

A REGIONAL STRATEGIC PLAN FOR SOUTHERN VIRGINIA

April 2016

INVESTING IN:

Land

Natural resources

Infrastructure

People

Skilled workforce

Superior public education

Capital

Gap financing

Public/Private partnerships

Economic Development Priorities:

- Development of workforce training programs
- Leveraging of resources for infrastructure improvements
- Increased provision of freight service in support of industries that can benefit from rail
- Expand broadband communication networks for attracting new entrepreneurs and businesses to the region
- Effectively promoting the region

EDUCATION: THE GATEWAY TO ECONOMIC SUCCESS

The current labor pool has respectable middle skills training, but it is also an aging workforce. Attracting, and keeping, young professionals and skilled labor continues to be challenging. Open positions are difficult to fill due to higher wages in Richmond, Raleigh/Durham and Lynchburg. Unemployment is lower than it's been since 2008, and the overall labor supply has increased indicating an availability of workers that were previously not seeking employment but developing a skilled workforce is a continuing effort.

The public school system has many dedicated professionals, but there are significant concerns regarding graduation rates, achievement scores, emphasizing workforce education as equal to a four year degree, and improving the aging infrastructure (i.e., investment in new school facilities). There is a general perception within the business community of not having a strong public education system, and there are limited private school options in the region. This hinders both the recruitment and retention of significant business sectors. The continued



Workforce Training at the Southern Virginia Higher Education Center

and effective development of workforce training programs is clearly the most important priority in the region. This will take commitment by the public school system, private schools, and various other post-secondary education centers in the area. Workforce education in Southern Virginia has the same weight as a college degree

in terms of earning power and career availability. This fact needs to be more effectively promoted and disseminated throughout secondary school systems. Federal and state mandates for educational requirements provide an additional challenge for workforce development programs in secondary schools.

INFRASTRUCTURE IMPROVEMENTS

Southern Virginia has an abundance of natural resources and raw land, as well as targeted sites with infrastructure that are available. The natural resources are so abundant they attract tourism and provide excellent recreational and cultural amenities for communities as exemplified by the Tobacco Heritage Trail and

John H. Kerr Reservoir (Buggs Island Lake). More water and sewer infrastructure is needed, along with natural gas and better rail access to the Port of Virginia. The transportation system also needs to be maintained to continue to be an effective conduit to markets and for labor.



VISION

A sustainable, diverse economy that promotes a skilled workforce for 21st Century employment sectors including advanced manufacturing, modern agriculture, healthcare, and entrepreneurs while celebrating its natural heritage through tourism.

CAPITAL:
CRITICAL TO BUSINESS SUCCESS

Gap financing – or the last 10-25% of a project known as the “Valley of Death” – is critical to business success. This gap represents the last research and development dollars needed to fully fund a project. Micro lending and Federal programs, such as the Small Business Innovative Research (SBIR) program, are critical initiatives for company startups. The Tobacco Commission has been the primary capital infusion for the region, in recent years, and that funding has done much to reinvigorate the local economy and strengthen the area’s infrastructure.



FREIGHT SERVICE

A remaining infrastructure challenge is the increased provision of freight service in support of advanced manufacturing and other industries that can benefit from rail. Many of the largest manufacturers have direct access to the lines through spurs into their industrial parks. Rail

lines in the area are operated by Norfolk Southern and multiple short-rail providers connect the region to destinations; however, more direct connections to the Ports of Richmond and Virginia are needed.



ENTERPRISE ZONES

The Virginia Enterprise Zone (VEZ) program is a partnership between state and local government that encourages job creation

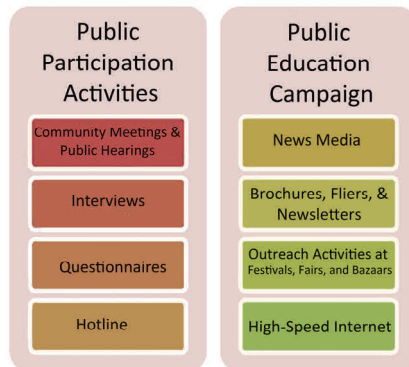
and private investment. VEZ accomplishes this by designating Enterprise Zones throughout the state and providing two grant-based incentives, the Job Creation

Grant (JCG) and the Real Property Investment Grant (RPIG), to qualified investors and job creators within those zones, while the locality provides local incentives.

Enterprise Zone Name	Expiration
Mecklenburg – Brunswick County Regional Enterprise Zone	<u>December 31, 2025</u>
Halifax/South Boston Enterprise Zone	<u>December 31, 2027</u>

ECONOMIC RESILIENCY: ESSENTIAL FOR A HEALTHY ECONOMY

Economic resiliency is essential for a healthy, sustainable regional economy. Southern Virginia has experienced examples of major sector changes, manufacturing closures, and economic downturns. Environmental disasters can cause local and regional economic turmoil as well as disrupt significant infrastructure systems. Industry diversity is one component to having a resilient economy. Not putting “all your eggs in one basket”.



The regional Hazard Mitigation Plan is another component that can help strengthen the economy by addressing how to handle various envi-

ronmental disasters. The Comprehensive Economic Development Strategy and Hazard Mitigation Plan have not been discussed in a symbiotic manner previously. Education and implementation are essential to a plan’s success and viability. Understanding the importance of resiliency and investing in strategies to enhance and strengthen the region will define its success or failure in an event.

COMMERCE, INDUSTRIAL, AND TECHNOLOGY PARKS

Planned industrial zones and commerce parks contain concentrated areas of land to accommodate manufacturing and business services. The economic development offices in each county and the Virginia Economic Development Partnership maintain a database of available property and land use characteristics to be used in the site

selection process. A properly developed industrial park allows various industries to produce goods in a flexible environment, which is very important to the manufacturing community in terms of efficient production. The effectiveness of an industrial or business park is dependent on infrastructure and land space.



REGIONAL CONDITIONS

The Southside Planning District in Southern Virginia is located along the North Carolina border and encompasses more than 2,000 square miles and three counties—Brunswick, Halifax and Mecklenburg. The counties are close to large regional markets and have an out-

standing transportation system, which includes an Interstate,



U.S. highways, rail access, and one regional airport. The region has an

abundance of resources including educational facilities, industrial and residential sites, medical services, outdoor recreational facilities and seven lakes. These resources enhance the area’s competitive advantage as an attractor of people and business.

*Collaboration is
the new
competition and
the key to
innovation and
success.*

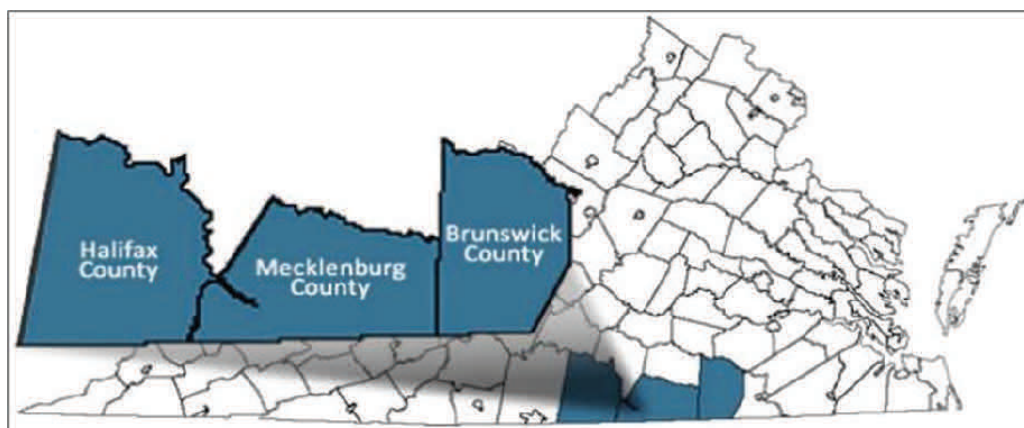
Southside Planning District Commission

200 S. Mecklenburg Avenue
South Hill, Virginia 23970
www.southsidepdc.org

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The Southside Planning District Commission (SPDC) was chartered on September 15, 1969, and it became the seventh organized Planning District of the Commonwealth. The District is comprised of three counties and twelve towns and is a designated Economic Development District (EDD) by the U.S. Department of Commerce, Economic Development Administration. For over forty-five years, the SPDC has provided assistance to local governments and their citizens in regard to economic development, land use planning, transportation, hazard mitigation, water and wastewater, water quality planning, community development and housing.



Implementation Focus Areas:

Recruitment & Retention



Training



Investing



REGIONAL STRATEGIC PLAN GOALS

♦ Land

Build on and improve the fixed assets of the region – water, sewer, natural gas, broadband, transportation, downtowns, industrial sites, and natural assets - to attract and support business and industry growth and provide for a high quality of life throughout the region.

♦ People

Invest in and develop the human capital of the region – the youth, the workforce, and the disenfranchised - to effectively provide the education and training needed for a workforce ready for a wide variety of careers such as advanced manufacturing, healthcare, modern agriculture, and entrepreneurship.

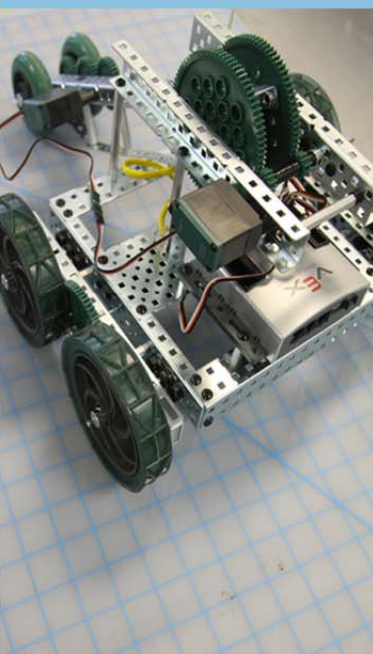
♦ Capital

Pursue a wide range of financing opportunities to improve public school infrastructure, utilities, transportation, industrial parks, brownfields, recreational amenities, and capital for start-up companies.



A Regional Strategic Plan for Southern Virginia

2015 *2016 Update*



Southside Planning District Commission Comprehensive Economic Development Strategy

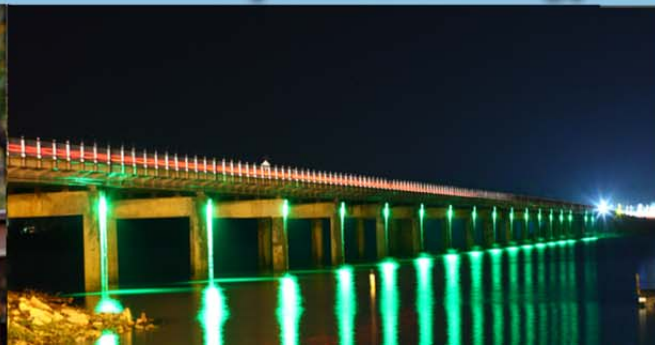
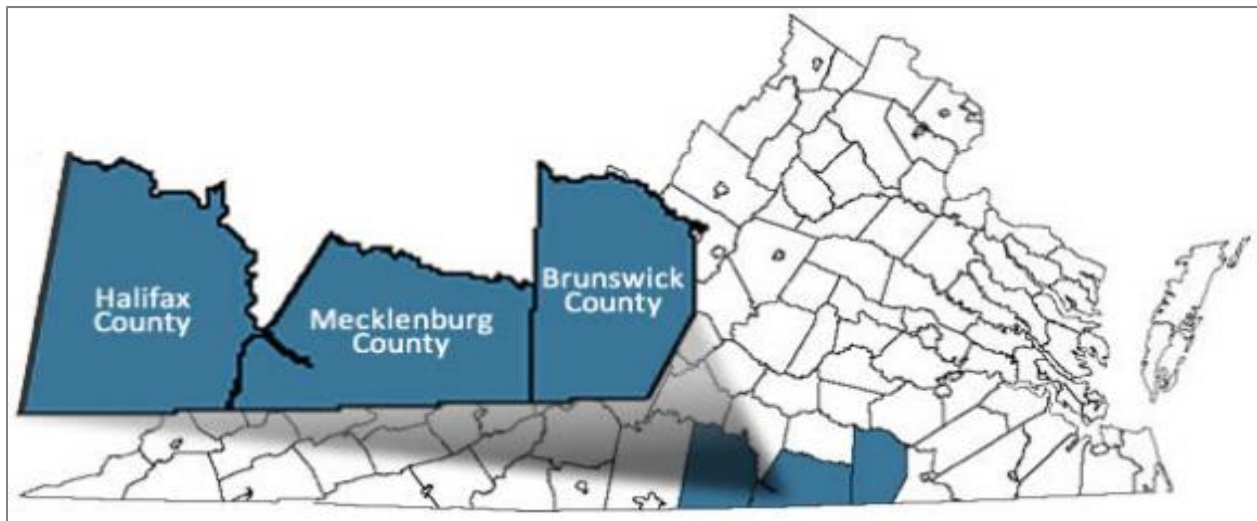


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The Southside Planning District Commission (SPDC) was chartered on September 15, 1969, and it became the seventh organized Planning District of the Commonwealth. The District is comprised of three counties and twelve towns and is a designated Economic Development District (EDD) by the U.S. Department of Commerce, Economic Development Administration. For over forty-five years, the SPDC has provided assistance to local governments and their citizens in regard to economic development, land use planning, transportation, hazard mitigation, water and wastewater, water quality planning, community development and housing.

