$ 121,600 | \$ - | 258 | 152 | -   | -   | 258 | 152 | \$ 450,000    | \$ 450,000    | Completed           |
| Vance and Huffman                       | Isle of Wight | \$ 31,500  | \$ -       | \$ - | 90  | -   | -   | -   | 90  | -   | \$ 430,000    | \$ -          | Did Not Materialize |
| Vorsight                                | Arlington     | \$ 84,000  | \$ -       | \$ - | 112 | -   | -   | -   | 112 | -   | \$ 105,701    | \$ -          | Within Performance  |
| Wal-Mart Distribution (Dinwiddie)       | Dinwiddie     | \$ 70,000  | \$ 77,947  | \$ - | 110 | 110 | -   | -   | 110 | 110 | \$ 4,000,000  | \$ 4,000,000  | Completed           |
| Wal-mart Distribution Center Rockingham | Rockingham    | \$ 86,100  | \$ 86,100  | \$ - | 123 | 123 | -   | -   | 123 | 123 | \$ 6,000,000  | \$ 6,000,000  | Completed           |
| Whereoware                              | Fairfax       | \$ 126,434 | \$ 26,340  | \$ - | 144 | 30  | -   | -   | 144 | 30  | \$ 225,000    | \$ 225,000    | Completed           |
| Wholesome Harvest                       | Roanoke City  | \$ 129,825 | \$ 125,816 | \$ - | -   | -   | 324 | 314 | 324 | 314 | \$ 22,100,000 | \$ 22,100,000 | Completed           |
| Winchester Metals, Inc.                 | Frederick     | \$ 15,975  | \$ 15,975  | \$ - | -   | -   | 29  | 29  | 29  | 29  | \$ 140,000    | \$ 140,000    | Completed           |
| Winchester Metals, Inc.                 | Frederick     | \$ 13,599  | \$ -       | \$ - | 17  | -   | -   | -   | 17  | -   | \$ 870,000    | \$ -          | Within Performance  |
| Windward IT Solutions                   | Fairfax       | \$ 84,875  | \$ -       | \$ - | 97  | -   | -   | -   | 97  | -   | \$ 825,000    | \$ -          | Within Performance  |

## FY2018

|                                 |              |            |            |      |       |     |   |   |       |     |                |               |                    |
|---------------------------------|--------------|------------|------------|------|-------|-----|---|---|-------|-----|----------------|---------------|--------------------|
| Aldi Food, Inc.                 | Dinwiddie    | \$ 116,000 | \$ -       | \$ - | 145   | -   | - | - | 145   | -   | \$ 47,700,000  | \$ -          | Within Performance |
| Altec Industries-Roanoke        | Botetourt    | \$ 139,500 | \$ 139,500 | \$ - | 180   | 180 | - | - | 180   | 180 | \$ 30,200,000  | \$ 30,200,000 | Completed          |
| Amazon.com, Inc.                | Frederick    | \$ 770,000 | \$ -       | \$ - | 1,100 | -   | - | - | 1,100 | -   | \$ 163,000,000 | \$ -          | Within Performance |
| American Electric Power (AEP)   | Roanoke City | \$ 54,000  | \$ -       | \$ - | 90    | -   | - | - | 90    | -   | \$ 12,700,000  | \$ -          | Within Performance |
| American Woodmark Corporation   | Frederick    | \$ 55,000  | \$ 53,000  | \$ - | 55    | 53  | - | - | 55    | 53  | \$ 30,000,000  | \$ 30,000,000 | Completed          |
| Amthor International            | Pittsylvania | \$ 52,500  | \$ -       | \$ - | 70    | -   | - | - | 70    | -   | \$ 2,800,000   | \$ -          | Within Performance |
| Applied Predictive Technologies | Arlington    | \$ 368,000 | \$ -       | \$ - | 368   | -   | - | - | 368   | -   | \$ 6,800,000   | \$ -          | Within Performance |

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Va. Code § 2.2-2204.3

| Company Name                                           | Locality         | Incentives |            |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |              | Type                |
|--------------------------------------------------------|------------------|------------|------------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|--------------|---------------------|
|                                                        |                  | Awarded    | Received   | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed    |                     |
| FY2018, Continued                                      |                  |            |            |        |              |        |                |        |            |         |                    |              |                     |
| Ariake USA                                             | Harrisonburg     | \$ 17,600  | \$ -       | \$ -   | 22           | -      | -              | -      | 22         | -       | \$ 17,000,000      | \$ -         | Within Performance  |
| Astraea                                                | Charlottesv ille | \$ 31,000  | \$ -       | \$ -   | 31           | -      | -              | -      | 31         | -       | \$ 1,005,000       | \$ -         | Within Performance  |
| Atarfil SL                                             | Suffolk          | \$ -       | \$ 19,500  | \$ -   | 15           | 15     | -              | -      | 15         | 15      | \$ 5,000,000       | \$ 5,000,000 | Completed           |
| Auxiliary Systems Inc.                                 | Norfolk          | \$ 42,250  | \$ -       | \$ -   | -            | -      | 65             | 16     | 65         | 16      | \$ 220,000         | \$ -         | Within Performance  |
| AvePoint                                               | Richmond City    | \$ 119,999 | \$ 72,000  | \$ -   | 100          | 60     | -              | -      | 100        | 60      | \$ 1,500,000       | \$ 1,500,000 | Completed           |
| AvePoint                                               | Arlington        | \$ 66,000  | \$ 25,200  | \$ -   | 55           | 21     | -              | -      | 55         | 21      | \$ 1,000,000       | \$ 1,000,000 | Completed           |
| Av izia 2017                                           | Fairfax          | \$ 22,950  | \$ -       | \$ -   | 27           | -      | -              | -      | 27         | -       | \$ 191,680         | \$ -         | Within Performance  |
| Bcause                                                 | Virginia Beach   | \$ 70,000  | \$ -       | \$ -   | 100          | -      | -              | -      | 100        | -       | \$ 64,800,000      | \$ -         | Within Performance  |
| Becker Global America                                  | Washington       | \$ 44,100  | \$ 44,100  | \$ -   | -            | -      | 63             | 63     | 63         | 63      | \$ 150,000         | \$ 150,000   | Completed           |
| BGF Industries Altavista Specialty Weaving Plant       | Campbell         | \$ 34,000  | \$ 17,000  | \$ -   | 34           | 17     | -              | -      | 34         | 17      | \$ 2,400,000       | \$ 2,400,000 | Completed           |
| BioInformatics                                         | Arlington        | \$ 20,250  | \$ -       | \$ -   | 27           | -      | -              | -      | 27         | -       | \$ 175,000         | \$ -         | Within Performance  |
| Blue Ridge Optics, LLC                                 | Bedford          | \$ 5,600   | \$ -       | \$ -   | -            | -      | 7              | -      | 7          | -       | \$ 750,000         | \$ -         | Within Performance  |
| BrightFarms                                            | Culpeper         | \$ 14,400  | \$ -       | \$ -   | 24           | -      | -              | -      | 24         | -       | \$ 7,350,000       | \$ -         | Within Performance  |
| Cardinal Glass                                         | Roanoke          | \$ 36,000  | \$ -       | \$ -   | 60           | -      | -              | -      | 60         | -       | \$ 6,700,000       | \$ -         | Within Performance  |
| Carmeuse Natural Chemicals                             | Shenandoah       | \$ 46,900  | \$ -       | \$ -   | 67           | -      | -              | -      | 67         | -       | \$ 8,700,000       | \$ -         | Did Not Materialize |
| Carmeuse Natural Chemicals                             | Frederick        | \$ 21,000  | \$ -       | \$ -   | 30           | -      | -              | -      | 30         | -       | \$ 28,700,000      | \$ -         | Did Not Materialize |
| Chemres                                                | Chesapeake       | \$ 14,400  | \$ -       | \$ -   | 16           | -      | -              | -      | 16         | -       | \$ 3,000,000       | \$ -         | Within Performance  |
| Co-Construct LLC                                       | Albemarle        | \$ 69,000  | \$ -       | \$ -   | 69           | -      | -              | -      | 69         | -       | \$ 485,000         | \$ -         | Within Performance  |
| Collins Aerospace Simulation & Training Solutions, LLC | Loudoun          | \$ 43,500  | \$ -       | \$ -   | 58           | -      | -              | -      | 58         | -       | \$ 3,500,000       | \$ -         | Within Performance  |
| ComSonics                                              | Augusta          | \$ 21,250  | \$ -       | \$ -   | 34           | -      | -              | -      | 34         | -       | \$ 615,000         | \$ -         | Within Performance  |
| Concentrix                                             | Lynchburg        | \$ 360,000 | \$ -       | \$ -   | 450          | -      | -              | -      | 450        | -       | \$ 3,000,000       | \$ -         | Within Performance  |
| Corenso North America Corporation                      | Richmond City    | \$ 6,000   | \$ 6,000   | \$ -   | -            | -      | 12             | 12     | 12         | 12      | \$ 160,000         | \$ 160,000   | Completed           |
| Defense Technology Equipment, Inc.                     | Loudoun          | \$ 12,000  | \$ -       | \$ -   | 20           | -      | -              | -      | 20         | -       | \$ 866,500         | \$ -         | Did Not Materialize |
| Delta Pure Filtration, LLC                             | Hanover          | \$ 12,600  | \$ -       | \$ -   | 18           | -      | -              | -      | 18         | -       | \$ 2,000,000       | \$ -         | Within Performance  |
| Dollar Tree Stores                                     | Chesapeake       | \$ 715,000 | \$ -       | \$ -   | 715          | -      | -              | -      | 715        | -       | \$ 110,000,000     | \$ -         | Within Performance  |
| Dominion Outsourcing LLC                               | Henrico          | \$ 76,000  | \$ -       | \$ -   | 190          | -      | -              | -      | 190        | -       | \$ 370,000         | \$ -         | Within Performance  |
| Eastern Panel Manufacturing                            | Pittsylvania     | \$ 15,000  | \$ -       | \$ -   | 15           | -      | -              | -      | 15         | -       | \$ 1,000,000       | \$ -         | Within Performance  |
| Eldor Corporation S.p.A.                               | Botetourt        | \$ 399,000 | \$ -       | \$ -   | 266          | -      | -              | -      | 266        | -       | \$ 75,000,000      | \$ -         | Within Performance  |
| Electric Motor & Contracting Company, Inc.             | Chesapeake       | \$ 104,000 | \$ 104,000 | \$ -   | -            | -      | 130            | 130    | 130        | 130     | \$ 3,000,000       | \$ 3,000,000 | Completed           |
| England Furniture Company                              | Lee              | \$ 40,000  | \$ -       | \$ -   | 50           | -      | -              | -      | 50         | -       | \$ 1,300,000       | \$ -         | Within Performance  |
| Envira                                                 | Richmond City    | \$ 169,400 | \$ -       | \$ -   | 242          | -      | -              | -      | 242        | -       | \$ 11,718,375      | \$ -         | Within Performance  |
| Excivity, Incl                                         | Fairfax          | \$ 27,000  | \$ -       | \$ -   | 45           | -      | -              | -      | 45         | -       | \$ 392,123         | \$ -         | Within Performance  |

# Virginia Jobs Investment Program (VJIP)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-2204.3

| Company Name                         | Locality       | Incentives |            |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |                | Type                |
|--------------------------------------|----------------|------------|------------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|----------------|---------------------|
|                                      |                | Awarded    | Received   | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed      |                     |
| FY2018, Continued                    |                |            |            |        |              |        |                |        |            |         |                    |                |                     |
| Fairlead                             | Newport News   | \$ 48,000  | \$ -       | \$ -   | 60           | -      | -              | -      | 60         | -       | \$ 3,000,000       | \$ -           | Within Performance  |
| Foxguard Solutions                   | Montgomery     | \$ 43,000  | \$ -       | \$ -   | 43           | -      | -              | -      | 43         | -       | \$ 106,303         | \$ -           | Within Performance  |
| Global Technical Systems (GTS)       | Virginia Beach | \$ 18,900  | \$ -       | \$ -   | 21           | -      | -              | -      | 21         | -       | \$ 4,100,000       | \$ -           | Did Not Materialize |
| Graham Packaging Company (Altavista) | Campbell       | \$ 29,600  | \$ 29,600  | \$ -   | -            | -      | 37             | 37     | 37         | 37      | \$ 3,350,000       | \$ 3,350,000   | Completed           |
| Graham Packaging Company (Altavista) | Campbell       | \$ 7,200   | \$ 7,200   | \$ -   | 8            | 8      |                |        | 8          | 8       | \$ -               | \$ -           | Completed           |
| GS Industries of Bassett, Inc.       | Henry          | \$ 3,000   | \$ 3,000   | \$ -   | -            | -      | 6              | 6      | 6          | 6       | \$ 451,720         | \$ 451,720     | Completed           |
| Hapco Aluminum Pole Products         | Washington     | \$ 22,399  | \$ -       | \$ -   | 28           | -      | -              | -      | 28         | -       | \$ 6,750,000       | \$ -           | Within Performance  |
| Hardide                              | Henry          | \$ 29,000  | \$ 9,000   | \$ -   | 29           | 9      | -              | -      | 29         | 9       | \$ 7,250,000       | \$ 7,250,000   | Completed           |
| Hutchins and Hutchins, Inc.          | Augusta        | \$ 11,999  | \$ -       | \$ -   | 15           | -      | -              | -      | 15         | -       | \$ 224,000         | \$ -           | Within Performance  |
| IMS Gear Virginia Inc.               | Virginia Beach | \$ 57,500  | \$ 57,500  | \$ -   | -            | -      | 115            | 115    | 115        | 115     | \$ 1,050,000       | \$ 1,050,000   | Completed           |
| Instant Systems                      | Norfolk        | \$ 57,600  | \$ 5,600   | \$ -   | 72           | 5      | -              | -      | 72         | 5       | \$ 460,000         | \$ 460,000     | Completed           |
| Instant Systems                      | Norfolk        | \$ 15,600  | \$ 5,400   | \$ -   | -            | -      | 26             | 9      | 26         | 9       | \$ -               | \$ -           | Completed           |
| J&F Alliance Group                   | Hampton        | \$ 83,299  | \$ -       | \$ -   | 119          | -      | -              | -      | 119        | -       | \$ 100,000         | \$ -           | Did Not Materialize |
| JM Conveyors, LLC                    | Russell        | \$ 32,000  | \$ -       | \$ -   | 40           | -      | -              | -      | 40         | -       | \$ 4,500,000       | \$ -           | Within Performance  |
| KMR Aviation Services, Inc.          | Bedford        | \$ 12,000  | \$ -       | \$ -   | 12           | -      | -              | -      | 12         | -       | \$ 1,000,000       | \$ -           | Within Performance  |
| Lidl US                              | Arlington      | \$ 500,000 | \$ 500,000 | \$ -   | 500          | 500    | -              | -      | 500        | 500     | \$ 77,000,000      | \$ 77,000,000  | Completed           |
| Lidl US                              | Arlington      | \$ 64,000  | \$ 64,000  | \$ -   | 80           | 80     | -              | -      | 80         | 80      | \$ 125,000,000     | \$ 125,000,000 | Completed           |
| Lighthouse Instruments               | Albemarle      | \$ 8,500   | \$ -       | \$ -   | 10           | -      | -              | -      | 10         | -       | \$ 4,885,000       | \$ -           | Within Performance  |
| M&H Plastics                         | Frederick      | \$ 117,750 | \$ -       | \$ -   | 157          | -      | -              | -      | 157        | -       | \$ 12,000,000      | \$ -           | Within Performance  |
| Magnets USA                          | Roanoke        | \$ 35,000  | \$ 35,000  | \$ -   | -            | -      | 70             | 70     | 70         | 70      | \$ 1,500,000       | \$ 1,500,000   | Completed           |
| Maximus                              | Hampton        | \$ -       | \$ 113,400 | \$ -   | 189          | 189    | -              | -      | 189        | 189     | \$ 2,771,182       | \$ 2,771,182   | Completed           |
| MI Technical Solutions               | Chesapeake     | \$ 12,750  | \$ -       | \$ -   | 15           | -      | -              | -      | 15         | -       | \$ 100,000         | \$ -           | Within Performance  |
| Midland Credit Management Inc.       | Roanoke City   | \$ 92,000  | \$ -       | \$ -   | 115          | -      | -              | -      | 115        | -       | \$ 4,000,000       | \$ -           | Within Performance  |
| Mission Services, Inc.               | Fairfax        | \$ 240,000 | \$ -       | \$ -   | 400          | -      | -              | -      | 400        | -       | \$ 820,000         | \$ -           | Within Performance  |
| Movement Mortgage                    | Norfolk        | \$ 140,000 | \$ -       | \$ -   | 200          | -      | -              | -      | 200        | -       | \$ 5,000,000       | \$ -           | Did Not Materialize |
| Muhlbauer, Inc.                      | Newport News   | \$ 17,500  | \$ 17,500  | \$ -   | -            | -      | 25             | 25     | 25         | 25      | \$ 3,500,000       | \$ 3,500,000   | Completed           |
| Muhlbauer, Inc.                      | Newport News   | \$ 9,600   | \$ 4,000   | \$ -   | 12           | 5      | -              | -      | 12         | 5       |                    |                | Completed           |
| Navy Federal Credit Union (NFCU)     | Fairfax        | \$ 480,000 | \$ -       | \$ -   | 600          | -      | -              | -      | 600        | -       | \$ 114,600,000     | \$ -           | Within Performance  |
| Navy Federal Credit Union (NFCU)     | Frederick      | \$ 700,000 | \$ -       | \$ -   | 1,400        | -      | -              | -      | 1,400      | -       | \$ 102,000,000     | \$ -           | Within Performance  |
| New Ravenna Mosaics Inc              | Northampton    | \$ 27,900  | \$ -       | \$ -   | 31           | -      | -              | -      | 31         | -       | \$ 826,256         | \$ -           | Within Performance  |
| NIBCO, Inc.                          | Augusta        | \$ 22,500  | \$ 22,500  | \$ -   | 30           | 30     | -              | -      | 30         | 30      | \$ 8,000,000       | \$ 8,000,000   | Completed           |
| NIBCO, Inc.                          | Augusta        | \$ 58,500  | \$ 29,000  | \$ -   | -            | -      | 117            | 58     | 117        | 58      | \$ 6,000,000       | \$ 6,000,000   | Completed           |
| NorrisBuilt Fabrication, LLC         | Wise           | \$ 32,800  | \$ 44,000  | \$ -   | 55           | 55     | -              | -      | 55         | 55      | \$ 1,450,000       | \$ 1,450,000   | Completed           |



# Virginia Jobs Investment Program (VJIP)

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Va. Code § 2.2-2204.3

| Company Name                                | Locality       | Incentives |            |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |              | Type                |
|---------------------------------------------|----------------|------------|------------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|--------------|---------------------|
|                                             |                | Awarded    | Received   | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed    |                     |
| FY2018, Continued                           |                |            |            |        |              |        |                |        |            |         |                    |              |                     |
| NorrisBuilt Fabrication, LLC                | Wise           | \$ 39,200  | \$ -       | \$ -   | 49           | -      | -              | -      | 49         | -       | \$ 925,000         | \$ -         | Within Performance  |
| Novatech Patio Doors                        | Martinsville   | \$ 45,000  | \$ -       | \$ -   | 50           | -      | -              | -      | 50         | -       | \$ 4,000,000       | \$ -         | Within Performance  |
| NZO, LLC dba Central Virginia Manufacturing | Bedford        | \$ 7,650   | \$ -       | \$ -   | 9            | -      | -              | -      | 9          | -       | \$ 300,000         | \$ -         | Within Performance  |
| Owens & Minor, Inc.                         | Richmond City  | \$ 300,000 | \$ -       | \$ -   | 300          | -      | -              | -      | 300        | -       | \$ 15,000,000      | \$ -         | Within Performance  |
| Park Hotels & Resorts                       | Fairfax        | \$ 100,000 | \$ -       | \$ -   | 100          | -      | -              | -      | 100        | -       | \$ 2,485,000       | \$ -         | Within Performance  |
| Perrone Robotics                            | Albemarle      | \$ 127,000 | \$ -       | \$ -   | 127          | -      | -              | -      | 127        | -       | \$ 3,866,343       | \$ -         | Within Performance  |
| Phone2Action                                | Arlington      | \$ 127,800 | \$ -       | \$ -   | 142          | -      | -              | -      | 142        | -       | \$ 150,000         | \$ -         | Within Performance  |
| Provides US, Inc.                           | Augusta        | \$ 18,000  | \$ -       | \$ -   | 20           | -      | -              | -      | 20         | -       | \$ 897,000         | \$ -         | Within Performance  |
| River Ridge Meats, LLC                      | Grayson        | \$ 8,800   | \$ -       | \$ -   | 11           | -      | -              | -      | 11         | -       | \$ 2,100,000       | \$ -         | Within Performance  |
| RPC Superfos US, Inc.                       | Frederick      | \$ 26,250  | \$ -       | \$ -   | 35           | -      | -              | -      | 35         | -       | \$ 9,700,000       | \$ -         | Within Performance  |
| Sanjo Fineblanking                          | Virginia Beach | \$ -       | \$ -       | \$ -   | 41           | -      | -              | -      | 41         | -       | \$ 17,500,000      | \$ -         | Within Performance  |
| SAP NS2                                     | Fairfax        | \$ 80,750  | \$ -       | \$ -   | 95           | -      | -              | -      | 95         | -       | \$ 6,000,000       | \$ -         | Within Performance  |
| SCM - Service Center Metals                 | Prince George  | \$ 46,400  | \$ -       | \$ -   | 58           | -      | -              | -      | 58         | -       | \$ 45,243,000      | \$ -         | Within Performance  |
| SGS Carbide Tool (UK) Ltd                   | Danville       | \$ 52,500  | \$ -       | \$ -   | 28           | -      | -              | -      | 28         | -       | \$ 9,500,000       | \$ -         | Within Performance  |
| Shamrock Farms                              | Augusta        | \$ 58,500  | \$ -       | \$ -   | 78           | -      | -              | -      | 78         | -       | \$ 43,900,000      | \$ -         | Within Performance  |
| Speyside Cooperage                          | Bath           | \$ 22,499  | \$ 22,500  | \$ -   | 30           | 30     | -              | -      | 30         | 30      | \$ 6,000,000       | \$ 6,000,000 | Completed           |
| ST Tissue LLC                               | Isle of Wight  | \$ 58,999  | \$ -       | \$ -   | 59           | -      | -              | -      | 59         | -       | \$ 40,000,000      | \$ -         | Within Performance  |
| Standard Calibrations, Inc.                 | Chesapeake     | \$ 119,999 | \$ 11,200  | \$ -   | 150          | 14     | -              | -      | 150        | 14      | \$ 287,546         | \$ 287,546   | Completed           |
| Standard Calibrations, Inc.                 | Chesapeake     | \$ 21,700  | \$ -       | \$ -   |              |        | 31             | -      | 31         | -       | \$ 221,000         | \$ -         | Completed           |
| Starsprings                                 | Henry          | \$ 68,000  | \$ -       | \$ -   | 68           | -      | -              | -      | 68         | -       | \$ 3,689,875       | \$ -         | Within Performance  |
| SteelFab of Virginia, Inc.                  | Emporia        | \$ 14,400  | \$ -       | \$ -   | -            | -      | 18             | -      | 18         | -       | \$ 2,500,000       | \$ -         | Within Performance  |
| Studio Center                               | Virginia Beach | \$ 16,000  | \$ -       | \$ -   | 20           | -      | -              | -      | 20         | -       | \$ 1,300,000       | \$ -         | Did Not Materialize |
| Sykes Enterprises, Inc.                     | Wise           | \$ 400,000 | \$ 268,800 | \$ -   | 500          | 336    | -              | -      | 500        | 336     | \$ -               | \$ -         | Completed           |
| Symplicity Corporation                      | Arlington      | \$ 78,000  | \$ -       | \$ -   | 120          | -      | -              | -      | 120        | -       | \$ 300,000         | \$ -         | Within Performance  |
| TemperPack Technologies Inc.                | Henrico        | \$ 98,700  | \$ -       | \$ -   | 141          | -      | -              | -      | 141        | -       | \$ 10,400,000      | \$ -         | Within Performance  |
| Thermo Fisher Scientific Co VA              | Frederick      | \$ 45,600  | \$ -       | \$ -   | 57           | -      | -              | -      | 57         | -       | \$ 9,500,000       | \$ -         | Did Not Materialize |
| Thomson Reuters                             | Richmond City  | \$ 68,000  | \$ -       | \$ -   | 68           | -      | -              | -      | 68         | -       | \$ 2,180,000       | \$ -         | Within Performance  |
| UDig LLC                                    | Henrico        | \$ 45,900  | \$ -       | \$ -   | 51           | -      | -              | -      | 51         | -       | \$ 1,600,000       | \$ -         | Within Performance  |
| Unanet                                      | Loudoun        | \$ 28,500  | \$ 28,500  | \$ -   | 38           | 38     | -              | -      | 38         | 38      | \$ 1,675,000       | \$ 1,675,000 | Completed           |
| Unison Ltd                                  | Pittsylvania   | \$ 35,000  | \$ -       | \$ -   | 35           | -      | -              | -      | 35         | -       | \$ 5,200,000       | \$ -         | Within Performance  |
| VideoBlocks                                 | Arlington      | \$ 57,600  | \$ -       | \$ -   | 64           | -      | -              | -      | 64         | -       | \$ 3,857,350       | \$ -         | Within Performance  |
| Vignet                                      | Fairfax        | \$ 72,750  | \$ 72,750  | \$ -   | 97           | 97     | -              | -      | 97         | 97      | \$ 2,250,000       | \$ 2,250,000 | Completed           |
| WhiteWave/ Danone                           | Rockingham     | \$ 41,650  | \$ -       | \$ -   | 49           | -      | -              | -      | 49         | -       | \$ 60,000,000      | \$ -         | Within Performance  |

# Virginia Jobs Investment Program (VJIP)

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Va. Code § 2.2-2204.3

| Company Name                                           | Locality       | Incentives |            |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |               | Type                |
|--------------------------------------------------------|----------------|------------|------------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|---------------|---------------------|
|                                                        |                | Awarded    | Received   | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed     |                     |
| FY2019                                                 |                |            |            |        |              |        |                |        |            |         |                    |               |                     |
| 1901 Group                                             | Montgomery     | \$ 406,000 | \$ -       | \$ -   | 580          | -      | -              | -      | 580        | -       | \$ 3,000,000       | \$ -          | Within Performance  |
| 1901 Group                                             | Fairfax        | \$ 157,500 | \$ -       | \$ -   | 225          | -      | -              | -      | 225        | -       | \$ 1,000,000       | \$ -          | Within Performance  |
| AFL Global                                             | Washington     | \$ 15,600  | \$ -       | \$ -   | -            | -      | 39             | -      | 39         | -       | \$ 3,825,000       | \$ -          | Within Performance  |
| Aireon                                                 | Fairfax        | \$ 28,000  | \$ -       | \$ -   | 56           | -      | -              | -      | 56         | -       | \$ 2,000,000       | \$ -          | Within Performance  |
| Anord Control Systems Ltd.                             | Henrico        | \$ 40,800  | \$ -       | \$ -   | 51           | -      | -              | -      | 51         | -       | \$ 907,500         | \$ -          | Within Performance  |
| Aquatic (was Lasco Bathware)                           | Halifax        | \$ 60,000  | \$ -       | \$ -   | 120          | -      | -              | -      | 120        | -       | \$ 1,000,000       | \$ -          | Within Performance  |
| Averhealth                                             | Henrico        | \$ 40,000  | \$ -       | \$ -   | 50           | -      | -              | -      | 50         | -       | \$ 325,000         | \$ -          | Within Performance  |
| Axios                                                  | Arlington      | \$ 155,000 | \$ -       | \$ -   | 155          | -      | -              | -      | 155        | -       | \$ 1,500,000       | \$ -          | Within Performance  |
| Ballast Point Brewing & Spirits                        | Botetourt      | \$ 106,400 | \$ -       | \$ -   | 100          | -      | -              | -      | 100        | -       | \$ 47,800,000      | \$ -          | Within Performance  |
| BGF Industries, Inc. Corporate Headquarters            | Pittsylvania   | \$ 45,500  | \$ -       | \$ -   | 65           | -      | -              | -      | 65         | -       | \$ 7,000,000       | \$ -          | Within Performance  |
| Bissell Inc.                                           | Chesterfield   | \$ 75,000  | \$ -       | \$ -   | 100          | -      | -              | -      | 100        | -       | \$ 25,100,000      | \$ -          | Within Performance  |
| Bloomberg BNA (Bureau of National Affairs)             | Arlington      | \$ 100,000 | \$ -       | \$ -   | 125          | -      | -              | -      | 125        | -       | \$ 5,500,000       | \$ -          | Within Performance  |
| CAI Global                                             | Hanover        | \$ 84,000  | \$ -       | \$ -   | 140          | -      | -              | -      | 140        | -       | \$ 275,000,000     | \$ -          | Within Performance  |
| CareerBuilder                                          | Frederick      | \$ 125,000 | \$ -       | \$ -   | 250          | -      | -              | -      | 250        | -       | \$ 2,512,000       | \$ -          | Within Performance  |
| Clarke Precision Machine, Inc                          | Wythe          | \$ 9,600   | \$ -       | \$ -   | 12           | -      | -              | -      | 12         | -       | \$ 750,000         | \$ -          | Within Performance  |
| CloudFit                                               | Lynchburg      | \$ 97,300  | \$ -       | \$ -   | 139          | -      | -              | -      | 139        | -       | \$ 491,000         | \$ -          | Within Performance  |
| Cogar Mine Supply Inc                                  | Giles          | \$ 42,000  | \$ -       | \$ -   | 60           | -      | -              | -      | 60         | -       | \$ 2,500,000       | \$ -          | Within Performance  |
| Deloitte LLP                                           | Arlington      | \$ 550,000 | \$ -       | \$ -   | 1,375        | -      | -              | -      | 1,375      | -       | \$ 25,000,000      | \$ -          | Within Performance  |
| Deschutes Brewery                                      | Roanoke City   | \$ 81,000  | \$ -       | \$ -   | 108          | -      | -              | -      | 108        | -       | \$ 65,000,000      | \$ -          | Did Not Materialize |
| Discovery Communications, Incorporated                 | Loudoun        | \$ 204,000 | \$ -       | \$ -   | 240          | -      | -              | -      | 240        | -       | \$ 16,000,000      | \$ -          | Within Performance  |
| Dynovis, Inc.                                          | Rockbridge     | \$ 30,800  | \$ -       | \$ -   | 44           | -      | -              | -      | 44         | -       | \$ 592,000         | \$ -          | Within Performance  |
| Empire Bakery                                          | Franklin       | \$ 45,000  | \$ -       | \$ -   | 75           | -      | -              | -      | 75         | -       | \$ 10,400,000      | \$ -          | Within Performance  |
| Ferguson PLC (Name Chg from Wolseley plc)              | Newport News   | \$ -       | \$ -       | \$ -   | 434          | -      | -              | -      | 434        | -       | \$ 57,000,000      | \$ -          | Within Performance  |
| G.D USA                                                | Chesterfield   | \$ 13,000  | \$ -       | \$ -   | 26           | -      | -              | -      | 26         | -       | \$ 3,730,500       | \$ -          | Within Performance  |
| Global Technical Systems (GTS)                         | Virginia Beach | \$ -       | \$ -       | \$ -   | 1,110        | -      | -              | -      | 1,110      | -       | \$ 54,700,000      | \$ -          | Within Performance  |
| Halo DX                                                | Richmond City  | \$ 18,900  | \$ -       | \$ -   | 21           | -      | -              | -      | 21         | -       | \$ 1,700,000       | \$ -          | Within Performance  |
| Harris Corporation                                     | Roanoke        | \$ 72,750  | \$ -       | \$ -   | 97           | -      | -              | -      | 97         | -       | \$ 10,000,000      | \$ -          | Within Performance  |
| Hermitage Hill Farm and Stables                        | Augusta        | \$ 5,600   | \$ -       | \$ -   | 7            | -      | -              | -      | 7          | -       | \$ 500,000         | \$ -          | Did Not Materialize |
| Huntington-Ingalls                                     | Newport News   | \$ 283,000 | \$ 287,000 | \$ -   | -            | -      | 2,830          | 2,830  | 2,830      | 2,830   | \$ 8,745,492       | \$ 8,745,492  | Completed           |
| IDX Corporation                                        | Spotsylvania   | \$ 22,500  | \$ -       | \$ -   | 25           | -      | -              | -      | 25         | -       | \$ 2,680,000       | \$ -          | Within Performance  |
| IDX Corporation                                        | Spotsylvania   | \$ 117,000 | \$ -       | \$ -   | 130          | -      | -              | -      | 130        | -       | \$ 7,200,000       | \$ -          | Within Performance  |
| Innovaire Communications (Mail America Communications) | Bedford        | \$ 36,000  | \$ 36,000  | \$ -   | -            | -      | 72             | 72     | 72         | 72      | \$ 35,000,000      | \$ 35,000,000 | Completed           |
| Interchange Company                                    | Rockingham     | \$ 44,000  | \$ -       | \$ -   | 88           | -      | -              | -      | 88         | -       | \$ 41,600,000      | \$ -          | Within Performance  |