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Our Story

Southern Virginia is unique in its mixture of rural character with modern infrastructure. Recreational amenities abound alongside agrarian activities. Relevant markets are within a day's drive and major urban centers are just an hour or two away. Natural resources are abundant and gas, water, sewer, transportation and high speed communications are all available. The transportation and communications networks are particularly advanced for rural Virginia.

The Southside Planning District (SPDC), in partnership with its localities, has played a significant role in the development of the Southern Virginia economy which extends well beyond Brunswick, Halifax, and Mecklenburg Counties.

This report reflects the values exhibited in the Planning District regarding the importance of partnering with one another, as well as other localities, to have a larger footprint and a more compelling regional message that promotes Southern Virginia as a diverse destination for the 21st Century. As stated by one community stakeholder, "You are competing with the nation."

"I've said it before and I'll say it again: Take risks. Be bold.

We cannot hope to accomplish great things if we are not willing to take chances. Our economy demands it, and the future of the Commonwealth depends on it."

**GOVERNOR TERRY
McAULIFFE**

Several themes are prominent throughout the region, which is conveyed through past surveys, studies, and reports. These themes have helped to shape an overarching vision, three primary goals, an examination of benefits and challenges unique to the region, and then specific strategies that will make Southern Virginia a stronger, more vibrant economy and advance its vision and goals.

The story of Southern Virginia is about workforce development and providing people with multifaceted educational opportunities. It's about tourism celebrating recreational and cultural amenities. It's about investing in each community which makes the whole region stronger and more attractive to businesses. In short, the Southern Virginia story – which is so rich with natural resources, a

growing labor force, and financial investment – is about land, people, and capital. It's about creating a unified approach that utilizes these assets to develop a skilled workforce and supply chains for related businesses.



***Abundant Natural
Resources***

Southern Virginia should be the location of choice for tourists and families, a young trained workforce and investors, advanced manufacturers and entrepreneurs. This region stands out due to its natural beauty, friendly people, moderate cost of living, and access to two-thirds of the nation's population within a day's drive. This

translates into excellent market access through



***Lake Country Advanced
Knowledge Center***

the transportation and communications infrastructure that are in place today, as well as an excellent quality of life for workers and their families.

This is the story of a strong, diverse region with a proud history, and a promising future.

Vision

The process of verifying and developing the vision for the Comprehensive Economic Development Strategy (CEDS) for the Southside Region of Southern Virginia included conducting stakeholder surveys that demonstrate a strong theme regarding the regional economy.



Twenty-first Century industries are the focus of Southern Virginia's economy. Today's advanced manufacturing is safer, cleaner, and better paying than ever. Information technology (IT) is a robust sector that can take advantage of the region's strong broadband infrastructure. Most of today's farmers use the most innovative practices and growing techniques to maximize their production of food, fuel and fiber, while minimizing their environmental footprint. The term "modern agriculture" depicts a commitment to innovation and stewardship and can occur on much smaller farmettes (farms generally less than 50 acres). High quality, innovative

healthcare has further strengthened with two major affiliations with Sentara Halifax Regional Hospital and Virginia Commonwealth University (VCU) Community Memorial Hospital. Finally, the tourist industry promotes the area while continuing to improve quality of life for residents, and with relatively little infrastructure needed.



Tobacco Heritage Trail

VISION

A sustainable, diverse economy that promotes a skilled workforce for 21st Century employment sectors including advanced manufacturing, modern agriculture, healthcare and entrepreneurship, while celebrating its natural heritage through tourism.

This vision statement exemplifies numerous interviews, meetings, studies, and reports on the Southern Virginia economy, where it has been, where it is, and where it is going. Now the question becomes – how do we get there? It is here that we turn to the development and examination of three primary

"Our biggest challenge is a trained workforce."

- 2015 Stakeholder Interviews

Southside Planning District Commission

goals. While these goals are not unique to this region, they accurately encapsulate the area's true strengths as well as their challenges.

Goals

The same primary drivers for any healthy economy are land, people, and capital. Southern Virginia is no different except the region is land rich, has a seasoned and motivated labor pool, and has had some significant capital infusions from the Virginia Tobacco Indemnification and Community Revitalization Commission (Tobacco Commission).

Land



Virginia Lakeside Commerce Park

Southern Virginia has an abundance of natural resources and raw land, as well as targeted sites with infrastructure that are available. The natural resources are so abundant they attract tourism and provide excellent recreational and cultural amenities for communities as exemplified by the Tobacco Heritage Trail, John H. Kerr Reservoir (Buggs Island Lake), and Lake Gaston. More water and sewer infrastructure is needed, along with natural gas and better rail access to the Port of Virginia. The transportation system needs to be improved and maintained to continue to be an effective conduit to markets and for labor.

People

The labor pool has seasoned, middle skilled workers with a potential labor pool of students who are eager for training and new opportunities. Economic development efforts should target commercial, technological, and industrial activities that are compatible with the surrounding communities.

Working collaboratively with the public school systems, Southside Virginia Community College (SVCC) and the Southern Virginia Higher Education Center (SVHEC) is necessary to effectively provide the training needed for a workforce ready for advanced manufacturing, information technology, healthcare, and other 21st Century careers.



Southern Virginia Higher Education Center



Regional Financing

Capital

Gap financing – or the last 10-25% of a project known as the “Valley of Death” – is critical to business success. This gap represents the last research and development dollars needed to fully fund a project. Micro lending and Federal programs, such as the Small Business Innovative Research (SBIR) program, are critical initiatives for

Southside Planning District Commission

company startups. The Tobacco Commission has been the primary capital infusion for the region in recent years, and that funding has done much to reinvigorate the local economy and strengthen the area's infrastructure.

Virginia Recruitment and Retention Incentives, New Virginia Economy, 2014

INCENTIVES FUNDS	Governor's Opportunity Fund (GOF)	Transportation Partnership Opportunity Fund	Governor's Agriculture and Forestry Industries Development Fund (AFID)	
PROGRAMS	Virginia Jobs Investment Program (VJIP)	Access Programs - Economic Development - Airport - Recreational	Rail Industrial Access Program	Virginia Small Business Financing Authority (VSBFA)
TAX CREDITS	Green Job Creation	Research and Development	Virginia Port Programs	Recycling Equipment
	Worker Retraining	Day Care Facility Investment	Major Business Facility Job	Angel Investor Research and Development
ZONES	Enterprise	Technology	Foreign Trade	Defense Production
PERFORMANCE INCENTIVES	Virginia Investment Partnership (VIP)	Major Eligible Employer Grant (MEE)	Virginia Economic Development Incentive Grant (VEDIG)	Clean Energy Manufacturing Incentive Grant (CEMIG)
EXEMPTIONS	Sales and Use Tax Exemption	Property Tax Exemption	Data Center Tax Exemption	

Applying the traditional economic development goals – land, people, and capital – against the significant and abundant resources of Southern Virginia will enable the vision of a sustainable, diverse economy to be achieved. By examining identified benefits and challenges in the region, a more specific set of strategies can emerge to attain these goals.

Benefits

Virginia is regarded for its high quality of life that can be summed up in three words - education, healthcare, and culture. Southern Virginia combines these attributes with elected bodies receptive to businesses, a competitive tax structure, startup business programs, and a diversity of small businesses and well known entities such as Microsoft, Dominion Power, Mid-Atlantic Broadband Communities Corporation (MBC), Sentara and Virginia Commonwealth University.

The region's broadband is available and robust with over 1,800 miles of fiber network. The transportation system is extensive with Interstate 85, U.S. Highway 58, and numerous others, but without congestion and within a



Southside Planning District Commission

one day's drive to major markets. Land is relatively affordable with traditional infrastructure such as water and sewer available in key locations. A proposed gas line to the new Dominion Virginia Power Plant, while controversial in some communities, would greatly expand that resource for the region. Lack of available natural gas infrastructure has been an Achilles' heel for the region in attracting some industries.

The healthcare sector has two strong hospitals that are continuing to enhance the area – Sentara Healthcare-Halifax Regional Health System and the VCU Community Memorial Hospital which will further strengthen the health industry in Southern Virginia and northern North Carolina.

Tourism has emerged as a significant source of revenue and recreation. This further enhances the quality of life and reputation of the region while requiring relatively few resources. The Tobacco Heritage Trail (www.tobaccoheritagetrail.org), Southern Virginia Wild Blueway (www.SOVawildblueway.com), Virginia Birding and Wildlife Trail (www.dgif.virginia.gov/vbwt), and Civil Rights in Education Heritage Trail (www.varetreat.com/civil-rights-in-education-heritage-trail) are just some examples. The Kerr Reservoir is a major area draw among other lakes in the area. Berry Hill Resort & Conference Center in Halifax County is another prominent attraction. Significant examples of economic recovery are evident in numerous downtowns with façade and gateway improvements, signage, streetscape renovations, small business development, leasing of empty spaces, and increased marketing.



The workforce demonstrates a strong work ethic with relatively well developed skills. More importantly there are a number of educational centers focused on training the workforce. Danville Community College, Southside Virginia Community College, and the Southern Virginia Higher Education Center - Work Force Training Center of Excellence are all working hard to increase the available skilled workforce. The latest example is the collaboration between three community colleges – Danville, Patrick Henry, and Southside – on *Southern Virginia Works*, a workforce training effort that balances each region and institution's strengths and weaknesses.



Computer Lab Training

Other regional strengths include:

- ✓ Shovel Ready Industrial Sites
- ✓ Low Labor and Land Costs
- ✓ Competitive Tax Rates
- ✓ Ample Recreational Opportunities
- ✓ Strategic Location on the Eastern Seaboard
- ✓ Access to Healthcare
- ✓ Low Cost of Living



Sentara Halifax Family Medicine

- ✓ High Speed Broadband
- ✓ Availability of Water
- ✓ Small Town/Rural Environment
- ✓ Growing Support for Local Foods
- ✓ Brownfield Redevelopment Opportunities
- ✓ Excellent Community College System and Proximity to High Caliber Four-Year Institutions
- ✓ Transportation Network

Challenges

The need to upskill will be a challenge for workforce development in the region but key to meeting demand and filling gaps.

- Chmura

The current labor pool has respectable middle skills training, but it is also an aging workforce. Attracting, and keeping, young professionals and skilled labor continues to be challenging. Open positions are difficult to fill due to higher wages in Richmond, Raleigh/Durham and Lynchburg. Unemployment is lower than it's been since 2008 and the overall labor supply has increased indicating an availability of workers that were previously not seeking employment, but developing a skilled workforce is a continuing effort.

The public school system has many dedicated professionals, but there are significant concerns regarding graduation rates, achievement scores, emphasizing workforce education as equal to a four year degree, and improving the aging infrastructure (i.e., investment in new school facilities). There is a general perception within the business community of not having a strong public education system, and there are limited private school options in the region. This hinders both the recruitment and retention of significant business sectors.

"The perception of not having a 'world class' K-12 system is a challenge."

- 2015 Stakeholder Interviews

In addition to the continuing challenge of workforce development, traditional infrastructure expansions are needed including water, sewer, natural gas, and rail connections. Diversifying the economy will be contingent on continuing to expand and maintain this infrastructure strategically and economically.

Other challenges include:

- ✓ Unemployment
- ✓ Aging Population
- ✓ Strengthening Central Business Districts
- ✓ Illiteracy
- ✓ Out-Migration of Youth – "Brain Drain"
- ✓ High Quality Daycare for Working Families
- ✓ Quality of Public Education Facilities
- ✓ Aging Infrastructure



Halifax County Career Center

- ✓ Educational Attainment at all Levels
- ✓ Availability of Skilled and Semi-Skilled Jobs
- ✓ Adequate Freight Rail Capacity and Infrastructure to the Port of Virginia
- ✓ Affordable “Last Mile” Broadband
- ✓ Continued Reliance on Traditional Industry Sectors

“It’s not if you build it they will come, it’s if you don’t build it they won’t come.”

Randy Lail, Chairman, Mid-Atlantic Broadband Cooperative (MBC)

Priorities

- 1) The continued and effective development of workforce training programs is clearly the most important priority in the region. This will take commitment by the local governing bodies, the public school systems, private schools, and the post-secondary education centers in the area. Workforce education in Southern Virginia has the same weight as a college degree in terms of earning power and career availability. This fact needs to be more effectively promoted and disseminated throughout the secondary school systems. Federal and state mandates for educational requirements provide an additional challenge for workforce development programs in secondary schools.
- 2) The second main priority is the continued leveraging of resources for infrastructure improvements including water, sewer, gas and rail. The individual localities and authorities should continue to make water and sewer improvements. The advent of the Dominion plant in Brunswick County is a positive regional influence that may also include the provision of natural gas in the area via a lateral from the Transco line. This lateral could serve Brunswick, Halifax, and Mecklenburg Counties by providing that additional energy resource to industries.
- 3) A remaining infrastructure challenge is the increased provision of freight service in support of advanced manufacturing and other industries that can benefit from rail. Many of the largest manufacturers have direct access to the lines through spurs into their industrial parks. Rail lines in the area are operated by Norfolk Southern and multiple short-rail providers connect the region to destinations: however, more direct connections to the Ports of Richmond and Virginia are needed.