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| Company Name                                  | Locality       | Incentives   |           |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |              | Type                |
|-----------------------------------------------|----------------|--------------|-----------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|--------------|---------------------|
|                                               |                | Awarded      | Received  | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed    |                     |
| FY2019, Continued                             |                |              |           |        |              |        |                |        |            |         |                    |              |                     |
| Interstate Group LLC                          | Giles          | \$ 74,700    | \$ -      | \$ -   | 83           | -      | -              | -      | 83         | -       | \$ 1,650,000       | \$ -         | Within Performance  |
| LifeNet Health                                | Virginia Beach | \$ 288,900   | \$ -      | \$ -   | 321          | -      | -              | -      | 321        | -       | \$ 12,254,000      | \$ -         | Within Performance  |
| M. C. Dean (Caroline)                         | Caroline       | \$ 70,000    | \$ -      | \$ -   | 100          | -      | -              | -      | 100        | -       | \$ 25,095,001      | \$ -         | Within Performance  |
| Meherrin Agriculture (Hampton Farms)          | Southampton    | \$ 6,000     | \$ -      | \$ -   | -            | -      | 12             | -      | 12         | -       | \$ 5,235,000       | \$ -         | Within Performance  |
| Merchant House International                  | Bristol        | \$ 210,400   | \$ -      | \$ -   | 263          | -      | -              | -      | 263        | -       | \$ 16,450,000      | \$ -         | Within Performance  |
| Mercury Paper                                 | Shenandoah     | \$ 47,450    | \$ -      | \$ -   | 73           | -      | -              | -      | 73         | -       | \$ 17,200,000      | \$ -         | Within Performance  |
| Metalsa Roanoke Inc.                          | Botetourt      | \$ 15,000    | \$ -      | \$ -   | 25           | -      | -              | -      | 25         | -       | \$ 6,409,000       | \$ -         | Within Performance  |
| Monogram Snacks LLC                           | Henry          | \$ 211,200   | \$ -      | \$ -   | 264          | -      | -              | -      | 264        | -       | \$ 30,000,000      | \$ -         | Within Performance  |
| Mountain Top Timber Products, LLC             | Scott          | \$ 40,000    | \$ -      | \$ -   | 50           | -      | -              | -      | 50         | -       | \$ 1,647,000       | \$ -         | Did Not Materialize |
| Nestle USA                                    | Arlington      | \$ 1,122,000 | \$ -      | \$ -   | 748          | -      | -              | -      | 748        | -       | \$ 39,800,000      | \$ -         | Within Performance  |
| Ocean Network Express (North America), Inc.   | Richmond City  | \$ 96,750    | \$ -      | \$ -   | 129          | -      | -              | -      | 129        | -       | \$ 2,550,000       | \$ -         | Within Performance  |
| Oran Safety Glass (OSG)                       | Greensville    | \$ 55,000    | \$ -      | \$ -   | 55           | -      | -              | -      | 55         | -       | \$ 3,500,000       | \$ -         | Within Performance  |
| Overfinch                                     | Danville       | \$ 32,800    | \$ -      | \$ -   | 41           | -      | -              | -      | 41         | -       | \$ 1,945,260       | \$ -         | Within Performance  |
| OVH Group                                     | Fauquier       | \$ 54,000    | \$ -      | \$ -   | 54           | -      | -              | -      | 54         | -       | \$ 47,528,000      | \$ -         | Within Performance  |
| Ozmo App                                      | Montgomery     | \$ 28,000    | \$ -      | \$ -   | 40           | -      | -              | -      | 40         | -       | \$ 202,500         | \$ -         | Within Performance  |
| Panacea BioMatx                               | Pittsylvania   | \$ 70,000    | \$ -      | \$ -   | 70           | -      | -              | -      | 70         | -       | \$ 5,000,000       | \$ -         | Within Performance  |
| Petalcard                                     | Chesterfield   | \$ 44,500    | \$ -      | \$ -   | 89           | -      | -              | -      | 89         | -       | \$ 300,000         | \$ -         | Within Performance  |
| Phoenix Packaging Group (Dublin, VA)          | Pulaski        | \$ 116,000   | \$ -      | \$ -   | 145          | -      | -              | -      | 145        | -       | \$ 49,089,312      | \$ -         | Within Performance  |
| Plasticap                                     | Russell        | \$ 33,600    | \$ -      | \$ -   | 48           | -      | -              | -      | 48         | -       | \$ 11,800,000      | \$ -         | Within Performance  |
| PowerSchool                                   | Roanoke City   | \$ 76,800    | \$ -      | \$ -   | 96           | -      | -              | -      | 96         | -       | \$ 1,785,000       | \$ -         | Within Performance  |
| Prime Photonics                               | Montgomery     | \$ 16,800    | \$ -      | \$ -   | 24           | -      | -              | -      | 24         | -       | \$ 150,000         | \$ -         | Within Performance  |
| Rising Tides Solutions, LLC                   | Henrico        | \$ 72,000    | \$ -      | \$ -   | 90           | -      | -              | -      | 90         | -       | \$ 926,500         | \$ -         | Within Performance  |
| SchaeferRolls, Inc                            | Covington      | \$ 24,800    | \$ -      | \$ -   | 31           | -      | -              | -      | 31         | -       | \$ 7,542,975       | \$ -         | Within Performance  |
| SEPPIC                                        | Henrico        | \$ 59,400    | \$ -      | \$ -   | 54           | -      | -              | -      | 54         | -       | \$ 56,406,798      | \$ -         | Within Performance  |
| Smyth Companies, Inc.                         | Bedford        | \$ 14,000    | \$ 14,000 | \$ -   | -            | -      | 28             | 28     | 28         | 28      | \$ 6,500,000       | \$ 6,500,000 | Completed           |
| Speyside Bourbon Slave Mill in Virginia, Inc. | Bath           | \$ 33,750    | \$ -      | \$ -   | 45           | -      | -              | -      | 45         | -       | \$ 114,000         | \$ -         | Within Performance  |
| Sugaright                                     | Rockingham     | \$ 31,500    | \$ -      | \$ -   | 42           | -      | -              | -      | 42         | -       | \$ 3,500,000       | \$ -         | Within Performance  |
| Sumitomo Machinery Corporation of America     | Chesapeake     | \$ 20,800    | \$ -      | \$ -   | 26           | -      | -              | -      | 26         | -       | \$ 11,000,000      | \$ -         | Within Performance  |
| Sumitomo Verona                               | Augusta        | \$ 17,000    | \$ -      | \$ -   | -            | -      | 34             | 20     | 34         | 20      | \$ 6,000,000       | \$ -         | Within Performance  |
| Target Corporation                            | Suffolk        | \$ 157,500   | \$ -      | \$ -   | 225          | -      | -              | -      | 225        | -       | \$ 2,800,000       | \$ -         | Within Performance  |
| The Results Companies                         | Chesterfield   | \$ 210,000   | \$ -      | \$ -   | 600          | -      | -              | -      | 600        | -       | \$ 1,500,000       | \$ -         | Within Performance  |
| Two Six Labs                                  | Arlington      | \$ 43,500    | \$ -      | \$ -   | 87           | -      | -              | -      | 87         | -       | \$ 3,400,000       | \$ -         | Within Performance  |

# Virginia Jobs Investment Program (VJIP)

Administered by: Virginia Economic Development Partnership

Va. Code § 2.2-2204.3

| Company Name | Locality | Incentives |          |        | Jobs Created |        | Jobs Retrained |        | Total Jobs |         | Capital Investment |           | Type |
|--------------|----------|------------|----------|--------|--------------|--------|----------------|--------|------------|---------|--------------------|-----------|------|
|              |          | Awarded    | Received | Repaid | Incented     | Actual | Incented       | Actual | Incented   | Current | Incented           | Completed |      |

## *FY2019, Continued*

|                                          |                |            |      |      |     |   |   |   |     |   |               |      |                    |
|------------------------------------------|----------------|------------|------|------|-----|---|---|---|-----|---|---------------|------|--------------------|
| U.S. Foods                               | Prince William | \$ 79,200  | \$ - | \$ - | 99  | - | - | - | 99  | - | \$ 42,000,000 | \$ - | Within Performance |
| West River Conveyors & Machinery Company | Buchanan       | \$ 8,800   | \$ - | \$ - | 11  | - | - | - | 11  | - | \$ 650,000    | \$ - | Within Performance |
| Willow Tree Apps Inc                     | Albemarle      | \$ 200,000 | \$ - | \$ - | 200 | - | - | - | 200 | - | \$ 12,300,000 | \$ - | Within Performance |
| Yak Attack, LLC                          | Prince Edward  | \$ 17,000  | \$ - | \$ - | 34  | - | - | - | 34  | - | \$ 3,408,541  | \$ - | Within Performance |
| Zantech IT Services Inc.                 | Fairfax        | \$ 75,000  | \$ - | \$ - | 120 | - | - | - | 120 | - | \$ 317,853    | \$ - | Within Performance |

**Agriculture and Forestry Industries Development Fund (AFID)**  
**Administered by: Virginia Department of Agriculture and Consumer Services**  
Va. Code § 3.2-305

**All Projects: Individual Performance**

| Company Name | Locality | Incentives |          |        | Jobs     |        | Average Wage | Capital Investment |        | Value of Agriculture Products |        | Type |
|--------------|----------|------------|----------|--------|----------|--------|--------------|--------------------|--------|-------------------------------|--------|------|
|              |          | Awarded    | Received | Repaid | Incented | Actual |              | Incented           | Actual | Incented                      | Actual |      |

**FY2015**

|                                 |                 |            |            |           |    |    |           |              |              |               |               |                     |
|---------------------------------|-----------------|------------|------------|-----------|----|----|-----------|--------------|--------------|---------------|---------------|---------------------|
| Big Trouble Malting and Spirits | Petersburg      | \$ 50,000  | \$ 50,000  | \$ -      | 8  | -  | \$ 37,440 | \$ 810,000   | \$ 800,000   | \$ 1,356,300  | \$ -          | Active              |
| Black Hops Farm                 | Loudoun         | \$ 40,000  | \$ 40,000  | \$ -      | 11 | 14 | \$ 13,009 | \$ 911,500   | \$ 874,234   | \$ 21,500     | \$ 5,110      | Active              |
| Bloomaker USA, Inc.             | Augusta         | \$ 50,000  | \$ 50,000  | \$ -      | 98 | 96 | \$ 20,800 | \$ 2,000,000 | \$ 2,000,000 | \$ 17,660,000 | \$ 8,176,254  | Active              |
| Copper Fox Distillery           | Williamsburg    | \$ 50,000  | \$ 50,000  | \$ -      | 28 | 15 | \$ 28,214 | \$ 2,025,000 | \$ 2,250,000 | \$ 457,710    | \$ 146,000    | Active              |
| Relay Foods                     | Charlottesville | \$ 50,000  | \$ 50,000  | \$ 50,000 | 25 | -  | \$ 42,515 | \$ 735,000   | \$ -         | \$ 353,309    | \$ -          | Did not materialize |
| Seven Hills Food, LLC           | Lynchburg       | \$ 250,000 | \$ 250,000 | \$ -      | 43 | 30 | \$ 31,256 | \$ 2,900,000 | \$ 5,400,000 | \$ 14,475,000 | \$ 10,960,658 | Active              |

**FY2016**

|                                        |            |            |            |      |     |    |           |               |                |               |               |        |
|----------------------------------------|------------|------------|------------|------|-----|----|-----------|---------------|----------------|---------------|---------------|--------|
| Andros Bowman Foods North America      | Shenandoah | \$ 100,000 | \$ 100,000 | \$ - | 160 | 56 | \$ 27,581 | \$ 73,000,000 | \$ 27,625,732  | \$ 12,690,000 | \$ 9,069,841  | Active |
| Blue Bee Cider                         | Richmond   | \$ 50,000  | \$ 50,000  | \$ - | 4   | 4  | \$ 30,710 | \$ 1,143,000  | \$ 1,318,052   | \$ 257,700    | \$ 215,810    | Active |
| BrightFarms                            | Culpeper   | \$ 75,000  | \$ 75,000  | \$ - | 24  | 33 | \$ 35,948 | \$ 7,348,678  | \$ 9,059,964   | \$ 10,718,100 | \$ 885,266    | Active |
| Hardywood Park                         | Goochland  | \$ 250,000 | \$ 250,000 | \$ - | 56  | 22 | \$ 51,000 | \$ 24,300,000 | \$ 189,648     | \$ 1,400,000  | \$ 38,733,824 | Active |
| Kelly Turkeys USA, LLC                 | Albemarle  | \$ 29,000  | \$ 29,000  | \$ - | 6   | 7  | \$ 40,479 | \$ 1,400,000  | \$ 2,000,000   | \$ 3,062,500  | \$ 955,000    | Active |
| Old House Distillery                   | Culpeper   | \$ 20,000  | \$ 20,000  | \$ - | 3   | 3  | \$ 20,107 | \$ 229,000    | \$ 150,419     | \$ 101,500    | \$ 185,708    | Active |
| Performance Livestock and Feed Company | Henry      | \$ 100,000 | \$ 100,000 | \$ - | 32  | 26 | \$ 26,000 | \$ 4,203,000  | \$ 8,399,759   | \$ 10,991,925 | \$ 2,020,628  | Active |
| Route 11 Potato Chips                  | Shenandoah | \$ 50,000  | \$ 50,000  | \$ - | 13  | 11 | \$ 36,005 | \$ 1,200,000  | \$ 1,200,000   | \$ 586,000    | \$ 628,158    | Active |
| Shenandoah Growers, LLC                | Rockingham | \$ 100,000 | \$ 100,000 | \$ - | 15  | 59 | \$ 20,800 | \$ 8,700,000  | \$ 24,079,203  | \$ 14,880,000 | \$ 6,055,377  | Active |
| Springfield 1842                       | Halifax    | \$ 10,000  | \$ 10,000  | \$ - | 5   | -  | \$ 25,792 | \$ 160,000    | \$ 198,000     | \$ 15,156     | \$ 10,400     | Active |
| Twenty Paces                           | Albemarle  | \$ 11,000  | \$ 11,000  | \$ - | 6   | 1  | \$ 33,773 | \$ 321,000    | \$ 421,000     | \$ 903,430    | \$ 141,972    | Active |
| Virginia Poultry Growers Cooperative   | Rockingham | \$ 250,000 | \$ 250,000 | \$ - | 6   | 11 | \$ 23,920 | \$ 61,888,793 | \$ 119,267,461 | \$ 9,100,000  | \$ 15,969,031 | Active |

**FY2017**

|                         |              |            |            |            |     |    |           |              |              |               |            |                     |
|-------------------------|--------------|------------|------------|------------|-----|----|-----------|--------------|--------------|---------------|------------|---------------------|
| BadWolf Public House    | Manassas     | \$ 10,000  | \$ 10,000  | \$ -       | 2   | 1  | \$ 22,880 | \$ 207,475   | \$ 225,000   | \$ 21,945     | \$ -       | Active              |
| Black Narrows Brewing   | Accomack     | \$ 11,000  | \$ 11,000  | \$ -       | 5   | 4  | \$ 27,000 | \$ 360,000   | \$ 280,285   | \$ 42,590     | \$ 16,103  | Active              |
| Blue Ridge Aquaculture  | Henry        | \$ 50,000  | \$ 50,000  | \$ -       | 5   | 10 | \$ 39,184 | \$ 3,208,065 | \$ 9,374,145 | \$ 900,642    | \$ 78,650  | Active              |
| Coyote Hole Ciderworks  | Louisa       | \$ 20,000  | \$ 20,000  | \$ -       | 6   | 3  | \$ 35,333 | \$ 775,000   | \$ 549,763   | \$ 346,416    | \$ 72,871  | Active              |
| Filibuster Distillery   | Shenandoah   | \$ 30,000  | \$ 30,000  | \$ -       | 8   | 2  | \$ 28,500 | \$ 795,000   | \$ 665,000   | \$ 263,250    | \$ 90,427  | Active              |
| Handsome Brook Farms    | Clarke       | \$ 200,000 | \$ 200,000 | \$ 200,000 | 105 | -  | \$ 36,000 | \$ 6,412,820 | \$ -         | \$ 50,581,125 | \$ -       | Did not materialize |
| Ironclad Distillery     | Newport News | \$ 12,000  | \$ 12,000  | \$ -       | 8   | 7  | \$ 31,595 | \$ 100,000   | \$ 557,039   | \$ 126,000    | \$ 36,518  | Active              |
| KO Distilling           | Manassas     | \$ 25,000  | \$ 25,000  | \$ -       | 6   | 5  | \$ 28,266 | \$ 675,000   | \$ 986,587   | \$ 63,750     | \$ 255,216 | Active              |
| Monroe Bay Vineyards    | Westmoreland | \$ 30,000  | \$ 30,000  | \$ -       | 7   | 2  | \$ 34,507 | \$ 385,632   | \$ 289,700   | \$ 1,400,000  | \$ 46,662  | Active              |
| Parkway Brewing Company | Salem        | \$ 30,000  | \$ 30,000  | \$ -       | 13  | 5  | \$ 17,845 | \$ 750,000   | \$ 325,000   | \$ 20,500     | \$ 1,521   | Active              |

**Agriculture and Forestry Industries Development Fund (AFID)**  
**Administered by: Virginia Department of Agriculture and Consumer Services**  
Va. Code § 3.2-305

| Company Name | Locality | Incentives |          |        | Jobs     |        | Average Wage | Capital Investment |        | Value of Agriculture Products |        | Type |
|--------------|----------|------------|----------|--------|----------|--------|--------------|--------------------|--------|-------------------------------|--------|------|
|              |          | Awarded    | Received | Repaid | Incanted | Actual |              | Incanted           | Actual | Incanted                      | Actual |      |

**FY2017, Continued**

|                                     |                |            |            |      |    |    |           |               |               |               |              |        |
|-------------------------------------|----------------|------------|------------|------|----|----|-----------|---------------|---------------|---------------|--------------|--------|
| Port City Brewing                   | Alexandria     | \$ 250,000 | \$ 250,000 | \$ - | 21 | 5  | \$ 24,960 | \$ 2,680,000  | \$ 2,851,017  | \$ 41,042     | \$ 101,025   | Active |
| River Ridge Land and Cattle Company | Grayson        | \$ 50,000  | \$ 50,000  | \$ - | 11 | 8  | \$ 33,222 | \$ 2,110,000  | \$ 2,110,000  | \$ 3,994,370  | \$ 472,232   | Active |
| Rock Wood Products                  | Buckingham     | \$ 150,000 | \$ 150,000 | \$ - | 12 | 12 | \$ 37,275 | \$ 8,750,000  | \$ 33,039,668 | \$ 3,646,000  | \$ 8,049,759 | Active |
| Shamrock Farms                      | Augusta        | \$ 400,000 | \$ 400,000 | \$ - | 78 | 73 | \$ 45,760 | \$ 43,900,000 | \$ 38,403,437 | \$ 23,878,400 | \$ 7,379,283 | Active |
| Shawnee Canning                     | Frederick      | \$ 7,500   | \$ 7,500   | \$ - | 5  | 6  | \$ 32,829 | \$ 499,500    | \$ 537,041    | \$ 57,000     | \$ 97,359    | Active |
| Slick Rock Lumber                   | Halifax        | \$ 12,000  | \$ 12,000  | \$ - | 13 | 17 | \$ 27,200 | \$ 535,000    | \$ 2,100,000  | \$ 5,118,750  | \$ 3,874,850 | Active |
| Speyside Cooperage Stave Mill       | Bath           | \$ 250,000 | \$ 250,000 | \$ - | 30 | 43 | \$ 28,662 | \$ 5,500,000  | \$ 10,879,605 | \$ 11,200,000 | \$ 5,365,215 | Active |
| Strangeways Brewing                 | Fredericksburg | \$ 150,000 | \$ 150,000 | \$ - | 27 | 20 | \$ 37,407 | \$ 2,540,000  | \$ 888,611    | \$ 33,482     | \$ 12,312    | active |
| T&E Meats                           | Harrisonburg   | \$ 50,000  | \$ 50,000  | \$ - | 7  | 8  | \$ 32,531 | \$ 642,464    | \$ 1,055,820  | \$ 1,188,864  | \$ 448,877   | Active |
| Woodgrain Millwork                  | Smyth          | \$ 100,000 | \$ 100,000 | \$ - | 17 | 11 | \$ 29,195 | \$ 1,860,000  | \$ 1,115,000  | \$ 4,685,100  | \$ 7,258,023 | Active |

**FY2018**

|                                 |                 |            |            |            |    |    |           |               |              |              |              |                     |
|---------------------------------|-----------------|------------|------------|------------|----|----|-----------|---------------|--------------|--------------|--------------|---------------------|
| Blue Ridge Lumber               | Essex           | \$ 50,000  | \$ 50,000  | \$ -       | 17 | 15 | \$ 40,040 | \$ 2,687,647  | \$ 1,801,427 | \$ 5,245,511 | \$ 6,066,577 | Active              |
| Chaos Mountain Distillery       | Franklin        | \$ 8,000   | \$ 8,000   | \$ -       | 5  | -  | \$ 33,400 | \$ 247,000    | \$ -         | \$ 19,654    | \$ -         | Active              |
| Chrysalis Vineyards             | Loudoun         | \$ 24,000  | \$ 24,000  | \$ -       | 12 | -  | \$ 35,666 | \$ 478,000    | \$ -         | \$ 537,000   | \$ -         | Active              |
| Farmhouse Cidery                | Virginia Beach  | \$ 20,000  | \$ 20,000  | \$ -       | 9  | -  | \$ 34,167 | \$ 750,000    | \$ -         | \$ 476,160   | \$ -         | Active              |
| Heritage Brewing Company        | Manassas        | \$ 250,000 | \$ 250,000 | \$ 250,000 | 66 | -  | \$ 32,167 | \$ 8,900,000  | \$ -         | \$ 235,300   | \$ -         | Did not materialize |
| JBR Vineyards                   | Giles           | \$ 5,000   | \$ 5,000   | \$ -       | 2  | -  | \$ 16,500 | \$ 227,250    | \$ 201,682   | \$ 28,000    | \$ 2,000     | Active              |
| Kappa Farms                     | Loudoun         | \$ 40,000  | \$ -       | \$ -       | 21 | -  | \$ 41,190 | \$ 865,000    | \$ 324,721   | \$ 7,128,000 | \$ 25,924    | Active              |
| Lickinghole Creek Craft Brewery | Goochland       | \$ 250,000 | \$ 250,000 | \$ -       | 36 | 6  | \$ 34,281 | \$ 12,050,000 | \$ 228,040   | \$ 449,334   | \$ 47,000    | Active              |
| Richlands Creamery              | Dinwiddie       | \$ 20,000  | \$ 20,000  | \$ -       | 17 | -  | \$ 24,235 | \$ 1,700,000  | \$ -         | \$ 959,071   | \$ -         | Active              |
| Sly Clyde Ciderworks            | Hampton         | \$ 30,000  | \$ 30,000  | \$ -       | 7  | 7  | \$ 28,486 | \$ 494,300    | \$ 1,079,544 | \$ 157,235   | \$ 51,452    | Active              |
| Stable Craft Brewing            | Augusta         | \$ 15,000  | \$ 15,000  | \$ -       | 13 | 14 | \$ 33,462 | \$ 500,000    | \$ 173,713   | \$ 33,860    | \$ 6,368     | Active              |
| Three Notch'd Brewery           | Charlottesville | \$ 50,000  | \$ 50,000  | \$ -       | 9  | 26 | \$ 77,444 | \$ 2,935,000  | \$ 347,651   | \$ 175,616   | \$ 88,166    | Active              |
| Virginia Produce Company        | Carroll         | \$ 100,000 | \$ 100,000 | \$ -       | 33 | 29 | \$ 21,273 | \$ 650,000    | \$ 666,788   | \$ 6,315,918 | \$ 3,719,055 | Active              |

**FY2019**

|                                |                |            |            |      |    |   |           |              |      |              |      |        |
|--------------------------------|----------------|------------|------------|------|----|---|-----------|--------------|------|--------------|------|--------|
| Belmont Peanuts                | Southampton    | \$ 30,000  | \$ 30,000  | \$ - | 15 | - | \$ 25,120 | \$ 2,508,000 | \$ - | \$ 126,648   | \$ - | Active |
| Commune Bakery                 | Virginia Beach | \$ 15,000  | \$ 15,000  | \$ - | 5  | - | \$ 35,600 | \$ 163,000   | \$ - | \$ 207,400   | \$ - | Active |
| Glaize & Brother Juice Company | Winchester     | \$ 17,500  | \$ 17,500  | \$ - | 5  | - | \$ 26,800 | \$ 1,037,000 | \$ - | \$ 1,029,000 | \$ - | Active |
| Haley's Meadery                | Hopewell       | \$ 12,000  | \$ 12,000  | \$ - | 4  | - | \$ 32,500 | \$ 85,000    | \$ - | \$ 134,700   | \$ - | Active |
| Hampton Farms                  | Southampton    | \$ 100,000 | \$ 100,000 | \$ - | 14 | - | \$ 42,900 | \$ 5,735,000 | \$ - | \$ 6,000,000 | \$ - | Active |
| Homestead Building Systems     | Orange         | \$ 78,000  | \$ 78,000  | \$ - | 60 | - | \$ 26,743 | \$ 2,450,000 | \$ - | \$ 4,525,742 | \$ - | Active |

**Agriculture and Forestry Industries Development Fund (AFID)**  
**Administered by: Virginia Department of Agriculture and Consumer Services**  
 Va. Code § 3.2-305

| Company Name | Locality | Incentives |          |        | Jobs     |        | Average Wage | Capital Investment |        | Value of Agriculture Products |        | Type |
|--------------|----------|------------|----------|--------|----------|--------|--------------|--------------------|--------|-------------------------------|--------|------|
|              |          | Awarded    | Received | Repaid | Incented | Actual |              | Incented           | Actual | Incented                      | Actual |      |

***FY2019, Continued***

|                                         |            |            |            |      |    |   |           |              |      |               |      |        |
|-----------------------------------------|------------|------------|------------|------|----|---|-----------|--------------|------|---------------|------|--------|
| Little Austria                          | Loudoun    | \$ 13,700  | \$ 13,700  | \$ - | 5  | - | \$ 35,200 | \$ 371,000   | \$ - | \$ 36,000     | \$ - | Active |
| Mountain Top Timber Products            | Scott      | \$ 260,000 | \$ 260,000 | \$ - | 50 | - | \$ 33,480 | \$ 3,759,000 | \$ - | \$ 14,234,496 | \$ - | Active |
| Mountain Valley Brewing                 | Henry      | \$ 20,000  | \$ 20,000  | \$ - | 5  | - | \$ 25,200 | \$ 174,000   | \$ - | \$ 10,892     | \$ - | Active |
| New Kent Winery                         | New Kent   | \$ 15,000  | \$ 15,000  | \$ - | 7  | - | \$ 40,000 | \$ 715,000   | \$ - | \$ 360,000    | \$ - | Active |
| Old Hill Cider                          | Rockingham | \$ 25,000  | \$ 25,000  | \$ - | 5  | - | \$ 26,000 | \$ 500,000   | \$ - | \$ 47,676     | \$ - | Active |
| Old Rappahannock Brewing Company        | Warsaw     | \$ 50,000  | \$ 50,000  | \$ - | 11 | - | \$ 30,454 | \$ 1,205,000 | \$ - | \$ 17,872     | \$ - | Active |
| Potter's Craft Cider                    | Albemarle  | \$ 50,000  | \$ 50,000  | \$ - | 12 | - | \$ 40,583 | \$ 1,560,000 | \$ - | \$ 519,794    | \$ - | Active |
| Speyside Bourbon Cooperage - Slave Mill | Washington | \$ 200,000 | \$ 200,000 | \$ - | 35 | - | \$ 32,890 | \$ 9,000,000 | \$ - | \$ 13,440,000 | \$ - | Active |
| Sugar Hill Cider                        | Norton     | \$ 50,000  | \$ 50,000  | \$ - | 6  | - | \$ 18,760 | \$ 467,090   | \$ - | \$ 89,000     | \$ - | Active |
| The Winery at Bull Run                  | Fairfax    | \$ 100,000 | \$ 100,000 | \$ - | 38 | - | \$ 28,169 | \$ 1,726,551 | \$ - | \$ 436,820    | \$ - | Active |
| Whitley's Peanut Factory                | Gloucester | \$ 20,000  | \$ 20,000  | \$ - | 5  | - | \$ 24,000 | \$ 530,000   | \$ - | \$ 215,196    | \$ - | Active |
| Zoll Vineyards                          | Gloucester | \$ 10,000  | \$ 10,000  | \$ - | 14 | - | \$ 29,286 | \$ 436,200   | \$ - | \$ 221,000    | \$ - | Active |

# Enterprise Zone Job Creation Grant (JCG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-547

## All Projects: Individual Performance

| Company Name                                | Locality      | Incentives |          |        | Jobs    |            |                            | Type      |
|---------------------------------------------|---------------|------------|----------|--------|---------|------------|----------------------------|-----------|
|                                             |               | Awarded    | Received | Repaid | Created | Maintained | Net Created over Base Year |           |
| FY2015                                      |               |            |          |        |         |            |                            |           |
| ABB, Inc.                                   | Halifax       | 39,888     | 39,888   | -      | 25      | 35         | 60                         | Completed |
| Abilene Motor Express, Inc.                 | Chesterfield  | 202,976    | 202,976  | -      | 46      | 212        | 258                        | Completed |
| American Medical Response Mid-Atlantic, Inc | Hampton       | 12,567     | 12,567   | -      | 33      | -          | 33                         | Completed |
| Amthor International                        | Pittsylvania  | 3,596      | 3,596    | -      | 13      | 15         | 29                         | Completed |
| Annin & Co., Inc.                           | Halifax       | 5,750      | 5,750    | -      | -       | 14         | 14                         | Completed |
| Axxor N.A., LLC                             | Pittsylvania  | 6,504      | 6,504    | -      | 1       | 11         | 12                         | Completed |
| BAE Systems Norfolk Ship Repair, Inc.       | Norfolk       | 203,344    | 203,344  | -      | 77      | 181        | 258                        | Completed |
| Baker Sheet Metal Corporation               | Norfolk       | 10,600     | 10,600   | -      | -       | 18         | 18                         | Completed |
| Bauer Compressors, Inc.                     | Norfolk       | 19,696     | 19,696   | -      | 29      | -          | 29                         | Completed |
| Belvac Production Machinery, Inc.           | Lynchburg     | 39,760     | 39,760   | -      | 5       | 48         | 54                         | Completed |
| Blue Ridge Fiberboard, Inc.                 | Danville      | 61,150     | 61,150   | -      | 8       | 80         | 87                         | Completed |
| Cadence, Inc.                               | Staunton      | 63,051     | 63,051   | -      | 22      | 77         | 98                         | Completed |
| Carry On Trucking, Inc.                     | Pulaski       | 8,392      | 8,392    | -      | -       | 14         | 14                         | Completed |
| CBN Secure Technologies, Inc.               | Danville      | 19,883     | 19,883   | -      | 4       | 28         | 33                         | Completed |
| Chicopee, Inc.                              | Waynesboro    | 10,912     | 10,912   | -      | -       | 18         | 18                         | Completed |
| Colonna's Shipyard, Inc.                    | Norfolk       | 95,688     | 95,688   | -      | 76      | 48         | 124                        | Completed |
| Commonwealth Laminating and Coating, Inc.   | Henry         | 39,614     | 39,614   | -      | 13      | 52         | 66                         | Completed |
| Delphinus Engineering, Inc.                 | Norfolk       | 24,256     | 24,256   | -      | 22      | 12         | 34                         | Completed |
| Delta Star, Inc.                            | Lynchburg     | 67,296     | 67,296   | -      | -       | 88         | 88                         | Completed |
| Enviva Pellets Southampton, LLC             | Southampton   | 65,674     | 65,674   | -      | 92      | -          | 92                         | Completed |
| Faneuil, Inc.                               | Hampton       | 19,392     | 19,392   | -      | 11      | 18         | 28                         | Completed |
| Foot Levelers, Inc.                         | Roanoke       | 9,128      | 9,128    | -      | 4       | 11         | 15                         | Completed |
| FreightCar Roanoke, Inc.                    | Roanoke       | 70,560     | 70,560   | -      | 92      | -          | 92                         | Completed |
| Greystone of Virginia, Inc.                 | James City    | 22,005     | 22,005   | -      | 55      | -          | 55                         | Completed |
| Hanwha Azdel, Inc                           | Lynchburg     | 32,008     | 32,008   | -      | 7       | 37         | 44                         | Completed |
| Highground Services, Inc.                   | Franklin      | 4,560      | 4,560    | -      | 10      | -          | 10                         | Completed |
| Highground Services, Inc.                   | Newport News  | 3,112      | 3,112    | -      | 8       | -          | 8                          | Completed |
| ICA Farmville, LLC                          | Prince Edward | 125,952    | 125,952  | -      | -       | 161        | 161                        | Completed |
| ICF Consulting Group, Inc.                  | Henry         | 51,245     | 51,245   | -      | -       | 187        | 187                        | Completed |
| Insignia Technology Services, LLC           | Newport News  | 20,904     | 20,904   | -      | 30      | -          | 30                         | Completed |



# Enterprise Zone Job Creation Grant (JCG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-547

| Company Name                                     | Locality       | Incentives |          |        | Jobs    |            |                            | Type      |
|--------------------------------------------------|----------------|------------|----------|--------|---------|------------|----------------------------|-----------|
|                                                  |                | Awarded    | Received | Repaid | Created | Maintained | Net Created over Base Year |           |
| FY2015, Continued                                |                |            |          |        |         |            |                            |           |
| International Communications Group, Inc.         | New port New s | 15,536     | 15,536   | -      | 23      | -          | 23                         | Completed |
| International Paper Company                      | Isle of Wight  | 154,148    | 154,148  | -      | 18      | 212        | 230                        | Completed |
| International Paper Company                      | Petersburg     | 13,664     | 13,664   | -      | 21      | -          | 21                         | Completed |
| Jarrett Welding & Machine, Inc.                  | Danville       | 6,608      | 6,608    | -      | 2       | 13         | 15                         | Completed |
| JTI Leaf Services US, LLC                        | Danville       | 38,728     | 38,728   | -      | 4       | 49         | 52                         | Completed |
| Keurig Green Mountain, Inc.                      | Isle of Wight  | 252,682    | 252,682  | -      | 197     | 236        | 433                        | Completed |
| Liebherr Mining & Construction Equipment, Inc.   | New port New s | 29,072     | 29,072   | -      | -       | 40         | 40                         | Completed |
| Manufacturing Techniques, Inc.                   | Kilmarnock     | 8,008      | 8,008    | -      | 4       | 10         | 14                         | Completed |
| Marine Specialty Painting, Inc.                  | Portsmouth     | 6,536      | 6,536    | -      | 12      | -          | 12                         | Completed |
| MeadWestVaco Corp                                | Richmond       | 280,000    | 280,000  | -      | -       | 616        | 616                        | Completed |
| Metro Machine Corp.                              | Norfolk        | 82,864     | 82,864   | -      | -       | 108        | 108                        | Completed |
| MTEQ Precision Machining, LLC                    | Westmoreland   | 688        | 688      | -      | -       | 5          | 5                          | Completed |
| NCI Group, Inc.                                  | Chesterfield   | 28,731     | 28,731   | -      | 44      | -          | 44                         | Completed |
| Owens-Brockway Glass Container, Inc.             | James City     | 38,232     | 38,232   | -      | -       | 52         | 52                         | Completed |
| Phoenix Packagng Operations, LLC                 | Pulaski        | 47,270     | 47,270   | -      | -       | 114        | 114                        | Completed |
| Porter's Group Lynchburg, LLC                    | Lynchburg      | 64,521     | 64,521   | -      | 51      | 61         | 112                        | Completed |
| Recycling and Disposal Solutions of Virginia Inc | Portsmouth     | 2,432      | 2,432    | -      | 7       | -          | 7                          | Completed |
| Registrar Corp                                   | Hampton        | 8,768      | 8,768    | -      | 18      | -          | 18                         | Completed |
| Rex Companies, Inc.                              | New port New s | 24,824     | 24,824   | -      | 1       | 34         | 35                         | Completed |
| Reynolds Consumer Products                       | Halifax        | 45,505     | 45,505   | -      | 39      | 40         | 79                         | Completed |
| RockTenn CP, LLC                                 | Hopewell       | 28,304     | 28,304   | -      | 7       | 32         | 39                         | Completed |
| RTI Martinsville, Inc.                           | Henry          | 10,824     | 10,824   | -      | -       | 18         | 18                         | Completed |
| Sabra Dipping Company                            | Chesterfield   | 276,244    | 276,244  | -      | 62      | 359        | 420                        | Completed |
| Science Systems and Applications, Inc.           | Hampton        | 56,488     | 56,488   | -      | 4       | 77         | 81                         | Completed |
| Service Center Metals, LLC                       | Prince George  | 5,440      | 5,440    | -      | 17      | -          | 17                         | Completed |
| SimIS, Inc.                                      | Portsmouth     | 9,408      | 9,408    | -      | -       | 16         | 16                         | Completed |
| Southern Finishing Company , Inc.                | Martinsville   | 27,707     | 27,707   | -      | 43      | 122        | 165                        | Completed |
| ST Tissue, LLC                                   | Isle of Wight  | 55,776     | 55,776   | -      | 8       | 66         | 74                         | Completed |
| Taxing Authority Consulting Services, P.C.       | Henrico        | 4,344      | 4,344    | -      | 10      | -          | 10                         | Completed |
| ThreatTec                                        | Hampton        | 3,344      | 3,344    | -      | 8       | -          | 8                          | Completed |
| Tienda, Inc.                                     | James City     | 9,453      | 9,453    | -      | 1       | 16         | 17                         | Completed |
| TMI Auto Tech, Inc.                              | Halifax        | 5,168      | 5,168    | -      | 2       | 8          | 10                         | Completed |