- 4.) The importance of broadband in the area also needs to continue to be emphasized. The fiber optic network in Southern Virginia is robust with thousands of miles of fiber. This communication network is critical to continuing to attract entrepreneurs to the region.
- 5) Effectively promoting the region is another critical priority. Southern Virginia has many positive attributes, but its economic interests are competing against the rest of the country. More innovative recruiting is needed which requires an open and willing approach including partnering with industries that have regional and national interests. Southern Virginia, as a region, better competes with other areas of the country.

Implementation Strategy Focus Areas

Recruitment and Retention

1. Match the needs of the companies with the area's workforce, cluster and gap analysis, and areas that can drive growth. Healthcare, manufacturing, food service, and technology are major employers.
2. The public school system has been identified by multiple stakeholders and studies to be a significant challenge to the recruitment and retention of businesses in a variety of sectors including healthcare, advanced manufacturing, and a variety of professional positions.
3. More aggressive marketing for tech companies, advanced manufacturing, and tourism.
4. Unified message in marketing by each county Industrial Authority, in concert with the Virginia's Growth Alliance (VGA) and the Southern Virginia Regional Alliance (SVRA), to promote the whole region.
5. Market available resources to existing industries.
6. Target whole industry segments (technology-based companies, data, manufacturing, agricultural, etc.) to better compete at national, regional, and state levels for industries.
7. Identify market areas to be targeted such as professional applicants (i.e., doctors, nurses, engineers, teachers), skilled labor (mechanics, plumbers, electricians, welders), and other labor segments.
8. Partner with appropriate private companies that have ties outside the region (e.g., MBC established a Silicon Valley office in California to recruit for Southern Virginia).
9. Use public incentives to target specific industries and expand infrastructure to support the key industries.
10. Strengthen supply chains (e.g., likeminded businesses to grow the automotive cluster).

Training

1. Expand the number of programs offered in technical training areas: nurses, accountants, machinists, mechanical engineers, welders, fabricators.
2. Strengthen workforce development programs in the high schools.
3. Coordinate training efforts between secondary and post-secondary institutions to have a cohesive, robust regional workforce development program.

Investing

1. Provide incentives that are partnership based.
2. Market funding opportunities to companies so they may use available resources.
3. Strengthen efforts between Virginia's Growth Alliance (www.vagrowth.com) and the Southern Virginia Regional Alliance (www.gosouthernvirginia.com) to leverage private/public funding opportunities for identified critical infrastructure or facilities.

4. Leverage local funds to match state and federal grant funding opportunities to expand or maintain infrastructure.

The Southside Planning District will continue to work with regional partners and the localities to shape growth and development in the region. This process has unveiled a strong and common vision for a sustainable and diverse economy that is focused on the 21st Century. Specific goals and priorities have emerged that blend traditional and innovative tools. At the end of the day, the effective recruitment and retention of business to the region lies in having a diverse, well trained workforce and a unified, strong marketing message. This requires partnerships, educational advances, and financial commitment.

Collaboration is the new competition, and the key to innovation and success.

CEDS Process

The 2015 CEDS (www.SOVAeconomy.com) is a product of the Southside Planning District Commission (SPDC) developed in cooperation with Brunswick, Halifax and Mecklenburg Counties and the Towns of South Boston and South Hill. The report follows the criterion set forth by the United States Economic Development Administration (EDA) and is guided by the Comprehensive Economic Development Strategy (CEDS) Committee. The report emphasizes implementation of the identified priorities and vision. The process involved with the development of the vision, priorities, and implementation strategies is critical to the overall awareness, acceptance, and success of the plan as an economic development tool.

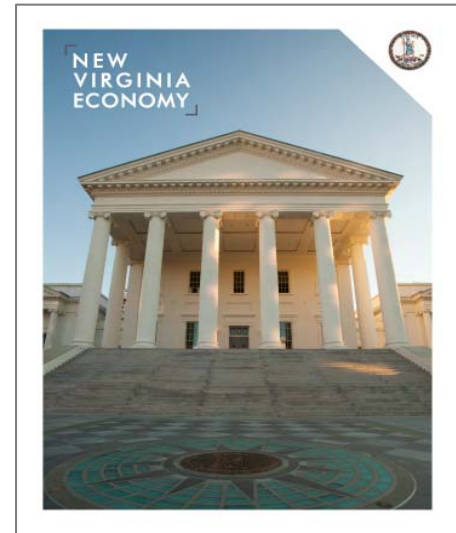
Synthesis of Existing Plans

Planning efforts related to the local and regional economy have been undertaken at differing geographies across the region for many years. Previous plans have encompassed individual localities, the three-county region of Southside PDC, Virginia's Tobacco Region and other multi-county organizations. Some plans have focused on specific subject matter, such as workforce development, while others have been more general in nature. Each plan brought together public sector engagement, matter experts, business interests and local officials to identify and develop potential solutions to the economic challenges facing Southside PDC.

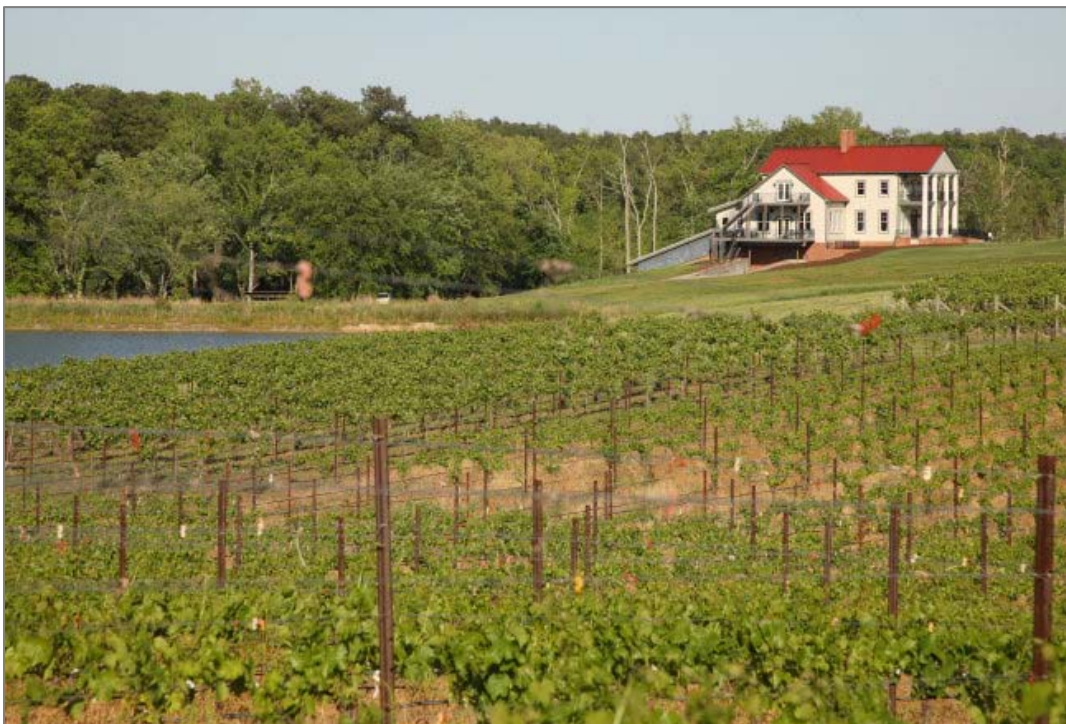
EXISTING PLANS

• Southside PDC Data Book	2015
• Area 8 Regional Credential Employer Survey	2014
• Virginia's Growth Alliance (VGA) "SET" Report	2013
• Southside PDC Hazardous Mitigation Plan	2013
• Assessing Economic Impacts of Ecotourism in the Virginia Roanoke River Basin	2014
• Developing an Advanced Manufacturing Workforce For Virginia's Tobacco Region	2013
• Southside Virginia Supply Chain Analysis	2014
• New Virginia Economy	2014
• VEC Labor Market Information Report	2015
• An Economic and Workforce Evaluation of Targeted Industry Sectors in the VGA Region	2013
• Workforce Development and the Role of Human Capital, Federal Reserve Bank of Richmond	2015
• US and Virginia Economic Outlook, Federal Reserve Bank of Richmond	2015
• Virginia Outdoor Plan Region 13 Southside	2013
• Virginia Performs (VaPerforms.virginia.gov)	2015

A stakeholder survey was also conducted with identified economic stakeholders representing a variety of businesses and positions in the region. The purpose of the survey is to anecdotally verify the information presented in the above data sets in a way that is current, meaningful, and humanistic. Much can be learned from the economic data available within the region, but much can also be lost in translation. A thorough, efficient, and meaningful process makes the data tell the Southern Virginia story as one that is compelling and unique and demonstrates that the regional economy is stabilizing and poised to be a major competitor on the national stage.



As a final step in the development of this report, the SPDC advertised a comment period for at least 30 days and comments received on the report are reflected in the document, as well as how the comments are addressed. In addition, comments can be received anytime through the Southside Planning District Commission website (www.southsidepdc.org). The CEDS website (www.SOVAeconomy.com) is intended to be a dynamic, effective tool to assist the Counties of Brunswick, Halifax and Mecklenburg and the Towns of South Boston and South Hill in being a competitive economic force within the state, region, and beyond.



Rosemont Vineyard

Economic Resiliency

Economic resiliency is essential for a healthy, sustainable regional economy. Southern Virginia has experienced examples of major sector changes, manufacturing closures, and economic downturns. Environmental disasters can cause local and regional economic turmoil as well as disrupt significant infrastructure systems. Industry diversity is one component to having a resilient economy. Not putting “all your eggs in one basket” such as agriculture or a particular agricultural or manufacturing sector.

Mitigation applies to residential homes, commercial businesses, industry, utility facilities, and any other vital or essential facilities.

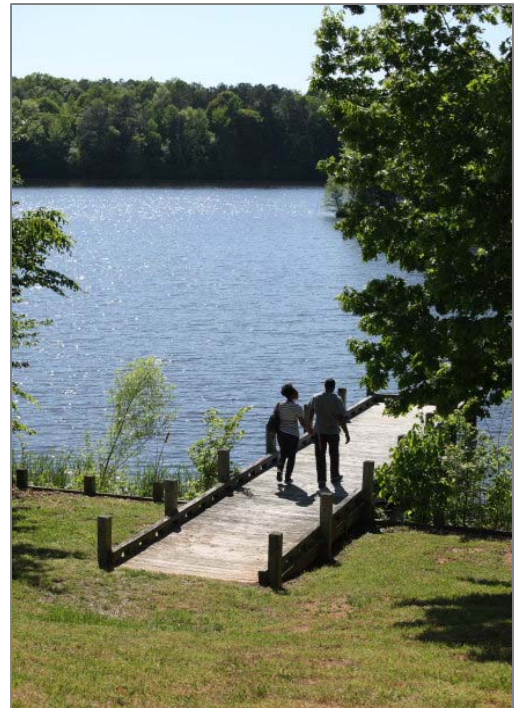
- Southside Natural Hazard Mitigation Plan

The regional Hazard Mitigation Plan is another component that can help strengthen the economy by addressing how to handle various environmental disasters. The Comprehensive Economic Development Strategy and Hazard Mitigation Plan have not been discussed in a symbiotic manner previously. In fact, neither document is widely known to stakeholders within those areas of expertise, let alone the larger community. This needs to change so that each plan can focus on mutual components that serve the community’s needs. Education and implementation are essential to a plan’s success and viability. Awareness and communication then become a central focus.

Many other factors, discussed below, enter into the complex and ever changing process of building a resilient regional economy. Understanding the importance of resiliency and investing in strategies to enhance and strengthen the region will define its success or failure in an event.

External Trends and Forces

The national and world economy affects Southern Virginia. The North American Free Trade Agreement (NAFTA) introduced difficulties for several regional industries, primarily those in the apparel and weaving sectors. Historically, the economic structure of the region has revolved around agriculture with tobacco being the principal crop. However, in 2004 Congress approved the Tobacco Buyout Bill, which eliminated tobacco market quotas and price supports. The buyout payments, over a period of 10 years, have provided an infusion of capital into state and local economies, which are intended to assist farmers and other affected parties to move away from tobacco crops as a source of income. As a result many of the region’s small operators shifted away from tobacco in favor of other crops. This assistance has helped to bolster the region’s infrastructure and diversify the economy, particularly with regard to advanced manufacturing and other high tech enterprises.



Great Creek Reservoir in Brunswick County

Southside Planning District Commission

Partners for Economic Development

The Southside Planning District Commission (SPDC) has worked with a number of different agencies and organizations in its efforts to improve economic conditions, utilizing the best possible technical and financial resources available. The following agencies and associations have routinely partnered with the Commission to achieve Southern Virginia's economic development goals:

- Chambers of Commerce
- The Governor's Office
- Localities and Economic Development Offices
- National Association of Development Organizations
- Southern Virginia Higher Ed Center
- Southern Virginia Regional Alliance
- Southside Virginia Community College
- U.S. Army Corps of Engineers
- U.S. Department of Commerce - Economic Development Administration
- U.S. Department of Agriculture - Rural Development
- U.S. Department of Commerce – National Telecommunications & Information Administration
- Virginia Department of Housing & Community Development
- Virginia Association of Planning District Commissions
- Virginia Economic Developers Association
- Virginia Economic Development Partnership
- Virginia Department of Business Assistance
- Virginia Department of Conservation & Recreation
- Virginia Department of Environmental Quality
- Virginia Department of Forestry
- Virginia Department of Health
- Virginia Department of Historic Resources
- Virginia Department of Mines, Minerals & Energy
- Virginia Department of Transportation
- Virginia Employment Commission
- Virginia Tech
- Virginia Resources Authority
- Virginia Tobacco Commission
- Virginia Tourism Corporation
- Virginia's Growth Alliance

Southern Virginia Regional Alliance (SVRA)

SVRA (www.gosouthernvirginia.com) is a marketing venture by six localities, including Halifax County. These localities work together to market the entire region to prospective industries. The region has 17 shovel-ready sites to market ranging in size from 8 to 36 pad acres and a multitude of existing buildings including a 105,000 square foot shell building with 30' clear ceilings.



Four Counties, Two Cities, One Future

Southside Planning District Commission

Virginia's Growth Alliance (VGA)

VGA (www.vagrowth.com) is a regional economic development organization with eleven member localities, including Brunswick and Mecklenburg Counties. The alliance functions as a regional business recruitment organization and is a major partner in adding workforce development, entrepreneurship, and tourism functions for the area. The region is bordered on the south by Lake Gaston, Buggs Island Lake, and the state of North Carolina.



Virginia's Growth Alliance

This 4,400-square mile area has a strong agricultural heritage and rich forest resources, but in recent years, manufacturing activity and service-related industries have prospered. With vast woodlands, abundant mineral resources, a plentiful water supply, and easy accessibility to metro areas in all directions, the region offers extensive economic development opportunities.

Commerce, Industrial, and Technology Parks

Planned industrial zones and commerce parks contain concentrated areas of land to accommodate manufacturing and business services. A properly developed industrial park allows various industries to produce goods in a flexible environment, which is very important to the manufacturing community in terms of efficient production. The effectiveness of an industrial or business park is dependent on infrastructure and land space. Telecommunications infrastructure has become an essential need for a locality to be competitive. Sufficient capacity for water, sewer, and transportation are also of prime importance. Incentives are provided for businesses that locate in Enterprise Zones.



A Mecklenburg County Industrial Park

The Southside Planning District has several commerce parks, as well as, private Greenfield sites. The economic development offices in each county and the Virginia Economic Development Partnership maintain a database of available property and land use characteristics to be used in the site selection process.

All of the Planning District's counties, along with Virginia's Growth Alliance and the Southern Virginia Regional Alliance, are utilizing the Internet to market available buildings and sites. The inventory is housed on a statewide database created by the Virginia Economic Development Partnership (VEDP) and is updated locally as availability changes:

Brunswick County IDA
www.bcida.org

Halifax County IDA
www.halifaxvirginia.com

Mecklenburg County IDA
www.mecklenburgva.com

VEDP
www.virginiascan.yesvirginia.org

Enterprise Zones

The Virginia Enterprise Zone (VEZ) program is a partnership between state and local government that encourages job creation and private investment. VEZ accomplishes this by designating Enterprise Zones throughout the state and providing two grant-based incentives, the Job Creation Grant (JCG) and the Real Property Investment Grant (RPIG), to qualified investors and job creators within those zones, while the locality provides local incentives.

- ❖ Qualification for the **Job Creation Grant (JCG)** is based on permanent full-time job creation over a four job threshold, wage rates of at least 175 percent of the Federal minimum wage (150 percent in High Unemployment Areas), and the availability of health benefits. Personal service, retail, food and beverage positions are not eligible to receive job creation grants. All Enterprise Zones in SPDC (PD 13) are designated as High Unemployment Areas.
- ❖ Eligibility for the **Real Property Investment Grant (RPIG)** is based on qualified investments made to commercial, industrial, and mixed-use buildings or facilities located within the boundaries of an Enterprise Zone. To be eligible for the RPIG, an individual or entity must invest at least \$100,000 for rehabilitation or expansion projects and at least \$500,000 for new construction projects.

All of SPDC's counties are part of Virginia's Enterprise Zone Program. The following are Enterprise Zones located in the Southside Planning District:

Enterprise Zone Name	Expiration
Mecklenburg – Brunswick County Regional Enterprise Zone	December 31, 2025
Halifax/South Boston Enterprise Zone	December 31, 2027

Workforce Training Initiatives

Several workforce training and skills enhancement opportunities are available to industries and residents including the Commonwealth of Virginia's Workforce Services Program and technical programs through the Southside Virginia Community College (SVCC). Training facilities are located at the Southern Virginia Higher Education Center in South Boston, the Estes Community Center which houses a distance learning center in Chase City, the Christanna Campus of the Southside Virginia Community College in Alberta, and the Lake Country Advanced Knowledge Center in South Hill.

Need for more localized training for health care workers has been cited by the healthcare industries in the region. Vocational and technical training at the high school and post-secondary levels is needed to train workers in service industries as well as manufacturing. The provision of this type of training would help provide jobs to the unemployed and workers for unfilled jobs.

Broadband Services

Mid-Atlantic Broadband Communities Corporation (www.mbc-va.com), with grant funding primarily through the Tobacco Indemnification and Community Revitalization Commission, American

Southside Planning District Commission

Recovery and Reinvestment Act of 2009 (ARRA), and Virginia Tech, owns and operates more than 1,800 miles of advanced, open-access fiber network in Southern Virginia that reaches 100 percent of the business, industrial and technology parks in the region. MBC has helped to strengthen the region by supporting local and regional economic development groups that have directly resulted in over a thousand new jobs and \$1.7 billion in private investments throughout Southern Virginia. MBC's network was vital to the locating of Microsoft's data center in Boydton.

Central Business Districts

Many of Southern Virginia's towns have implemented downtown revitalization programs including Alberta, Boydton, Brodnax, Chase City, Clarksville, Halifax, La Crosse, Lawrenceville, South Hill, and South Boston. Revitalization projects focus on the physical and economic conditions of a downtown, including emphasis on parking facilities, streetscaping, traffic and circulation, pedestrian facilities, and storefront renovations. An attractive and thriving downtown is important for the retail trade, as well as being a



major factor in industrial recruitment. Revitalization efforts represent a community investment that has long-range economic benefits. New industries and businesses are attracted to communities that are vital and growing. Furthermore, new businesses are attracted to communities displaying an interest in organizing and rehabilitating existing local facilities. A revitalization project's success is dependent upon public participation and their concern for the future of the community while preserving its past. That success is recognized by new industries and represents one of the vital links for a community to attract new economic ties and development.

Economic Development Growth Centers

The Towns of South Boston and South Hill were chosen and designated by EDA as economic development growth centers. These areas were identified as having enormous growth potential. Both towns are ideally located for economic growth and expansion and have a good supply of land for economic growth needs and future development.

*"A healthy, viable downtown
is crucial to the economic
health and civic pride of the
entire community"*

*- National Trust for Historic
Preservation*

Southside Planning District Commission

These areas, even though different in composition, possess many of the necessary amenities needed to foster economic growth and development.

Lake Country Development Corporation (LCDC)

LCDC was chartered in 1981 for the purpose of administering a Title IX Revolving Loan Fund granted through the Economic Development Administration to Southside Planning District Commission. The original grant was \$500,000, which has been recapped three times. This program now provides \$1.25 million in grant funds to leverage other public and private funds for the purpose of economic and industrial job-creating endeavors for the three-county area. A separate pool of money became available in 1994 when Rural Development provided \$300,000 to LCDC through the Intermediary Re-lending Program (IRP). LCDC must repay these funds to Rural Development at 1% interest over 30 years.

The overall purpose of the Revolving Loan Fund is to provide financing for the establishment of new and expanding industries, as well as innovative and job-creating economic uses and activities. It is also intended to fill a gap in the existing local financial market making the RLF the lender of either last resort or the money to attract other lenders.

Mid-Atlantic Advanced Manufacturing Center (www.mamacva.com)

The Mid-Atlantic Advanced Manufacturing Center (MAMaC), located in Greensville County, is a 1,600 acre mega site located on Interstate 95 and the mainline CSX railway, with direct access to Virginia ports. It is targeted at large scale industry, such as automobile manufacturing. The site is being funded by local and regional efforts, including Mecklenburg County. The City of Emporia and Mecklenburg County were co-applicants of Greensville County's application in January 2012 to the Virginia Tobacco Commission which resulted in an award of \$5.7 million to purchase and develop the site. The site is the only McCallum Sweeney Certified Mega site in Virginia, North Carolina, and Maryland.

Employment Clusters

Diversification makes the local economy less vulnerable to adverse conditions or unexpected developments occurring in only one sector. Therefore, economic development efforts need to continually be reassessed with every locality having a coordinated economic strategy to stay current with the changing world economy. Southern Virginia's economic development strategy needs to strengthen existing economic clusters and target new growing employment sectors, continue efforts to attract new industries and promote business expansion, and further develop programs directed at increasing employment skills and knowledge, in order to reduce unemployment and increase the demand for local labor.

The infrastructure necessary to attract these industries is available but needs to be continually maintained and expanded. Land, pad ready sites, shell buildings, broadband, rail, gas, water, sewer, and transportation are all integral components to attracting employment clusters. Marketing efforts need to continue to highlight the quality of life and significant infrastructure in Southern Virginia.

In 2013, Economic Modeling Specialists International (EMSI) produced an Industry Cluster Analysis for the Southside Planning District as a part of Virginia's Growth Alliance. The analysis demonstrates how each industry is placed in terms of level of specialty and growth levels. This type of information can help economic development leaders determine how to best use their resources to aid in job creation and in increasing the sustainability and diversity of the regional economy.

Southside Planning District Commission

Mature Industries (low growth, high level of specialization):

- Apparel & Textiles
- Chemicals & Chemical Based Products
- Energy (Fossil & Renewable)
- Forest & Wood Products
- Glass & Ceramics

Transforming Industries (low growth, low level of specialization):

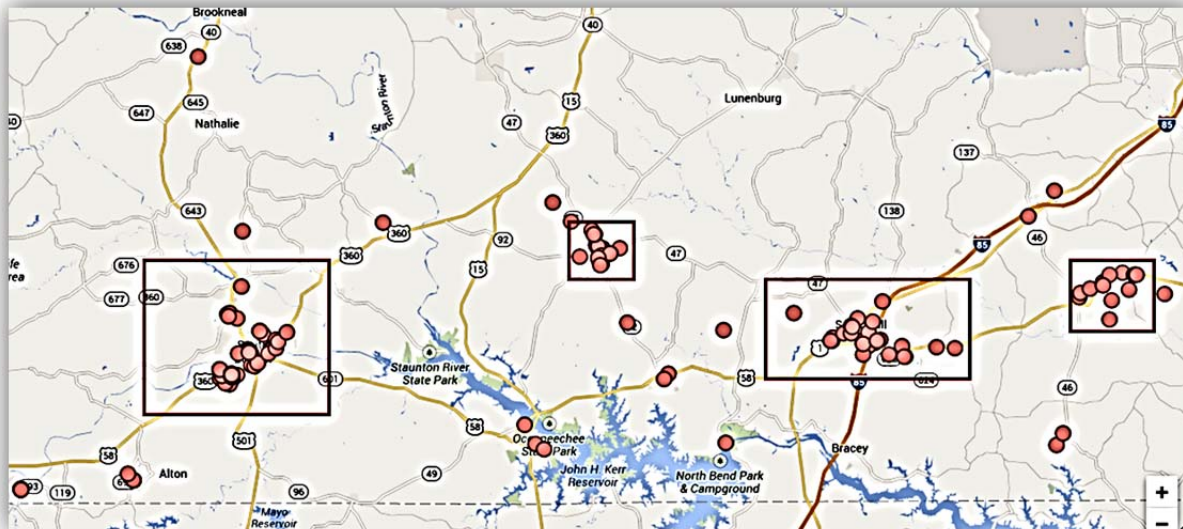
- Advanced Materials
- Agribusiness, Food Processing, & Technology
- Arts, Entertainment, Recreation, & Visitor Industries
- Business & Financial Services
- Defense & Security
- Education & Knowledge Creation
- Mining
- Computer & Electronic Product Manufacturing
- Primary Metal Manufacturing

Emerging Industries (high growth, low level of specialization):

- Information Technology & Telecommunications
- Manufacturing Supercluster
- Printing & Publishing
- Fabricated Metal Product Manufacturing

Stars (high growth, high level of specialization):

- Biomedical/Biotechnical (Life Sciences)
- Transportation & Logistics
- Electrical Equipment, Appliance, & Component Manufacturing