# Enterprise Zone Job Creation Grant (JCG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-547

| Company Name | Locality | Incentives |          |        | Jobs    |            |                            | Type |
|--------------|----------|------------|----------|--------|---------|------------|----------------------------|------|
|              |          | Awarded    | Received | Repaid | Created | Maintained | Net Created over Base Year |      |

## FY2015, Continued

|                                       |               |        |        |   |    |    |    |           |
|---------------------------------------|---------------|--------|--------|---|----|----|----|-----------|
| Tri-Boro Rack & Storage Products, LLC | Prince Edward | 11,490 | 11,490 | - | 32 | -  | 32 | Completed |
| Tri-Boro Shelving & Partition Corp    | Prince Edward | 4,775  | 4,775  | - | 18 | -  | 18 | Completed |
| Two Rivers Law Group, PC              | Henrico       | 6,848  | 6,848  | - | -  | 13 | 13 | Completed |
| VFP, Inc.                             | Scott         | 14,400 | 14,400 | - | 56 | -  | 56 | Completed |
| Wholesome Harvest Baking, LLC         | Roanoke       | 59,440 | 59,440 | - | -  | 78 | 78 | Completed |

## FY2016

|                                         |              |         |         |   |     |     |     |           |
|-----------------------------------------|--------------|---------|---------|---|-----|-----|-----|-----------|
| ABB Inc                                 | Halifax      | 13,501  | 13,501  | - | -   | 28  | 28  | Completed |
| Abilene Motor Express, Inc.             | Chesterfield | 217,712 | 217,712 | - | 18  | 258 | 276 | Completed |
| Amthor International                    | Pittsylvania | 5,841   | 5,841   | - | -   | 21  | 21  | Completed |
| Annin & Co. Inc                         | Halifax      | 4,870   | 4,870   | - | -   | 12  | 12  | Completed |
| Axxor N.A., LLC                         | Pittsylvania | 3,680   | 3,680   | - | -   | 9   | 9   | Completed |
| Baker Sheet Metal Corporation           | Norfolk      | 15,563  | 15,563  | - | 6   | 18  | 24  | Completed |
| Bauer Compressors, Inc.                 | Norfolk      | 41,576  | 41,576  | - | 27  | 29  | 56  | Completed |
| Bayshore Concrete Products Corporation  | Northampton  | 68,596  | 68,596  | - | 253 | -   | 253 | Completed |
| Bedford Storage Investment, LLC         | Bedford      | 34,844  | 34,844  | - | 21  | 28  | 49  | Completed |
| Belvac Production Machinery, Inc.       | Lynchburg    | 38,760  | 38,760  | - | -   | 52  | 52  | Completed |
| Burns & McDonnell Engineering Co., Inc. | Roanoke      | 5,552   | 5,552   | - | 11  | -   | 11  | Completed |
| Cadence, Inc.                           | Staunton     | 70,710  | 70,710  | - | 123 | 98  | 222 | Completed |
| Carry On Trucking, Inc.                 | Pulaski      | 6,360   | 6,360   | - | -   | 12  | 12  | Completed |
| CBN Secure Technologies, Inc.           | Danville     | 19,813  | 19,813  | - | -   | 31  | 31  | Completed |
| Center Manufacturing Inc.               | Smyth        | 4,952   | 4,952   | - | 10  | -   | 10  | Completed |
| Chicopee, Inc.                          | Waynesboro   | 12,520  | 12,520  | - | 2   | 18  | 20  | Completed |
| Colonna's Shipyard, Inc.                | Norfolk      | 135,776 | 135,776 | - | 50  | 124 | 174 | Completed |
| Continental Automotive Systems, Inc.    | Newport News | 34,144  | 34,144  | - | 64  | -   | 64  | Completed |
| Core Health & Fitness, LLC              | Grayson      | 51,877  | 51,877  | - | 101 | -   | 101 | Completed |
| Delphinus Engineering, Inc.             | Norfolk      | 41,480  | 41,480  | - | 22  | 34  | 56  | Completed |
| Delta Star, Inc.                        | Lynchburg    | 15,112  | 15,112  | - | 35  | -   | 35  | Completed |
| Enviva Pellets Southampton, LLC         | Southampton  | 66,392  | 66,392  | - | -   | 91  | 91  | Completed |
| Ferguson Enterprises, Inc.              | Hampton      | 60,017  | 60,017  | - | 90  | -   | 90  | Completed |
| FreightCar Roanoke, LLC                 | Roanoke      | 132,160 | 132,160 | - | 77  | 92  | 169 | Completed |
| GreyStone of Virginia, Inc.             | James City   | 35,035  | 35,035  | - | 30  | 55  | 85  | Completed |

# Enterprise Zone Job Creation Grant (JCG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-547

| Company Name                                     | Locality      | Incentives |          |        | Jobs    |            |                            | Type      |
|--------------------------------------------------|---------------|------------|----------|--------|---------|------------|----------------------------|-----------|
|                                                  |               | Awarded    | Received | Repaid | Created | Maintained | Net Created over Base Year |           |
| FY2016, Continued                                |               |            |          |        |         |            |                            |           |
| Hardywood Park Craft Brewery, LLC                | Richmond      | 4,544      | 4,544    | -      | 10      | -          | 10                         | Completed |
| Highground Services, Inc.                        | Franklin      | 4,040      | 4,040    | -      | 1       | 8          | 9                          | Completed |
| Highground Services, Inc.                        | Newport News  | 10,264     | 10,264   | -      | 9       | 10         | 17                         | Completed |
| Huber Engineered Woods LLC                       | Halifax       | 10,184     | 10,184   | -      | 17      | -          | 17                         | Completed |
| ICA Farmville, LLC                               | Prince Edward | 133,624    | 133,624  | -      | 10      | 161        | 171                        | Completed |
| ICF Consulting Group, Incorporated               | Henry         | 69,165     | 69,165   | -      | -       | 116        | 116                        | Completed |
| Insignia Technology Services, LLC                | Newport News  | 27,424     | 27,424   | -      | 8       | 30         | 38                         | Completed |
| International Paper - Petersburg                 | Petersburg    | 10,944     | 10,944   | -      | -       | 18         | 18                         | Completed |
| International Paper Company                      | Isle of Wight | 152,432    | 152,432  | -      | -       | 212        | 212                        | Completed |
| Jarrett Welding & Machine, Inc.                  | Danville      | 7,513      | 7,513    | -      | 3       | 15         | 18                         | Completed |
| Keurig Green Mountain, Inc.                      | Isle of Wight | 280,000    | 280,000  | -      | 71      | 433        | 504                        | Completed |
| Liebherr Mining & Construction Equipment, Inc.   | Newport News  | 16,688     | 16,688   | -      | -       | 25         | 25                         | Completed |
| Monogram Snacks Martinsville, LLC                | Henry         | 33,411     | 33,411   | -      | 152     | -          | 152                        | Completed |
| Owens-Brockway Glass Container, Inc.             | James City    | 38,648     | 38,648   | -      | 1       | 52         | 52                         | Completed |
| Phoenix Packaging Operations LLC                 | Pulaski       | 197,160    | 197,160  | -      | 259     | 114        | 373                        | Completed |
| Porter's Group Lynchburg, LLC                    | Lynchburg     | 71,867     | 71,867   | -      | 22      | 112        | 133                        | Completed |
| Prism Contractors & Engineers, Inc.              | James City    | 3,968      | 3,968    | -      | 9       | -          | 9                          | Completed |
| Recycling and Disposal Solutions of Virginia Inc | Portsmouth    | 1,360      | 1,360    | -      | -       | 6          | 6                          | Completed |
| Registrar Corp                                   | Hampton       | 15,184     | 15,184   | -      | 7       | 18         | 24                         | Completed |
| Rex Companies, Inc.                              | Newport News  | 24,872     | 24,872   | -      | -       | 35         | 35                         | Completed |
| Reynolds Consumer Products                       | Halifax       | 4,729      | 4,729    | -      | 13      | -          | 13                         | Completed |
| RTI Martinsville, Inc.                           | Henry         | 9,839      | 9,839    | -      | -       | 17         | 17                         | Completed |
| Sabra Dipping Company                            | Chesterfield  | 280,000    | 280,000  | -      | 69      | 420        | 489                        | Completed |
| Service Center Metals, LLC                       | Prince George | 11,364     | 11,364   | -      | 10      | 17         | 27                         | Completed |
| Southern Finishing Company, Inc.                 | Martinsville  | 26,905     | 26,905   | -      | -       | 161        | 161                        | Completed |
| ST Tissue LLC                                    | Isle of Wight | 56,413     | 56,413   | -      | 1       | 74         | 75                         | Completed |
| Threat Tec, LLC                                  | Hampton       | 5,744      | 5,744    | -      | 3       | 8          | 11                         | Completed |
| Tienda, Inc.                                     | James City    | 10,219     | 10,219   | -      | 1       | 17         | 18                         | Completed |
| TMI Auto Tech, Inc.                              | Halifax       | 5,240      | 5,240    | -      | -       | 10         | 11                         | Completed |
| Trex Company, Inc.                               | Winchester    | 20,792     | 20,792   | -      | 30      | -          | 30                         | Completed |
| Tri-Boro Rack & Storage Products, LLC            | Prince Edward | 8,469      | 8,469    | -      | -       | 20         | 20                         | Completed |
| VFP, Inc.                                        | Scott         | 17,136     | 17,136   | -      | 7       | 56         | 63                         | Completed |

# Enterprise Zone Job Creation Grant (JCG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-547

| Company Name | Locality | Incentives |          |        | Jobs    |            |                            | Type |
|--------------|----------|------------|----------|--------|---------|------------|----------------------------|------|
|              |          | Awarded    | Received | Repaid | Created | Maintained | Net Created over Base Year |      |

## FY2016, Continued

|                  |          |        |        |   |   |    |    |           |
|------------------|----------|--------|--------|---|---|----|----|-----------|
| WestRock CP, LLC | Hopewell | 31,152 | 31,152 | - | 4 | 39 | 43 | Completed |
|------------------|----------|--------|--------|---|---|----|----|-----------|

## FY2017

|                                         |              |         |         |   |     |     |     |           |
|-----------------------------------------|--------------|---------|---------|---|-----|-----|-----|-----------|
| Advanced Plumbing LLC                   | Richmond     | 4,656   | 4,656   | - | 10  | -   | 10  | Completed |
| ALCOVA Mortgage Inc                     | Roanoke      | 4,448   | 4,448   | - | 10  | -   | 10  | Completed |
| AMTHOR INTERNATIONAL                    | Pittsylvania | 13,903  | 13,903  | - | 13  | 21  | 35  | Completed |
| Annin & Co. Inc.                        | Halifax      | 13,806  | 13,806  | - | 16  | 12  | 27  | Completed |
| AvePoint, Inc.                          | Richmond     | 7,576   | 7,576   | - | 13  | -   | 13  | Completed |
| Axxor N.A., LLC                         | Pittsylvania | 4,240   | 4,240   | - | -   | 9   | 9   | Completed |
| Baker Sheet Metal Corporation           | Norfolk      | 15,936  | 15,936  | - | -   | 24  | 24  | Completed |
| Bauer Compressors, Inc.                 | Norfolk      | 67,744  | 67,744  | - | 33  | 56  | 89  | Completed |
| Bayshore Concrete Products Corporation  | Northampton  | 74,333  | 74,333  | - | -   | 130 | 130 | Completed |
| Bedford Storage Investment, LLC         | Bedford      | 36,336  | 36,336  | - | 1   | 50  | 51  | Completed |
| Belvac Production Machinery, Inc.       | Lynchburg    | 44,656  | 44,656  | - | 7   | 52  | 60  | Completed |
| Blue Ridge Fiberboard, Inc.             | Danville     | 10,465  | 10,465  | - | 18  | -   | 18  | Completed |
| Burns & McDonnell Engineering Co., Inc. | Roanoke      | 14,960  | 14,960  | - | 12  | 11  | 23  | Completed |
| Carry On Trucking, Inc.                 | Pulaski      | 4,592   | 4,592   | - | -   | 10  | 10  | Completed |
| CBN Secure Technologies, Inc.           | Danville     | 21,194  | 21,194  | - | -   | 31  | 32  | Completed |
| Center Manufacturing Inc.               | Smyth        | 11,073  | 11,073  | - | 12  | 10  | 22  | Completed |
| CIMC Intermodal Equipment, LLC          | Greensville  | 14,276  | 14,276  | - | 24  | -   | 24  | Completed |
| Colonna's Shipyard, Inc.                | Norfolk      | 88,368  | 88,368  | - | -   | 114 | 114 | Completed |
| Continental Automotive Systems, Inc.    | Newport News | 61,085  | 61,085  | - | 67  | 64  | 131 | Completed |
| EBI, LLC                                | Danville     | 18,675  | 18,675  | - | 117 | -   | 117 | Completed |
| Elizabeth River Mechanical LLC          | Portsmouth   | 3,838   | 3,838   | - | 11  | -   | 11  | Completed |
| Enviva Partners, LP                     | Southampton  | 65,518  | 65,518  | - | -   | 88  | 88  | Completed |
| EsselPropack America, LLC               | Danville     | 66,304  | 66,304  | - | 51  | 41  | 92  | Completed |
| Faneuil, Inc                            | Hampton      | 29,984  | 29,984  | - | 13  | 28  | 41  | Completed |
| Ferguson Enterprises, Inc.              | Hampton      | 87,372  | 87,372  | - | 27  | 90  | 117 | Completed |
| FreightCar America, Inc.                | Roanoke      | 104,456 | 104,456 | - | 46  | 88  | 135 | Completed |
| Genesis Properties, Inc.                | Richmond     | 8,328   | 8,328   | - | 14  | -   | 14  | Completed |
| Global Refining Group, Inc.             | Lunenburg    | 10,976  | 10,976  | - | 18  | -   | 18  | Completed |
| Greystone of Virginia, Inc.             | James City   | 34,900  | 34,900  | - | 12  | 85  | 97  | Completed |

# Enterprise Zone Job Creation Grant (JCG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-547

| Company Name                                      | Locality       | Incentives |          |        | Jobs    |            |                            | Type      |
|---------------------------------------------------|----------------|------------|----------|--------|---------|------------|----------------------------|-----------|
|                                                   |                | Awarded    | Received | Repaid | Created | Maintained | Net Created over Base Year |           |
| FY2017, Continued                                 |                |            |          |        |         |            |                            |           |
| Hardide Coatings, Inc.                            | Henry          | 1,472      | 1,472    | -      | 6       | -          | 6                          | Completed |
| Helping Hands Veterinary Care, LLC                | Richmond       | 3,288      | 3,288    | -      | 8       | -          | 8                          | Completed |
| Highground Services, Inc.                         | New port New s | 3,040      | 3,040    | -      | -       | 8          | 8                          | Completed |
| Highground Services, Inc.                         | Franklin       | 7,680      | 7,680    | -      | -       | 14         | 14                         | Completed |
| How met Castings & Services, Inc.                 | Hampton        | 51,896     | 51,896   | -      | 69      | -          | 69                         | Completed |
| Huber Engineered Woods LLC                        | Halifax        | 12,896     | 12,896   | -      | 3       | 17         | 20                         | Completed |
| ICF Consulting Group, Inc.                        | Henry          | 72,893     | 72,893   | -      | 50      | 116        | 166                        | Completed |
| Integrated Health Services, LLC                   | Hampton        | 7,960      | 7,960    | -      | 14      | -          | 14                         | Completed |
| International Paper - Petersburg (7405)           | Petersburg     | 372        | 372      | -      | -       | 14         | 14                         | Completed |
| International Paper Company                       | Isle of Wight  | 173,904    | 173,904  | -      | 23      | 212        | 235                        | Completed |
| JARRETT WELDING & MACHINE, INC.                   | Danville       | 7,448      | 7,448    | -      | -       | 15         | 15                         | Completed |
| KoochenVagner's Brewing Co. dba Stone Brewing Co. | Richmond       | 23,124     | 23,124   | -      | 34      | -          | 34                         | Completed |
| Monogram Snacks Martinsville, LLC                 | Henry          | 64,251     | 64,251   | -      | 64      | 152        | 215                        | Completed |
| Neathaw k Dubuque, Inc.                           | Richmond       | 1,552      | 1,552    | -      | 6       | -          | 6                          | Completed |
| Porter's Group Lynchburg, LLC                     | Lynchburg      | 78,901     | 78,901   | -      | -       | 130        | 130                        | Completed |
| Prism Contractors & Engineers, Inc.               | James City     | 8,944      | 8,944    | -      | 6       | 9          | 15                         | Completed |
| RDS of Virginia LLC                               | Roanoke        | 1,608      | 1,608    | -      | 8       | -          | 8                          | Completed |
| Registrar Corp                                    | Hampton        | 13,520     | 13,520   | -      | -       | 21         | 21                         | Completed |
| Rex Companies, Inc.                               | New port New s | 24,928     | 24,928   | -      | -       | 35         | 35                         | Completed |
| REYNOLDS CONSUMER PRODUCTS                        | Halifax        | 16,319     | 16,319   | -      | 14      | 13         | 27                         | Completed |
| Rolls-Royce North America Inc.                    | Prince George  | 52,488     | 52,488   | -      | 70      | -          | 70                         | Completed |
| RTI Martinsville, Inc.                            | Henry          | 12,928     | 12,928   | -      | 3       | 17         | 20                         | Completed |
| Service Center Metals, LLC                        | Prince George  | 16,636     | 16,636   | -      | 15      | 27         | 43                         | Completed |
| Severn Peanut Co. Inc. dba Hampton Farms          | Southampton    | 16,537     | 16,537   | -      | 32      | -          | 32                         | Completed |
| ST Tissue LLC                                     | Isle of Wight  | 58,824     | 58,824   | -      | 2       | 75         | 78                         | Completed |
| TAXING AUTHORITY CONSULTING SERVICES P.C          | Henrico        | 9,803      | 9,803    | -      | 8       | 9          | 18                         | Completed |
| THE CARPENTRY AND PAINTING EXPERTS, LLC           | Henrico        | 3,920      | 3,920    | -      | 9       | -          | 9                          | Completed |
| The Mimslyn Inn, LLC                              | Page           | 368        | 368      | -      | 4       | -          | 4                          | Completed |
| Threat Tec, LLC                                   | Hampton        | 6,872      | 6,872    | -      | 1       | 11         | 13                         | Completed |
| Tidewater Physicians Multispecialty Group, PC     | New port New s | 26,592     | 26,592   | -      | 37      | -          | 37                         | Completed |
| TMI AUTO TECH, INC                                | Halifax        | 4,248      | 4,248    | -      | -       | 9          | 9                          | Completed |

# Enterprise Zone Job Creation Grant (JCG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-547

| Company Name | Locality | Incentives |          |        | Jobs    |            |                            | Type |
|--------------|----------|------------|----------|--------|---------|------------|----------------------------|------|
|              |          | Awarded    | Received | Repaid | Created | Maintained | Net Created over Base Year |      |

## FY2017, Continued

|                                      |               |        |        |   |   |    |    |           |
|--------------------------------------|---------------|--------|--------|---|---|----|----|-----------|
| Trex Company, Inc.                   | Winchester    | 21,648 | 21,648 | - | 1 | 30 | 31 | Completed |
| TRI-BORO RACK & STORAGE PRODUCTS,LLC | Prince Edward | 12,131 | 12,131 | - | 6 | 20 | 26 | Completed |
| WestRock CP, LLC                     | Hopewell      | 28,840 | 28,840 | - | - | 40 | 40 | Completed |

## FY2018

|                                      |               |         |         |   |     |     |     |           |
|--------------------------------------|---------------|---------|---------|---|-----|-----|-----|-----------|
| ALCOVA Mortgage LLC                  | Roanoke       | 14,144  | 14,144  | - | 12  | 10  | 22  | Completed |
| AvePoint, Inc.                       | Richmond      | 24,664  | 24,664  | - | 21  | 13  | 35  | Completed |
| Axxor NA, LLC                        | Pittsylvania  | 3,160   | 3,160   | - | 8   | -   | 8   | Completed |
| Bauer Compressors, Inc.              | Norfolk       | 35,096  | 35,096  | - | -   | 48  | 48  | Completed |
| Blue Ridge Fiberboard, Inc.          | Danville      | 10,336  | 10,336  | - | -   | 17  | 17  | Completed |
| Center Manufacturing Inc.            | Smyth         | 21,575  | 21,575  | - | 18  | 22  | 40  | Completed |
| Continental Automotive Systems, Inc. | Newport News  | 130,515 | 130,515 | - | 166 | 131 | 298 | Completed |
| CoStar Realty Information, Inc.      | Richmond      | 280,000 | 280,000 | - | 438 | -   | 438 | Completed |
| EBI, LLC                             | Danville      | 28,232  | 28,232  | - | 16  | 117 | 133 | Completed |
| Enviva Partners, LP                  | Southampton   | 63,705  | 63,705  | - | -   | 86  | 86  | Completed |
| Ferguson Enterprises, Inc.           | Hampton       | 87,416  | 87,416  | - | -   | 113 | 113 | Completed |
| Gateway Health Alliance, Inc.        | Danville      | 5,067   | 5,067   | - | 11  | -   | 11  | Completed |
| Genesis Properties, Inc.             | Richmond      | 11,168  | 11,168  | - | 4   | 14  | 18  | Completed |
| Global Refining Group, Inc           | Lunenburg     | 14,846  | 14,846  | - | 8   | 18  | 26  | Completed |
| Greystone of Virginia, Inc.          | James City    | 47,030  | 47,030  | - | -   | 92  | 92  | Completed |
| Helping Hands Veterinary Care, LLC   | Richmond      | 6,064   | 6,064   | - | 4   | 8   | 12  | Completed |
| Highground Services Inc.             | Newport       | 2,152   | 2,152   | - | -   | 7   | 7   | Completed |
| Highground Services, Inc.            | Franklin      | 3,992   | 3,992   | - | -   | 9   | 9   | Completed |
| Howmet Castings & Services, Inc.     | Hampton       | 103,064 | 103,064 | - | 64  | 69  | 133 | Completed |
| Huber Engineered Woods, LLC          | Halifax       | 17,408  | 17,408  | - | 6   | 20  | 26  | Completed |
| Jarrett Welding & Machine            | Danville      | 7,781   | 7,781   | - | 1   | 14  | 15  | Completed |
| Keurig Green Mountain, Inc.          | Isle of Wight | 280,000 | 280,000 | - | -   | 494 | 494 | Completed |
| Korona Candles, Inc.                 | Pulaski       | 16,560  | 16,560  | - | 57  | -   | 57  | Completed |
| MAXIMUS, Inc.                        | Hampton       | 13,616  | 13,616  | - | 21  | -   | 21  | Completed |
| Monogram Snacks Martinsville         | Henry         | 78,095  | 78,095  | - | -   | 176 | 176 | Completed |
| Neathawk Dubuque, Inc.               | Richmond      | 8,152   | 8,152   | - | 14  | -   | 14  | Completed |
| NOVATECH USA INC.                    | Henry         | 3,330   | 3,330   | - | 23  | -   | 23  | Completed |

# Enterprise Zone Job Creation Grant (JCG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-547

| Company Name | Locality | Incentives |          |        | Jobs    |            |                            | Type |
|--------------|----------|------------|----------|--------|---------|------------|----------------------------|------|
|              |          | Awarded    | Received | Repaid | Created | Maintained | Net Created over Base Year |      |

## FY2018, Continued

|                                                                             |                |         |         |   |     |     |     |           |
|-----------------------------------------------------------------------------|----------------|---------|---------|---|-----|-----|-----|-----------|
| Pacific Life Insurance Company                                              | Lynchburg      | 130,528 | 130,528 | - | 167 | -   | 167 | Completed |
| Porter's Group Lynchburg, LLC                                               | Lynchburg      | 72,956  | 72,956  | - | -   | 112 | 112 | Completed |
| Portfolio Recovery Associates, LLC                                          | Hampton        | 51,084  | 51,084  | - | 102 | -   | 102 | Completed |
| Prism Contractors & Engineers, Inc.                                         | James City     | 11,624  | 11,624  | - | 3   | 15  | 19  | Completed |
| RDS of Virginia LLC                                                         | Roanoke        | 2,362   | 2,362   | - | 1   | 8   | 9   | Completed |
| Registrar Corp                                                              | Hampton        | 28,224  | 28,224  | - | 18  | 21  | 39  | Completed |
| Reynolds Consumer Products                                                  | Halifax        | 5,208   | 5,208   | - | -   | 11  | 11  | Completed |
| Rolls-Royce North America Inc.                                              | Prince George  | 100,640 | 100,640 | - | 60  | 70  | 130 | Completed |
| RTI Martinsville, Inc.                                                      | Henry          | 20,712  | 20,712  | - | 10  | 20  | 30  | Completed |
| Service Center Metals, LLC                                                  | Prince George  | 59,824  | 59,824  | - | 36  | 43  | 79  | Completed |
| Solsys Medical, LLC                                                         | New port New s | 4,504   | 4,504   | - | 10  | -   | 10  | Completed |
| ST Tissue LLC                                                               | Isle of Wight  | 74,296  | 74,296  | - | 19  | 78  | 97  | Completed |
| Stone Brewing Co., LLC                                                      | Richmond       | 35,875  | 35,875  | - | 16  | 34  | 50  | Completed |
| TAXING AUTHORITY CONSULTING SERVICES P.C.                                   | Henrico        | 19,669  | 19,669  | - | 16  | 18  | 34  | Completed |
| THE CARPENTRY AND PAINTING EXPERTS, LLC                                     | Henrico        | 9,232   | 9,232   | - | 7   | 9   | 16  | Completed |
| Threat Tec, LLC                                                             | Hampton        | 7,960   | 7,960   | - | 1   | 13  | 14  | Completed |
| Trex Company Inc.                                                           | Winchester     | 26,432  | 26,432  | - | 6   | 31  | 37  | Completed |
| Tri-Boro Rack & Storage Products, LLC                                       | Prince Edward  | 13,184  | 13,184  | - | -   | 25  | 25  | Completed |
| W.F. Magann Corporation                                                     | Portsmouth     | 22,864  | 22,864  | - | 33  | -   | 33  | Completed |
| WestRock CP, LLC                                                            | Hopewell       | 29,104  | 29,104  | - | -   | 40  | 40  | Completed |
| Wisconsin Physicians Service Insurance Corporation dba WPS Health Solutions | Hampton        | 118,182 | 118,182 | - | 213 | -   | 213 | Completed |

## FY2019

|                                   |                |        |        |   |     |     |     |           |
|-----------------------------------|----------------|--------|--------|---|-----|-----|-----|-----------|
| Bauer Compressors, Inc.           | Norfolk        | 39,136 | 39,136 | - | 5   | 48  | 53  | Completed |
| GATEWAY HEALTH ALLIANCE           | Danville       | 6,688  | 6,688  | - | 2   | 11  | 12  | Completed |
| Service Center Metals, LLC        | Prince George  | 82,736 | 82,736 | - | 29  | 79  | 107 | Completed |
| EBI, LLC                          | Danville       | 27,400 | 27,400 | - | -   | 133 | 133 | Completed |
| Registrar Corp                    | Hampton        | 45,097 | 45,097 | - | 22  | 39  | 61  | Completed |
| Blue Ridge Fiberboard, Inc.       | Danville       | 25,000 | 25,000 | - | 18  | 17  | 35  | Completed |
| Monogram Snacks Martinsville, LLC | Martinsville   | 61,251 | 61,251 | - | -   | 84  | 84  | Completed |
| Liebherr-America, Inc.            | New port New s | 85,728 | 85,728 | - | 111 | -   | 111 | Completed |
| Axxor NA, LLC                     | Ringgold       | 4,120  | 4,120  | - | 1   | 8   | 9   | Completed |

# Enterprise Zone Job Creation Grant (JCG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-547

| Company Name                                       | Locality       | Incentives |          |        | Jobs    |            |                            | Type      |
|----------------------------------------------------|----------------|------------|----------|--------|---------|------------|----------------------------|-----------|
|                                                    |                | Awarded    | Received | Repaid | Created | Maintained | Net Created over Base Year |           |
| FY2019, Continued                                  |                |            |          |        |         |            |                            |           |
| ST Tissue LLC                                      | Franklin       | 14,104     | 14,104   | -      | 22      | -          | 22                         | Completed |
| TAXING AUTHORITY CONSULTING SERVICES P.C.          | Henrico        | 23,270     | 23,270   | -      | 3       | 34         | 37                         | Completed |
| Highground Services, Inc.                          | New port New s | 464        | 464      | -      | -       | 7          | 7                          | Completed |
| Highground Services, Inc.                          | Franklin       | 1,640      | 1,640    | -      | -       | 9          | 9                          | Completed |
| Enviv a Partners, LP                               | Franklin       | 62,956     | 62,956   | -      | -       | 86         | 86                         | Completed |
| Grey stone of Virginia, Inc.                       | Toano          | 40,289     | 40,289   | -      | 39      | 92         | 131                        | Completed |
| TRI-BORO RACK & STORAGE PRODUCTS,LLC               | Farmville      | 10,551     | 10,551   | -      | -       | 25         | 25                         | Completed |
| Threat Tec, LLC                                    | Hampton        | 11,904     | 11,904   | -      | 5       | 14         | 19                         | Completed |
| Huber Engineered Woods LLC                         | Halifax        | 20,944     | 20,944   | -      | 4       | 26         | 30                         | Completed |
| Center Manufacturing Inc                           | Atkins         | 41,389     | 41,389   | -      | 32      | 40         | 72                         | Completed |
| Continental Automotiv e Systems, Inc.              | New port New s | 225,629    | 225,629  | -      | 57      | 298        | 354                        | Completed |
| Trex Company                                       | Winchester     | 23,424     | 23,424   | -      | -       | 37         | 37                         | Completed |
| Prism Contractors & Engineers, Inc.                | Williamsburg   | 14,248     | 14,248   | -      | 3       | 19         | 22                         | Completed |
| GLOBAL REFINING GROUP, INC                         | Kenbridge      | 16,962     | 16,962   | -      | -       | 26         | 26                         | Completed |
| THE CARPENTRY AND PAINTING EXPERTS                 | Henrico        | 9,104      | 9,104    | -      | -       | 16         | 16                         | Completed |
| Helping Hands Veterinary Care, LLC                 | Richmond       | 9,143      | 9,143    | -      | 7       | 12         | 19                         | Completed |
| ALCOVA MORTGAGE LLC                                | Roanoke        | 15,472     | 15,472   | -      | 2       | 22         | 23                         | Completed |
| Genesis Properties, Inc.                           | Richmond       | 2,344      | 2,344    | -      | -       | 18         | 18                         | Completed |
| Severn Peanut Co Inc dba Hampton Farms             | Franklin       | 51,135     | 51,135   | -      | 41      | 32         | 74                         | Completed |
| Starsprings USA Inc.                               | Ridgew ay      | 4,120      | 4,120    | -      | 9       | -          | 9                          | Completed |
| RDS of Virginia LLC                                | Roanoke        | 3,174      | 3,174    | -      | 3       | 9          | 12                         | Completed |
| AvePoint, Inc.                                     | Richmond       | 34,848     | 34,848   | -      | 13      | 35         | 48                         | Completed |
| Stone Brewing Co., LLC                             | Richmond       | 44,288     | 44,288   | -      | 9       | 50         | 59                         | Completed |
| Rolls-Royce Crosspointe, LLC                       | Prince George  | 168,936    | 168,936  | -      | 85      | 130        | 215                        | Completed |
| NOVATECH USA INC.                                  | Ridgew ay      | 9,414      | 9,414    | -      | -       | 23         | 23                         | Completed |
| Pacific Life Insurance Company                     | Lynchburg      | 159,736    | 159,736  | -      | 37      | 167        | 204                        | Completed |
| CoStar Realty Information, Inc.                    | Richmond       | 280,000    | 280,000  | -      | 257     | 438        | 695                        | Completed |
| Wisconsin Physicians Service Insurance Corporation | Hampton        | 216,262    | 216,262  | -      | 435     | 213        | 647                        | Completed |
| MAXIMUS, Inc.                                      | Hampton        | 57,521     | 57,521   | -      | 64      | 21         | 85                         | Completed |
| W. F. Magann Corporation                           | Portsmouth     | 43,560     | 43,560   | -      | 26      | 33         | 58                         | Completed |
| Owens & Minor Medical, Inc.                        | Richmond       | 184,208    | 184,208  | -      | 234     | -          | 234                        | Completed |