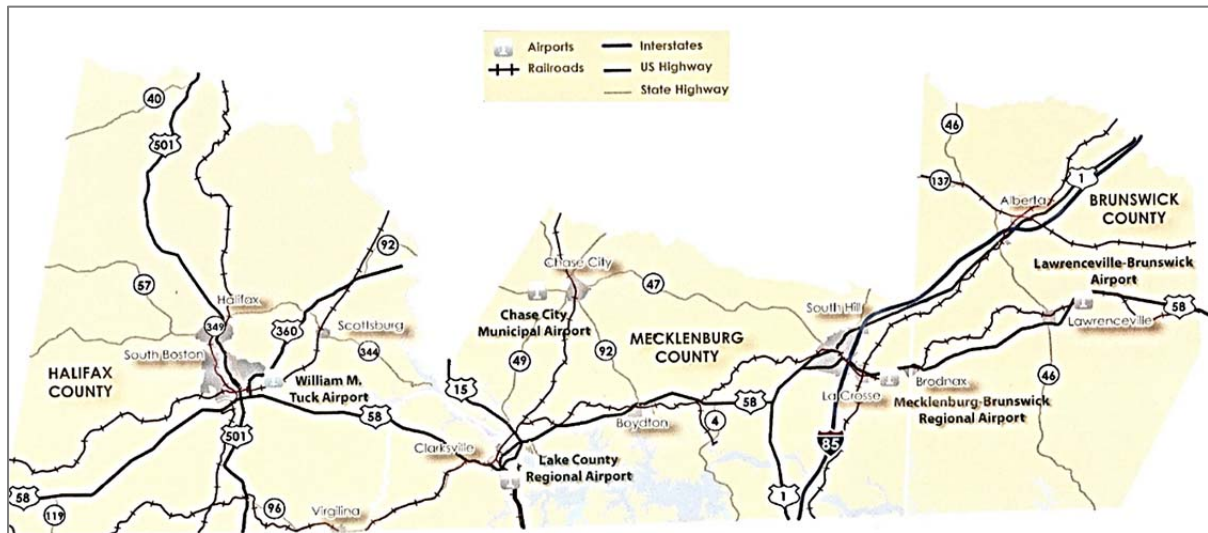


Resiliency 101

Regional partnerships and diversification make the local economy less vulnerable to adverse conditions or unexpected developments occurring in only one sector. As demonstrated in this section, there are many components to the Southside Planning District's economic development strategy geared toward strengthening existing economic clusters and targeting new employment sectors. There are numerous efforts to attract new industries, promote business expansion, and further develop programs directed at increasing employment skills and knowledge. All of these efforts increase the region's resiliency and mitigate the type of economic vulnerability it has experienced so vividly over the past two decades.

Regional Conditions

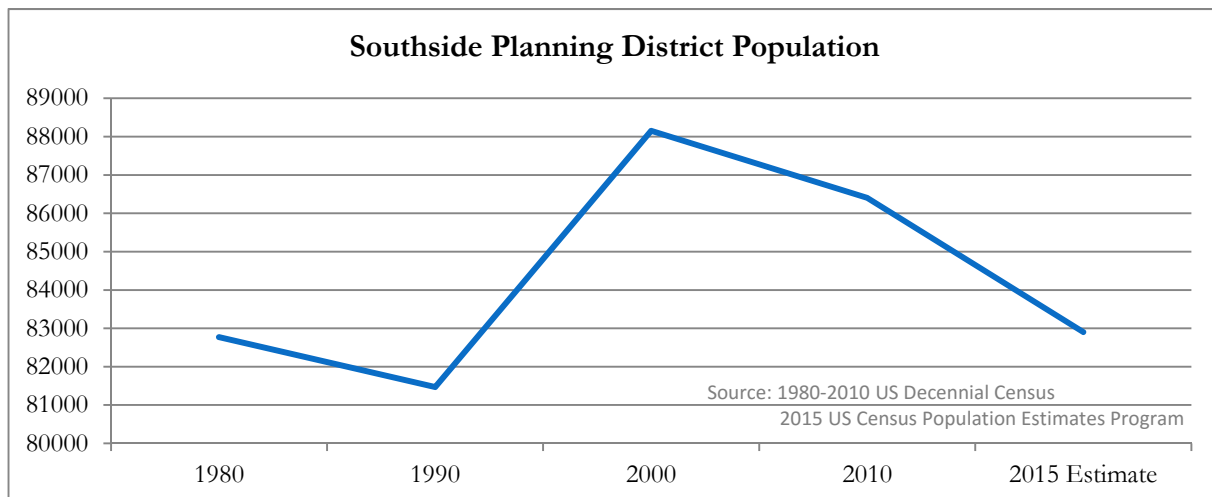
The Southside Planning District in Southern Virginia is located in the Piedmont region of Virginia along the North Carolina border and encompasses more than 2,000 square miles and three counties—Brunswick, Halifax and Mecklenburg. The counties are in excellent proximity to large regional markets and have an outstanding transportation system, which includes an Interstate, U.S. highways, several municipal airports, and one regional airport. The region has an abundance of resources including educational facilities, industrial and residential sites, medical services, outdoor recreational facilities and seven lakes: Banister Lake, Brunswick Lake, Gordon Lake, Great Creek Reservoir, Kerr Reservoir/Buggs Island Lake, Lake Connor, and Lake Gaston. These resources enhance the area's competitive advantage as an attractor of people and business.



SPDC's Extensive Transportation Network

Population

Municipal services and facilities are based upon the size of the current population and future projections, with particular or special needs being identified through an analysis of population composition. The distribution of the population is also of great importance in order to determine the most efficient manner for the provision of services and facilities.

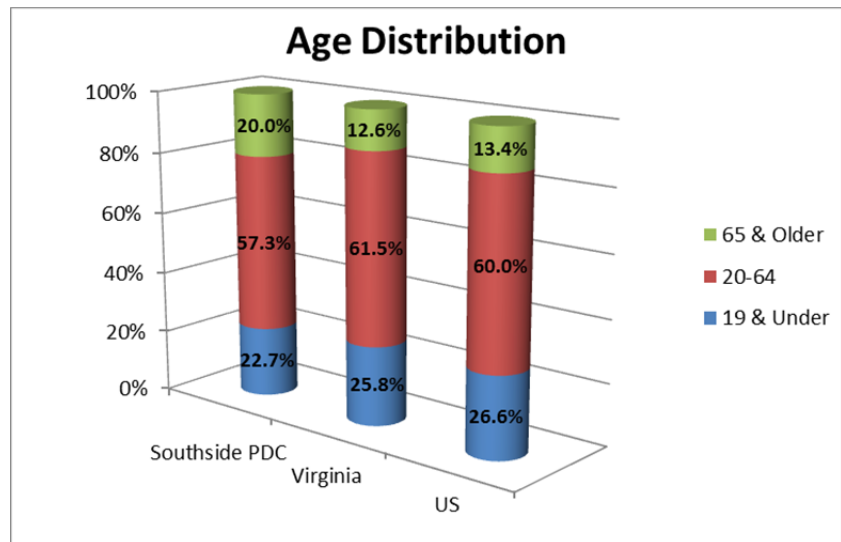


Southside Planning District Commission

After an 8.5 percent increase in population from 1990 to 2000, the District saw its population drop two percent from 2000 to 2010. While Mecklenburg County saw a small increase (1.1%), Halifax County's population dropped three percent, and Brunswick County's population dropped 5.3 percent. Since the 2010 Census, estimates show another two percent decrease.

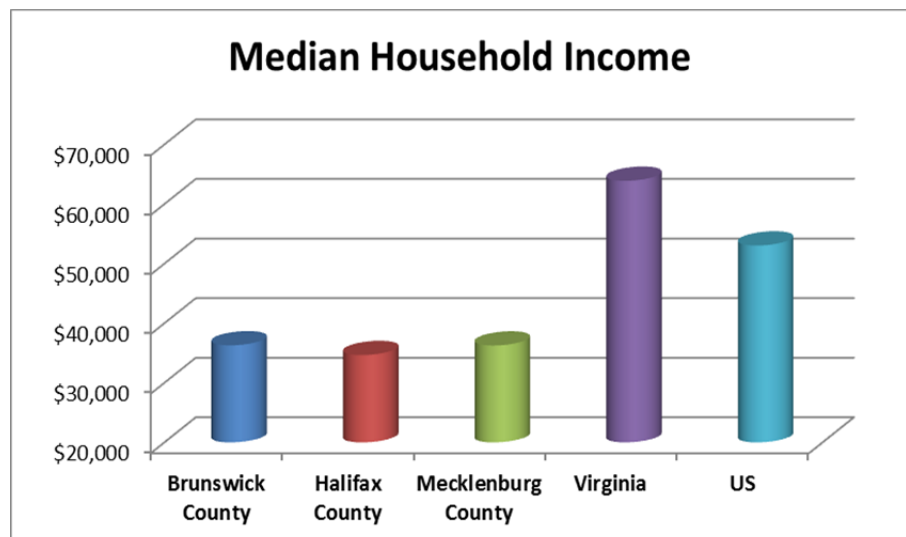
In 2013, approximately 83,800 persons resided in the Southside Planning District representing about a five percent decrease since the 2000 Census. The population centers are the twelve incorporated towns and the housing developments around the lakes. Both the 2000 and 2010 Decennial Census indicated that 24 percent of the region's residents lived within the incorporated limits of a town. Population growth can be an indicator of work force availability, which in turn determines the productivity of existing enterprises and the feasibility of attracting new ones.

The SPDC population remains above state and national averages for 65 & over and three to four percent lower than those averages for ages 19 and under. This trend reinforces the challenge of retaining youth and attracting young families to Southern Virginia. A population decline of around two percent per decade is currently forecast for each decade through 2040.



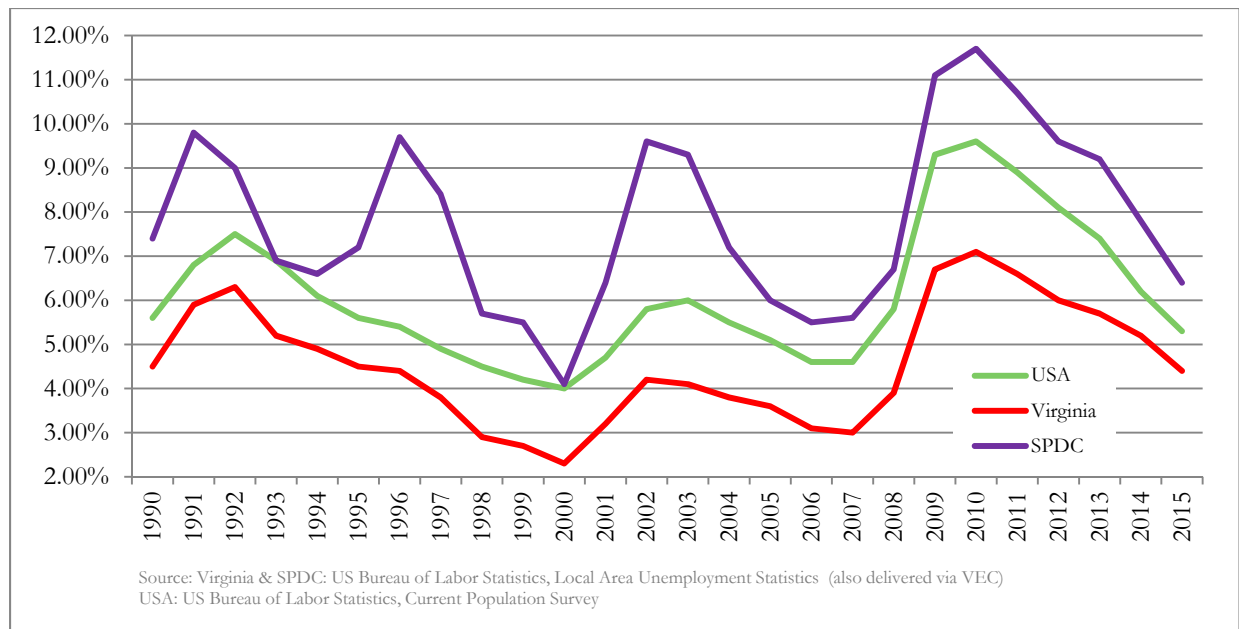
Income

Throughout the Southside Planning District (SPDC), per capita personal income levels continue to remain below state and national levels, as do median household income levels. According to American Community Survey data between 2009 - 2013, SPDC's median income is just over half of Virginia's average and right at two-thirds of the national average. While Southern Virginia has lower income and wages, it also has a lower cost of living that increases local spending power.

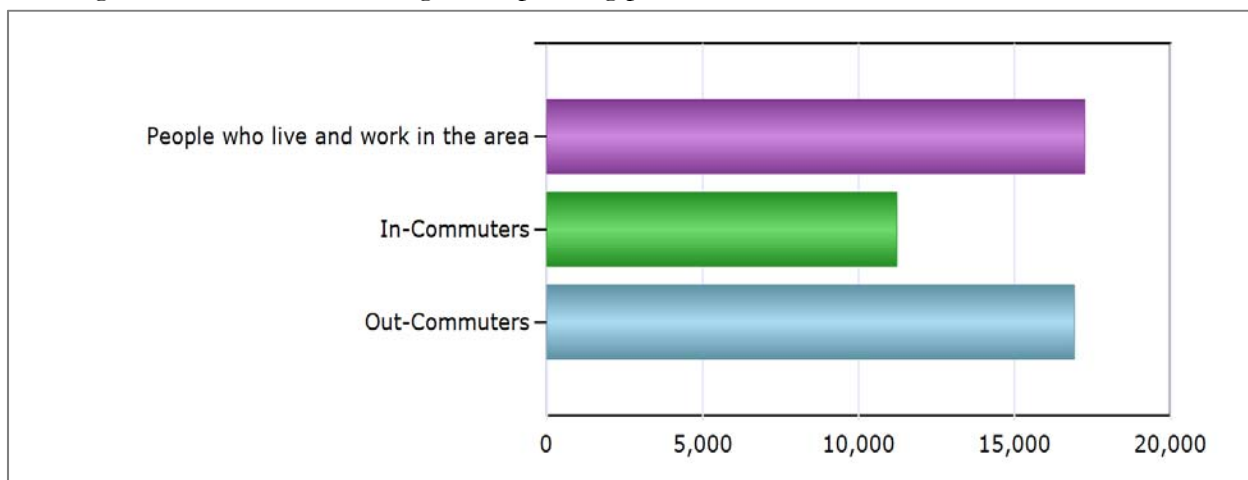


Labor Force

One of the most important influences over economic activity is the labor supply. Nationwide unemployment rates have been high since the economic downturn in 2007. Local unemployment has been even higher, rising above 10 percent, and only beginning a downward trend in 2011. By December 2014, the rate was down to 7.3 percent after a high in February 2010 of 13.1 percent. The available labor force inside the Southside Planning District has dropped over the past 10 years, from 37,841 in 2002 to 34,177 in 2015.



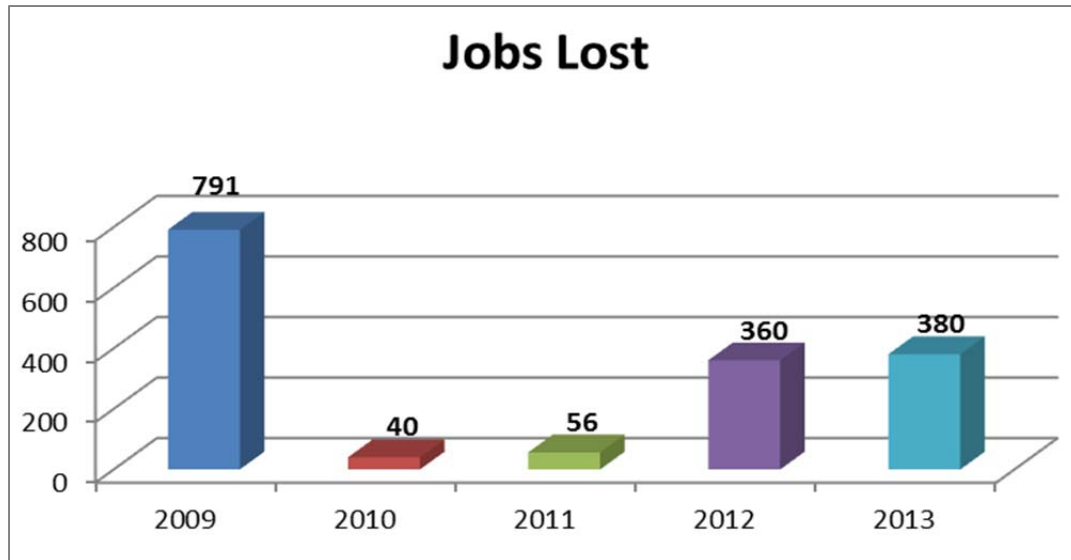
Commuting patterns are another measure of a regional economy. SPDC has a total net of -5,693 in-commuters which means that more people leave the area to go to work than enter the area to come to work. There are about as many people who live and work in the area (17,248) as there are people who travel outside the Planning District for work (16,916). Ideally, the number of net in-commuters would be strongly positive meaning that workers come to the region to work, and possibly shop and recreate, but live outside the region. A reduction in the number of out-commuters, regardless of the in-commuter numbers, would also be a positive trend as more people would live and work in the area reducing travel time and increasing local spending power.



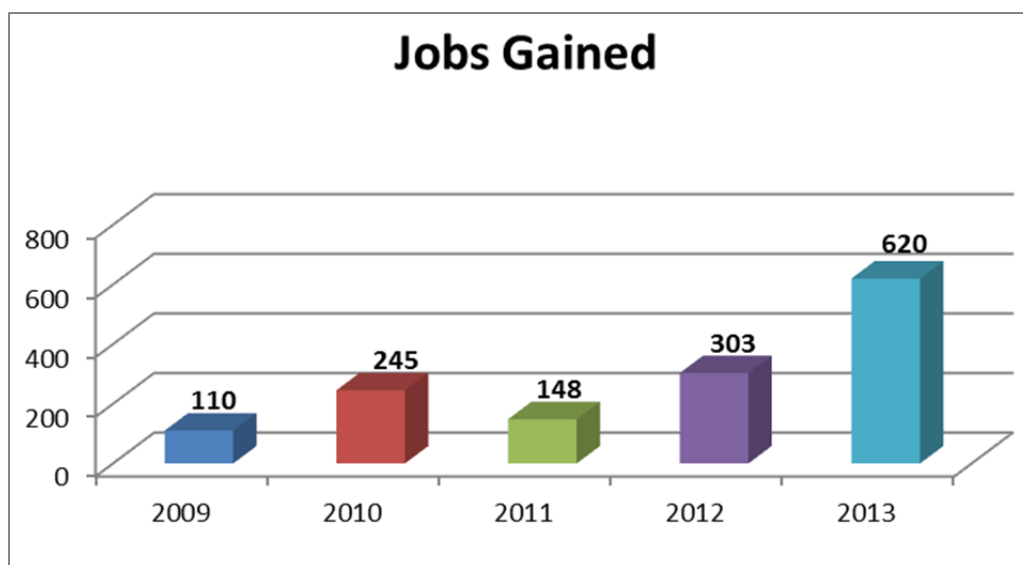
Commuting Patterns – Southside Planning District Commission

Labor Market

Southern Virginia is fortunate to have an ample workforce as the labor pool for industries pulls from a wide area, reaching into North Carolina. Commuting patterns show workers travel on average 20 to 30 miles to work, utilizing several major highways. This labor force includes over 600,000 working-age adults, according to the 2010 Census.

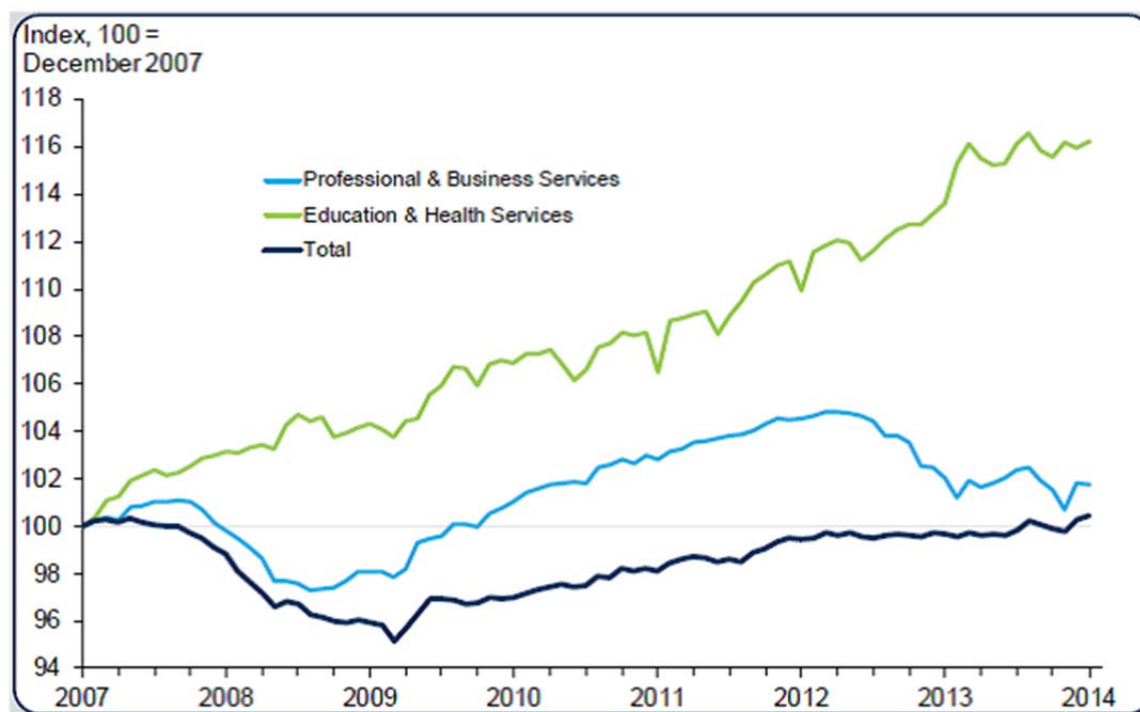


Numerous textile manufacturers built businesses in Southern Virginia Post-World War II, benefiting from readily available labor exiting the farms. As the textile sector grew, the area's economy developed a dependence upon this industry. With the passing of the North American Free Trade Agreement (NAFTA) in 1994, the region experienced a severe economic blow and thousands of jobs were lost. Between 1999 and 2012, the available labor force shrunk by nearly 5,600 workers. Over that time, approximately 4,000 jobs were lost; of these approximately 1,600 were in the textile/apparel sector, presenting a challenge to the economic stability of the region. Since 2009, job losses have reduced and been somewhat mitigated by 2,000 new jobs in a variety of employment sectors.



Southside Planning District Commission

An assessment of the labor market shows very healthy Education and Health Services sectors, both of which exceeded the State average. Manufacturing, Construction, Utilities, and Mining sectors are also at or above average. The PDC's employment percentage exceeded the state's in Agriculture, Utilities, Manufacturing, Transportation/Warehousing, Educational Services, and Healthcare/Social Assistance. The region remains on par with Arts, Entertainment, & Recreation, Accommodation & Food Services, Public Administration, and Other Services.



Virginia Industry Growth

The Financial & Management Services sectors pose the most significant challenges which reinforce the need for a strong secondary and post-secondary educational system throughout the region. This sector includes Information, Finance & Insurance, Real Estate & Rentals & Leasing, Professional & Technical Services, Management of Companies & Enterprises, and Administrative & Waste Services. Of these classifications, the region is most competitive with Waste Services and has the widest gap (9%) in the Professional & Technical Services sector.

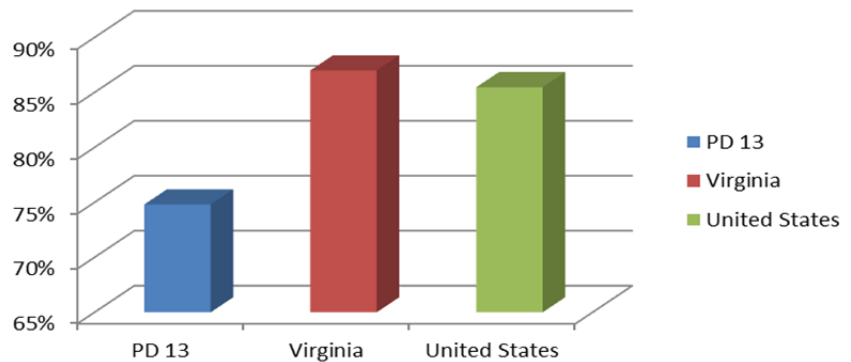
Industry		2014	
		SPDC	Virginia
Financial & Mgt. Services	Information	1.3%	2.1%
	Finance & Insurance	2.0%	3.6%
	Real Estate & Rentals & Leasing	0.7%	1.4%
	Professional & Technical Services	2.1%	11.0%
	Management of Companies & Enterprises	0.9%	2.1%
	Administrative & Waste Services	5.7%	5.9%
		12.7%	26.1%

Education

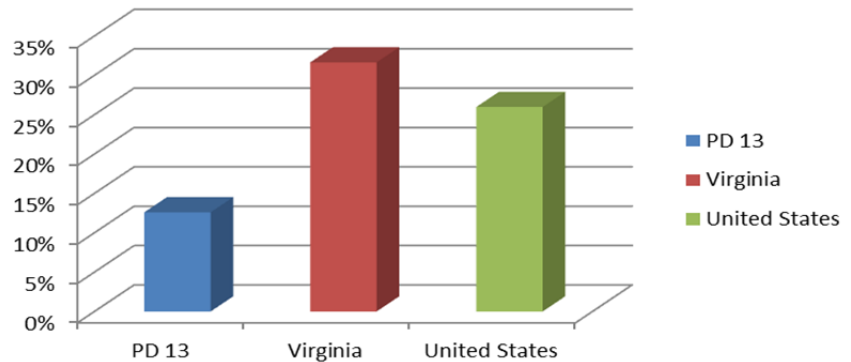
In 2013, the Small Business Administration funded a Supply Chain Analysis Report. Almost half of the manufacturers noted that recent graduates of the high school systems, across all three counties, possessed inadequate math and logic skills to be employable. The school system was also identified as the top deterrent to recruiting talent from outside the region. One of the first questions manufacturers stated their recruits ask is about the quality of the local public school system. Due to the poor performance of public schools compared to other areas of Virginia, many employees chose to live more than 45 minutes from their place of employment. This leaks revenue outside of the region and does not support the growth of the regional tax base. Over half of the businesses interviewed noted a local culture that is unaccustomed to the demands of working in a modern manufacturing plant.