## Enterprise Zone Job Creation Grant (JCG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-547

| Company Name                          | Locality     | Incentives |          |        | Jobs    |            |                            | Type      |
|---------------------------------------|--------------|------------|----------|--------|---------|------------|----------------------------|-----------|
|                                       |              | Awarded    | Received | Repaid | Created | Maintained | Net Created over Base Year |           |
| FY2019, Continued                     |              |            |          |        |         |            |                            |           |
| Portfolio Recovery Associates, LLC    | Norfolk      | 122,159    | 122,159  | -      | 62      | 102        | 164                        | Completed |
| River Fiberglass Pools, Inc.          | Warsaw       | 1,808      | 1,808    | -      | 6       | -          | 6                          | Completed |
| River Pools and Spas, Inc.            | Warsaw       | 5,008      | 5,008    | -      | 10      | -          | 10                         | Completed |
| Clarke Precision Machine, Inc         | Wytheville   | 2,184      | 2,184    | -      | 7       | -          | 7                          | Completed |
| Carter Bank & Trust                   | Martinsville | 20,209     | 20,209   | -      | 30      | -          | 30                         | Completed |
| LTD Oyster Point, LLC                 | Newport News | 7,753      | 7,753    | -      | 30      | -          | 30                         | Completed |
| Network Computing Group, Inc.         | Roanoke      | 2,680      | 2,680    | -      | 7       | -          | 7                          | Completed |
| Kyocera SGS Tech Hub LLC              | Danville     | 3,336      | 3,336    | -      | 8       | -          | 8                          | Completed |
| Thomson Reuters Holdings Inc.         | Richmond     | 25,224     | 25,224   | -      | 36      | -          | 36                         | Completed |
| Provost Construction & Sons LLC       | Norfolk      | 9,648      | 9,648    | -      | 16      | -          | 16                         | Completed |
| Colonna's Shipyard, Inc.              | Norfolk      | 23,112     | 23,112   | -      | 33      | -          | 33                         | Completed |
| Auxiliary Systems, Inc.               | Norfolk      | 13,384     | 13,384   | -      | 21      | -          | 21                         | Completed |
| Ferguson Enterprises, Inc.            | Newport News | 57,664     | 57,664   | -      | 76      | -          | 76                         | Completed |
| Ferguson Enterprises, Inc.            | Hampton      | 74,424     | 74,424   | -      | -       | 113        | 113                        | Completed |
| BAE Systems Norfolk Ship Repair, Inc. | Norfolk      | 149,944    | 149,944  | -      | 191     | -          | 191                        | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

## All Projects: Individual Performance

| Company Name                           | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|----------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b>FY2015</b>                          |               |                    |                                    |           |
| 113 Norfolk Avenue LLC                 | Roanoke       | \$ 69,107          | \$ 1,232,376                       | Completed |
| 1300 Main, LLC                         | Lynchburg     | \$ 69,107          | \$ 938,061                         | Completed |
| 1537 West Main LLC                     | Richmond      | \$ 42,684          | \$ 408,823                         | Completed |
| 170 East Main, LLC                     | Wythe         | \$ 69,107          | \$ 3,023,072                       | Completed |
| 21st Street Partners, LC               | Norfolk       | \$ 69,107          | \$ 3,188,958                       | Completed |
| 306 6th Street, LLC                    | Roanoke       | \$ 69,107          | \$ 662,478                         | Completed |
| 3800 Deep Water Terminal LLC           | Richmond      | \$ 69,107          | \$ 3,191,146                       | Completed |
| 425 Campbell Avenue LLC                | Roanoke       | \$ 69,107          | \$ 1,377,722                       | Completed |
| 720 Church Street, LLC                 | Norfolk       | \$ 46,126          | \$ 433,727                         | Completed |
| 7-Eleven, Inc.                         | Henrico       | \$ 69,107          | \$ 1,338,414                       | Completed |
| 801 N 23rd Street, LLC                 | Richmond      | \$ 36,757          | \$ 365,942                         | Completed |
| A R N Ventures LLC dba ABC Recycling   | Kenbridge     | \$ 58,746          | \$ 525,037                         | Completed |
| AA Properties - Church Avenue, LLC     | Roanoke       | \$ 69,107          | \$ 706,791                         | Completed |
| ACO Development, LLC                   | Hampton       | \$ 3,933           | \$ 528,454                         | Completed |
| Advanced Technologies, Inc.            | New port News | \$ 69,107          | \$ 1,293,434                       | Completed |
| Advex Corporation                      | Hampton       | \$ 59,840          | \$ 532,947                         | Completed |
| Allied Arts, LLC                       | Lynchburg     | \$ 46,344          | \$ 435,303                         | Completed |
| Altos International, LLC               | Pulaski       | \$ 20,927          | \$ 251,411                         | Completed |
| Anderson Woodrow LLC                   | Norfolk       | \$ 35,858          | \$ 359,435                         | Completed |
| Apple Nine Hospitality Ownership, Inc. | Richmond      | \$ 138,215         | \$ 23,001,284                      | Completed |
| Augusta Investors, LLC                 | Richmond      | \$ 17,394          | \$ 303,756                         | Completed |
| Automated Conveyor Systems, Inc.       | Lynchburg     | \$ 69,107          | \$ 1,460,409                       | Completed |
| B & S Associates, LLC                  | New port News | \$ 27,063          | \$ 295,801                         | Completed |
| Bauer Real Estate, Inc.                | Norfolk       | \$ 138,215         | \$ 8,362,637                       | Completed |
| Beaver, LLC                            | Henrico       | \$ 69,107          | \$ 957,657                         | Completed |
| Berglund Chevrolet, Inc.               | Roanoke       | \$ 31,216          | \$ 501,055                         | Completed |
| Beth Lynn LLC                          | Norfolk       | \$ 45,475          | \$ 429,014                         | Completed |
| Biotech 8, LLC                         | Richmond      | \$ 12,686          | \$ 262,094                         | Completed |
| Blue Chip Racing Resorts, LLC          | Halifax       | \$ 6,343           | \$ 1,015,196                       | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                               | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|--------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b>FY2015, Continued</b>                   |               |                    |                                    |           |
| Boxley Asphalt, LLC                        | Lynchburg     | \$ 69,107          | \$ 1,053,476                       | Completed |
| Canavos Holdings, LLC                      | New port News | \$ 20,165          | \$ 245,895                         | Completed |
| Canon Virginia, Inc.                       | New port News | \$ 69,107          | \$ 1,044,887                       | Completed |
| Carrols Corporation                        | Chesterfield  | \$ 32,594          | \$ 335,819                         | Completed |
| Carrols Corporation                        | Portsmouth    | \$ 27,064          | \$ 295,811                         | Completed |
| Carrols Corporation                        | Richmond      | \$ 36,885          | \$ 366,869                         | Completed |
| Carrols Corporation                        | Richmond      | \$ 31,406          | \$ 327,227                         | Completed |
| Carrols Corporation                        | Richmond      | \$ 32,617          | \$ 335,990                         | Completed |
| CCOP Thimble Shoals One, LLC               | New port News | \$ 138,215         | \$ 9,360,993                       | Completed |
| CCOP Town Center One, LLC                  | New port News | \$ 30,899          | \$ 323,556                         | Completed |
| CDI Leigh, LLC                             | Richmond      | \$ 69,107          | \$ 610,173                         | Completed |
| Centra Medical Group, LLC                  | Pittsylvania  | \$ 138,215         | \$ 7,228,211                       | Completed |
| CFDQ, Inc.                                 | Clifton Forge | \$ 22,303          | \$ 261,363                         | Completed |
| Charles T. Small                           | Richmond      | \$ 7,680           | \$ 155,564                         | Completed |
| Chick-fil-A, Inc.                          | Norfolk       | \$ 69,107          | \$ 1,843,714                       | Completed |
| Chick-fil-A, Inc.                          | Portsmouth    | \$ 69,107          | \$ 1,663,902                       | Completed |
| City Center at Oyster Point II, LLC        | New port News | \$ 69,107          | \$ 645,511                         | Completed |
| CML Pizza, Inc                             | Henrico       | \$ 3,842           | \$ 127,797                         | Completed |
| COMEBACK INN LLC                           | Lynchburg     | \$ 69,107          | \$ 2,385,680                       | Completed |
| D & D Henderson Properties                 | Smyth         | \$ 17,077          | \$ 223,552                         | Completed |
| Dan River Plants, LLC                      | Pittsylvania  | \$ 42,744          | \$ 809,255                         | Completed |
| Delta Star, Inc.                           | Lynchburg     | \$ 39,845          | \$ 2,636,182                       | Completed |
| Dijon Properties, LLC                      | Richmond      | \$ 65,155          | \$ 571,404                         | Completed |
| Diversified Properties of Virginia, L.L.C. | New port News | \$ 38,351          | \$ 377,477                         | Completed |
| DKOD, LLC                                  | Accomack      | \$ 17,803          | \$ 628,808                         | Completed |
| Duesenberg Properties LLC                  | Richmond      | \$ 138,215         | \$ 5,016,268                       | Completed |
| Eastern Shore Rural Health System, Inc.    | Accomack      | \$ 26,491          | \$ 291,666                         | Completed |
| Edelen Property Holdings, LLC              | Henry         | \$ 19,834          | \$ 243,500                         | Completed |
| Ellis Hospitality Properties LLC           | Smyth         | \$ 38,588          | \$ 379,189                         | Completed |
| Family Dollar Services, Inc.               | Warren        | \$ 69,107          | \$ 841,222                         | Completed |
| Feed More Inc.                             | Richmond      | \$ 46,835          | \$ 438,857                         | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                                      | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|---------------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <i>FY2015, Continued</i>                          |               |                    |                                    |           |
| Ferguson Enterprises, Inc.                        | Hampton       | \$ 41,076          | \$ 397,187                         | Completed |
| Four Corner Plaza, LLC                            | Accomack      | \$ 18,122          | \$ 231,116                         | Completed |
| FQSR, LLC                                         | Hampton       | \$ 17,882          | \$ 229,378                         | Completed |
| FQSR, LLC                                         | Henrico       | \$ 20,420          | \$ 247,740                         | Completed |
| FQSR, LLC                                         | Henrico       | \$ 28,891          | \$ 309,032                         | Completed |
| FQSR, LLC                                         | New port News | \$ 12,226          | \$ 188,455                         | Completed |
| FQSR, LLC                                         | Richmond      | \$ 16,195          | \$ 217,169                         | Completed |
| Gateway Hyundai Inc                               | Chesterfield  | \$ 43,972          | \$ 418,140                         | Completed |
| GE Mobile Water, Inc.                             | Norfolk       | \$ 69,107          | \$ 659,604                         | Completed |
| Glaize Properties, LC                             | Winchester    | \$ 69,107          | \$ 1,000,749                       | Completed |
| Goodwill Industries of Central Virginia           | New port News | \$ 69,107          | \$ 1,594,624                       | Completed |
| H & S Motors, LLC                                 | Lynchburg     | \$ 69,107          | \$ 629,231                         | Completed |
| Hammersley, LLC                                   | Lynchburg     | \$ 47,584          | \$ 444,274                         | Completed |
| Hampton Roads Orthopedic and Sports Medicine, PLC | New port News | \$ 22,217          | \$ 260,745                         | Completed |
| Hardy wood Park Craft Brew ery, LLC               | Richmond      | \$ 57,619          | \$ 516,878                         | Completed |
| HPSE, LLC                                         | Richmond      | \$ 27,083          | \$ 695,946                         | Completed |
| Inland Harbor, LLC                                | Richmond      | \$ 69,107          | \$ 1,086,609                       | Completed |
| ISJ, Inc.                                         | New port News | \$ 69,107          | \$ 1,023,286                       | Completed |
| J. Crew, Inc.                                     | Lynchburg     | \$ 69,107          | \$ 1,712,204                       | Completed |
| J1C4, LLC                                         | James City    | \$ 16,893          | \$ 622,220                         | Completed |
| John Freeland Properties, LLC                     | Richmond City | \$ 43,418          | \$ 414,132                         | Completed |
| Johnny L Guilliams & Flora S. Guilliams           | Radford       | \$ 2,999           | \$ 521,700                         | Completed |
| Joshuas House, LLC c/o George S. Sanchez          | Lynchburg     | \$ 23,551          | \$ 270,393                         | Completed |
| Karn Custom Woodwork, Inc.                        | Richmond      | \$ 22,886          | \$ 265,584                         | Completed |
| Kato Finishing Systems, Inc.                      | New port News | \$ 69,107          | \$ 631,383                         | Completed |
| Kinder Morgan Bulk Terminals, Inc.                | New port News | \$ 138,215         | \$ 5,024,317                       | Completed |
| Korona Candles, Inc.                              | Pulaski       | \$ 69,107          | \$ 2,943,065                       | Completed |
| Kroger Limited Partnership I                      | Portsmouth    | \$ 138,215         | \$ 9,420,562                       | Completed |
| Kroger Limited Partnership I                      | Martinsville  | \$ 69,107          | \$ 767,056                         | Completed |
| Langley Federal Credit Union                      | Hampton       | \$ 69,107          | \$ 1,643,955                       | Completed |
| Langley Federal Credit Union                      | New port News | \$ 68,799          | \$ 597,771                         | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                                    | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|-------------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b>FY2015, Continued</b>                        |               |                    |                                    |           |
| Langley Federal Credit Union                    | New port News | \$ 2,457           | \$ 117,776                         | Completed |
| Langley Federal Credit Union                    | New port News | \$ 17,971          | \$ 418,491                         | Completed |
| Liebherr Mining & Construction Equipment, Inc.  | New port News | \$ 6,343           | \$ 170,195                         | Completed |
| LM Retail, LLC                                  | Henrico       | \$ 138,215         | \$ 7,892,501                       | Completed |
| LOVES TRAVELS STOPS AND COUNTRY STORES, INC     | Franklin      | \$ 138,215         | \$ 6,056,141                       | Completed |
| Lunsford Enterprises, LLC                       | Petersburg    | \$ 5,470           | \$ 139,579                         | Completed |
| Lynchburg Humane Society Inc.                   | Lynchburg     | \$ 69,107          | \$ 3,740,057                       | Completed |
| Major Properties, LLC                           | Winchester    | \$ 69,107          | \$ 1,114,169                       | Completed |
| MGC Advanced Poly mers, Inc.                    | Chesterfield  | \$ 69,107          | \$ 791,682                         | Completed |
| Mincon Inc.                                     | Roanoke       | \$ 53,468          | \$ 486,849                         | Completed |
| Monmouth Real Estate Investment Corporation     | Roanoke       | \$ 69,107          | \$ 601,842                         | Completed |
| NCI Group, Inc.                                 | Chesterfield  | \$ 69,107          | \$ 1,406,012                       | Completed |
| Nickerson Plaza Associates GP                   | Hampton       | \$ 15,644          | \$ 213,187                         | Completed |
| NSONAN, LLC                                     | Accomack      | \$ 3,829           | \$ 127,703                         | Completed |
| OAP - Nine Mile, LLC                            | Henrico       | \$ 49,142          | \$ 855,547                         | Completed |
| O'Connor Brew ing Company, LLC                  | Norfolk       | \$ 69,107          | \$ 813,042                         | Completed |
| OLD POINT NATIONAL BANK                         | Hampton       | \$ 138,215         | \$ 11,870,875                      | Completed |
| O'Reilly Automotive Stores, Inc.                | Richmond      | \$ 19,446          | \$ 640,696                         | Completed |
| O'Reilly Automotive Stores, Inc.                | Richmond      | \$ 20,997          | \$ 651,919                         | Completed |
| Par 3 Development Group, LLC                    | Richmond      | \$ 27,991          | \$ 702,521                         | Completed |
| PEMCO CORPORATION                               | Tazewell      | \$ 6,343           | \$ 173,911                         | Completed |
| Peninsula Main VA, LLC                          | Hampton       | \$ 27,716          | \$ 300,531                         | Completed |
| Peninsula Main VA, LLC                          | Hampton       | \$ 69,107          | \$ 1,006,490                       | Completed |
| Piedmont Regional Community Services Board      | Patrick       | \$ 69,107          | \$ 721,175                         | Completed |
| Pioneer Health Services of Patrick County, Inc. | Patrick       | \$ 69,107          | \$ 1,868,343                       | Completed |
| Port Warwick Realty Partner, LLC                | New port News | \$ 62,680          | \$ 553,495                         | Completed |
| Porter's Group Lynchburg, LLC                   | Lynchburg     | \$ 69,107          | \$ 2,452,445                       | Completed |
| Progress Dodson, LLC                            | Richmond      | \$ 69,107          | \$ 764,385                         | Completed |
| Randy Mac II, LLC                               | Richmond      | \$ 63,913          | \$ 562,415                         | Completed |
| Research Holdings, LLC                          | Hampton       | \$ 69,107          | \$ 614,915                         | Completed |
| Richmond Area High Blood Pressure Center        | Richmond      | \$ 12,298          | \$ 188,977                         | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                        | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|-------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <i>FY2015, Continued</i>            |               |                    |                                    |           |
| RICHMOND RESIDENTIAL SERVICES INC.  | Richmond      | \$ 59,528          | \$ 530,692                         | Completed |
| Rick Barker Properties, LLC         | Danville      | \$ 69,107          | \$ 1,760,093                       | Completed |
| River City Veterinary Hospital, LLC | Henrico       | \$ 12,262          | \$ 188,716                         | Completed |
| Ruin Creek Properties, LLC          | Emporia       | \$ 69,107          | \$ 3,475,250                       | Completed |
| S&V Warehousing Services LLC        | Hampton       | \$ 36,379          | \$ 363,209                         | Completed |
| SAM Wards Comer, LLC                | Norfolk       | \$ 138,215         | \$ 5,406,003                       | Completed |
| SHAH DEVELOPMENT LLC                | Pulaski       | \$ 69,107          | \$ 1,247,831                       | Completed |
| Slocum Adhesives Corporation        | Lynchburg     | \$ 69,107          | \$ 1,176,810                       | Completed |
| Smoke LLC                           | Newport       | \$ 41,010          | \$ 396,712                         | Completed |
| Southern Air, Inc.                  | Lynchburg     | \$ 58,312          | \$ 521,896                         | Completed |
| Southgate Associates II, L.P.       | Prince Edward | \$ 63,633          | \$ 960,389                         | Completed |
| Southgate Associates II, L.P.       | Prince Edward | \$ 12,756          | \$ 192,292                         | Completed |
| Stevens Properties LLC              | Richmond      | \$ 69,107          | \$ 1,027,687                       | Completed |
| Stokes Hampton Warehouse, LLC       | Hampton       | \$ 33,493          | \$ 342,326                         | Completed |
| Summit Investments II               | Prince George | \$ 138,215         | \$ 5,112,103                       | Completed |
| Sycamore Crossings, LLC             | Petersburg    | \$ 69,107          | \$ 947,752                         | Completed |
| T. O. Williams, Inc.                | Portsmouth    | \$ 30,842          | \$ 323,144                         | Completed |
| Taylor Landlord, LLC                | Winchester    | \$ 69,107          | \$ 986,032                         | Completed |
| The Alleghany Foundation            | Covington     | \$ 60,534          | \$ 537,969                         | Completed |
| THE HORTON PROJECT                  | Roanoke       | \$ 69,107          | \$ 1,548,269                       | Completed |
| THE NASH, LLC                       | Petersburg    | \$ 69,107          | \$ 1,479,228                       | Completed |
| Third Capital Inc                   | Portsmouth    | \$ 69,107          | \$ 765,726                         | Completed |
| Tisa Leasing, LLC                   | Roanoke       | \$ 45,118          | \$ 826,433                         | Completed |
| Todd Shopping Center, LLC           | Hampton       | \$ 14,028          | \$ 201,492                         | Completed |
| TowneBank                           | Norfolk       | \$ 69,107          | \$ 2,290,780                       | Completed |
| TRP JULIANS LLC                     | Richmond      | \$ 69,107          | \$ 634,134                         | Completed |
| TUCKAHOE MANAGEMENT LLC             | Henrico       | \$ 38,422          | \$ 377,984                         | Completed |
| Two City Center, LLC                | Newport News  | \$ 69,107          | \$ 1,280,535                       | Completed |
| Ty's Hauling and Paving, Inc.       | Richmond      | \$ 53,268          | \$ 485,401                         | Completed |
| Tysinger Real Estate, LLC           | Hampton       | \$ 138,215         | \$ 8,439,027                       | Completed |
| U. S. Waterways Transportation, LLC | Norfolk       | \$ 69,107          | \$ 699,453                         | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name | Locality | Incentives Awarded | Qualified Real Property Investment | Type |
|--------------|----------|--------------------|------------------------------------|------|
|--------------|----------|--------------------|------------------------------------|------|

## *FY2015, Continued*

|                                                                  |            |            |              |           |
|------------------------------------------------------------------|------------|------------|--------------|-----------|
| Union Developments, LLC                                          | Petersburg | \$ 69,107  | \$ 1,507,576 | Completed |
| United Network for Organ Sharing                                 | Richmond   | \$ 69,107  | \$ 874,330   | Completed |
| Valentine Richmond History Center                                | Richmond   | \$ 69,107  | \$ 794,360   | Completed |
| VersAbility Resources, Inc.                                      | Hampton    | \$ 46,457  | \$ 436,124   | Completed |
| VILMA N. PAMBI                                                   | Halifax    | \$ 14,357  | \$ 203,876   | Completed |
| Virginia Commonwealth University Real Estate Foundation          | Richmond   | \$ 11,952  | \$ 186,472   | Completed |
| Virginia Commonwealth University Real Estate Foundation          | Richmond   | \$ 69,107  | \$ 2,080,123 | Completed |
| Virginia Produce Company, Inc                                    | Carroll    | \$ 64,757  | \$ 568,528   | Completed |
| West End Center, Inc.                                            | Roanoke    | \$ 36,209  | \$ 761,973   | Completed |
| Wholesome Harvest Baking, LLC (formerly Maple Leaf Bakery, Inc.) | Roanoke    | \$ 44,475  | \$ 421,782   | Completed |
| Wilton Commercial I, LLC                                         | Henrico    | \$ 38,235  | \$ 376,631   | Completed |
| YOUNG MEN'S CHRISTIAN ASSOCIATION OF DANVILLE, VIRGINIA          | Danville   | \$ 138,215 | \$ 7,343,834 | Completed |
| Young Men's Christian Association of Greater Richmond            | Petersburg | \$ 68,578  | \$ 596,170   | Completed |

## *FY2016*

|                                                                   |           |            |              |           |
|-------------------------------------------------------------------|-----------|------------|--------------|-----------|
| 1016JEFFERSONSTREETLYNCHBURG LLC                                  | Lynchburg | \$ 66,643  | \$ 799,090   | Completed |
| 110 Campbell Ave., LLC                                            | Roanoke   | \$ 66,643  | \$ 2,797,451 | Completed |
| 119 Leigh LP                                                      | Richmond  | \$ 10,423  | \$ 178,200   | Completed |
| 1220 Commerce, LLC                                                | Lynchburg | \$ 23,521  | \$ 276,466   | Completed |
| 13 S. 13th Street, LLC                                            | Richmond  | \$ 66,643  | \$ 830,943   | Completed |
| 1512 Willow Lawn LLC                                              | Henrico   | \$ 66,643  | \$ 700,887   | Completed |
| 21st Street Partners MOB, LC                                      | Norfolk   | \$ 66,643  | \$ 2,089,601 | Completed |
| 2740 Fort Avenue, LLC                                             | Lynchburg | \$ 66,643  | \$ 848,725   | Completed |
| 3300 West Clay Street LLC                                         | Richmond  | \$ 45,300  | \$ 439,868   | Completed |
| 337 West Main, LLC                                                | Radford   | \$ 66,643  | \$ 814,002   | Completed |
| 360 Toyota, LLC                                                   | Roanoke   | \$ 133,286 | \$ 7,304,428 | Completed |
| 3620 Cowardin, LLC                                                | Richmond  | \$ 133,286 | \$ 7,615,823 | Completed |
| 420 E Grace Richmond, LLC                                         | Richmond  | \$ 66,643  | \$ 1,314,321 | Completed |
| 500 West Marshall LLC and 6200 Lakeside Ave LLC Tenants in Common | Richmond  | \$ 66,643  | \$ 810,242   | Completed |
| 6605 Broad, LLC                                                   | Henrico   | \$ 6,117   | \$ 502,325   | Completed |
| 6627 Broad, LLC                                                   | Henrico   | \$ 133,286 | \$ 5,674,252 | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                                 | Locality     | Incentives Awarded | Qualified Real Property Investment | Type      |
|----------------------------------------------|--------------|--------------------|------------------------------------|-----------|
| <b>FY2016, Continued</b>                     |              |                    |                                    |           |
| 68 FIRST STREET LLC                          | Pulaski      | \$ 66,643          | \$ 3,378,807                       | Completed |
| 7000 Forest, LLC                             | Henrico      | \$ 66,643          | \$ 2,925,755                       | Completed |
| 738 City Center Blvd., LLC                   | Newport News | \$ 3,110           | \$ 123,332                         | Completed |
| 759 Granby LLC                               | Norfolk      | \$ 66,643          | \$ 1,428,700                       | Completed |
| 800 East Main, LLC                           | Richmond     | \$ 66,643          | \$ 3,504,848                       | Completed |
| 826, LLC                                     | Portsmouth   | \$ 66,643          | \$ 807,034                         | Completed |
| Acrospire, LLC                               | Portsmouth   | \$ 66,643          | \$ 1,201,966                       | Completed |
| Advex Corporation                            | Bristol      | \$ 26,764          | \$ 670,673                         | Completed |
| Advex Corporation                            | Hampton      | \$ 63,118          | \$ 573,553                         | Completed |
| American Youth Hostels, Inc.                 | Hampton      | \$ 66,643          | \$ 1,775,648                       | Completed |
| Anstey Holdings, LLC                         | Richmond     | \$ 44,504          | \$ 433,898                         | Completed |
| Appalachian Capital Investments, LLC         | Roanoke      | \$ 34,086          | \$ 755,736                         | Completed |
| Aragon Group, A Virginia Limited Partnership | Tazewell     | \$ 66,643          | \$ 636,099                         | Completed |
| Arlington Road, LLC                          | Richmond     | \$ 66,643          | \$ 1,062,374                       | Completed |
| AT Main Street Richmond LLC                  | Richmond     | \$ 72,760          | \$ 5,819,258                       | Completed |
| Autobell Car Wash, Inc.                      | Richmond     | \$ 66,643          | \$ 1,054,079                       | Completed |
| Bayshore Concrete Products Corporation       | Portsmouth   | \$ 66,643          | \$ 890,775                         | Completed |
| BEACON CREDIT UNION, INC                     | Northampton  | \$ 27,491          | \$ 706,253                         | Completed |
| Bee Green Recycling, LLC                     | Lynchburg    | \$ 66,643          | \$ 1,603,699                       | Completed |
| Beechwood, Inc.                              | Bedford      | \$ 66,643          | \$ 657,306                         | Completed |
| Bek-Le Investments, LLC                      | Henrico      | \$ 11,761          | \$ 188,235                         | Completed |
| Blue Ridge Highlands, Inc.                   | Chesterfield | \$ 66,643          | \$ 639,340                         | Completed |
| Boulevard Master Tenant, LLC                 | Tazewell     | \$ 48,543          | \$ 464,198                         | Completed |
| Brooks Lyon, LLC                             | Roanoke      | \$ 36,753          | \$ 375,745                         | Completed |
| BUSTED ROCK CORPORATION                      | Richmond     | \$ 133,286         | \$ 6,009,506                       | Completed |
| C&C North America, Inc.                      | Halifax      | \$ 26,226          | \$ 296,766                         | Completed |
| CAH Holdings, LLC                            | Patrick      | \$ 39,083          | \$ 393,223                         | Completed |
| Cape Charles Animal Hospital, Inc            | Hampton      | \$ 19,365          | \$ 245,285                         | Completed |
| CCOP Town Center One, LLC                    | Newport News | \$ 20,406          | \$ 253,100                         | Completed |
| CEDA, LLC                                    | Northampton  | \$ 30,290          | \$ 727,254                         | Completed |
| Center Avenue Plaza II, LLC                  | Newport      | \$ 20,264          | \$ 252,034                         | Completed |



# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                                              | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|-----------------------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b>FY2016, Continued</b>                                  |               |                    |                                    |           |
| Centra Health, Inc.                                       | Lynchburg     | \$ 133,286         | \$ 8,823,437                       | Completed |
| Centra Health, Inc.                                       | New port News | \$ 133,286         | \$ 8,148,174                       | Completed |
| Centra Health, Inc.                                       | Alleghany     | \$ 66,643          | \$ 1,724,131                       | Completed |
| CGP Chilhowie TB, LLC                                     | Lynchburg     | \$ 46,824          | \$ 851,302                         | Completed |
| Chester Dental Property, LLC                              | Prince Edward | \$ 66,643          | \$ 1,060,931                       | Completed |
| Chippenham Square LLC                                     | Smyth         | \$ 47,238          | \$ 454,409                         | Completed |
| Coastline Developers, LLC                                 | Chesterfield  | \$ 22,255          | \$ 266,974                         | Completed |
| COP Farmville, LLC                                        | Chesterfield  | \$ 66,643          | \$ 2,278,781                       | Completed |
| CRES-EG Development, LLC                                  | Hampton       | \$ 53,135          | \$ 898,654                         | Completed |
| D.K.B.A. PROPERTIES, LLC                                  | Prince Edward | \$ 66,643          | \$ 687,109                         | Completed |
| Deepwater Properties LLC                                  | Portsmouth    | \$ 133,286         | \$ 5,038,205                       | Completed |
| DEHM, LLC                                                 | Bristol       | \$ 27,664          | \$ 707,552                         | Completed |
| Dr. Mark T. Mahoney                                       | Richmond      | \$ 66,308          | \$ 997,484                         | Completed |
| ECS Investments LLC                                       | James         | \$ 66,643          | \$ 1,440,752                       | Completed |
| Ellwood, LC                                               | Henry         | \$ 21,842          | \$ 263,872                         | Completed |
| Enviva Pellets Southampton, LLC                           | LaCrosse      | \$ 133,286         | \$ 13,269,593                      | Completed |
| EOS Surfaces, LLC                                         | Richmond      | \$ 63,634          | \$ 577,421                         | Completed |
| FALLS STAMPING & WELDING COMPANY, INC                     | Southampton   | \$ 34,225          | \$ 356,780                         | Completed |
| FEEDMORE, INC.                                            | Norfolk       | \$ 14,044          | \$ 561,575                         | Completed |
| Ferguson Enterprises, Inc.                                | Pulaski       | \$ 133,286         | \$ 5,483,353                       | Completed |
| Ferguson Enterprises, Inc.                                | Richmond      | \$ 42,812          | \$ 725,393                         | Completed |
| First Piedmont Corporation                                | New port News | \$ 6,117           | \$ 820,949                         | Completed |
| FLINT HOLDINGS LLC                                        | New port News | \$ 21,777          | \$ 263,387                         | Completed |
| Food Country USA of Duffield, Inc.                        | Danville      | \$ 39,080          | \$ 393,205                         | Completed |
| Forest Avenue Office, LLC                                 | Richmond      | \$ 20,621          | \$ 254,712                         | Completed |
| Fort Norfolk Retirement Community, Inc. DBA Harbor's Edge | Scott         | \$ 66,643          | \$ 628,955                         | Completed |
| Fort Tar Associates, LLC                                  | Henrico       | \$ 66,643          | \$ 2,075,156                       | Completed |
| Four Corner Plaza, LLC                                    | Norfolk       | \$ 40,592          | \$ 404,549                         | Completed |
| Glass Wheel Studio, LLC                                   | Norfolk       | \$ 66,643          | \$ 1,540,967                       | Completed |
| Global Refining Group, Inc.                               | Accomack      | \$ 66,643          | \$ 1,694,800                       | Completed |
| Goodyear Tire and Rubber Co                               | Norfolk       | \$ 66,643          | \$ 1,546,253                       | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                                   | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|------------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b><i>FY2016, Continued</i></b>                |               |                    |                                    |           |
| Guiseppe Buffa, LLC                            | Victoria      | \$ 65,038          | \$ 987,957                         | Completed |
| H & S Motors, LLC.                             | Danville      | \$ 20,073          | \$ 250,603                         | Completed |
| Halifax County World of Sports                 | Dinwiddie     | \$ 66,643          | \$ 656,001                         | Completed |
| Handcraft Cleaners & Launderers, Inc.          | Lynchburg     | \$ 66,643          | \$ 3,064,503                       | Completed |
| Hardide Coatings, Inc.                         | Halifax       | \$ 28,556          | \$ 314,245                         | Completed |
| HBIC, LLC                                      | Richmond      | \$ 30,837          | \$ 331,361                         | Completed |
| Henry Uptown LLC                               | Henry         | \$ 66,643          | \$ 1,103,000                       | Completed |
| Hilton Properties, LLC                         | Roanoke       | \$ 10,726          | \$ 180,477                         | Completed |
| HISTORIC CALFEE PARK LLC                       | Martinsville  | \$ 66,643          | \$ 2,790,715                       | Completed |
| Historic Hotels of Richmond, LLC               | Newport News  | \$ 133,286         | \$ 10,839,665                      | Completed |
| HRIP Miller & Rhoads Acquisition, LLC          | Pulaski       | \$ 133,286         | \$ 6,866,977                       | Completed |
| Jamerson - Lewis Construction, Inc.            | Richmond      | \$ 42,135          | \$ 416,123                         | Completed |
| James A. Scott & Son, Inc.                     | Richmond      | \$ 28,039          | \$ 310,370                         | Completed |
| JETR, LLC                                      | Lynchburg     | \$ 66,643          | \$ 1,346,864                       | Completed |
| Judd Brook 4, LLC                              | Lynchburg     | \$ 8,735           | \$ 165,532                         | Completed |
| Keurig Green Mountain, Inc.                    | Roanoke       | \$ 133,286         | \$ 7,171,849                       | Completed |
| Liberty Hill Properties, LLC                   | Accomack      | \$ 11,507          | \$ 186,334                         | Completed |
| Liebherr Mining & Construction Equipment, Inc. | Isle of Wight | \$ 1,890           | \$ 4,066,917                       | Completed |
| Lillie R. Bennett MD, LTD                      | Roanoke       | \$ 50,990          | \$ 482,562                         | Completed |
| LM Office/Retail A, LLC                        | Newport News  | \$ 133,286         | \$ 5,756,063                       | Completed |
| MACADO'S INC                                   | Richmond      | \$ 57,593          | \$ 532,096                         | Completed |
| McAllister Mills, Inc.                         | Henrico       | \$ 30,103          | \$ 325,851                         | Completed |
| Member One Federal Credit Union                | Radford       | \$ 25,364          | \$ 3,008,551                       | Completed |
| Midtown Marketplace 2, LLC                     | Grayson       | \$ 66,643          | \$ 2,696,414                       | Completed |
| Midtown Marketplace 2, LLC                     | Roanoke       | \$ 66,643          | \$ 1,153,083                       | Completed |
| Miller Investment J II, LLC                    | Portsmouth    | \$ 66,643          | \$ 1,049,081                       | Completed |
| Mondelez Global, LLC                           | Portsmouth    | \$ 133,286         | \$ 6,731,629                       | Completed |
| Monogram Snacks Martinsville, LLC              | Hampton       | \$ 133,286         | \$ 7,049,164                       | Completed |
| MVG WM Investments LLC                         | Henrico       | \$ 133,286         | \$ 5,733,887                       | Completed |
| MVG WM Investments LLC                         | Henrico       | \$ 133,286         | \$ 5,258,356                       | Completed |
| MVG WM Investments LLC                         | Henry         | \$ 133,286         | \$ 5,499,567                       | Completed |