The story of Southern Virginia isn't that its high school education levels lag behind state and national averages – although that gap is closing – nor is it that four year college degrees are about half the state average. The story of the region is that fulfilling, well-paying careers are viable options with any post-secondary training or education and the Southside Planning District's rate of non-four year degree post-secondary education outpaces both state and national levels. The career equivalence of technical training and Associate's degrees in terms of viable careers and good quality of life needs to be

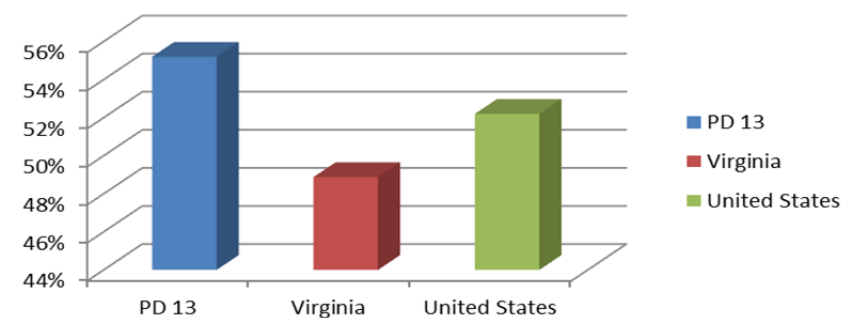
High School Education or Higher



Bachelor's Degree or Higher



Post-Secondary Education (non-4 yr degree)



highlighted in all public school systems.

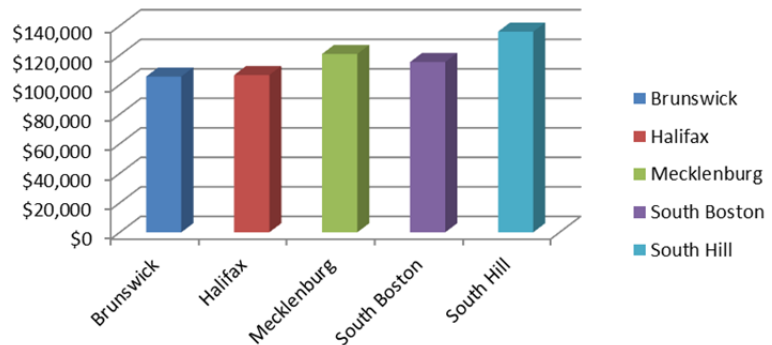
The Federal Reserve is promoting that, in secondary schools, emphasis needs to be placed on keeping students in school until they receive their high school diplomas. Local vocational and technical education must be enhanced to prepare these students for career development and job preparation. A mismatch exists between the occupations most in demand by local employers and the availability of those skills. Increased outreach on tech-prep programs and apprenticeship programs to both high school students and adults is needed.

- **Completion** is important at every stage.
- **Preparedness** (including having good information) can help students choose the best path for themselves and ultimately complete that path.
- Workforce development efforts **targeting younger populations** can have high payoffs in the long run.
- Success of **adult workforce** partly depends on **early-life** decisions and outcomes.
- **Technology** has long been a friend of workers.

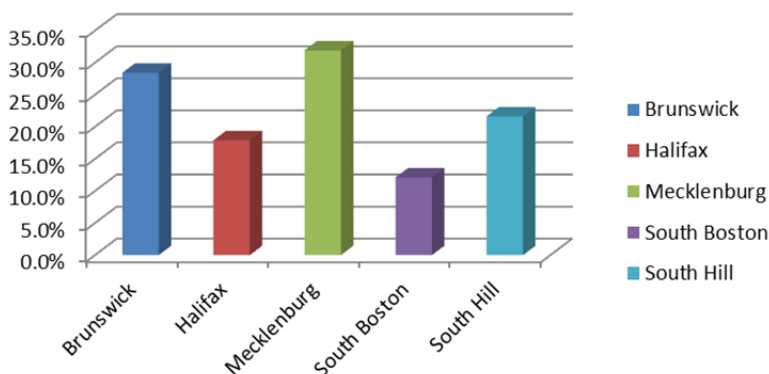
Housing

Housing plays an integral role in the health of an overall community including recruitment of new businesses to an area. Some of the most affordable housing in Virginia can be found here with an owner-occupied home valued at a median \$116,900. This value peaks in South Hill at \$136,000 and is closer to \$105,000 in Brunswick County, but overall, housing is very affordable in this region. Just under a quarter (23.7%) of all housing units are mobile homes.

Owner Occupied Median Housing Value



Vacant Structures



The housing stock in the Southside Planning District is mostly single family detached homes built after World War II. Only 11 percent of houses in the region have been built since 2000. In addition to aging, many structures are vacant and not available on the housing market. This presents a dual challenge to communities in terms of aesthetics as well as underutilized residential land. A vacant structure that cannot

be occupied is a detriment to the community and for economic development.

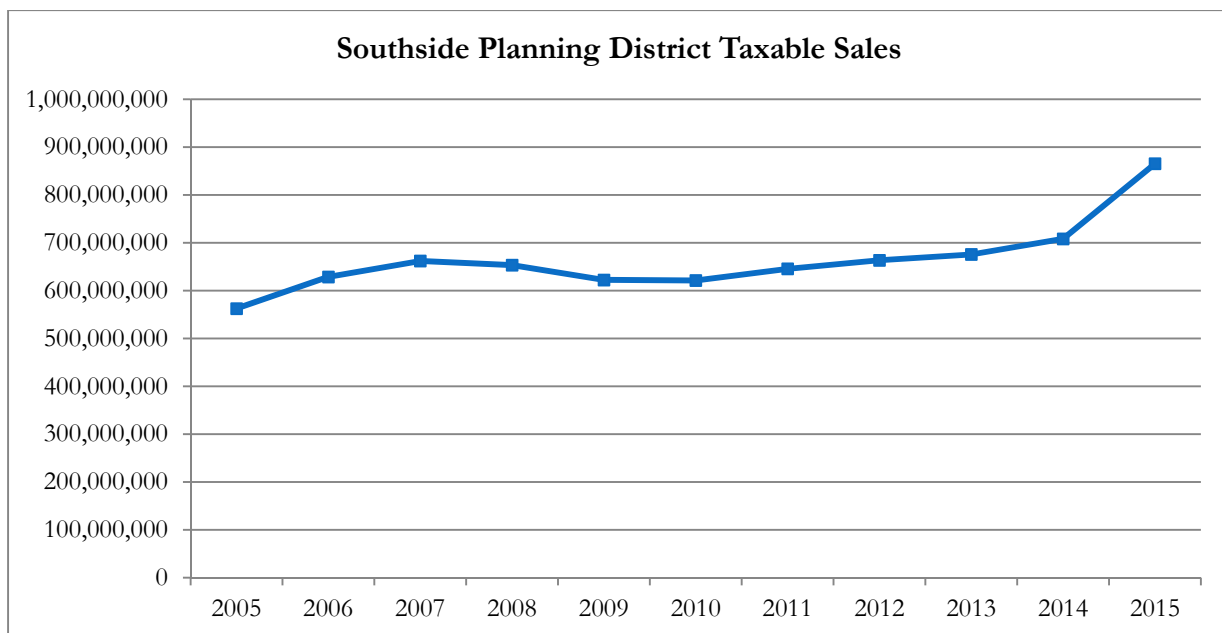
Multi-family housing structures are very limited in the region, but two recent examples include the Taylor Lofts and New Brick Historic Lofts which are adaptive reuse projects creating mixed-income, multifamily housing from vacant industrial buildings. Taylor Lofts are 47 affordable housing units located in historic downtown South Boston in a former tobacco factory. The New Brick Lofts added 27 market rate housing units in downtown South Boston in the last remaining tobacco warehouse in the town.



Another indicator of housing health is the number of structures without indoor plumbing. Census figures indicate approximately 275 structures that have been identified, mostly in Mecklenburg and Halifax Counties. The Southside Planning District (SPDC), through the Community Development Block Grant (CDBG) Indoor Plumbing Program (IPR) has helped to reduce those numbers by providing assistance to over 100 homes in the region since 1993, and the SPDC – in partnership with the Southside Outreach Group, Inc. – will continue to work with localities to reduce that number to zero within the District.

While many challenges lie ahead with housing in Southern Virginia, affordability is not one of them. Additionally, as the economy continues to turn around, derelict structures can be removed or rehabilitated, vacant land identified for housing can be developed, and vacancy rates will reduce.

Retail Markets



Southside PDC retail establishments continue to expand offering a greater variety of goods and services to local consumers. As an indicator of this expansion, taxable sales have increased by 103% between 1995 and 2015, and by 54% since 2005. Growth in this sector of the economy is expected to continue increase from the economic recession.

Business Financing

The availability of financing is essential to economic development activities. If a business lacks sufficient funds to modernize or expand its operations, it must borrow from financial institutions, private investors, or the public sector. Commercial banks within the District have had increasing deposit balances since 1995. These additional deposits, in turn, represent an increase in the availability of capital investment funds for economic growth.

Along with commercial institutions, funds are provided through federal, state and local sources such as Community Development Block Grants (CDBG), Virginia revolving loan pools, and Industrial Development Bonds (IDB). The Lake Country Development Corporation (LCDC) provides low-interest financing for local economic development needs through two revolving loan funds (RLF).

LCDC Uses of Funds

- **Purchase of land, buildings, machinery & equipment**
- **Land improvements**
- **Renovation or major additions to existing buildings**

Conditions Summary

Southern Virginia has made significant progress over the past 20 years weathering major economic storms centered on agricultural and textile industry shifts. The Southside Planning District will continue to work with localities and EDA to leverage funds to assist with identified priorities and projects. There are many strengths that can be celebrated and there are also many challenges remaining.

Identified Strengths from Past Plans and Stakeholder Interviews

- ✓ Shovel Ready Industrial Sites
- ✓ Low Labor and Land Costs
- ✓ Competitive Tax Rates
- ✓ Ample Recreational Opportunities
- ✓ Strategic Location on the Eastern Seaboard
- ✓ Access to Healthcare
- ✓ Low Cost of Living
- ✓ High Speed Broadband

Nature and outdoor recreation are strengths for the region. Buggs Island Lake is the largest lake in Virginia with 50,000 acres of water and 800 miles of shoreline, and home to some of the best largemouth bass fishing in the country. State parks and a multitude of trails are located in the region. Visitors have many opportunities to hike, ride horseback, observe wildlife, hunt, fish, kayak, and canoe.

-2013 Virginia Outdoor Plan, PD13

- ✓ Availability of Water
- ✓ Small Town/Rural Environment
- ✓ Growing Support for Local Foods
- ✓ Brownfield Redevelopment Opportunities
- ✓ Excellent Community College System and Proximity to High Caliber Four-Year Institutions
- ✓ Transportation Networks

Identified Challenges from Past Plans and Stakeholder Interviews

- ✓ Unemployment
- ✓ Aging Population
- ✓ Strengthening Central Business Districts
- ✓ Illiteracy
- ✓ Out-Migration of Youth – “Brain Drain”
- ✓ High Quality Daycare for Working Families
- ✓ Quality of Public Education Facilities
- ✓ Aging Infrastructure
- ✓ Educational Attainment at all Levels
- ✓ Availability of Skilled and Semi-Skilled Jobs
- ✓ Adequate Freight Rail Capacity and Infrastructure to the Port of Virginia
- ✓ Affordable “Last Mile” Broadband
- ✓ Continued Reliance on Traditional Industry Sectors

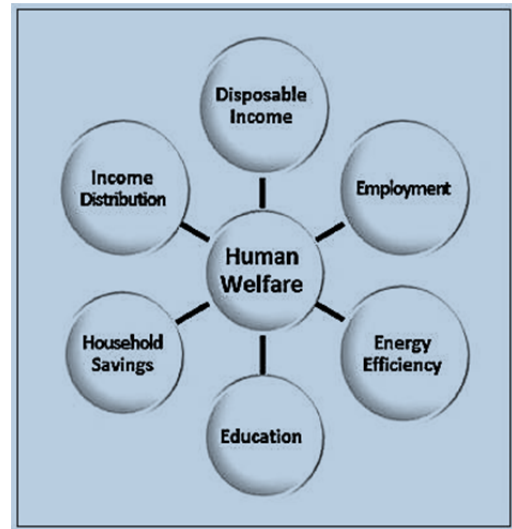
“Raising the high school graduation rate could have economic benefits beyond saving the public money. In many models of economic growth, the human capital of the workforce is variable. That’s because a better-educated workforce generates new ideas and can make more productive use of new technologies; more education thus equals more growth. Although this connection has been difficult to prove empirically, many researchers have concluded that the rapid growth in education achievement in the United States during the 20th century, particularly the dramatic increase in high school education in the first half of the century, was a major contributor to the country’s economic advances.”