**Enterprise Zone Real Property Investment Grant (RPIG)**  
**Administered by: Department of Housing & Community Development**  
Va. Code § 59.1-548

| Company Name                                    | Locality     | Incentives Awarded | Qualified Real Property Investment | Type      |
|-------------------------------------------------|--------------|--------------------|------------------------------------|-----------|
| <b><i>FY2016, Continued</i></b>                 |              |                    |                                    |           |
| New Ravenna, Inc.                               | Roanoke      | \$ 31,008          | \$ 332,640                         | Completed |
| NOSMADA HOLDINGS, LLC                           | Roanoke      | \$ 2,263           | \$ 116,982                         | Completed |
| Orange Slices, Inc.                             | Northampton  | \$ 10,646          | \$ 179,874                         | Completed |
| O'Reilly Automotive Stores, Inc.                | Richmond     | \$ 23,337          | \$ 675,090                         | Completed |
| Par 3 Development Group, LLC                    | Martinsville | \$ 66,643          | \$ 1,028,527                       | Completed |
| Par 3 Development Group, LLC                    | Newport News | \$ 59,723          | \$ 948,083                         | Completed |
| Par 3 Development Group, LLC                    | Orange       | \$ 34,819          | \$ 761,231                         | Completed |
| PARCO International, LLC                        | Henrico      | \$ 17,324          | \$ 229,974                         | Completed |
| Patterson Properties, Inc.                      | Danville     | \$ 12,770          | \$ 195,806                         | Completed |
| Patterson Properties, Inc.                      | Portsmouth   | \$ 46,999          | \$ 452,619                         | Completed |
| PAW IV, LLC                                     | Henrico      | \$ 66,643          | \$ 677,145                         | Completed |
| Pawsatively Purrfect, LLC                       | Henrico      | \$ 66,643          | \$ 781,357                         | Completed |
| Phillips-Brown, LLC                             | Pulaski      | \$ 66,643          | \$ 844,268                         | Completed |
| Piedmont Access to Health Services, Inc.        | Richmond     | \$ 66,643          | \$ 1,747,983                       | Completed |
| Plasticell, LLC                                 | Hampton      | \$ 53,507          | \$ 501,442                         | Completed |
| PlymKraft, Inc.                                 | Danville     | \$ 66,643          | \$ 1,052,651                       | Completed |
| Poquoson Motors                                 | Bedford      | \$ 29,452          | \$ 320,969                         | Completed |
| Powers Bros LLC                                 | Newport News | \$ 43,294          | \$ 424,822                         | Completed |
| Prism Holdings, LLC                             | Hampton      | \$ 10,493          | \$ 178,723                         | Completed |
| Pro Investments, LLC                            | Richmond     | \$ 55,911          | \$ 519,484                         | Completed |
| Progress Realty Group, Inc                      | James City   | \$ 25,533          | \$ 291,564                         | Completed |
| Red Sun Farms Virginia LLC                      | Orange       | \$ 133,286         | \$ 5,881,632                       | Completed |
| Richmond Area Association for Retarded Citizens | Richmond     | \$ 66,643          | \$ 1,891,778                       | Completed |
| Robert L. Lambert Jr.                           | Pulaski      | \$ 42,405          | \$ 418,149                         | Completed |
| Rock Ridge Holdings, LLC                        | Richmond     | \$ 66,643          | \$ 2,317,569                       | Completed |
| Royal Oak Associates, LLC                       | Newport News | \$ 66,643          | \$ 1,093,537                       | Completed |
| Serve it Up VCU LLC                             | Richmond     | \$ 37,058          | \$ 378,036                         | Completed |
| Seven Hills Food LLC                            | Smyth        | \$ 66,643          | \$ 1,384,575                       | Completed |
| Shen-Valley, LLC                                | Richmond     | \$ 66,643          | \$ 1,101,203                       | Completed |
| SKYLIMIT TRW LLC                                | Lynchburg    | \$ 66,643          | \$ 733,845                         | Completed |
| Southgate Lot 3, LLC                            | Warren       | \$ 66,643          | \$ 1,204,013                       | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                                            | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|---------------------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b><i>FY2016, Continued</i></b>                         |               |                    |                                    |           |
| Southside Holdings, LLC                                 | Lynchburg     | \$ 40,228          | \$ 401,813                         | Completed |
| SRQ Hull Partners, LLC                                  | Prince Edward | \$ 66,643          | \$ 791,507                         | Completed |
| Tacala Tennessee Corp                                   | Prince Edward | \$ 50,678          | \$ 880,220                         | Completed |
| Taylor Hollow Management, LLC                           | Richmond      | \$ 16,668          | \$ 225,053                         | Completed |
| The Marketplace at Tech Center, LLC                     | Tazewell      | \$ 133,286         | \$ 23,528,366                      | Completed |
| THIBAUT ENTERPRISES                                     | Radford       | \$ 66,643          | \$ 1,242,033                       | Completed |
| Third Capital Inc                                       | New port News | \$ 35,174          | \$ 363,901                         | Completed |
| United Network for Organ Sharing                        | Chesterfield  | \$ 20,588          | \$ 302,177                         | Completed |
| VA Donuts XIII, LLC                                     | Roanoke       | \$ 25,765          | \$ 293,308                         | Completed |
| Vernon J. Harris East End Community Health Center       | Richmond      | \$ 66,643          | \$ 1,526,617                       | Completed |
| Virginia Commonwealth University Real Estate Foundation | Richmond      | \$ 133,286         | \$ 8,917,313                       | Completed |
| Virginia Commonwealth University Real Estate Foundation | Richmond      | \$ 66,643          | \$ 742,070                         | Completed |
| Virginia Credit Union League                            | Richmond      | \$ 66,643          | \$ 2,526,725                       | Completed |
| VIRGINIA TRANSFORMER CORPORATION                        | Richmond      | \$ 66,643          | \$ 638,258                         | Completed |
| Wal-Mart Stores East, LP                                | Richmond      | \$ 133,286         | \$ 5,149,595                       | Completed |
| WALTERS, LLC                                            | Roanoke       | \$ 66,643          | \$ 622,876                         | Completed |
| Young Men's Christian Association of Greater Richmond   | Chesterfield  | \$ 20,196          | \$ 251,523                         | Completed |

## ***FY2017***

|                                     |               |            |              |           |
|-------------------------------------|---------------|------------|--------------|-----------|
| Exotic Nutrition LLC                | New port News | \$ 13,280  | \$ 190,119   | Completed |
| Fareva Richmond Inc                 | Henrico       | \$ 147,361 | \$ 5,389,690 | Completed |
| Immigration Centers of America, LLC | Prince Edward | \$ 73,680  | \$ 1,744,737 | Completed |
| Midtown Land Partners, LLC          | Henrico       | \$ 49,155  | \$ 1,243,762 | Completed |
| NAPA Transportation, Inc.           | Richmond      | \$ 19,447  | \$ 231,971   | Completed |
| Next Century Properties, LLC        | New port News | \$ 5,005   | \$ 133,964   | Completed |
| Parham Plaza SC, LLC                | Henrico       | \$ 73,680  | \$ 1,810,184 | Completed |
| Parker Farms Holding, LLC           | Westmoreland  | \$ 73,680  | \$ 608,017   | Completed |
| RADVA Corporation                   | Radford       | \$ 73,680  | \$ 846,003   | Completed |
| Royal Oak Associates, LLC           | Smyth         | \$ 24,577  | \$ 1,044,758 | Completed |
| Somic America                       | Wythe         | \$ 73,680  | \$ 4,142,947 | Completed |
| Southern Air, Inc.                  | Lynchburg     | \$ 29,770  | \$ 302,023   | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                                      | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|---------------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b>FY2017, Continued</b>                          |               |                    |                                    |           |
| Sunset Beach Investments, LLC                     | Northampton   | \$ 147,361         | \$ 6,447,571                       | Completed |
| The Mimslyn Inn Properties, LLC                   | Page          | \$ 73,680          | \$ 785,864                         | Completed |
| WEGMANN USA, INC                                  | Ly nchburg    | \$ 21,187          | \$ 243,779                         | Completed |
| Wholesome Harvest Baking, LLC                     | Roanoke       | \$ 40,911          | \$ 1,259,742                       | Completed |
| William Henry Talley III                          | Henrico       | \$ 73,680          | \$ 1,149,295                       | Completed |
| 401 Gordon Ave, LLC                               | Bristol       | \$ 147,361         | \$ 6,915,907                       | Completed |
| 808 Triton, LLC                                   | New port News | \$ 73,680          | \$ 1,037,341                       | Completed |
| Adams Construction Company                        | Prince Edward | \$ 73,680          | \$ 1,008,478                       | Completed |
| ALDI (N.C.) L.L.C.                                | Ly nchburg    | \$ 73,680          | \$ 1,751,483                       | Completed |
| Boos-Lynchburg, LLC                               | Ly nchburg    | \$ 73,680          | \$ 1,025,704                       | Completed |
| Bowditch on Jefferson, LLC                        | New port News | \$ 147,361         | \$ 5,235,225                       | Completed |
| Collegiate Development Co LLC                     | Radford       | \$ 29,827          | \$ 702,407                         | Completed |
| D.P. Facilities Inc. South, LLC                   | Wise          | \$ 147,361         | \$ 6,359,741                       | Completed |
| Diamond Virginia Partners, LLC                    | Henrico       | \$ 73,680          | \$ 1,744,415                       | Completed |
| Joseph E Thompson                                 | Roanoke       | \$ 61,155          | \$ 915,000                         | Completed |
| Karditsa Properties, LLC                          | Hampton       | \$ 27,354          | \$ 685,624                         | Completed |
| Kemper Properties, LLC                            | Alleghany     | \$ 9,332           | \$ 563,327                         | Completed |
| KoochenVagner's Brewing Co. dba Stone Brewing Co. | Richmond      | \$ 147,361         | \$ 5,036,541                       | Completed |
| Land 501, LLC                                     | Emporia       | \$ 73,680          | \$ 1,124,983                       | Completed |
| Langley Federal Credit Union                      | Hampton       | \$ 73,680          | \$ 4,261,542                       | Completed |
| Maplewoods Plaza LLC                              | Norfolk       | \$ 73,680          | \$ 1,729,050                       | Completed |
| Midtown Land Partners, LLC                        | Henrico       | \$ 147,361         | \$ 7,616,906                       | Completed |
| Northern Neck Electric Cooperative                | Richmond      | \$ 147,361         | \$ 8,052,631                       | Completed |
| O'Reilly Automotive Stores, Inc.                  | Henrico       | \$ 64,937          | \$ 940,669                         | Completed |
| Parkside Storage, LLC                             | Roanoke       | \$ 73,680          | \$ 1,902,711                       | Completed |
| Patrick Henry Commons, LLC                        | New port News | \$ 73,680          | \$ 1,147,329                       | Completed |
| Peninsula Main VA, LLC                            | Hampton       | \$ 73,680          | \$ 1,571,998                       | Completed |
| Peninsula Main VA, LLC                            | Hampton       | \$ 73,680          | \$ 1,169,489                       | Completed |
| Prasom Realty Group LLC                           | Franklin      | \$ 73,680          | \$ 1,002,353                       | Completed |
| RCA HOLDINGS, LLC                                 | Prince Edward | \$ 73,680          | \$ 1,013,461                       | Completed |
| Rebkee Partners Newmarket, LLC                    | Hampton       | \$ 22,059          | \$ 649,693                         | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                              | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|-------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b><i>FY2017, Continued</i></b>           |               |                    |                                    |           |
| Restaurant Property Investors II, LLC     | Portsmouth    | \$ 67,552          | \$ 958,410                         | Completed |
| Schaubach Rentals, LLP                    | Norfolk       | \$ 73,680          | \$ 3,184,683                       | Completed |
| Seibel Truck & Auto Repair LLC            | Alleghany     | \$ 28,706          | \$ 694,798                         | Completed |
| South Commonwealth Partners LLC           | Roanoke       | \$ 147,361         | \$ 6,519,250                       | Completed |
| Southeast Commerce Center Associates, LLC | New port News | \$ 41,024          | \$ 778,395                         | Completed |
| Southeast Commerce Center Associates, LLC | New port News | \$ 33,877          | \$ 729,892                         | Completed |
| Southeastern Virginia Powersports, LLC    | New port News | \$ 73,680          | \$ 1,467,206                       | Completed |
| Summit Development Co LLC                 | Radford       | \$ 73,680          | \$ 1,369,088                       | Completed |
| TAZEWELL DEVELOPMENT, LLC                 | Roanoke       | \$ 147,361         | \$ 7,583,173                       | Completed |
| Tech Center Office, LLC                   | New port News | \$ 73,680          | \$ 3,213,330                       | Completed |
| TWN, LLC                                  | Ly nchburg    | \$ 73,680          | \$ 1,680,057                       | Completed |
| Vane Marine Terminal, LLC                 | Portsmouth    | \$ 73,680          | \$ 1,573,760                       | Completed |
| VRE Warwick, LLC                          | New port News | \$ 73,680          | \$ 1,117,010                       | Completed |
| Wal-Mart Stores, Inc.                     | Way nesboro   | \$ 147,361         | \$ 10,212,892                      | Completed |
| WKE, Inc.                                 | Petersburg    | \$ 47,733          | \$ 823,923                         | Completed |
| 201 LLC                                   | Richmond      | \$ 147,361         | \$ 10,705,478                      | Completed |
| 2011 Tate Springs Co., LLC                | Ly nchburg    | \$ 53,105          | \$ 460,372                         | Completed |
| 210 E Clay Street LLC                     | Richmond      | \$ 73,680          | \$ 688,932                         | Completed |
| 219 E BANK ST, LLC                        | Petersburg    | \$ 147,361         | \$ 6,254,400                       | Completed |
| 229 North Sycamore LLC                    | Petersburg    | \$ 73,680          | \$ 813,703                         | Completed |
| 2816 W. Broad Street LLC                  | Richmond      | \$ 73,680          | \$ 1,230,158                       | Completed |
| 315 Broad, LLC                            | Richmond      | \$ 73,680          | \$ 1,386,024                       | Completed |
| 315 North Main Street, LLC                | Smy th        | \$ 73,680          | \$ 1,559,089                       | Completed |
| 322 Wise Hundley, LLC                     | Danv ille     | \$ 73,680          | \$ 2,330,590                       | Completed |
| 412 E Grace LLC                           | Richmond      | \$ 73,680          | \$ 600,500                         | Completed |
| 416 Salem LLC                             | Roanoke       | \$ 73,680          | \$ 849,055                         | Completed |
| 613 North Lombardy LLC                    | Richmond      | \$ 73,680          | \$ 690,819                         | Completed |
| 631 Campbell Avenue, LLC                  | Roanoke       | \$ 73,680          | \$ 640,940                         | Completed |
| 6627 Broad, LLC                           | Henrico       | \$ 49,155          | \$ 474,318                         | Completed |
| 700 Main, LLC                             | Richmond      | \$ 147,361         | \$ 21,708,826                      | Completed |
| 7-Eleven, Inc.                            | Richmond      | \$ 73,680          | \$ 789,734                         | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                                     | Locality       | Incentives Awarded | Qualified Real Property Investment | Type      |
|--------------------------------------------------|----------------|--------------------|------------------------------------|-----------|
| <b>FY2017, Continued</b>                         |                |                    |                                    |           |
| Accurate Marine Environmental, Inc.              | Portsmouth     | \$ 73,680          | \$ 611,649                         | Completed |
| Alam Properties LLC                              | Roanoke        | \$ 73,680          | \$ 717,344                         | Completed |
| Aqueous Solutions Global, LLC                    | Richmond       | \$ 24,577          | \$ 598,309                         | Completed |
| BARRY WILSON                                     | Henrico        | \$ 32,630          | \$ 321,431                         | Completed |
| BB&T Building, LLC                               | Petersburg     | \$ 73,680          | \$ 3,787,972                       | Completed |
| Bedford Storage Investment, LLC                  | Bedford        | \$ 67,789          | \$ 573,609                         | Completed |
| BELLA ROSE PLANTATION, LLC                       | Ly nchburg     | \$ 73,680          | \$ 756,785                         | Completed |
| Benchmark Community Bank                         | Victoria       | \$ 64,539          | \$ 537,969                         | Completed |
| Benchmark Community Bank                         | Kenbridge      | \$ 73,680          | \$ 989,418                         | Completed |
| Benchtop Brewing Company LLC                     | Norfolk        | \$ 15,079          | \$ 202,326                         | Completed |
| Berglund Luxury Auto, Inc.                       | Ly nchburg     | \$ 73,680          | \$ 649,731                         | Completed |
| BMS DIRECT, INC.                                 | Ly nchburg     | \$ 44,590          | \$ 402,588                         | Completed |
| Brandy DeGraw dba Simple Splendor Salon          | Halifax        | \$ 5,906           | \$ 140,077                         | Completed |
| Broad LLC                                        | Richmond       | \$ 73,680          | \$ 982,811                         | Completed |
| Brooks-Lyon Funeral Home, LLC                    | Halifax        | \$ 73,680          | \$ 654,246                         | Completed |
| Butler Land & Timber Company, Inc.               | New port New s | \$ 37,093          | \$ 351,716                         | Completed |
| Casey Chevrolet Corporation                      | New port New s | \$ 73,680          | \$ 667,759                         | Completed |
| Centra Health, Inc.                              | Prince Edward  | \$ 73,680          | \$ 1,144,854                       | Completed |
| Centra Health, Inc.                              | Ly nchburg     | \$ 73,680          | \$ 2,068,687                       | Completed |
| Centra Health, Inc.                              | Ly nchburg     | \$ 73,680          | \$ 3,501,227                       | Completed |
| Challenge, LLC                                   | Roanoke        | \$ 43,246          | \$ 393,468                         | Completed |
| Children's Hospital of the King's Daughters Inc  | Norfolk        | \$ 73,680          | \$ 1,975,275                       | Completed |
| Children's Hospital of the King's Daughters Inc. | New port New s | \$ 73,680          | \$ 1,824,786                       | Completed |
| City Market Investors, LLC                       | Petersburg     | \$ 73,680          | \$ 1,033,735                       | Completed |
| Coleman LLC                                      | Norfolk        | \$ 38,629          | \$ 362,137                         | Completed |
| Coliseum Crossing Associates, LLC                | Hampton        | \$ 73,680          | \$ 963,570                         | Completed |
| Corbett Holdings, LLC                            | Richmond       | \$ 21,966          | \$ 249,065                         | Completed |
| CRANKY OWL LLC                                   | Ly nchburg     | \$ 73,680          | \$ 720,079                         | Completed |
| Ellmer Properties Jefferson Avenue II, LLC       | New port New s | \$ 73,680          | \$ 2,645,661                       | Completed |
| Fastlap VA, LLC                                  | New port New s | \$ 15,996          | \$ 402,258                         | Completed |
| Ferguson Enterprises, Inc.                       | New port New s | \$ 49,155          | \$ 1,647,779                       | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                                      | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|---------------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b>FY2017, Continued</b>                          |               |                    |                                    |           |
| Fleetmaster Express Incorporated                  | Roanoke       | \$ 25,876          | \$ 275,595                         | Completed |
| FLINT HOLDINGS LLC                                | Richmond      | \$ 22,495          | \$ 252,651                         | Completed |
| Foodbank of Southeastern Virginia                 | Accomack      | \$ 32,307          | \$ 319,235                         | Completed |
| Forest Avenue Office, LLC                         | Henrico       | \$ 58,487          | \$ 1,739,682                       | Completed |
| Four Corner Plaza, LLC                            | Accomack      | \$ 15,449          | \$ 204,836                         | Completed |
| Frisbie-Fulton, LLC                               | Prince Edward | \$ 33,132          | \$ 324,839                         | Completed |
| GMRI, INC.                                        | Hampton       | \$ 34,647          | \$ 335,116                         | Completed |
| HABITAT FOR HUMANITY IN THE ROANOKE VALLEY        | Roanoke       | \$ 68,415          | \$ 564,269                         | Completed |
| Hampton Commerce Center LP                        | Hampton       | \$ 28,764          | \$ 295,197                         | Completed |
| HISTORIC MASONIC THEATRE, LLC                     | Clifton Forge | \$ 147,361         | \$ 5,777,948                       | Completed |
| HOTEL ACQUISITIONS I LLC                          | Lynchburg     | \$ 73,680          | \$ 1,371,430                       | Completed |
| Hudson Century, LLC                               | Richmond      | \$ 73,680          | \$ 2,504,431                       | Completed |
| ICE HOUSE PARTNERS, LLC                           | Petersburg    | \$ 73,680          | \$ 2,619,550                       | Completed |
| Immigration Centers of America LLC                | Prince Edward | \$ 35,524          | \$ 341,067                         | Completed |
| J. R. Tharpe Trucking, Inc.                       | Prince Edward | \$ 26,761          | \$ 281,599                         | Completed |
| James R Strozier dba Union Street Properties, LLC | Franklin      | \$ 73,680          | \$ 719,932                         | Completed |
| Jaymack Properties South, LLC                     | New port News | \$ 73,680          | \$ 1,080,548                       | Completed |
| Jessie Silver, LLC                                | Richmond      | \$ 73,680          | \$ 659,372                         | Completed |
| L & M Properties, LLC                             | Bedford       | \$ 65,673          | \$ 545,659                         | Completed |
| Legacy Development Group LLC                      | Roanoke       | \$ 73,680          | \$ 652,658                         | Completed |
| Loom, Inc.                                        | Lynchburg     | \$ 22,950          | \$ 255,737                         | Completed |
| Maida Enterprises, LLC                            | Richmond      | \$ 72,409          | \$ 591,373                         | Completed |
| Mark on Broad LLC                                 | Richmond      | \$ 73,680          | \$ 624,569                         | Completed |
| Mark T. Motley                                    | Richmond      | \$ 61,300          | \$ 515,986                         | Completed |
| Mishorim Gold New port News, LP                   | New port News | \$ 57,684          | \$ 491,448                         | Completed |
| Municipal Partners III LLC                        | New port News | \$ 73,680          | \$ 661,182                         | Completed |
| NANCY GREEVER BROOKS                              | Tazewell      | \$ 21,981          | \$ 249,166                         | Completed |
| Netcenter Owners, LLC                             | Hampton       | \$ 73,680          | \$ 1,326,265                       | Completed |
| New Oak Hill Plaza LLC                            | Henrico       | \$ 26,061          | \$ 276,855                         | Completed |
| New port Plaza LP                                 | Norfolk       | \$ 73,680          | \$ 614,479                         | Completed |
| NIRMAM, LLC                                       | Halifax       | \$ 50,166          | \$ 440,433                         | Completed |



# Enterprise Zone Real Property Investment Grant (RPIG)

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Va. Code § 59.1-548

| Company Name                                          | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|-------------------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b>FY2017, Continued</b>                              |               |                    |                                    |           |
| OSullivan Films Inc                                   | Winchester    | \$ 73,680          | \$ 1,311,490                       | Completed |
| PierceProps, LLC                                      | Richmond      | \$ 48,182          | \$ 426,970                         | Completed |
| Pittza LLC                                            | Ly nchburg    | \$ 38,691          | \$ 362,558                         | Completed |
| Progress Dodson III. LLC                              | Richmond      | \$ 73,680          | \$ 1,287,976                       | Completed |
| Richmond Belly Ventures, LLC                          | Richmond      | \$ 45,297          | \$ 407,390                         | Completed |
| Richmond SPCA Land Company, LLC                       | Richmond      | \$ 73,680          | \$ 999,999                         | Completed |
| Rick Barker Properties, LLC                           | Danv ille     | \$ 22,762          | \$ 549,870                         | Completed |
| Roseneath Brewers, LLC                                | Richmond      | \$ 73,680          | \$ 851,005                         | Completed |
| Scharke, LLC                                          | Staunton      | \$ 19,224          | \$ 230,452                         | Completed |
| Schaubach Rentals, LLP                                | Hampton       | \$ 46,185          | \$ 1,632,910                       | Completed |
| Sentara Halifax Regional Properties, Inc.             | Mecklenburg   | \$ 73,680          | \$ 1,301,296                       | Completed |
| Severn Peanut Co. Inc. dba Hampton Farms              | Southampton   | \$ 147,361         | \$ 5,668,876                       | Completed |
| Shelley K. Blackwell                                  | Danv ille     | \$ 4,419           | \$ 129,986                         | Completed |
| SilasNellie Investments, LLC                          | Petersburg    | \$ 20,218          | \$ 237,204                         | Completed |
| SLW & Associates, LLC                                 | Danv ille     | \$ 62,577          | \$ 524,654                         | Completed |
| STARSPRINGS USA INC.                                  | Henry         | \$ 15,151          | \$ 202,815                         | Completed |
| Summit Stables LLC                                    | Richmond      | \$ 73,680          | \$ 724,893                         | Completed |
| SW Unit C - Storage, LLC                              | Richmond      | \$ 73,680          | \$ 2,457,235                       | Completed |
| The 1998 Diradour Trust                               | Richmond      | \$ 12,820          | \$ 186,999                         | Completed |
| The Community Library, Inc.                           | Kilmarnock    | \$ 73,680          | \$ 1,572,558                       | Completed |
| The Hurrah Players, Inc.                              | Norfolk       | \$ 73,680          | \$ 641,498                         | Completed |
| Theodore Watson Holding Company, LLC                  | Page          | \$ 44,559          | \$ 402,381                         | Completed |
| Torq Holdings, LLC                                    | Richmond      | \$ 73,680          | \$ 1,191,125                       | Completed |
| Tradition Brewing Company LLC                         | New port News | \$ 73,680          | \$ 722,304                         | Completed |
| VersAbility Resources, Inc.                           | Hampton       | \$ 14,096          | \$ 195,653                         | Completed |
| Warehouse 888 L.L.C.                                  | Norfolk       | \$ 24,529          | \$ 266,454                         | Completed |
| WAYNE THEATER PARTNERS, LLC                           | Way nesboro   | \$ 147,361         | \$ 5,288,368                       | Completed |
| William J Gentry Jr                                   | Danv ille     | \$ 57,918          | \$ 493,035                         | Completed |
| Wythe Shopping Center, LP                             | Hampton       | \$ 44,404          | \$ 401,328                         | Completed |
| YOUNG MEN'S CHRISTIAN ASSOCIATION OF GREATER RICHMOND | Richmond      | \$ 50,851          | \$ 445,080                         | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                                   | Locality       | Incentives Awarded | Qualified Real Property Investment | Type      |
|------------------------------------------------|----------------|--------------------|------------------------------------|-----------|
| <b>FY2018</b>                                  |                |                    |                                    |           |
| 1001 N. 25th Street, LLC                       | Richmond       | \$ 67,255          | \$ 580,596                         | Completed |
| Aldi (N.C.) L.L.C.                             | Martinsville   | \$ 69,971          | \$ 1,225,783                       | Completed |
| AMAZEMENT SQUARE, INC.                         | Ly nchburg     | \$ 69,971          | \$ 1,910,040                       | Completed |
| APPLIED FELTS, INC                             | Henry          | \$ 69,971          | \$ 1,761,910                       | Completed |
| BANKER STEEL CO., LLC                          | Ly nchburg     | \$ 34,921          | \$ 349,543                         | Completed |
| Goodwill of Central and Coastal Virginia, Inc. | Hampton        | \$ 69,971          | \$ 1,089,541                       | Completed |
| Goodwill of Central and Coastal Virginia, Inc. | Portsmouth     | \$ 69,971          | \$ 1,726,551                       | Completed |
| Hopkins LLC                                    | Patrick        | \$ 29,825          | \$ 313,127                         | Completed |
| JTI Leaf Services US LLC                       | Danv ille      | \$ 139,941         | \$ 5,355,354                       | Completed |
| Korona Candles, Inc.                           | Pulaski        | \$ 20,480          | \$ 246,345                         | Completed |
| MF Development LLC                             | Richmond       | \$ 26,841          | \$ 291,804                         | Completed |
| P.A.M. Inc.                                    | Danv ille      | \$ 57,200          | \$ 508,743                         | Completed |
| Printpack, Inc.                                | New port New s | \$ 89,135          | \$ 15,676,886                      | Completed |
| R. A. Siewers, Inc.                            | Richmond       | \$ 49,392          | \$ 452,947                         | Completed |
| Shendow Real Estate, LLC                       | Winchester     | \$ 69,971          | \$ 841,020                         | Completed |
| 1975 Cunningham Drive, LLC                     | Hampton        | \$ 139,941         | \$ 9,339,018                       | Completed |
| 7-Elev en, Inc.                                | New port New s | \$ 69,971          | \$ 1,510,621                       | Completed |
| 7-Elev en, Inc.                                | New port New s | \$ 69,971          | \$ 1,247,726                       | Completed |
| Aldi Inc. (Maryland)                           | Richmond       | \$ 69,971          | \$ 1,410,894                       | Completed |
| Bayside Hospitality, LLC                       | Accomack       | \$ 139,941         | \$ 5,636,524                       | Completed |
| Blue Ridge Aquaculture Inc                     | Henry          | \$ 64,388          | \$ 960,110                         | Completed |
| CCJ, LLC                                       | New port New s | \$ 69,971          | \$ 1,383,047                       | Completed |
| CD Restaurants, Inc.                           | Hopewell       | \$ 63,697          | \$ 955,168                         | Completed |
| Centra Health Inc.                             | Ly nchburg     | \$ 69,971          | \$ 4,918,765                       | Completed |
| Coliseum Crossing Associates, LLC              | Hampton        | \$ 69,971          | \$ 1,050,743                       | Completed |
| COP Halifax LLC                                | Halifax        | \$ 69,971          | \$ 2,092,052                       | Completed |
| Darwin Walker                                  | Smy th         | \$ 69,971          | \$ 1,615,140                       | Completed |
| Eagle on 3, LLC                                | Westmoreland   | \$ 49,110          | \$ 850,933                         | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

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Va. Code § 59.1-548

| Company Name                                                             | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|--------------------------------------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b>FY2018, Continued</b>                                                 |               |                    |                                    |           |
| E-Commerce Center of Hampton, LLC                                        | Hampton       | \$ 139,941         | \$ 7,746,756                       | Completed |
| FEDERAL REALTY INVESTMENT TRUST, a Maryland real estate investment trust | Henrico       | \$ 69,971          | \$ 2,780,087                       | Completed |
| First National Bank                                                      | Lynchburg     | \$ 69,971          | \$ 4,386,451                       | Completed |
| GEMCAP Development, LLC                                                  | Wise          | \$ 69,971          | \$ 1,061,489                       | Completed |
| Hamdy Properties LLC                                                     | Martinsville  | \$ 16,260          | \$ 616,191                         | Completed |
| Helena Chemical Company                                                  | Richmond      | \$ 69,971          | \$ 2,320,299                       | Completed |
| JanJak LLC                                                               | Lancaster     | \$ 35,319          | \$ 752,386                         | Completed |
| Lidl US Operations LLC                                                   | Henrico       | \$ 139,941         | \$ 5,743,531                       | Completed |
| Lidl US Operations LLC                                                   | Newport News  | \$ 139,941         | \$ 5,924,431                       | Completed |
| Lidl US Operations, LLC                                                  | Hampton       | \$ 139,941         | \$ 5,885,027                       | Completed |
| Lidl US Operations, LLC                                                  | Henrico       | \$ 139,941         | \$ 6,520,771                       | Completed |
| Lidl US Operations, LLC                                                  | Newport       | \$ 139,941         | \$ 5,663,795                       | Completed |
| MDT, LLC                                                                 | Richmond      | \$ 69,971          | \$ 1,868,337                       | Completed |
| Newmarket Outparcels, LLC                                                | Newport News  | \$ 47,752          | \$ 841,232                         | Completed |
| Par 3 Development Group, LLC                                             | Dinwiddie     | \$ 49,768          | \$ 855,637                         | Completed |
| Par 5 Development Group, LLC                                             | Northampton   | \$ 69,971          | \$ 1,023,226                       | Completed |
| Patrick Henry Square LLC                                                 | Richmond      | \$ 69,971          | \$ 1,737,883                       | Completed |
| Peninsula Main VA, LLC                                                   | Hampton       | \$ 69,971          | \$ 2,393,133                       | Completed |
| Pinnacle Agriculture Distribution, Inc.                                  | Franklin      | \$ 69,971          | \$ 1,849,447                       | Completed |
| Richard A. Lambert Investments, LLC                                      | Richmond      | \$ 69,971          | \$ 1,460,717                       | Completed |
| RIVER RIDGE LAND & CATTLE CO, LLC                                        | Grayson       | \$ 69,971          | \$ 1,538,888                       | Completed |
| Rock Landing Commons, LLC                                                | Newport News  | \$ 69,971          | \$ 1,562,800                       | Completed |
| Symbol Development Office LLC                                            | Richmond      | \$ 139,941         | \$ 5,930,660                       | Completed |
| TRC Hull Street, LLC                                                     | Richmond      | \$ 53,039          | \$ 879,009                         | Completed |
| VRE Roanoke, LLC                                                         | Roanoke       | \$ 58,916          | \$ 921,009                         | Completed |
| 130 WEST MAIN TAZEWell, LLC                                              | Tazewell      | \$ 69,971          | \$ 603,682                         | Completed |
| 200 N Main, LLC                                                          | Prince Edward | \$ 69,971          | \$ 625,000                         | Completed |
| 2040 Coliseum Drive LLC                                                  | Hampton       | \$ 27,822          | \$ 298,812                         | Completed |
| 2912, LLC                                                                | Richmond      | \$ 69,971          | \$ 1,257,351                       | Completed |
| 3300 West Clay Street LLC                                                | Richmond      | \$ 38,274          | \$ 476,089                         | Completed |
| 403 Salem LLC                                                            | Roanoke       | \$ 69,971          | \$ 692,939                         | Completed |

**Enterprise Zone Real Property Investment Grant (RPIG)**  
**Administered by: Department of Housing & Community Development**  
Va. Code § 59.1-548

| Company Name                                                           | Locality       | Incentives Awarded | Qualified Real Property Investment | Type      |
|------------------------------------------------------------------------|----------------|--------------------|------------------------------------|-----------|
| <b><i>FY2018, Continued</i></b>                                        |                |                    |                                    |           |
| 416 Campbell Avenue LLC                                                | Roanoke        | \$ 69,971          | \$ 609,013                         | Completed |
| 4X LLC (ECK Enterprises LLC)                                           | Richmond       | \$ 49,820          | \$ 456,004                         | Completed |
| 4X LLC (ECK Enterprises LLC)                                           | Richmond       | \$ 69,971          | \$ 828,560                         | Completed |
| 4X LLC (ECK Enterprises LLC)                                           | Richmond       | \$ 53,362          | \$ 481,317                         | Completed |
| 600 Craghead LLC                                                       | Danville       | \$ 139,941         | \$ 5,898,562                       | Completed |
| 95/58 EMPORIA PARTNERS, LLC                                            | Emporia        | \$ 14,780          | \$ 205,618                         | Completed |
| AKTA ENTERPRISES, INC.                                                 | Alleghany      | \$ 69,971          | \$ 2,998,385                       | Completed |
| AmeriStaff, Inc.                                                       | Martinsville   | \$ 30,088          | \$ 315,005                         | Completed |
| B & K Hotels, LLC                                                      | Westmoreland   | \$ 53,492          | \$ 482,246                         | Completed |
| Baker Building Partnership, LLC                                        | Roanoke        | \$ 69,971          | \$ 794,439                         | Completed |
| BEDFORD BREWING LLC                                                    | Bedford        | \$ 69,971          | \$ 1,014,324                       | Completed |
| Benchmark Community Bank                                               | Lunenburg      | \$ 28,068          | \$ 300,570                         | Completed |
| Benchmark Community Bank                                               | Prince Edward  | \$ 60,646          | \$ 533,368                         | Completed |
| Blue Whaler LLC                                                        | Richmond       | \$ 67,497          | \$ 582,325                         | Completed |
| Bon Secours – Richmond Community Hospital, Inc.                        | Richmond       | \$ 69,971          | \$ 1,037,429                       | Completed |
| Calvin B. Taylor Banking Company                                       | Accomack       | \$ 53,350          | \$ 481,230                         | Completed |
| Capital GMC Trucks, Inc.                                               | Henrico        | \$ 69,971          | \$ 678,684                         | Completed |
| Caudill & Hand, LLC                                                    | Wythe          | \$ 25,948          | \$ 285,422                         | Completed |
| Center Building Properties, L.L.C.                                     | Smyth          | \$ 69,971          | \$ 2,755,755                       | Completed |
| Centra Health, Inc.                                                    | Lynchburg      | \$ 59,162          | \$ 522,764                         | Completed |
| Central Virginia Foundation for Economic Education & Improvement, Inc. | Lynchburg      | \$ 42,282          | \$ 402,142                         | Completed |
| Church Hill Ventures, LLC                                              | Richmond       | \$ 69,971          | \$ 667,624                         | Completed |
| Coastline Developers, LLC                                              | Hampton        | \$ 23,941          | \$ 271,079                         | Completed |
| Dean M. & Cecelia G. Hymes                                             | Tazewell       | \$ 30,421          | \$ 317,383                         | Completed |
| Delhaize US Holding, Inc DBA Food Lion, LLC                            | Prince Edward  | \$ 65,407          | \$ 567,389                         | Completed |
| Delhaize US Holding, Inc.                                              | Henrico        | \$ 69,971          | \$ 675,742                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC                           | Henrico        | \$ 66,175          | \$ 572,879                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC                           | Henrico        | \$ 69,971          | \$ 666,383                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC                           | Hopewell       | \$ 69,971          | \$ 671,601                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC                           | Northumberland | \$ 69,971          | \$ 738,657                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC                           | Kilmarnock     | \$ 69,971          | \$ 687,912                         | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                                 | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|----------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b><i>FY2018, Continued</i></b>              |               |                    |                                    |           |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Warsaw        | \$ 69,650          | \$ 597,712                         | Completed |
| Denbigh Boulevard Medical, LLC               | New port News | \$ 69,971          | \$ 946,010                         | Completed |
| Dupont and Downtown LLC                      | Westmoreland  | \$ 19,275          | \$ 237,739                         | Completed |
| EBI, LLC                                     | Danville      | \$ 19,004          | \$ 235,800                         | Completed |
| Eclipse Building, LLC                        | Richmond      | \$ 69,971          | \$ 1,797,567                       | Completed |
| F. Read Hopkins Pediatric Associates, Inc.   | Lynchburg     | \$ 12,088          | \$ 186,381                         | Completed |
| FAIRLAWN AT JEFFERSON, LLC                   | Roanoke       | \$ 69,971          | \$ 2,058,566                       | Completed |
| Fishing Creek Investments, LLC               | Lynchburg     | \$ 69,971          | \$ 906,950                         | Completed |
| Flowserve US Inc.                            | Lynchburg     | \$ 68,629          | \$ 590,411                         | Completed |
| Gatehouse II, LLC                            | Norfolk       | \$ 69,971          | \$ 1,245,469                       | Completed |
| Hampton Medical, LLC                         | Hampton       | \$ 69,971          | \$ 1,405,627                       | Completed |
| HHN BUILDING LLC                             | Halifax       | \$ 47,947          | \$ 442,623                         | Completed |
| High Bridge Lofts, LLC                       | Prince Edward | \$ 69,971          | \$ 684,650                         | Completed |
| Historic Broad Pioneers LLC                  | Richmond      | \$ 69,971          | \$ 627,455                         | Completed |
| Historic Broad Pioneers, LLC                 | Richmond      | \$ 69,971          | \$ 1,094,629                       | Completed |
| HISTORIC CALFEE PARK LLC                     | Pulaski       | \$ 23,340          | \$ 1,453,821                       | Completed |
| Hopewell Properties, LLC                     | Hopewell      | \$ 57,419          | \$ 510,306                         | Completed |
| Hudson Century, LLC                          | Richmond      | \$ 18,416          | \$ 407,040                         | Completed |
| Interstate Professional Center LLC           | New port News | \$ 69,971          | \$ 731,006                         | Completed |
| JACL, Inc.                                   | Richmond      | \$ 24,936          | \$ 278,188                         | Completed |
| JAMES LAPRADE DBA APOLLO INVESTMENTS LLC     | Lynchburg     | \$ 69,971          | \$ 684,291                         | Completed |
| JM REAL ESTATE, LLC                          | Petersburg    | \$ 69,971          | \$ 729,047                         | Completed |
| Johnson Health Center                        | Lynchburg     | \$ 56,948          | \$ 506,944                         | Completed |
| Kenneth W. Roop                              | Wythe         | \$ 50,197          | \$ 458,702                         | Completed |
| Kentucky Fried Chicken of Farmville          | Prince Edward | \$ 15,695          | \$ 212,155                         | Completed |
| L.D. Amory and Company, Inc.                 | Hampton       | \$ 69,971          | \$ 948,217                         | Completed |
| Lakeside Animal Hospital LLC                 | Henrico       | \$ 15,987          | \$ 214,241                         | Completed |
| Legacy Development Group, LLC                | Roanoke       | \$ 18,416          | \$ 231,600                         | Completed |
| Lunch RVA, Inc.                              | Richmond      | \$ 14,715          | \$ 205,151                         | Completed |
| Marianne P. Metzger                          | Henrico       | \$ 69,971          | \$ 996,810                         | Completed |
| Marianne P. Metzger                          | Henrico       | \$ 52,282          | \$ 473,602                         | Completed |

**Enterprise Zone Real Property Investment Grant (RPIG)**  
**Administered by: Department of Housing & Community Development**  
Va. Code § 59.1-548

| Company Name                                                                | Locality     | Incentives Awarded | Qualified Real Property Investment | Type      |
|-----------------------------------------------------------------------------|--------------|--------------------|------------------------------------|-----------|
| <b><i>FY2018, Continued</i></b>                                             |              |                    |                                    |           |
| Marion Plaza Venture, LLC                                                   | Smyth        | \$ 69,971          | \$ 932,753                         | Completed |
| Martinsville DuPont Employees Credit Union Inc. dba ValleyStar Credit Union | Waynesboro   | \$ 49,716          | \$ 455,262                         | Completed |
| MDR Specialty Distribution Corp.                                            | Newport News | \$ 69,971          | \$ 604,694                         | Completed |
| MDV SpartanNash LLC                                                         | Norfolk      | \$ 69,971          | \$ 1,150,000                       | Completed |
| Modest Apparel, LLC                                                         | Richmond     | \$ 61,398          | \$ 538,744                         | Completed |
| NetCenter Owner, LLC                                                        | Hampton      | \$ 18,416          | \$ 1,353,222                       | Completed |
| Newport News Shipbuilding Employees's Credit Union dba BayPort Credit Union | Newport News | \$ 69,971          | \$ 611,493                         | Completed |
| Ocular 501 LLC                                                              | Richmond     | \$ 69,971          | \$ 656,363                         | Completed |
| OSS Village Ave, LLC                                                        | Norfolk      | \$ 31,534          | \$ 325,337                         | Completed |
| Owens & Minor Medical, Inc.                                                 | Richmond     | \$ 69,971          | \$ 880,969                         | Completed |
| Paper Trails, LLC                                                           | Newport News | \$ 69,971          | \$ 1,409,415                       | Completed |
| Patton Landlord, LLC                                                        | Winchester   | \$ 69,971          | \$ 622,265                         | Completed |
| Perpetual Corporation DBA Sinclair Television Stations LLC WSET-TV          | Lynchburg    | \$ 64,239          | \$ 559,044                         | Completed |
| Philomena, LLC                                                              | Norfolk      | \$ 15,158          | \$ 208,315                         | Completed |
| Pierce Props, LLC                                                           | Richmond     | \$ 68,797          | \$ 591,612                         | Completed |
| Pointe Hope, LLC                                                            | Newport News | \$ 21,616          | \$ 426,632                         | Completed |
| Pointe Hope, LLC                                                            | Newport News | \$ 41,101          | \$ 393,703                         | Completed |
| Publix North Carolina LP                                                    | Henrico      | \$ 139,941         | \$ 5,014,766                       | Completed |
| Richard T. Hood                                                             | Richmond     | \$ 69,971          | \$ 625,014                         | Completed |
| Rick Barker Properties LLC                                                  | Danville     | \$ 5,689           | \$ 251,933                         | Completed |
| Rick Barker Properties LLC                                                  | Danville     | \$ 69,971          | \$ 1,374,118                       | Completed |
| Rick Barker Properties LLC                                                  | Danville     | \$ 34,560          | \$ 346,958                         | Completed |
| River District Tower, LLC                                                   | Danville     | \$ 139,941         | \$ 5,118,076                       | Completed |
| Riverside Healthcare Association, Inc.                                      | Newport News | \$ 32,249          | \$ 330,450                         | Completed |
| Rock Landing Partners III, LLC                                              | Newport News | \$ 17,827          | \$ 227,392                         | Completed |
| Roseleigh Partners, LLC                                                     | Richmond     | \$ 69,971          | \$ 2,075,115                       | Completed |
| Sherman D. and Pamela M. Moore                                              | Bristol      | \$ 11,350          | \$ 181,108                         | Completed |
| Steven Dandalides                                                           | Norfolk      | \$ 57,721          | \$ 512,469                         | Completed |
| Summit Suites, LLC                                                          | Richmond     | \$ 69,971          | \$ 789,596                         | Completed |
| Sunshine Foods - Ft Chiswell LLC                                            | Wythe        | \$ 69,048          | \$ 593,408                         | Completed |
| SW Unit A - Flex, LLC                                                       | Richmond     | \$ 69,971          | \$ 825,044                         | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

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| Company Name                                                                | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|-----------------------------------------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b>FY2018, Continued</b>                                                    |               |                    |                                    |           |
| SW Unit A - Flex, LLC                                                       | Richmond      | \$ 69,971          | \$ 825,044                         | Completed |
| SW Unit A - Flex, LLC                                                       | Richmond      | \$ 69,971          | \$ 872,508                         | Completed |
| SW Unit A - Flex, LLC                                                       | Richmond      | \$ 69,971          | \$ 859,775                         | Completed |
| The Jury's Inn, LLC                                                         | Petersburg    | \$ 69,971          | \$ 749,522                         | Completed |
| The Postman, LLC                                                            | Hampton       | \$ 63,235          | \$ 551,869                         | Completed |
| The Treated Lumber Outlet of Virginia, LLC                                  | New port News | \$ 69,971          | \$ 1,217,481                       | Completed |
| The Wilton Companies, Inc.                                                  | Henrico       | \$ 43,787          | \$ 412,893                         | Completed |
| UrbanCore Holdings LLC                                                      | Richmond      | \$ 69,971          | \$ 629,087                         | Completed |
| Valley Land Associates, LLC                                                 | Pulaski       | \$ 2,274           | \$ 116,249                         | Completed |
| Vilma Pambid                                                                | Halifax       | \$ 21,753          | \$ 255,442                         | Completed |
| Virginian Hotel LLC                                                         | Ly nchburg    | \$ 139,941         | \$ 5,310,160                       | Completed |
| VM Acquisition Way nesboro, LLC                                             | Way nesboro   | \$ 69,971          | \$ 1,595,424                       | Completed |
| Willis Properties, LLC                                                      | Wise          | \$ 139,941         | \$ 5,120,729                       | Completed |
| WILZER, LLC                                                                 | Roanoke       | \$ 52,971          | \$ 478,526                         | Completed |
| Wisconsin Physicians Service Insurance Corporation dba WPS Health Solutions | Hampton       | \$ 69,971          | \$ 771,065                         | Completed |
| ZES, LLC                                                                    | Hopewell      | \$ 52,833          | \$ 477,535                         | Completed |
| <b>FY2019</b>                                                               |               |                    |                                    |           |
| Macado's Inc                                                                | Winchester    | \$ 23,017          | \$ 648,053                         | Completed |
| R. Hayden Smith, Incorporated                                               | Hampton       | \$ 74,506          | \$ 668,482                         | Completed |
| Highlands Community Bank                                                    | Cov ington    | \$ 45,754          | \$ 407,048                         | Completed |
| Bay Storage, Inc.                                                           | Cape Charles  | \$ 48,714          | \$ 426,910                         | Completed |
| Federal Realty Investment Trust                                             | Henrico       | \$ 96,880          | \$ 5,800,603                       | Completed |
| Richmond Indoor Soccer and Sports Ltd                                       | Richmond      | \$ 74,506          | \$ 1,334,887                       | Completed |
| Martican Investments, LLC                                                   | South Boston  | \$ 31,220          | \$ 309,511                         | Completed |
| ACADEMY CENTER OF THE ARTS, INC                                             | Ly nchburg    | \$ 149,012         | \$ 17,904,099                      | Completed |
| Breeger Properties, LLC                                                     | New port News | \$ 35,423          | \$ 337,718                         | Completed |
| ACO Development LLC                                                         | Hampton       | \$ 29,477          | \$ 697,818                         | Completed |
| Canon Virginia, Inc.                                                        | New port News | \$ 23,017          | \$ 402,000                         | Completed |
| CML Pizza, Inc.                                                             | Henrico       | \$ 67,773          | \$ 554,818                         | Completed |
| Commonwealth Blvd Associates, LLC                                           | Martins ville | \$ 12,899          | \$ 186,562                         | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

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| Company Name                             | Locality     | Incentives Awarded | Qualified Real Property Investment | Type      |
|------------------------------------------|--------------|--------------------|------------------------------------|-----------|
| <b><i>FY2019, Continued</i></b>          |              |                    |                                    |           |
| 6605 Broad LLC                           | Henrico      | \$ 52,312          | \$ 451,058                         | Completed |
| Feed More, Inc.                          | Richmond     | \$ 74,506          | \$ 1,837,628                       | Completed |
| Coliseum Crossing Associates, LLC        | Hampton      | \$ 74,506          | \$ 1,724,211                       | Completed |
| Virginia Panel Corporation               | Waynesboro   | \$ 74,506          | \$ 981,979                         | Completed |
| Muehlbauer America LP                    | Newport News | \$ 149,012         | \$ 5,431,174                       | Completed |
| The Wilton Companies, Inc.               | Henrico      | \$ 19,807          | \$ 232,920                         | Completed |
| Goodwill of Central and Coastal Virginia | Emporia      | \$ 74,506          | \$ 875,502                         | Completed |
| Tractor Supply Company                   | Onley        | \$ 74,506          | \$ 757,088                         | Completed |
| Riverside Hospital Inc.                  | Newport News | \$ 74,506          | \$ 681,264                         | Completed |
| One Step Properties LLC                  | Burgess      | \$ 18,772          | \$ 225,978                         | Completed |
| CBN Secure Technologies, Inc.            | Danville     | \$ 48,720          | \$ 426,952                         | Completed |
| Bedford Storage Investment, LLC          | Bedford      | \$ 10,294          | \$ 174,078                         | Completed |
| 7 Eleven, Inc.                           | Sandston     | \$ 35,640          | \$ 739,177                         | Completed |
| Don-Barry, LLC                           | Richmond     | \$ 74,506          | \$ 2,598,388                       | Completed |
| BACON ENTERPRISES, INC                   | Pulaski      | \$ 42,050          | \$ 382,191                         | Completed |
| BACON ENTERPRISES, INC                   | Covington    | \$ 26,315          | \$ 276,594                         | Completed |
| Rick Barker Properties LLC               | Danville     | \$ 22,374          | \$ 565,890                         | Completed |
| Par 3 Development Group, LLC             | Rice         | \$ 58,982          | \$ 895,818                         | Completed |
| Peninsula Main VA, LLC                   | Hampton      | \$ 57,550          | \$ 486,207                         | Completed |
| James A Scott & Son Inc.                 | Lynchburg    | \$ 17,285          | \$ 215,994                         | Completed |
| Tacala Tennessee Corp                    | Gate City    | \$ 74,506          | \$ 1,424,864                       | Completed |
| Continental Automotive Systems, Inc.     | Newport News | \$ 15,846          | \$ 206,337                         | Completed |
| BMS DIRECT INC                           | Lynchburg    | \$ 41,284          | \$ 478,431                         | Completed |
| Parkside Storage, LLC                    | Roanoke      | \$ 19,610          | \$ 1,516,824                       | Completed |
| Howmet Castings & Services, Inc.         | Hampton      | \$ 14,619          | \$ 198,107                         | Completed |
| Lidl US Operations, LLC                  | Richmond     | \$ 74,506          | \$ 1,186,964                       | Completed |
| Pointe Hope, LLC                         | Newport News | \$ 17,691          | \$ 218,720                         | Completed |
| MDT, LLC                                 | Richmond     | \$ 74,506          | \$ 649,243                         | Completed |
| Church Hill Ventures, LLC                | Richmond     | \$ 74,506          | \$ 1,802,314                       | Completed |
| Church Hill Ventures, LLC                | Richmond     | \$ 74,506          | \$ 943,332                         | Completed |
| Virginian Hotel, LLC                     | Lynchburg    | \$ 44,748          | \$ 400,295                         | Completed |



**Enterprise Zone Real Property Investment Grant (RPIG)**  
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| Company Name                                 | Locality      | Incentives Awarded | Qualified Real Property Investment | Type      |
|----------------------------------------------|---------------|--------------------|------------------------------------|-----------|
| <b><i>FY2019, Continued</i></b>              |               |                    |                                    |           |
| Valley Land Associates, LLC                  | Dublin        | \$ 8,909           | \$ 159,789                         | Completed |
| Pacific Life Insurance Company               | Ly nchburg    | \$ 74,506          | \$ 4,389,119                       | Completed |
| CoStar Realty Information, Inc.              | Richmond      | \$ 74,506          | \$ 710,743                         | Completed |
| Patrick Henry Square LLC                     | Richmond      | \$ 22,374          | \$ 1,227,710                       | Completed |
| Interstate Professional Center LLC           | New port News | \$ 31,850          | \$ 313,743                         | Completed |
| BL-East Towne, LLC                           | Richmond      | \$ 55,974          | \$ 475,635                         | Completed |
| Owens & Minor Medical, Inc.                  | Richmond      | \$ 96,880          | \$ 6,026,091                       | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Franklin      | \$ 74,506          | \$ 763,325                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | New port News | \$ 74,506          | \$ 618,689                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Onley         | \$ 74,506          | \$ 809,367                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | New port News | \$ 74,506          | \$ 631,205                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Hampton       | \$ 62,850          | \$ 729,175                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | New port News | \$ 74,506          | \$ 670,832                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Ex more       | \$ 74,506          | \$ 696,052                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Norfolk       | \$ 74,506          | \$ 728,791                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Hampton       | \$ 74,506          | \$ 646,518                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Hampton       | \$ 74,506          | \$ 632,839                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Portsmouth    | \$ 63,086          | \$ 523,359                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Oak Hall      | \$ 74,506          | \$ 661,977                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Cape Charles  | \$ 74,506          | \$ 713,851                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Courtland     | \$ 74,506          | \$ 624,107                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Pulaski       | \$ 74,506          | \$ 736,977                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Ly nchburg    | \$ 63,646          | \$ 527,118                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Hampton       | \$ 74,506          | \$ 623,789                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | Radford       | \$ 74,506          | \$ 681,161                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | New port News | \$ 74,506          | \$ 613,805                         | Completed |
| Delhaize US Holding, Inc. DBA Food Lion, LLC | New port News | \$ 74,506          | \$ 666,281                         | Completed |
| The Harvest Foundation of the Piedmont       | Martinsville  | \$ 74,506          | \$ 961,471                         | Completed |
| Remac, Inc.                                  | Freeman       | \$ 52,714          | \$ 453,756                         | Completed |
| Brian Calhoun LLC                            | Alberta       | \$ 74,506          | \$ 729,051                         | Completed |
| Martinsville International, Inc.             | Ridgeway      | \$ 74,506          | \$ 707,171                         | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

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| Company Name                     | Locality     | Incentives Awarded | Qualified Real Property Investment | Type      |
|----------------------------------|--------------|--------------------|------------------------------------|-----------|
| <b>FY2019, Continued</b>         |              |                    |                                    |           |
| Hotel Weyanoke LLC               | Farmville    | \$ 149,012         | \$ 9,080,249                       | Completed |
| Royal Oak Real Estate, LLC       | Marion       | \$ 74,506          | \$ 808,482                         | Completed |
| River City Real Estate LLC       | Richmond     | \$ 74,506          | \$ 3,636,073                       | Completed |
| SW Unit B LLC                    | Richmond     | \$ 74,506          | \$ 872,626                         | Completed |
| SW Unit B LLC                    | Richmond     | \$ 74,506          | \$ 914,160                         | Completed |
| 1519 Summit LLC                  | Richmond     | \$ 74,506          | \$ 1,000,212                       | Completed |
| 1519 Summit LLC                  | Richmond     | \$ 74,506          | \$ 685,211                         | Completed |
| TRC Brookland Park, LLC          | Richmond     | \$ 24,811          | \$ 266,503                         | Completed |
| 22 E Broad LLC                   | Richmond     | \$ 74,506          | \$ 858,980                         | Completed |
| 22 E Broad LLC                   | Richmond     | \$ 74,506          | \$ 818,884                         | Completed |
| TKC CCXXXVI, LLC                 | Stuart       | \$ 74,506          | \$ 1,773,917                       | Completed |
| Virginia Donuts XXVI, LLC        | Hampton      | \$ 29,804          | \$ 300,010                         | Completed |
| Lispen, LLC                      | Portsmouth   | \$ 149,012         | \$ 5,630,818                       | Completed |
| The Wilton Companies, LLC        | Henrico      | \$ 74,506          | \$ 1,666,725                       | Completed |
| Briarfield Farm Enterprises, LLC | Henrico      | \$ 47,352          | \$ 417,770                         | Completed |
| Roanoke Column Stage, LLC        | Roanoke      | \$ 74,506          | \$ 626,532                         | Completed |
| Ramsey Investments LLC           | Staunton     | \$ 35,326          | \$ 337,071                         | Completed |
| 11th Street Village Center LLC   | Roanoke      | \$ 47,688          | \$ 432,223                         | Completed |
| Asbury Avenue LLC                | Norfolk      | \$ 149,012         | \$ 5,262,547                       | Completed |
| Hotel Express, LLC               | Farmville    | \$ 149,012         | \$ 6,487,083                       | Completed |
| Harrington Corp                  | Lynchburg    | \$ 74,506          | \$ 1,125,420                       | Completed |
| Turkey Pen Hollow, Inc.          | Marion       | \$ 14,119          | \$ 194,748                         | Completed |
| 1806 Summit LLC                  | Richmond     | \$ 74,506          | \$ 1,124,705                       | Completed |
| DKJ New Construction LLC         | Richmond     | \$ 74,506          | \$ 3,168,290                       | Completed |
| Blackburn Inn LLC                | Staunton     | \$ 149,012         | \$ 6,668,135                       | Completed |
| 312 N 2nd LLC                    | Richmond     | \$ 74,506          | \$ 701,624                         | Completed |
| ARWB LLC                         | Henrico      | \$ 74,506          | \$ 1,631,003                       | Completed |
| The Highpoint Collective, LLC    | Richmond     | \$ 74,506          | \$ 1,403,452                       | Completed |
| I Can Enterprises, LLC           | Hampton      | \$ 74,506          | \$ 1,534,231                       | Completed |
| Warwick Self Storage, LLC        | Newport News | \$ 74,506          | \$ 1,808,420                       | Completed |
| Urgent Care MSO, LLC             | Henrico      | \$ 74,506          | \$ 1,454,965                       | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                        | Locality     | Incentives Awarded | Qualified Real Property Investment | Type      |
|-------------------------------------|--------------|--------------------|------------------------------------|-----------|
| <b>FY2019, Continued</b>            |              |                    |                                    |           |
| Caryn B. Kayton                     | Rice         | \$ 26,499          | \$ 277,830                         | Completed |
| OMAR J WHITE                        | Henrico      | \$ 10,054          | \$ 167,468                         | Completed |
| TCL Properties, LLC                 | Warsaw       | \$ 74,506          | \$ 683,080                         | Completed |
| The Faison Center, Inc.             | Richmond     | \$ 149,012         | \$ 5,418,954                       | Completed |
| B Eleven, LLC                       | Tazewell     | \$ 74,506          | \$ 646,066                         | Completed |
| Virginia Hickory Associates, LLP    | Portsmouth   | \$ 74,506          | \$ 696,206                         | Completed |
| Cape Charles Brewing Co LLC         | Cape Charles | \$ 74,506          | \$ 616,729                         | Completed |
| Geneva's Place, LLC                 | Lynchburg    | \$ 56,460          | \$ 478,897                         | Completed |
| BFMR, LLC                           | Roanoke      | \$ 74,506          | \$ 697,195                         | Completed |
| NDT PROPERTIES LLC                  | Wytheville   | \$ 74,506          | \$ 977,729                         | Completed |
| Dan River Restaurants LLC           | Martinsville | \$ 37,436          | \$ 351,229                         | Completed |
| Hudson Bingo, LLC                   | Richmond     | \$ 74,506          | \$ 882,788                         | Completed |
| 1200 COMMERCE STREET LYNCHBURG, LLC | Lynchburg    | \$ 74,506          | \$ 1,042,151                       | Completed |
| Tatum Commerce Road LLC             | Richmond     | \$ 74,506          | \$ 743,551                         | Completed |
| The Euclid Avenue Center LLC        | Bristol      | \$ 74,506          | \$ 1,013,998                       | Completed |
| First Street Development, LLC       | Radford      | \$ 31,644          | \$ 312,357                         | Completed |
| First Street Development, LLC       | Radford      | \$ 61,061          | \$ 509,773                         | Completed |
| Hampton Roads Center Condominium    | Hampton      | \$ 5,278           | \$ 135,420                         | Completed |
| Sycamore Street Properties, LLC     | Petersburg   | \$ 52,742          | \$ 453,947                         | Completed |
| Sycamore Street Properties, LLC     | Petersburg   | \$ 21,150          | \$ 241,932                         | Completed |
| 6946 Forest LLC                     | Henrico      | \$ 149,012         | \$ 7,443,571                       | Completed |
| AAA CLUB ALLIANCE INC               | Richmond     | \$ 74,506          | \$ 2,041,541                       | Completed |
| 755, Inc.                           | Newport News | \$ 7,361           | \$ 174,354                         | Completed |
| SSBL, LLC                           | Newport News | \$ 74,506          | \$ 1,092,363                       | Completed |
| Washington Prime Group LP           | Martinsville | \$ 74,506          | \$ 1,638,919                       | Completed |
| Cucci's Pizzeria, Inc.              | Covington    | \$ 21,203          | \$ 242,292                         | Completed |
| Carter Bank & Trust                 | Stuart       | \$ 23,921          | \$ 260,533                         | Completed |
| Carter Bank & Trust                 | Martinsville | \$ 6,866           | \$ 146,079                         | Completed |
| Carter Bank & Trust                 | Martinsville | \$ 71,769          | \$ 581,632                         | Completed |
| IMPERIAL LOFTS, LLC                 | South Boston | \$ 149,012         | \$ 5,050,384                       | Completed |
| Main Street Village Center, LLC     | Roanoke      | \$ 7,145           | \$ 158,300                         | Completed |

# Enterprise Zone Real Property Investment Grant (RPIG)

Administered by: Department of Housing & Community Development

Va. Code § 59.1-548

| Company Name                       | Locality     | Incentives Awarded | Qualified Real Property Investment | Type      |
|------------------------------------|--------------|--------------------|------------------------------------|-----------|
| <b>FY2019, Continued</b>           |              |                    |                                    |           |
| Semmes Group, LLC                  | Richmond     | \$ 74,506          | \$ 832,302                         | Completed |
| FARMVILLE HOTEL PARTNERS LLC       | Farmville    | \$ 149,012         | \$ 6,294,248                       | Completed |
| Lynchburg Hospitality, LLC         | Lynchburg    | \$ 149,012         | \$ 6,440,000                       | Completed |
| 23rd Triangle LLC                  | Richmond     | \$ 74,506          | \$ 1,073,836                       | Completed |
| TQ Real Estate, LLC                | Marion       | \$ 74,506          | \$ 1,208,251                       | Completed |
| Jacal Enterprise, LLC              | Richmond     | \$ 74,506          | \$ 804,392                         | Completed |
| Ellis Harwood Apartments, LLC      | Marion       | \$ 47,825          | \$ 420,951                         | Completed |
| 300 E Grace LLC                    | Richmond     | \$ 74,506          | \$ 784,860                         | Completed |
| Columbia Gas of Virginia, Inc.     | Petersburg   | \$ 55,968          | \$ 475,592                         | Completed |
| Sunshine Foods - Wytheville LLC    | Wytheville   | \$ 17,252          | \$ 215,779                         | Completed |
| Kyocera SGS Tech Hub LLC           | Danville     | \$ 74,506          | \$ 3,923,766                       | Completed |
| Fonseca LLC                        | Richmond     | \$ 10,439          | \$ 170,057                         | Completed |
| 1705 E. Franklin, LLC              | Richmond     | \$ 74,506          | \$ 1,391,487                       | Completed |
| DAVID & KATRINA MARPLE             | Lynchburg    | \$ 51,230          | \$ 443,795                         | Completed |
| Black Dog Properties, LLC          | Roanoke      | \$ 72,811          | \$ 588,621                         | Completed |
| Dobluefield, LLC                   | Bluefield    | \$ 74,506          | \$ 619,580                         | Completed |
| Roseneath Holdings, LLC            | Richmond     | \$ 149,012         | \$ 5,297,420                       | Completed |
| 2302 Bedford Restaurant LLC        | Lynchburg    | \$ 31,468          | \$ 311,178                         | Completed |
| 2482 Patterson, LLC                | Roanoke      | \$ 26,878          | \$ 280,375                         | Completed |
| 110 Franklin, LLC                  | Roanoke      | \$ 74,506          | \$ 1,297,402                       | Completed |
| Ellicott 77, LLC                   | Portsmouth   | \$ 74,506          | \$ 677,344                         | Completed |
| 1420 N Parham Road, LC             | Henrico      | \$ 74,506          | \$ 1,969,717                       | Completed |
| Fusion Holdings, LLC               | Wytheville   | \$ 26,893          | \$ 280,475                         | Completed |
| RVA 1111 East Main Tower LP        | Richmond     | \$ 74,506          | \$ 1,301,468                       | Completed |
| 3406 Moore Street, LLC             | Richmond     | \$ 74,506          | \$ 1,173,618                       | Completed |
| NPN Land LLC                       | Newport News | \$ 74,506          | \$ 3,612,747                       | Completed |
| Les Yeux LLC                       | Collinsville | \$ 47,241          | \$ 417,028                         | Completed |
| Claus Ihlemann                     | Norfolk      | \$ 74,506          | \$ 1,458,066                       | Completed |
| BEACHFRONT VIRGINIA, LLC           | Emporia      | \$ 55,960          | \$ 475,537                         | Completed |
| Ferguson Enterprises, Inc.         | Newport News | \$ 13,082          | \$ 839,273                         | Completed |
| Bassett Furniture Industries, Inc. | Bassett      | \$ 74,506          | \$ 828,416                         | Completed |

## Rail Industrial Access Fund (RIAF)

Administered by: Department of Rail & Public Transportation

Va. Code § 33.2-1600

### All Projects: Individual Performance

| Company Name | Locality | Incentives |          |        | Capital Investment |        | Carloads |        | Type |
|--------------|----------|------------|----------|--------|--------------------|--------|----------|--------|------|
|              |          | Awarded    | Received | Repaid | Incented           | Actual | Incented | Actual |      |

#### FY2015

|                          |          |            |            |      |              |              |    |    |        |
|--------------------------|----------|------------|------------|------|--------------|--------------|----|----|--------|
| Coastline Chemical, Inc. | Accomack | \$ 365,400 | \$ 365,400 | \$ - | \$ 2,600,000 | \$ 2,100,000 | 10 | 10 | Active |
|--------------------------|----------|------------|------------|------|--------------|--------------|----|----|--------|

#### FY2016

|                                     |            |            |            |      |              |              |    |     |         |
|-------------------------------------|------------|------------|------------|------|--------------|--------------|----|-----|---------|
| Trex Company                        | Winchester | \$ 300,000 | \$ 150,000 | \$ - | \$ 1,800,000 | \$ 1,888,765 | 10 | 10  | Active  |
| Hampton Roads Integrated Bio-Energy | Chesapeake | \$ 350,000 | n/a        | \$ - | \$ 990,000   | n/a          | 10 | n/a | Initial |
| Performance Livestock & Feed        | Henry      | \$ 390,000 | \$ 345,000 | \$ - | \$ 4,400,000 | \$ 5,589,120 | 10 | 10  | Active  |

#### FY2017

|                       |  |  |  |  |  |  |  |  |  |
|-----------------------|--|--|--|--|--|--|--|--|--|
| No projects to report |  |  |  |  |  |  |  |  |  |
|-----------------------|--|--|--|--|--|--|--|--|--|

#### FY2018

|                                 |            |            |            |      |               |               |     |     |                     |
|---------------------------------|------------|------------|------------|------|---------------|---------------|-----|-----|---------------------|
| Houff Corporation               | Alleghany  | \$ 438,000 | \$ 438,000 | \$ - | \$ 2,920,000  | \$ 3,028,247  | 401 | 401 | Active              |
| Steel Dynamics Roanoke Division | Roanoke    | \$ 450,000 | \$ 450,000 | \$ - | \$ 28,000,000 | \$ 36,405,159 | 101 | 101 | Active              |
| Seagate Terminals, LLC          | Chesapeake | \$ 450,000 | \$ -       | \$ - | \$ 4,000,000  | \$ -          | 510 | -   | Did Not Materialize |
| Buckingham Branch Railroad      | Hanover    | \$ 450,000 | n/a        | \$ - | \$ 12,395,000 | n/a           | 201 | 201 | Initial             |

#### FY2019

|                                |              |            |     |      |               |     |    |     |         |
|--------------------------------|--------------|------------|-----|------|---------------|-----|----|-----|---------|
| Superb Solutions For You, Inc. | Sussex       | \$ 230,810 | n/a | \$ - | \$ 2,300,000  | n/a | 10 | n/a | Initial |
| InterChange Cold Storage, LLC  | Harrisonburg | \$ 450,000 | n/a | \$ - | \$ 41,000,000 | n/a | 10 | n/a | Initial |

# Tobacco Region Opportunity Fund (TROF)

Administered by: Tobacco Region Revitalization Commission

Va. Code Not Applicable

## All Projects: Individual Performance

| Company Name                                                                                | Locality     | Incentives   |              |            | Jobs     |        | Tax able Assets |               | Type                |
|---------------------------------------------------------------------------------------------|--------------|--------------|--------------|------------|----------|--------|-----------------|---------------|---------------------|
|                                                                                             |              | Awarded      | Received     | Repaid     | Incented | Actual | Incented        | Actual        |                     |
| FY2015                                                                                      |              |              |              |            |          |        |                 |               |                     |
| Norsk Titanium                                                                              | Dinwiddie    | \$ 2,735,000 | \$ -         | \$ -       | 426      | -      | \$ 90,000,000   | \$ -          | Did not materialize |
| eBay Enterprise, Inc. (Radial, Inc.)                                                        | Henry        | \$ 710,000   | \$ -         | \$ -       | 191      | -      | \$ 5,800,000    | \$ -          | Did not materialize |
| Schaffner MTC LLC                                                                           | Wythe        | \$ 260,000   | \$ -         | \$ -       | 79       | -      | \$ 3,128,336    | \$ -          | Active              |
| 3B CONSULTING SERVICES, LLD & HIGHLAND STONE COMPANY, LLC                                   | Russell      | \$ 75,000    | \$ -         | \$ -       | 15       | -      | \$ 2,500,000    | \$ -          | Active              |
| CWW Conveyors, LLC                                                                          | Carroll      | \$ 85,000    | \$ -         | \$ -       | 20       | -      | \$ 2,000,000    | \$ -          | Did not materialize |
| Energy Enterprises of Norton, LLC                                                           | Wise         | \$ 95,000    | \$ -         | \$ -       | 25       | -      | \$ 1,725,000    | \$ -          | Did not materialize |
| Innerspec Technologies Inc.                                                                 | Bedford      | \$ 20,000    | \$ -         | \$ -       | 3        | -      | \$ 3,900,000    | \$ -          | Active              |
| Project Roy                                                                                 | Halifax      | \$ 4,120,000 | \$ -         | \$ -       | 1,000    | -      | \$ 60,000,000   | \$ -          | Did not materialize |
| Revolution Aquaculture                                                                      | Mecklenburg  | \$ 2,300,000 | \$ -         | \$ -       | 580      | -      | \$ 48,000,000   | \$ -          | Did not materialize |
| Core Health & Fitness, LLC(Star Trac and StairMaster)                                       | Grayson      | \$ 1,045,000 | \$ -         | \$ 94,050  | 250      | -      | \$ 2,000,000    | \$ -          | Active              |
| Project Lunchbox (aka: Bram Industries)                                                     | Greensville  | \$ 250,000   | \$ -         | \$ -       | 80       | -      | \$ 5,000,000    | \$ -          | Did not materialize |
| Hotel Bristol at Reynolds Park                                                              | Bristol      | \$ 750,000   | \$ -         | \$ -       | 25       | -      | \$ 1,300,000    | \$ -          | Active              |
| APPALACHIAN BIOFUELS, LLC                                                                   | Russell      | \$ 210,000   | \$ -         | \$ 355,000 | 40       | -      | \$ 3,500,000    | \$ -          | Active              |
| Bram Industries, LTD.(aka: Project Lunchbox)                                                | Greensville  | \$ 305,000   | \$ -         | \$ -       | 80       | -      | \$ 5,000,000    | \$ -          | Did not materialize |
| Coperion                                                                                    | Wythe        | \$ 80,000    | \$ 80,000.0  | \$ -       | 22       | 34     | \$ 3,000,000    | \$ 11,219,279 | Closed              |
| Consolidated Glass & Mirror Corporation andConsolidated Glass & Mirror Trucking Corporation | Galax        | \$ 125,000   | \$ 125,000.0 | \$ -       | 30       | 47     | \$ 1,574,000    | \$ 2,913,545  | Closed              |
| Lindenburg Industry, LLC                                                                    | Appomattox   | \$ 1,170,000 | \$ -         | \$ -       | 349      | -      | \$ 113,000,000  | \$ -          | Did not materialize |
| Revolution Aquaculture                                                                      | Mecklenburg  | \$ 2,900,000 | \$ -         | \$ -       | 700      | -      | \$ 65,000,000   | \$ -          | Did not materialize |
| The Dhiyo House                                                                             | Wise         | \$ 645,000   | \$ 645,000.0 | \$ 645,000 | 80       | -      | \$ 6,300,000    | \$ -          | Closed              |
| Tadano Mantis Cranes                                                                        | Tazewell     | \$ 140,000   | \$ -         | \$ -       | 25       | -      | \$ 2,500,000    | \$ -          | Active              |
| Andrews Farming, Inc andANDCO Logistics, Inc                                                | Carroll      | \$ 225,000   | \$ 225,000.0 | \$ 165,375 | 51       | 2      | \$ 5,610,000    | \$ 2,754,577  | Closed              |
| Hutchinson Sealing Systems Inc.                                                             | Wythe        | \$ 140,000   | \$ -         | \$ -       | 44       | -      | \$ 1,200,000    | \$ -          | Did not materialize |
| Hardide Coatings, Inc.                                                                      | Henry        | \$ 170,000   | \$ -         | \$ -       | 29       | -      | \$ 7,250,000    | \$ -          | Active              |
| Interstate Snacks                                                                           | Bristol      | \$ 360,000   | \$ -         | \$ -       | 90       | -      | \$ 3,660,000    | \$ -          | Did not materialize |
| Integrative Centers for Science and Medicine & College of Henricopolis School of Medicine   | Martinsville | \$ 800,000   | \$ -         | \$ 156,000 | 111      | -      | \$ 3,000,000    | \$ -          | Active              |
| Monogram Meat Snacks, LLC                                                                   | Henry        | \$ 835,000   | \$ -         | \$ -       | 301      | -      | \$ 43,719,750   | \$ -          | Active              |
| Nulife Glass VA, INC                                                                        | Bristol      | \$ 190,000   | \$ -         | \$ -       | 46       | -      | \$ 7,568,000    | \$ -          | Active              |
| Thomas Automation Management, LLC and Thomas Automation Holdings Group, LLC                 | Carroll      | \$ 60,000    | \$ 60,000.0  | \$ -       | 15       | 15     | \$ 1,000,000    | \$ 1,032,549  | Closed              |
| Oak Hall Industries (Oak Hall Cap & Gown)                                                   | Grayson      | \$ 385,000   | \$ -         | \$ -       | 100      | -      | \$ 1,200,000    | \$ -          | Active              |
| 510nano VA LLC                                                                              | Greensville  | \$ 635,000   | \$ -         | \$ -       | 110      | -      | \$ 11,000,000   | \$ -          | Did not materialize |

# Tobacco Region Opportunity Fund (TROF)

Administered by: Tobacco Region Revitalization Commission

Va. Code Not Applicable

| Company Name                                                                              | Locality      | Incentives   |              |           | Jobs     |        | Taxable Assets |              | Type                |
|-------------------------------------------------------------------------------------------|---------------|--------------|--------------|-----------|----------|--------|----------------|--------------|---------------------|
|                                                                                           |               | Awarded      | Received     | Repaid    | Incented | Actual | Incented       | Actual       |                     |
| FY2015, Continued                                                                         |               |              |              |           |          |        |                |              |                     |
| McAllister Mills, Inc.                                                                    | Grayson       | \$ 110,000   | \$ -         | \$ -      | 16       | -      | \$ 1,046,000   | \$ -         | Active              |
| CONFIDENTIAL - CHOBE ADVISORS, LLC                                                        | Scott         | \$ 450,000   | \$ -         | \$ -      | 83       | -      | \$ 20,700,000  | \$ -         | Did not materialize |
| Xpress Natural Gas LLC (XNG LLC)                                                          | Appomattox    | \$ 75,000    | \$ -         | \$ -      | 26       | -      | \$ 6,000,000   | \$ -         | Did not materialize |
| Qore Systems, LLC                                                                         | Washington    | \$ 420,000   | \$ -         | \$ -      | 140      | -      | \$ 12,800,000  | \$ -         | Did not materialize |
| FY2016                                                                                    |               |              |              |           |          |        |                |              |                     |
| Starsprings                                                                               | Henry         | \$ 220,000   | \$ -         | \$ -      | 68       | -      | \$ 3,035,000   | \$ -         | Active              |
| RTI Martinsville, Inc. (Project LID)                                                      | Henry         | \$ 80,000    | \$ -         | \$ -      | 15       | -      | \$ 8,596,000   | \$ -         | Active              |
| River Ridge Land and Cattle Co., LLC                                                      | Grayson       | \$ 45,000    | \$ -         | \$ -      | 11       | -      | \$ 2,110,000   | \$ -         | Active              |
| Chris Renee Cosmetics LLC                                                                 | Washington    | \$ 80,000    | \$ -         | \$ -      | 37       | -      | \$ 2,025,750   | \$ -         | Active              |
| Performance Livestock & Feed Company Inc.                                                 | Henry         | \$ 170,000   | \$ -         | \$ -      | 32       | -      | \$ 3,800,000   | \$ -         | Active              |
| Frontier Communications Corporation (aka Citizens Telecom Serv. - SYKES ENTERPRISES)      | Wise          | \$ 2,000,000 | \$ -         | \$ -      | 470      | -      | \$ 10,900,000  | \$ -         | Active              |
| Hutchinson Sealing Systems, Inc.                                                          | Wythe         | \$ 60,000    | \$ -         | \$ -      | 22       | -      | \$ 1,236,000   | \$ -         | Did not materialize |
| UAV Pro, INC                                                                              | Nottoway      | \$ 280,000   | \$ 280,000.0 | \$ -      | 75       | 100    | \$ 1,200,000   | \$ 1,280,000 | Closed              |
| eBay Enterprise, Inc.                                                                     | Henry         | \$ 3,000,000 | \$ -         | \$ -      | 829      | -      | \$ 72,600,000  | \$ -         | Did not materialize |
| Classic Creations LLC                                                                     | Carroll       | \$ 130,000   | \$ -         | \$ 73,450 | 50       | -      | \$ 1,400,000   | \$ -         | Active              |
| Valley Processing Virginia, LLC                                                           | Bedford       | \$ 365,000   | \$ -         | \$ -      | 200      | -      | \$ 2,700,000   | \$ -         | Did not materialize |
| Goodyear Tire & Rubber Co.                                                                | Danville      | \$ 960,000   | \$ -         | \$ -      | -        | -      | \$ 251,000,000 | \$ -         | Did not materialize |
| Abbott Laboratories                                                                       | Campbell      | \$ 240,000   | \$ -         | \$ -      | 56       | -      | \$ 34,000,000  | \$ -         | Active              |
| Teletech Healthcare Solutions, Inc, Teletech Holdings, Inc, Teletech Services Corporation | Scott         | \$ 645,000   | \$ -         | \$ -      | 300      | -      | \$ 1,525,000   | \$ -         | Active              |
| NorrisBuilt Fabrication, LLC.                                                             | Wise          | \$ 75,000    | \$ -         | \$ -      | 15       | -      | \$ 1,500,000   | \$ -         | Active              |
| CHN, LLC. (aka: Sadler Bros Oil Co., Jade Food Woks, LLC & Slip In Food Marts, Inc.)      | Greensville   | \$ 60,000    | \$ -         | \$ -      | 32       | -      | \$ 3,500,000   | \$ -         | Active              |
| Clinch River Corporation - Elgin Equipment Group                                          | Tazewell      | \$ 100,000   | \$ -         | \$ -      | 35       | -      | \$ 3,373,600   | \$ -         | Did not materialize |
| Consolidated Glass and Mirror Corporation                                                 | Galax         | \$ 110,000   | \$ -         | \$ -      | 30       | -      | \$ 3,000,000   | \$ -         | Did not materialize |
| Blue Wolf Sales and Service                                                               | Tazewell      | \$ 50,000    | \$ -         | \$ -      | 15       | -      | \$ 1,559,000   | \$ -         | Active              |
| Drake Extrusion, Inc.                                                                     | Henry         | \$ 100,000   | \$ -         | \$ -      | 30       | -      | \$ 6,000,000   | \$ -         | Active              |
| BGF Industries Inc.                                                                       | Campbell      | \$ 63,000    | \$ -         | \$ -      | 32       | -      | \$ 2,400,000   | \$ -         | Active              |
| MW Manufacturers, Inc (PlyGem Window Group)                                               | Franklin      | \$ 160,000   | \$ -         | \$ -      | 76       | -      | \$ 1,980,000   | \$ -         | Active              |
| Branch Botanicals, Inc.                                                                   | Wythe         | \$ 200,000   | \$ -         | \$ -      | 40       | -      | \$ 21,900,000  | \$ -         | Active              |
| Aldi (Virginia) LLC                                                                       | Dinwiddie     | \$ 680,000   | \$ -         | \$ -      | 145      | -      | \$ 57,000,000  | \$ -         | Did not materialize |
| Swelect Energy, LLC                                                                       | Mecklenburg   | \$ 475,000   | \$ -         | \$ -      | 155      | -      | \$ 4,750,000   | \$ -         | Did not materialize |
| Hotel Weyanoke, LLC                                                                       | Prince Edward | \$ 145,000   | \$ -         | \$ -      | 70       | -      | \$ 3,063,700   | \$ -         | Did not materialize |

# Tobacco Region Opportunity Fund (TROF)

Administered by: Tobacco Region Revitalization Commission

Va. Code Not Applicable

| Company Name                                                      | Locality     | Incentives   |                |            | Jobs     |        | Tax able Assets |                | Type                |
|-------------------------------------------------------------------|--------------|--------------|----------------|------------|----------|--------|-----------------|----------------|---------------------|
|                                                                   |              | Awarded      | Received       | Repaid     | Incented | Actual | Incented        | Actual         |                     |
| FY2016, Continued                                                 |              |              |                |            |          |        |                 |                |                     |
| KYOCERA SGS TECH HUB, LLC                                         | Danville     | \$ 350,000   | \$ -           | \$ -       | 35       | -      | \$ 9,500,000    | \$ -           | Did not materialize |
| Microsoft Corporation                                             | Mecklenburg  | \$ 1,340,000 | \$ 1,340,000.0 | \$ -       | 42       | 42     | \$ 402,000,000  | \$ 402,000,000 | Closed              |
| Microsoft Corporation                                             | Mecklenburg  | \$ 970,000   | \$ 970,000.0   | \$ -       | 42       | 107    | \$ 251,000,000  | \$ 251,000,000 | Closed              |
| Standard Insurance Company                                        | Campbell     | \$ 320,000   | \$ -           | \$ -       | 178      | -      | \$ 1,500,000    | \$ -           | Active              |
| Woodgrain Millwork                                                | Smyth        | \$ 75,000    | \$ -           | \$ -       | 19       | -      | \$ 1,600,000    | \$ -           | Active              |
| Overfinch North America                                           | Danville     | \$ 275,000   | \$ -           | \$ -       | 41       | -      | \$ 8,653,000    | \$ -           | Active              |
| Dinwiddie County Infrastructure Improvements (Aldi)               | Dinwiddie    | \$ 1,880,000 | \$ -           | \$ -       | 145      | -      | \$ 57,000,000   | \$ -           | Active              |
| Natty Greene's Brewing Company (Project Nateo)                    | Danville     | \$ 1,405,000 | \$ -           | \$ -       | 150      | -      | \$ 15,000,000   | \$ -           | Did not materialize |
| FY2017                                                            |              |              |                |            |          |        |                 |                |                     |
| Honaker Animal Health                                             | Russell      | \$ 25,000    | \$ -           | \$ -       | 10       | -      | \$ 500,000      | \$ -           | Did not materialize |
| Delta Response Team                                               | Appomattox   | \$ 25,000    | \$ -           | \$ -       | -        | -      | \$ 1,200,000    | \$ -           | Active              |
| Runk & Pratt Senior Living Communities                            | Pittsylvania | \$ 155,000   | \$ 155,000.0   | \$ 155,000 | 60       | -      | \$ 6,000,000    | \$ -           | Closed              |
| Runk & Pratt                                                      | Franklin     | \$ 65,000    | \$ -           | \$ -       | 35       | -      | \$ 15,700,000   | \$ -           | Did not materialize |
| SteelFab, Inc.                                                    | Emporia      | \$ 60,000    | \$ -           | \$ -       | 18       | -      | \$ 2,000,000    | \$ -           | Active              |
| Applied Felts                                                     | Henry        | \$ 35,000    | \$ -           | \$ -       | 15       | -      | \$ 2,500,000    | \$ -           | Active              |
| Novatech USA Inc.                                                 | Henry        | \$ 130,000   | \$ -           | \$ -       | 50       | -      | \$ 3,000,000    | \$ -           | Active              |
| Hollingsworth & Vose                                              | Floyd        | \$ 50,000    | \$ -           | \$ -       | 13       | -      | \$ 9,100,000    | \$ -           | Active              |
| Sunset Digital Communications Incorporated                        | Tazewell     | \$ 1,360,000 | \$ -           | \$ -       | 50       | -      | \$ 47,000,000   | \$ -           | Active              |
| Oran Safety Glass, Inc. (OSG)                                     | Greensville  | \$ 352,500   | \$ -           | \$ -       | 55       | -      | \$ 4,450,000    | \$ -           | Active              |
| DP Facilities, Inc.                                               | Wise         | \$ 350,000   | \$ -           | \$ -       | 40       | -      | \$ 32,000,000   | \$ -           | Active              |
| Becker Global America                                             | Washington   | \$ 90,000    | \$ -           | \$ -       | 40       | -      | \$ 1,057,000    | \$ -           | Did not materialize |
| Jennchem, LLC                                                     | Russell      | \$ 322,500   | \$ -           | \$ -       | 40       | -      | \$ 5,000,000    | \$ -           | Active              |
| Blue Ridge Fiberboard Inc.                                        | Danville     | \$ 75,000    | \$ -           | \$ -       | 26       | -      | \$ 2,000,000    | \$ -           | Active              |
| Liquid Performance of America, Inc.                               | Franklin     | \$ 10,000    | \$ -           | \$ -       | 2        | -      | \$ 475,000      | \$ -           | Active              |
| The Results Customer Solutions LLC                                | Galax        | \$ 65,000    | \$ -           | \$ -       | 59       | -      | \$ 29,355       | \$ -           | Did not materialize |
| CPFilms Inc. (Eastman Chemical Company)                           | Henry        | \$ 110,000   | \$ -           | \$ -       | 15       | -      | \$ 11,700,000   | \$ -           | Active              |
| Bassett Furniture Industries, Inc.                                | Henry        | \$ 95,000    | \$ -           | \$ -       | 22       | -      | \$ 1,500,000    | \$ -           | Active              |
| Blue Ridge Aquaculture, Inc.                                      | Henry        | \$ 25,000    | \$ -           | \$ -       | 5        | -      | \$ 3,200,000    | \$ -           | Active              |
| Universal Companies, Inc. (Project Bubbles)                       | Washington   | \$ 210,000   | \$ -           | \$ -       | 30       | -      | \$ 1,500,000    | \$ -           | Active              |
| Central Carolina Bottling Co, Inc. DBA Grand Springs Distribution | Halifax      | \$ 45,000    | \$ -           | \$ -       | 20       | -      | \$ 1,135,150    | \$ -           | Did not materialize |
| Wal-Mart Stores East, LP                                          | Dinwiddie    | \$ 380,000   | \$ -           | \$ -       | 110      | -      | \$ 6,500,000    | \$ -           | Active              |



# Tobacco Region Opportunity Fund (TROF)

Administered by: Tobacco Region Revitalization Commission

Va. Code Not Applicable

| Company Name                                                       | Locality      | Incentives |          |        | Jobs     |        | Taxable Assets |        | Type                |
|--------------------------------------------------------------------|---------------|------------|----------|--------|----------|--------|----------------|--------|---------------------|
|                                                                    |               | Awarded    | Received | Repaid | Incented | Actual | Incented       | Actual |                     |
| FY2017, Continued                                                  |               |            |          |        |          |        |                |        |                     |
| VA Produce                                                         | Carroll       | \$ 142,500 | \$ -     | \$ -   | 80       | -      | \$ 600,000     | \$ -   | Active              |
| Hotel Weyanoke, LLC                                                | Prince Edward | \$ 145,000 | \$ -     | \$ -   | 70       | -      | \$ 3,063,700   | \$ -   | Active              |
| Trina Health of Pounding Mill, LLC                                 | Tazewell      | \$ 135,000 | \$ -     | \$ -   | 14       | -      | \$ 500,000     | \$ -   | Active              |
| FY2018                                                             |               |            |          |        |          |        |                |        |                     |
| Innovairre Communications Inc.                                     | Bedford       | \$ 65,000  | \$ -     | \$ -   | 12       | -      | \$ 4,850,000   | \$ -   | Active              |
| Interstate Group LLC                                               | Carroll       | \$ 260,000 | \$ -     | \$ -   | 93       | -      | \$ 7,430,000   | \$ -   | Did not materialize |
| Eastern Panel Manufacturing, Inc.                                  | Pittsylvania  | \$ 30,000  | \$ -     | \$ -   | 15       | -      | \$ 1,000,000   | \$ -   | Active              |
| Trina Health of Pounding Mill, LLC DBA Trina Health Town Center    | Buchanan      | \$ 82,500  | \$ -     | \$ -   | 10       | -      | \$ 1,115,000   | \$ -   | Active              |
| Blue Ridge Eye Care Associates                                     | Carroll       | \$ 30,000  | \$ -     | \$ -   | 7        | -      | \$ 3,000,000   | \$ -   | Did not materialize |
| UAV Pro, Inc.                                                      | Nottoway      | \$ 520,000 | \$ -     | \$ -   | 75       | -      | \$ 2,500,000   | \$ -   | Active              |
| KMR Aviation Services Inc.                                         | Bedford       | \$ 35,000  | \$ -     | \$ -   | 12       | -      | \$ 1,045,000   | \$ -   | Active              |
| New River Polymers                                                 | Carroll       | \$ 50,000  | \$ -     | \$ -   | 15       | -      | \$ 1,125,000   | \$ -   | Active              |
| Unison Tube L.L.C.                                                 | Pittsylvania  | \$ 330,000 | \$ -     | \$ -   | 55       | -      | \$ 3,810,000   | \$ -   | Active              |
| American Merchant Inc. (formerly Merchant House International Ltd) | Bristol       | \$ 590,000 | \$ -     | \$ -   | 263      | -      | \$ 19,908,100  | \$ -   | Active              |
| Hapco Pole Products (Project Clink)                                | Washington    | \$ 95,000  | \$ -     | \$ -   | 28       | -      | \$ 6,318,500   | \$ -   | Active              |
| England, Inc.                                                      | Lee           | \$ 135,000 | \$ -     | \$ -   | 50       | -      | \$ 1,000,005   | \$ -   | Active              |
| Daley Acquisitions, LLC                                            | Floyd         | \$ 150,000 | \$ -     | \$ -   | 56       | -      | \$ 700,000     | \$ -   | Active              |
| Highlands Automotive Inc.                                          | Washington    | \$ 140,000 | \$ -     | \$ -   | 42       | -      | \$ 3,170,000   | \$ -   | Active              |
| Panacea BioMatx                                                    | Pittsylvania  | \$ 415,000 | \$ -     | \$ -   | 70       | -      | \$ 5,675,000   | \$ -   | Active              |
| AirShip Technologies                                               | Nottoway      | \$ 620,000 | \$ -     | \$ -   | 71       | -      | \$ 5,000,000   | \$ -   | Did not materialize |
| Innovatio Sealing Technologies, LLC                                | Appomattox    | \$ 120,000 | \$ -     | \$ -   | 28       | -      | \$ 2,120,000   | \$ -   | Active              |
| Virginia Mirror Corp.                                              | Martinsville  | \$ 35,000  | \$ -     | \$ -   | 9        | -      | \$ 3,776,996   | \$ -   | Active              |
| Willis LLC c/o St. Paul IDA                                        | Wise          | \$ 85,000  | \$ -     | \$ -   | 22       | -      | \$ 6,396,615   | \$ -   | Active              |
| Amthor International, Inc.                                         | Pittsylvania  | \$ 255,000 | \$ -     | \$ -   | 90       | -      | \$ 7,000,000   | \$ -   | Active              |
| S & S Transporters, Inc.                                           | Carroll       | \$ 250,000 | \$ -     | \$ -   | 20       | -      | \$ 5,250,000   | \$ -   | Active              |
| Beach Mold and Tool Virginia, Inc.                                 | Greensville   | \$ 130,000 | \$ -     | \$ -   | 45       | -      | \$ 14,500,000  | \$ -   | Active              |
| Piedmont Access to Health Services, Inc.                           | Pittsylvania  | \$ 90,000  | \$ -     | \$ -   | 21       | -      | \$ 1,500,000   | \$ -   | Active              |
| Southwest Virginia Community Health Systems, Inc.                  | Tazewell      | \$ 230,000 | \$ -     | \$ -   | 9        | -      | \$ 2,887,290   | \$ -   | Active              |
| Martinsville DuPont Credit Union-D/B/A Valley Star Credit Union    | Franklin      | \$ 40,000  | \$ -     | \$ -   | 10       | -      | \$ 5,250,000   | \$ -   | Active              |
| Vanguard Furniture                                                 | Carroll       | \$ 40,000  | \$ -     | \$ -   | 30       | -      | \$ 125,000     | \$ -   | Active              |

## Tobacco Region Opportunity Fund (TROF)

Administered by: Tobacco Region Revitalization Commission

Va. Code Not Applicable

| Company Name | Locality | Incentives |          |        | Jobs     |        | Taxable Assets |        | Type |
|--------------|----------|------------|----------|--------|----------|--------|----------------|--------|------|
|              |          | Awarded    | Received | Repaid | Incented | Actual | Incented       | Actual |      |

### FY2018, Continued

|                                   |              |            |      |      |     |   |               |      |        |
|-----------------------------------|--------------|------------|------|------|-----|---|---------------|------|--------|
| Intertape Polymer Corporation     | Pittsylvania | \$ 75,000  | \$ - | \$ - | 15  | - | \$ 7,000,000  | \$ - | Active |
| Mohawk Industries                 | Carroll      | \$ 95,000  | \$ - | \$ - | 6   | - | \$ 6,900,000  | \$ - | Active |
| Reynolds Presto Products          | Halifax      | \$ 40,000  | \$ - | \$ - | -   | - | \$ 13,700,000 | \$ - | Active |
| Mountain Top Timber Products, LLC | Scott        | \$ 250,000 | \$ - | \$ - | 52  | - | \$ 3,495,000  | \$ - | Active |
| Stateline Heart & Vascular        | Martinsville | \$ 120,000 | \$ - | \$ - | 10  | - | \$ 187,291    | \$ - | Active |
| Richlands Creamery, Inc.          | Dinwiddie    | \$ 40,000  | \$ - | \$ - | 17  | - | \$ 1,700,000  | \$ - | Active |
| Select Engineering Services LLC   | Cumberland   | \$ 470,000 | \$ - | \$ - | 154 | - | \$ 12,500,000 | \$ - | Active |

### FY2019

|                                          |               |              |      |      |     |   |               |      |                     |
|------------------------------------------|---------------|--------------|------|------|-----|---|---------------|------|---------------------|
| Aquatic                                  | Halifax       | \$ 125,000   | \$ - | \$ - | 70  | - | \$ 500,000    | \$ - | Active              |
| McAirlaids, Inc                          | Franklin      | \$ 120,000   | \$ - | \$ - | 25  | - | \$ 7,800,000  | \$ - | Active              |
| Scholle IPN Packaging, Inc.              | Smyth         | \$ 195,000   | \$ - | \$ - | 42  | - | \$ 10,290,000 | \$ - | Active              |
| VitalPlan Inc                            | Danville      | \$ 140,000   | \$ - | \$ - | 26  | - | \$ 218,004    | \$ - | Active              |
| Yak Attack                               | Prince Edward | \$ 110,000   | \$ - | \$ - | 50  | - | \$ 650,000    | \$ - | Active              |
| Blue Ridge Designs, LLC                  | Carroll       | \$ 100,000   | \$ - | \$ - | 35  | - | \$ 950,000    | \$ - | Did not materialize |
| ActivWall Systems, LLC                   | Henry         | \$ 25,000    | \$ - | \$ - | 12  | - | \$ 245,874    | \$ - | Did not materialize |
| Speyside Bourbon Cooperage, Inc.         | Washington    | \$ 95,000    | \$ - | \$ - | 35  | - | \$ 9,000,000  | \$ - | Active              |
| Empire Bakery Commissary                 | Franklin      | \$ 280,000   | \$ - | \$ - | 75  | - | \$ 10,400,000 | \$ - | Did not materialize |
| Cardinal Homes                           | Charlotte     | \$ 740,000   | \$ - | \$ - | 200 | - | \$ 2,550,000  | \$ - | Active              |
| Press Glass, Inc.                        | Henry         | \$ 835,000   | \$ - | \$ - | 212 | - | \$ 43,550,000 | \$ - | Active              |
| BGF Industries, Inc.                     | Danville      | \$ 1,240,000 | \$ - | \$ - | 65  | - | \$ 7,000,000  | \$ - | Active              |
| Litehouse Inc.                           | Danville      | \$ 560,000   | \$ - | \$ - | 160 | - | \$ 40,240,000 | \$ - | Did not materialize |
| Speyside Bourbon Cooperage, Inc.         | Smyth         | \$ 415,000   | \$ - | \$ - | 125 | - | \$ 26,000,000 | \$ - | Active              |
| Harlow Fastech LLC                       | Danville      | \$ 945,000   | \$ - | \$ - | 49  | - | \$ 8,000,000  | \$ - | Active              |
| Smyth County Machine and Fabrication LLC | Smyth         | \$ 200,000   | \$ - | \$ - | 53  | - | \$ 4,000,000  | \$ - | Active              |

## Economic Development Access Program (EDAP)

Administered by: Virginia Department of Transportation

Va. Code § 33.2-1509

### All Projects: Individual Performance

| Company Name | Locality | Incentives |          |        | Capital Investment |        | Type |
|--------------|----------|------------|----------|--------|--------------------|--------|------|
|              |          | Awarded    | Received | Repaid | Incented           | Actual |      |

#### FY2015

|                        |          |            |            |      |              |              |                     |
|------------------------|----------|------------|------------|------|--------------|--------------|---------------------|
| K2M Company            | Leesburg | \$ 650,000 | \$ 650,000 | \$ - | \$ 3,250,000 | \$ 3,250,000 | Closed              |
| Patriot Centre, Lot 12 | Henry    | \$ 650,000 | \$ -       | \$ - | \$ 3,250,000 | \$ -         | Did not materialize |

#### FY2016

|                                                                     |            |            |            |      |              |              |        |
|---------------------------------------------------------------------|------------|------------|------------|------|--------------|--------------|--------|
| Xpress Natural Gas                                                  | Appomattox | \$ 303,000 | \$ -       | \$ - | \$ 1,515,000 | \$ -         | Active |
| CenterPoint Intermodal Center (Lot 5 - formerly "Project Tomahawk") | Suffolk    | \$ 650,000 | \$ 650,000 | \$ - | \$ 3,250,000 | \$ 3,250,000 | Active |

#### FY2017

|                                                     |             |            |            |      |              |              |        |
|-----------------------------------------------------|-------------|------------|------------|------|--------------|--------------|--------|
| Grayson County Industrial Park - Project Process II | Grayson     | \$ 346,000 | \$ 217,688 | \$ - | \$ 1,730,000 | \$ 1,730,000 | Closed |
| Patton Park Development                             | Dinwiddie   | \$ 650,000 | \$ 578,820 | \$ - | \$ 3,250,000 | \$ 3,250,000 | Closed |
| IT Federal, LLC                                     | Front Royal | \$ 650,000 | \$ 436,797 | \$ - | \$ 3,250,000 | \$ 2,188,985 | Active |
| Mill Place Parkway                                  | Augusta     | \$ 250,000 | \$ 250,000 | \$ - | \$ 1,250,000 | \$ 1,250,000 | Closed |
| Deschutes Brewery, Inc.                             | Roanoke     | \$ 650,000 | \$ -       | \$ - | \$ 3,250,000 | \$ -         | Active |
| Dollar Tree, Inc.                                   | Chesapeake  | \$ 650,000 | \$ -       | \$ - | \$ 3,250,000 | \$ -         | Active |
| Summit View Business Park                           | Franklin    | \$ 650,000 | \$ -       | \$ - | \$ 3,250,000 | \$ -         | Active |

#### FY2018

|                                                  |            |            |      |      |              |      |        |
|--------------------------------------------------|------------|------------|------|------|--------------|------|--------|
| White Oak Technology Park                        | Henrico    | \$ 650,000 | \$ - | \$ - | \$ 3,250,000 | \$ - | Active |
| Patriot Centre at Beaver Creek (Lot 4)           | Henry      | \$ 650,000 | \$ - | \$ - | \$ 3,250,000 | \$ - | Active |
| New River Valley Commerce Park                   | Pulaski    | \$ 500,000 | \$ - | \$ - | \$ 2,500,000 | \$ - | Active |
| Summit View Business Park, Phase 2               | Franklin   | \$ 650,000 | \$ - | \$ - | \$ 3,250,000 | \$ - | Active |
| Shenandoah Valley Industrial Park South, Phase 1 | Rockingham | \$ 650,000 | \$ - | \$ - | \$ 3,250,000 | \$ - | Active |

#### FY2019

|                                                              |              |            |      |      |              |      |        |
|--------------------------------------------------------------|--------------|------------|------|------|--------------|------|--------|
| Holiday Property                                             | Spotsylvania | \$ 650,000 | \$ - | \$ - | \$ 3,250,000 | \$ - | Active |
| Buena Vista Industrial Park (Columbia Gas of Virginia, Inc.) | Buena Vista  | \$ 357,000 | \$ - | \$ - | \$ 1,785,000 | \$ - | Active |
| Waterford Business Park (ERNI Electronics, Inc.)             | Chesterfield | \$ 650,000 | \$ - | \$ - | \$ 3,250,000 | \$ - | Active |
| Botetourt Center - West Center Drive                         | Botetourt    | \$ 650,000 | \$ - | \$ - | \$ 3,250,000 | \$ - | Active |

# Governor's Motion Picture Opportunity Fund (GMPOF)

Administered by: Virginia Tourism Authority doing business as Virginia Tourism Corporation

Va. Code § 33.2-1509

## All Projects: Individual Performance

| Company Name | Locality | Incentives |          |        | Virginia |       | Ancillary Benefits | Type |
|--------------|----------|------------|----------|--------|----------|-------|--------------------|------|
|              |          | Awarded    | Received | Repaid | Hires    | Spend |                    |      |

### FY 2015

|                                         |               |              |              |      |     |               |                      |        |
|-----------------------------------------|---------------|--------------|--------------|------|-----|---------------|----------------------|--------|
| Turn Productions, LLC                   | Henrico       | \$ 900,000   | \$ 900,000   | None | 369 | \$ 22,349,983 | \$ -                 | Closed |
| Yes to All Things, LLC                  | Multiple      | \$ 1,100,000 | \$ 1,100,000 | None | 434 | \$ 3,405,947  | \$ -                 | Closed |
| Coming Through the Rye Productions, LLC | Orange County | \$ 375,000   | \$ 304,184   | None | 99  | \$ 1,573,781  | Deliverable Separate | Closed |
| ABC Signature Studios, Inc.             | Multiple      | \$ 350,000   | \$ 350,000   | None | 429 | \$ 5,714,023  | \$ -                 | Closed |

### FY 2016

|                                           |                |              |              |      |                  |                  |              |        |
|-------------------------------------------|----------------|--------------|--------------|------|------------------|------------------|--------------|--------|
| Virginia Commonwealth University          | Richmond       | \$ 30,000    | \$ 30,000    | None | 50               | \$ 91,507        | \$ -         | Closed |
| Turn Productions II, LLC                  | Henrico        | \$ 773,239   | \$ 773,239   | None | 369              | \$ 22,349,983    | \$ 600,000   | Closed |
| Virginia Filmworks, LLC                   | Virginia Beach | \$ 84,000    | \$ 76,630    | None | 46               | \$ 504,198       | \$ -         | Closed |
| Belltower Pictures, Inc.                  | Richmond       | \$ 90,000    | \$ 90,000    | None | 84               | \$ 511,393       | \$ -         | Closed |
| Josephine Productions, LLC                | Halifax County | \$ 175,000   | \$ 175,000   | None | 87               | \$ 588,653       | \$ -         | Closed |
| MIHC, LLC d/b/a Mansion House Productions | Richmond       | \$ 2,800,000 | \$ 2,800,000 | None | 598              | \$ 11,713,622    | \$ 1,500,000 | Closed |
| Big Beach, LLC                            | Richmond       | \$ 200,000   | \$ 200,000   | None | Deliverable only | Deliverable only | \$ 1,000,000 | Closed |
| TDSD, LLC                                 | Hopewell       | \$ 650,000   | \$ 600,000   | None | 360              | \$ 2,801,854     | \$ -         | Closed |

### FY 2017

|                                           |               |              |              |      |                  |                  |                      |        |
|-------------------------------------------|---------------|--------------|--------------|------|------------------|------------------|----------------------|--------|
| Coming Through the Rye Productions, LLC   | Orange County | \$ 25,000    | \$ 25,000    | None | Deliverable only | Deliverable only | \$ 50,000            | Closed |
| Big Beach, LLC                            | Richmond      | \$ 2,106,477 | \$ 1,100,040 | None | 203              | \$ 8,874,397     | Deliverable Separate | Closed |
| Turn Productions III, LLC                 | Henrico       | \$ 2,000,000 | \$ 2,000,000 | None | 916              | \$ 26,462,733    | \$ 10,600,000        | Closed |
| Warm Springs Productions, LLC             | Chesterfield  | \$ 375,000   | \$ 296,686   | None | 203              | \$ 1,417,847     | \$ -                 | Closed |
| MIHC, LLC d/b/a Mansion House Productions | Richmond      | \$ 2,800,000 | \$ 2,800,000 | None | 758              | \$ 13,782,506    | \$ 1,500,000         | Closed |
| Zapruder Film, LLC                        | Norfolk       | \$ 280,227   | \$ 280,227   | None | 79               | \$ 951,823       | \$ 25,000            | Closed |
| Permanent Productions, LLC                | Richmond      | \$ 100,000   | \$ 100,000   | None | Deliverable only | Deliverable only | \$ 200,000           | Closed |

### FY 2018

|                            |                |              |              |      |       |               |                      |        |
|----------------------------|----------------|--------------|--------------|------|-------|---------------|----------------------|--------|
| Turn Productions IV, LLC   | Henrico        | \$ 2,000,000 | \$ 2,000,000 | None | 1,005 | \$ 28,151,599 | \$ 10,600,000        | Closed |
| Believe the Film, LLC      | Bristol        | \$ 350,000   | \$ 300,000   | None | 75    | \$ 1,481,767  | \$ 100,000           | Closed |
| Permanent Productions, LLC | Richmond       | \$ 350,000   | \$ 322,922   | None | 241   | \$ 1,233,856  | Deliverable Separate | Closed |
| Juanita 5, LLC             | Petersburg     | \$ 550,000   | \$ 550,000   | None | 316   | \$ 2,446,681  | \$ 150,000           | Closed |
| All the Animals LLC        | Virginia Beach | \$ 150,000   | \$ 122,230   | None | 34    | \$ 370,393    | \$ -                 | Closed |

## Governor's Motion Picture Opportunity Fund (GMPOF)

Administered by: Virginia Tourism Authority doing business as Virginia Tourism Corporation

Va. Code § 33.2-1509

| Company Name                          | Locality      | Incentives   |            |        | Virginia |               | Ancillary Benefits | Type   |
|---------------------------------------|---------------|--------------|------------|--------|----------|---------------|--------------------|--------|
|                                       |               | Awarded      | Received   | Repaid | Hires    | Spend         |                    |        |
| FY 2019                               |               |              |            |        |          |               |                    |        |
| Pacific 2.1 Entertainment Group, Inc. | Richmond      | \$ 1,000,000 | \$ 700,000 | None   | 2,502    | \$ 41,002,978 | \$ 250,000         | Closed |
| Virginia Filmworks 2, LLC             | Isle Of Wight | \$ 82,000    | \$ 50,351  | None   | 33       | \$ 279,378    | \$ -               | Closed |
| LMOC, LLC                             | Norfolk       | \$ 400,000   | \$ 350,167 | None   | 200      | \$ 1,415,728  | \$ -               | Closed |
| Days Ferry Productions, LLC           | New port News | \$ 62,500    | \$ 55,313  | None   | 38       | \$ 249,360    | \$ -               | Closed |
| Crown City Pictures Inc.              | Alexandria    | \$ 750,000   | \$ 750,000 | None   | 718      | \$ 24,862,821 | \$ -               | Closed |
| Delta Films LLC                       | TBD           | \$ 3,100,000 | TBD        | None   | TBD      | TBD           | TBD                | Active |
| New Dominion Pictures, LLC            | TBD           | \$ 400,000   | TBD        | None   | TBD      | TBD           | TBD                | Active |
| BH Bird, Inc.                         | TBD           | \$ 1,000,000 | TBD        | None   | TBD      | TBD           | TBD                | Active |

# Port of Virginia Economic and Infrastructure Development Zone Grant Program (POVEIDG)

Administered by: Virginia Port Authority

Va. Code § 62.1-132.3:2

## All Projects: Individual Performance

| Company Name | Locality | Incentives |          |        | Jobs Created |        | Port User | Type |
|--------------|----------|------------|----------|--------|--------------|--------|-----------|------|
|              |          | Awarded    | Received | Repaid | Incented     | Actual |           |      |

### FY2015

|                       |  |  |  |  |  |  |  |  |
|-----------------------|--|--|--|--|--|--|--|--|
| No projects to report |  |  |  |  |  |  |  |  |
|-----------------------|--|--|--|--|--|--|--|--|

### FY2016

|                           |         |            |            |      |     |     |     |           |
|---------------------------|---------|------------|------------|------|-----|-----|-----|-----------|
| Core Heath & Fitness, LLC | Grayson | \$ 309,000 | \$ 309,000 | \$ - | 103 | 103 | Yes | Completed |
|---------------------------|---------|------------|------------|------|-----|-----|-----|-----------|

### FY2017

|                                     |                |            |            |      |     |     |     |           |
|-------------------------------------|----------------|------------|------------|------|-----|-----|-----|-----------|
| Continental Automotive Systems Inc. | Newport News   | \$ 417,000 | \$ 417,000 | \$ - | 139 | 139 | Yes | Completed |
| Friant and Associates               | Suffolk        | \$ 315,000 | \$ 315,000 | \$ - | 105 | 105 | Yes | Completed |
| Haulotte U.S. Inc.                  | Virginia Beach | \$ 35,000  | \$ 35,000  | \$ - | 35  | 35  | Yes | Completed |
| Hubbell Lighting Inc.               | Christiansburg | \$ 315,000 | \$ 315,000 | \$ - | 105 | 105 | Yes | Completed |
| Rubbermaid Commercial Products      | Winchester     | \$ 500,000 | \$ 500,000 | \$ - | 224 | 224 | Yes | Completed |
| Target                              | Suffolk        | \$ 500,000 | \$ 500,000 | \$ - | 463 | 463 | Yes | Completed |
| Wolverine Advanced Materials        | Blacksburg     | \$ 91,500  | \$ 91,500  | \$ - | 61  | 61  | Yes | Completed |

### FY2018

|                 |                |            |            |      |     |     |     |           |
|-----------------|----------------|------------|------------|------|-----|-----|-----|-----------|
| Lidl US, LLC    | Fredericksburg | \$ 477,000 | \$ 477,000 | \$ - | 159 | 159 | Yes | Completed |
| Printpack, Inc. | Newport News   | \$ 31,000  | \$ 31,000  | \$ - | 31  | 31  | Yes | Completed |

### FY2019

|                       |          |           |           |      |    |    |     |           |
|-----------------------|----------|-----------|-----------|------|----|----|-----|-----------|
| Starsprings USA Inc.  | Richmond | \$ 30,000 | \$ 30,000 | \$ - | 30 | 30 | Yes | Completed |
| Ocean Network Express | Danville | \$ 45,000 | \$ 45,000 | \$ - | 45 | 45 | Yes | Completed |

## Growth Acceleration Program (GAP)

Administered by: Virginia Center for Innovative Technology

Va. Code § 2.2-2221.1

### All Projects: Individual Performance

| Company Name                            | Locality         | Incentiv es |            |        |
|-----------------------------------------|------------------|-------------|------------|--------|
|                                         |                  | Awarded     | Paid       | Repaid |
| FY2015                                  |                  |             |            |        |
| Antatrobe                               | Fairfax          | \$ 50,000   | \$ 50,000  | \$ -   |
| Atomic Corp                             | Fairfax          | \$ 50,000   | \$ 50,000  | \$ -   |
| BiJoTi                                  | Fairfax          | \$ 62,500   | \$ 62,500  | \$ -   |
| BiJoTi                                  | Fairfax          | \$ 50,000   | \$ 50,000  | \$ -   |
| Biotherapeutics                         | Montgomery       | \$ 125,000  | \$ 125,000 | \$ -   |
| Bloompop                                | Arlington        | \$ 100,000  | \$ 100,000 | \$ -   |
| Blue Triangle                           | Hanover          | \$ 100,000  | \$ 100,000 | \$ -   |
| Brazen Careerist                        | Arlington        | \$ 7,550    | \$ 7,550   | \$ -   |
| Caveonix, Inc (Formerly Eunomics, Inc.) | Fairfax          | \$ 50,000   | \$ 50,000  | \$ -   |
| Cyph                                    | Fairfax          | \$ 50,000   | \$ 50,000  | \$ -   |
| iAspire                                 | Fairfax          | \$ 50,000   | \$ 50,000  | \$ -   |
| JeKuDo                                  | Fairfax          | \$ 25,000   | \$ 25,000  | \$ -   |
| JeKuDo                                  | Fairfax          | \$ 25,000   | \$ 25,000  | \$ -   |
| nvite (bought by Eventbrite)            | Arlington        | \$ 100,000  | \$ 100,000 | \$ -   |
| Oppleo, Inc (fka Sikernes)              | Fairfax          | \$ 25,000   | \$ 25,000  | \$ -   |
| Oppleo, Inc (fka Sikernes)              | Fairfax          | \$ 25,000   | \$ 25,000  | \$ -   |
| Ostendio                                | Arlington        | \$ 100,000  | \$ 100,000 | \$ -   |
| Ovastasis                               | Albermarle       | \$ 25,000   | \$ 25,000  | \$ -   |
| PhosImmune                              | Albermarle       | \$ 125,000  | \$ 125,000 | \$ -   |
| Riff Digital                            | Montgomery       | \$ 5,000    | \$ 5,000   | \$ -   |
| SecureDB                                | Loudoun          | \$ 100,000  | \$ 100,000 | \$ -   |
| SecureDB                                | Loudoun          | \$ 50,000   | \$ 50,000  | \$ -   |
| Shevirah                                | Fairfax          | \$ 50,000   | \$ 50,000  | \$ -   |
| Syncurity                               | Fairfax          | \$ 50,000   | \$ 50,000  | \$ -   |
| Virgil                                  | City of Manassas | \$ 25,000   | \$ 25,000  | \$ -   |
| Virgil                                  | City of Manassas | \$ 25,000   | \$ 25,000  | \$ -   |
| vThreat                                 | Fairfax          | \$ 100,000  | \$ 100,000 | \$ -   |
| vThreat                                 | Fairfax          | \$ 50,000   | \$ 50,000  | \$ -   |

## Growth Acceleration Program (GAP)

Administered by: Virginia Center for Innovative Technology

Va. Code § 2.2-2221.1

| Company Name | Locality | Incentives |      |        |
|--------------|----------|------------|------|--------|
|              |          | Awarded    | Paid | Repaid |

### FY2016

|                            |            |            |            |      |
|----------------------------|------------|------------|------------|------|
| 418 Intelligence           | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| Atriceps                   | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| AxonGhost                  | Rockingham | \$ 100,000 | \$ 100,000 | \$ - |
| CargoSense                 | Fairfax    | \$ 100,000 | \$ 100,000 | \$ - |
| ChurnZero                  | Fairfax    | \$ 100,000 | \$ 100,000 | \$ - |
| Cyber Algorithms           | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| Cyber2020                  | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| Cyph                       | Fairfax    | \$ 100,000 | \$ 100,000 | \$ - |
| Encore                     | Arlington  | \$ 50,000  | \$ 50,000  | \$ - |
| Gyomo                      | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| Hill Top Security          | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| Huntress Labs              | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| Locurity                   | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| MobilePhire                | Fairfax    | \$ 100,000 | \$ 100,000 | \$ - |
| NormShield                 | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| PCPursuit                  | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| Provenance Cyber Solutions | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| Tear Solutions             | Albermarle | \$ 25,000  | \$ 25,000  | \$ - |
| TearSolutions              | Albermarle | \$ 125,000 | \$ 125,000 | \$ - |
| TenantTurner               | Richmond   | \$ 100,000 | \$ 100,000 | \$ - |
| Tensorwrench               | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| TypeZero                   | Albermarle | \$ 125,000 | \$ 125,000 | \$ - |
| Unblinkr                   | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| Zoobean                    | Fairfax    | \$ 50,000  | \$ 50,000  | \$ - |
| Zoomph                     | Fairfax    | \$ 100,000 | \$ 100,000 | \$ - |

### FY2017

|                  |         |            |            |      |
|------------------|---------|------------|------------|------|
| 418 Intelligence | Fairfax | \$ 100,000 | \$ 100,000 | \$ - |
| Adlumin          | Fairfax | \$ 49,000  | \$ 49,000  | \$ - |
| Aida Health      | Fairfax | \$ 50,000  | \$ 50,000  | \$ - |



## Growth Acceleration Program (GAP)

Administered by: Virginia Center for Innovative Technology

Va. Code § 2.2-2221.1

| Company Name                                       | Locality   | Incentives |            |        |
|----------------------------------------------------|------------|------------|------------|--------|
|                                                    |            | Awarded    | Paid       | Repaid |
| FY2017, Continued                                  |            |            |            |        |
| AtomicCorp                                         | Fairfax    | \$ 100,000 | \$ 100,000 | \$ -   |
| AutomatedDL                                        | Fairfax    | \$ 49,000  | \$ 49,000  | \$ -   |
| BroadBridge                                        | Fairfax    | \$ 49,000  | \$ 49,000  | \$ -   |
| bThere                                             | Fairfax    | \$ 50,000  | \$ 50,000  | \$ -   |
| Caveonix, Inc (Formerly Eunomics, Inc.)            | Fairfax    | \$ 100,000 | \$ 100,000 | \$ -   |
| Contraline                                         | Albermarle | \$ 125,000 | \$ 125,000 | \$ -   |
| Coulomb                                            | Albermarle | \$ 50,000  | \$ 50,000  | \$ -   |
| Dark3                                              | Fairfax    | \$ 67,532  | \$ 67,532  | \$ -   |
| Ekran                                              | Fairfax    | \$ 49,000  | \$ 49,000  | \$ -   |
| Hill Top Security                                  | Fairfax    | \$ 80,000  | \$ 80,000  | \$ -   |
| INF Robotics                                       | Fairfax    | \$ 20,000  | \$ 20,000  | \$ -   |
| Intelligence Framework Inc. (InfraScan)            | Fairfax    | \$ 49,000  | \$ 49,000  | \$ -   |
| Manor Finacial, Inc. (previously UpsideDoor, Inc.) | Fairfax    | \$ 50,000  | \$ 50,000  | \$ -   |
| NeoEyed                                            | Fairfax    | \$ 49,000  | \$ 49,000  | \$ -   |
| NS8                                                | Fairfax    | \$ 49,000  | \$ 49,000  | \$ -   |
| Riogin                                             | Albermarle | \$ 75,000  | \$ 75,000  | \$ -   |
| Scryb                                              | Fairfax    | \$ 100,000 | \$ 100,000 | \$ -   |
| SecureHome                                         | Loudoun    | \$ 49,000  | \$ 49,000  | \$ -   |
| Shevirah                                           | Fairfax    | \$ 100,000 | \$ 100,000 | \$ -   |
| South49 Solutions, Inc. (Natural Insights)         | Loudoun    | \$ 50,000  | \$ 50,000  | \$ -   |
| Steel Mountain                                     | Fairfax    | \$ 49,000  | \$ 49,000  | \$ -   |
| ThreatQuotient                                     | Fairfax    | \$ 90,000  | \$ 90,000  | \$ -   |
| ThreatSwitch                                       | Fairfax    | \$ 49,000  | \$ 49,000  | \$ -   |
| Triblio                                            | Fairfax    | \$ 100,000 | \$ 100,000 | \$ -   |
| Trovalone                                          | Fairfax    | \$ 49,000  | \$ 49,000  | \$ -   |
| TypeZero                                           | Albermarle | \$ 100,000 | \$ 100,000 | \$ -   |
| Zoomph                                             | Fairfax    | \$ 100,000 | \$ 100,000 | \$ -   |

## Growth Acceleration Program (GAP)

Administered by: Virginia Center for Innovative Technology

Va. Code § 2.2-2221.1

| Company Name                                       | Locality   | Incentiv es |            |        |
|----------------------------------------------------|------------|-------------|------------|--------|
|                                                    |            | Awarded     | Paid       | Repaid |
| FY2018                                             |            |             |            |        |
| Advanced Aircraft                                  | Hampton    | \$ 50,000   | \$ 50,000  | \$ -   |
| Aquanta                                            | Fairfax    | \$ 100,000  | \$ 100,000 | \$ -   |
| ChurnZero                                          | Fairfax    | \$ 100,000  | \$ 100,000 | \$ -   |
| Contraline                                         | Albermarle | \$ 125,000  | \$ 125,000 | \$ -   |
| Cynja Tech                                         | Fairfax    | \$ 50,000   | \$ 50,000  | \$ -   |
| CytoRecovery                                       | Montgomery | \$ 50,000   | \$ 50,000  | \$ -   |
| DeepSig                                            | Arlington  | \$ 100,000  | \$ 100,000 | \$ -   |
| DeepSig                                            | Arlington  | \$ 100,000  | \$ 100,000 | \$ -   |
| EdConnectiv e                                      | Richmond   | \$ 50,000   | \$ 50,000  | \$ -   |
| FarmRaiser                                         | Arlington  | \$ 100,000  | \$ 100,000 | \$ -   |
| Hashlit                                            | Fairfax    | \$ 50,000   | \$ 50,000  | \$ -   |
| Hideez                                             | Fairfax    | \$ 50,000   | \$ 50,000  | \$ -   |
| Hungry                                             | Arlington  | \$ 100,000  | \$ 100,000 | \$ -   |
| HyperQube (Network Security)                       | Fairfax    | \$ 50,000   | \$ 50,000  | \$ -   |
| INF Robotics                                       | Fairfax    | \$ 25,000   | \$ 25,000  | \$ -   |
| Loci                                               | Fairfax    | \$ 15,000   | \$ 15,000  | \$ -   |
| Manor Finacial, Inc. (previously UpsideDoor, Inc.) | Fairfax    | \$ 100,000  | \$ 100,000 | \$ -   |
| Manor Finacial, Inc. (previously UpsideDoor, Inc.) | Fairfax    | \$ 100,000  | \$ 100,000 | \$ -   |
| MarginEdge                                         | Arlington  | \$ 100,000  | \$ 100,000 | \$ -   |
| Py pe                                              | Fairfax    | \$ 100,000  | \$ 100,000 | \$ -   |
| Runsafe                                            | Fairfax    | \$ 50,000   | \$ 50,000  | \$ -   |
| RunSafe                                            | Fairfax    | \$ 100,000  | \$ 100,000 | \$ -   |
| Rybbon                                             | Fairfax    | \$ 100,000  | \$ 100,000 | \$ -   |
| Status Identity                                    | Fairfax    | \$ 25,000   | \$ 25,000  | \$ -   |
| Status Identity                                    | Fairfax    | \$ 25,000   | \$ 25,000  | \$ -   |
| Status Identity                                    | Fairfax    | \$ 50,000   | \$ 50,000  | \$ -   |
| Student Opportunity Center                         | Arlington  | \$ 50,000   | \$ 50,000  | \$ -   |
| Tear Solutions                                     | Albermarle | \$ 55,604   | \$ 55,604  | \$ -   |
| Tear Solutions                                     | Albermarle | \$ 168,352  | \$ 168,352 | \$ -   |

## Growth Acceleration Program (GAP)

Administered by: Virginia Center for Innovative Technology

Va. Code § 2.2-2221.1

| Company Name | Locality | Incentives |      |        |
|--------------|----------|------------|------|--------|
|              |          | Awarded    | Paid | Repaid |

### FY2018, Continued

|               |         |           |           |      |
|---------------|---------|-----------|-----------|------|
| ThreatLocker  | Fairfax | \$ 50,000 | \$ 50,000 | \$ - |
| Ubiquity Link | Fairfax | \$ 50,000 | \$ 50,000 | \$ - |

### FY2019

|                                                    |            |            |            |      |
|----------------------------------------------------|------------|------------|------------|------|
| Ario Technologies, LLC                             | Norfolk    | \$ 50,000  | \$ 50,000  | \$ - |
| ARtGlass                                           | Richmond   | \$ 50,000  | \$ 50,000  | \$ - |
| Atomicorp                                          | Fairfax    | \$ 104,850 | \$ 104,850 | \$ - |
| Babylon Microfarms                                 | Albermarle | \$ 50,000  | \$ 50,000  | \$ - |
| Churn Zero                                         | Fairfax    | \$ 74,518  | \$ 74,518  | \$ - |
| Coulomb, Inc (dba Lumin)                           | Albermarle | \$ 66,000  | \$ 66,000  | \$ - |
| Coulomb, Inc (dba Lumin)                           | Albermarle | \$ 134,000 | \$ 134,000 | \$ - |
| Dark3                                              | Fairfax    | \$ 100,000 | \$ 100,000 | \$ - |
| DivvyCloud                                         | Fairfax    | \$ 250,000 | \$ 250,000 | \$ - |
| DroneUp                                            | Norfolk    | \$ 100,000 | \$ 100,000 | \$ - |
| DroneUp                                            | norfolk    | \$ 100,000 | \$ 100,000 | \$ - |
| Embody                                             | Norfolk    | \$ 125,000 | \$ 125,000 | \$ - |
| Embody                                             | Norfolk    | \$ 125,000 | \$ 125,000 | \$ - |
| Fenris                                             | Richmond   | \$ 100,000 | \$ 100,000 | \$ - |
| Fenris                                             | Richmond   | \$ 25,000  | \$ 25,000  | \$ - |
| FourStay                                           | Fairfax    | \$ 100,000 | \$ 100,000 | \$ - |
| FourStay                                           | Fairfax    | \$ 100,000 | \$ 100,000 | \$ - |
| FRNGE                                              | Richmond   | \$ 50,000  | \$ 50,000  | \$ - |
| Gathering, Inc. (aka Rize)                         | Arlington  | \$ 100,000 | \$ 100,000 | \$ - |
| HyperCube                                          | Arlington  | \$ 50,000  | \$ 50,000  | \$ - |
| Liteldeas                                          | Lynchburg  | \$ 100,000 | \$ 100,000 | \$ - |
| Manor Finacial, Inc. (previously UpsideDoor, Inc.) | Fairfax    | \$ 36,653  | \$ 36,653  | \$ - |
| Metallum3D                                         | Albermarle | \$ 25,000  | \$ 25,000  | \$ - |
| Micronic                                           | Bristol    | \$ 50,000  | \$ 50,000  | \$ - |
| NOVI, LLC                                          | Arlington  | \$ 50,000  | \$ 50,000  | \$ - |

## Growth Acceleration Program (GAP)

Administered by: Virginia Center for Innovative Technology

Va. Code § 2.2-2221.1

| Company Name | Locality | Incentives |      |        |
|--------------|----------|------------|------|--------|
|              |          | Awarded    | Paid | Repaid |

### *FY2019, Continued*

|                               |                |            |            |      |
|-------------------------------|----------------|------------|------------|------|
| Ostendio                      | Arlington      | \$ 123,379 | \$ 123,379 | \$ - |
| Plutus Privacy Security       | Prince William | \$ 50,000  | \$ 50,000  | \$ - |
| Pype                          | Fairfax        | \$ 100,000 | \$ 100,000 | \$ - |
| Quirk                         | Fairfax        | \$ 25,000  | \$ 25,000  | \$ - |
| RunSafe                       | Fairfax        | \$ 100,000 | \$ 100,000 | \$ - |
| SceneThink                    | Albermarle     | \$ 50,000  | \$ 50,000  | \$ - |
| Senseware                     | Fairfax        | \$ 100,000 | \$ 100,000 | \$ - |
| Skyphos                       | Roanoke        | \$ 25,000  | \$ 25,000  | \$ - |
| Societas (Anova Intelligence) | Fairfax        | \$ 50,000  | \$ 50,000  | \$ - |
| Stratus Digital Solutions     | Fairfax        | \$ 50,000  | \$ 50,000  | \$ - |
| Student Opportunity Center    | Arlington      | \$ 100,000 | \$ 100,000 | \$ - |
| Tympanogen                    | Richmond       | \$ 50,000  | \$ 50,000  | \$ - |

### Economic Incentive Grant Programs; Responsibilities of the Secretary

- A. By July 15 of each year, the agencies listed in subdivisions B 1 through 7 shall report the information outlined in subsection C to the Secretary of Commerce and Trade for the three prior calendar or fiscal years, as applicable, so that the Secretary may develop and issue a report on the effectiveness of economic development incentive grant programs administered by the Commonwealth in meeting performance goals and stimulating economic activity.

By September 15 of each year, the Secretary shall submit the draft report to the Joint Legislative Audit and Review Commission for its review of the accuracy of the information contained in the report and the effectiveness of the evaluation methods.

The Joint Legislative Audit and Review Commission shall provide its comments on the content of the report and the Secretary's analysis to the Secretary, and such comments shall be included as an appendix to the final report, which shall be submitted to the Chairmen of the House Appropriations and Senate Finance Committees by November 15 of each year.

- B. The report shall include a review of allocations from the following economic development incentive programs and funds for the previous three calendar or fiscal years, as applicable, as follows:
1. Virginia Economic Development Partnership: *Advanced Shipbuilding Training Facility Grant Program, Aerospace Engine Manufacturing Performance Grant Program, Clean Energy Manufacturing Incentive Grant Program as it was in effect prior to July 1, 2015, Commonwealth's Development Opportunity Fund, Investment Partnership Grant subfund, Major Eligible Employer Grant subfund, Semiconductor Memory or Logic Wafer Manufacturing Performance Grant Program as it was in effect prior to July 1, 2016, Specialized Biotechnology Research Performance Grant Program as it was in effect prior to July 1, 2015, Economic Development Incentive Grant subfund, and any customized incentive grants;*
  2. Virginia Economic Development Partnership Authority: *Virginia Jobs Investment Program;*
  3. Department of Housing and Community Development: *Enterprise Zone Job Creation and Real Property Investment Grant Programs;*
  4. Tobacco Region Revitalization Commission: *Tobacco Region Opportunity Fund;*
  5. Virginia Tourism Authority: *Governor's Motion Picture Opportunity Fund;*
  6. Virginia Port Authority: *Port of Virginia Economic and Infrastructure Development Grant Program;* and
  7. Innovation and Entrepreneurship Investment Authority: *Growth Acceleration Program.*
- C. The report shall assess the effectiveness of allocations made for each program listed in subsection B. Each agency administering programs outlined in subsection B shall submit the applicable data regarding jobs, wages, capital investment, and any other related information requested by the Secretary of Commerce and Trade for purposes of evaluating economic development incentive programs in meeting their performance goals and stimulating economic activity.

For each program, the report shall include:

- (i) An explanation of the overall goals of the program, describing whether the program is focused on job creation and capital investment or investments are governed by ancillary goals of community development and revitalization or the development of a particular industry sector in the Commonwealth;
- (ii) For each of the previous three calendar or fiscal years, as applicable, summary information, including the total amount of grant funding made available for the program, the total dollar amount of the grants awarded, the total number of grants awarded, the average dollar amount approved per job and average wage expected, where applicable, and any grant amounts repaid;
- (iii) For each of the three previous calendar or fiscal years, as applicable, for projects that have reached completion or a performance milestone, an aggregate comparison of the projects' performance measures, including the actual number of jobs created, the actual average wages paid, and the actual amount of capital investment, with the expected number of jobs, assumed average wage, and planned capital investment when the grant awards were made, and the proportion of projects that met or exceeded the project-specific goals relevant to the program;
- (iv) For each of the three previous calendar or fiscal years, as applicable, for all projects that have reached completion or a performance milestone, an aggregate assessment of the projects' actual rate of return on the Commonwealth's investment compared with the expected rate of return when the grant awards were made;
- (v) For each of the three previous calendar or fiscal years, as applicable, for all projects that have reached completion or a performance milestone, an aggregate estimate of the projects' total economic impact measured by the Virginia Economic Development Partnership Authority on the basis of estimated state tax revenues generated directly or indirectly by the projects, where applicable; and
- (vi) For all projects that reached completion five calendar or fiscal years, as applicable, prior to the year of the report, an aggregate final comparison of jobs reported by companies at the time of completion and jobs at the end of the most recent calendar year, and an aggregate final comparison of the projects' rate of return at the time of completion and a five-year rate of return based on the most recent job levels.

The chapters of the acts of assembly referenced in the historical citation at the end of this section may not constitute a comprehensive list of such chapters and may exclude chapters whose provisions have expired.

October 29, 2019

The Honorable Brian Ball  
Secretary of Commerce and Trade  
Patrick Henry Building  
1111 East Broad Street  
Richmond, VA 23219

Dear Secretary Ball:

As required by statute, staff of the Joint Legislative Audit and Review Commission (JLARC) reviewed the 2019 report, the *Effectiveness of Economic Development Incentive Grant Programs Administered by the Commonwealth of Virginia*, which is prepared annually by the Virginia Economic Development Partnership (VEDP). As we have noted in the past, VEDP has made significant improvements to the content and substance of the report since it was first issued in 2014. However, the report still does not satisfy all aspects of legislative intent. Specifically, the actual rate of return and total economic impact of grant projects are not included because this information is not readily available.

Given recent requirements for JLARC to evaluate economic development incentives, this report has become duplicative of a more comprehensive JLARC annual report on all economic development incentives including grants, tax credits and exemptions, and other incentives. The JLARC report includes similar information as the report prepared by VEDP. The JLARC report also includes information on the economic impact of Virginia's economic development incentive grants and other incentive programs.

As I indicated last year, I would be glad to work with you, VEDP staff, and other stakeholders to reduce the duplicative efforts that are necessary to produce these two reports. Please contact me at your earliest convenience, or have your staff contact me, so that we can come up with a data collection and reporting process that fulfills the information needs of all stakeholders, including the legislature, VEDP, and my staff.

As always, I thank VEDP staff for their cooperation and for the opportunity to review this report.

Sincerely,



Hal E. Greer  
Director

cc: The Honorable Thomas K. Norment, Jr.  
The Honorable R. Steven Landes  
Stephen Moret