-Jessie Romero, Federal Reserve Bank of Richmond

Performance Measures

A resilient economy is sustainable and diverse. Sustainability is often viewed as a three-legged stool that incorporates economic, ecological and social factors. These three factors influence human welfare which is the true measure of a healthy community. Some common indicators of human welfare are income, unemployment, energy efficiency, education, and health.

Income inequality is a constraint on consumer demand, which limits consumption and employment. Unemployment is a constraint on the full utilization of human resources and social productivity, which limits the economic welfare of both the unemployed and the rest of society. Rising levels of education are an investment in human capital that promotes future economic welfare. Rising levels of energy efficiency are an investment in physical capital that supports future ecological welfare. Finally, net household savings provides the financial basis for future investment and human welfare consumption (*Indicators of Economic Progress: The Power of Measurement and Human Welfare*, MSS Research).



Performance measures should be aimed at achieving clearly identified outcomes. Outcomes are not what the program does but the consequences of the program. Performance measurement is about results.

All performance measures should be SMART:

Specific – Establishing some lofty measurement that sounds good but is not specific is not going to help your program accomplish its goals. Performance measurements need to be as specific as possible so that people investing in economic development efforts know how those efforts are going to be measured.

Measurable – There’s an old saying, “If you don’t know where you’re going, any road will get you there.” A performance measurement is only useful if you can actually measure it, either by quantifying it with specific numbers or verifying through qualitative means that the goal has been accomplished.

Achievable – Make sure that your performance measures can actually be accomplished. Setting a goal that is impossible to achieve will only cause frustration. It’s all right to set ambitious goals that stretch your organization. Everyone needs to reach a little beyond their grasp.

Relevant – Performance measurements need to be relevant to your organization’s mission and your program’s strategic objectives.

Time-based – Make sure that performance measures are achieved within a specific period.

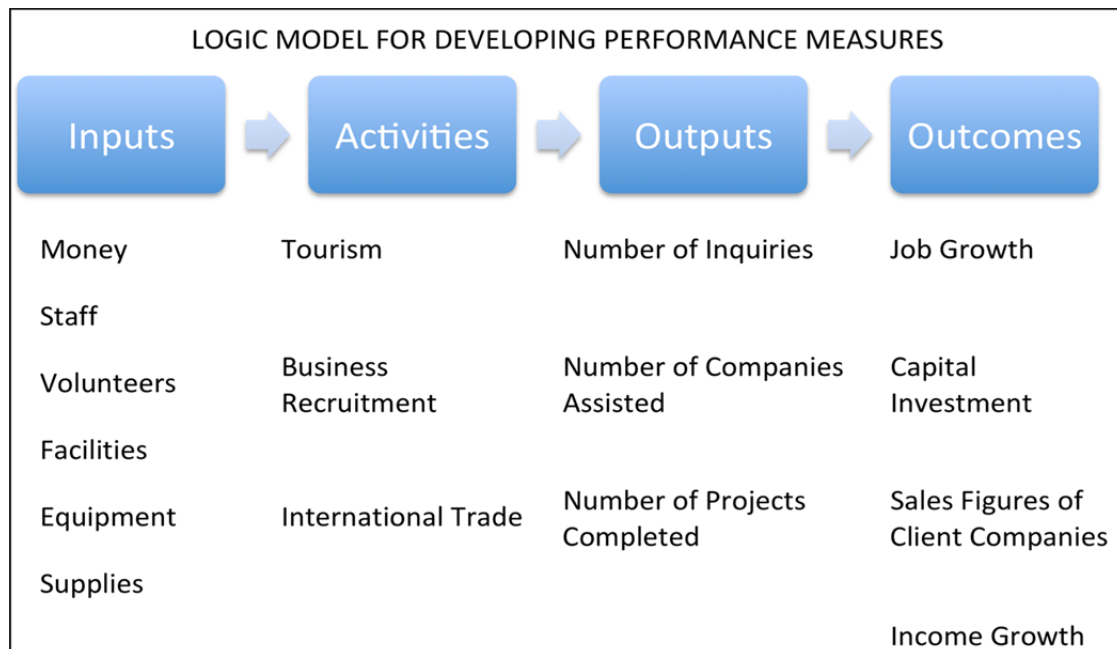
Site Selection and Economic Analysis, AngelouEconomics Inc., 2008.

MOST IMPORTANT PERFORMANCE MEASURES USED IN STATE ECONOMIC DEVELOPMENT AGENCIES IN TOURISM, BUSINESS RECRUITMENT, AND INTERNATIONAL TRADE

Tourism	Business Recruitment	International Trade
Return on Investment	Job Creation and Retention	Sales Figures (of client companies)
Economic Impacts	Number of Companies Assisted	Client Satisfaction
Number of Inquiries	Process/Activity Report	Number of New Clients
Market Share	Marketing/Advertising Effectiveness	

Source: Performance Measurement in State Economic Development Agencies: Lessons and Next Steps for GDITT. Andrew Young School of Policy Studies, February 2004.

The following diagram shows how performance measurement elements are put together to demonstrate the desired result a program is trying to achieve. This diagram was adapted to reflect performance measures for economic development, but this is the same type of model used to develop just about any type of performance measurement.



Source: AngelouEconomics, 2005. Adapted from *Measuring Program Outcomes: A Practical Approach*, United Way of America, 1996.

Southern Virginia's vision is to have a sustainable, diverse regional economy. Assuming human welfare as the central objective, as well as needing to measure the economic performance of the region, a quality of life dashboard to measure the region's relevant indicators over time is presented in the table below. The dashboard will be maintained on the website (www.SOVAeconomy.com) to easily track each measure over time. These indicators may change annually, but a 5-10 year horizon is more realistic in terms of being able to measure any significant and sustained changes. The regional Dashboard sources are provided in the Appendices.

Regional Dashboard

Performance measures provide a mechanism for evaluating and updating the regional Comprehensive Economic Development Strategy based on progress, challenges, or unanticipated circumstances.

LAND	Indicator	Performance Level		Goal
		Year 1	Year 2	
	% of Industrial Sites Vacant	67.7%	61.0%	<25%
	% of Downtown Buildings Vacant	27.1%	30.9%	<10%
	# of Building Permits Issued	156 \$25,235,110	171 \$26,235,055	275
	CDBG Housing Rehab Grants Awarded during year	\$1,100,000	\$700,000	10% of most recent CDBG grant funding pool. Currently \$700,000
	Avg median value of houses built since 2010 (weighted avg)	\$121,607	\$126,759	\$175,000
	Average Value of Land Per Acre (assessed, not including improvements)	\$3,185	\$3,079	\$3,350 (5% increase over 5 year period)
	Avg # of days on Market (housing listings)	323	299	<180 days
	\$ of Parks and Recreation per Capita (weighted average)	\$10.28	\$9.93	\$25
	Local education expense/ pupil	\$2,738 (2013-14)	\$2,813 (2014-15)	\$5,000
PEOPLE		Year 1	Year 2	
	High School On-Time Graduation Rate	88.9% (2013-14)	89.1% (2014-15)	95% or Higher
	Degrees Awarded – 2 Year Institutions	799 (2013-14)	754 (2014-15)	1,000
	Degrees Awarded – 4 Year Institutions	232 (2013-14)	203 (2014-15)	250
	Educational Attainment (% of 25+ year olds) – Associate's or Higher	21.5%	22.5%	40% or Higher
	Unemployment - Annual	7.8%	6.4%	4.4 % (Decrease to State Levels)
	Per Capita Income	\$19,636	\$19,789	>\$25,000
	Employment Growth Rate	-2.2%	-0.5%	5%
	Poverty Rate (weighted average)	21.1%	20.7%	<15%
	Average Weekly Wage (All Industries) for last year available	\$612 (2013)	\$624 (2014)	>\$650
CAPITAL		Year 1	Year 2	
	# of active LCDC loans (over \$40K) in portfolio at end of year	6	4	Increase Portfolio to 10 Active Loans
	# of Micro-Loans Awarded to Small Businesses thru LCDC (Loans Less than \$40K) during year	New program	1	10 Micro-Loans Approved
	# of Grant/Loan Applications Submitted for Infrastructure/Planning Projects	26 \$10,649,500	27 \$13,332,171	30 \$12,500,000
	# of New Business Starts for last full year available	117 (2013)	165 (2014)	180
	Annual Taxable Sales	\$708,461,794	\$865,394,78	\$1,000,000,000
	Travel Expenditures in District for last full year available	\$200,001,320 (2013)	\$209,624,888 (2014)	\$300,000,000

VISION

A sustainable, diverse economy that promotes a skilled workforce for 21st Century employment sectors including advanced manufacturing, modern agriculture, healthcare and entrepreneurship, while celebrating its natural heritage through tourism.

Implementation Plan

GOALS

The stated goals to achieve the vision center around the classic three for economic development – land, people, and capital. These three areas are, in turn, supported directly by each of the implementation strategies.

❖ **Land**

Build on and improve the fixed assets of the region – water, sewer, natural gas, broadband, transportation, downtowns, industrial sites, and natural assets – to attract and support business and industry growth and provide for a high quality of life throughout the region.

❖ **People**

Invest in and develop the human capital of the region – the youth, the workforce, and the disenfranchised – to effectively provide the education and training needed for a workforce ready for a wide variety of careers such as advanced manufacturing, healthcare, modern agriculture, and entrepreneurship.

❖ **Capital**

Pursue a wide range of financing opportunities to improve public school infrastructure, utilities, transportation, industrial parks, brownfields, recreational amenities, and capital for existing and start-up companies.

“It makes economic sense to concentrate intensive human capital investment in the form of schooling on the young: The earlier workers invest, the longer they have to profit from their investments.”

*Jeffrey M. Lacker, President
Federal Reserve Bank of Richmond*

Implementation Strategies

Focus Area	Goal	Strategy	Timeline*	Implementing Partners
Recruitment and Retention	People	Support quality childcare opportunities for workers.	Long	Businesses, Local
	Land/ Capital	Encourage localities to develop shovel ready sites in their communities.	Medium	TICR, IDAs, VGA, SVRA, VEDP
	Land/ Capital	Maximize the economic development potential for the regions' airports through continued expansion and upgrades.	Medium	FAA, VRA , Local
	Land	Evaluate and modify land use regulations to ensure that proper zoning and other permit requirements are in place to better facilitate desired business and industrial uses with minimal delay.	Medium	Local
	Land	Support the development of health care clinics to provide accessible healthcare assistance.	Long	Local/VDH
	Land	Work with non-profits, entrepreneurs, small businesses and other organizations to fill long-term unleased space to keep vacant space in downtowns to a minimum.	Medium	Local
	Capital	Encourage local investments in modern schools.	Long	VPSA, VRA, Local
	Land/ Capital	Encourage and support Enterprise Zone (EZ) opportunities for existing and potential businesses located within each EZ.	Short	DHCD, Local, VEDP
Training	People	Expand the number of programs offered in technical training areas: health care workers, welders, journeymen, machinists, and other labor segments.	Medium	Community Colleges, Southern Virginia Higher Ed Center, TICR, DHCD
	People	Pursue Certified Work Ready Community designations for each County to help the region attract new businesses and jobs in addition to strengthening the skill sets of the region's high school students, job seekers, and incumbent workforce.	Short	Local, Schools, Businesses
	People	Promote greater citizen achievement of a high school diploma, two year college degree and a bachelor's degree by emphasizing "Degrees Matter" and other pro-degree initiatives.	Short	Local, Schools, Community Colleges

Southside Planning District Commission

	People	Promote and support direct entrepreneurship education, mentorship and internship efforts.	Short	Businesses, Schools, Community Colleges
	Land/Capital	Encourage downtown organizations to seek access to outside training assistance (Main Street) for continued redevelopment opportunities.	Short	DHCD, VTC
Investing	Capital	Provide small business financing for existing businesses and business start-ups.	Short	LCDC, TICR, DHCD, RD
	Land/Capital	Foster the assessment, clean-up and redevelopment of old commercial and industrial sites.	Medium	DEQ, EPA, TICR
	Land/Capital	Support programs and policies to plan, coordinate, rehabilitate, and maintain road improvements throughout the region.	Short	VDOT, EDA, TICR, Local
	Land/Capital	Encourage continued development of Farmers Markets in the region.	Short	RD, Local
	Land/Capital	Encourage adequate investments in aging water and wastewater systems.	Medium	RD, DHCD, EDA, VRA, VDH, Local
	Land	Identify underutilized industrial sites and buildings throughout the region.	Short	IDAs, Local
	Capital	Encourage localities to identify and seek funding for housing and neighborhood improvement projects.	Short	DHCD, RD, Local
	Land/Capital	Encourage localities to make improvement to “gateways” through signage, landscaping, cleanup and infrastructure improvements.	Short	VDOT, Local
	Land/Capital	Support additional multiuse alternative transportation facilities to improve public health and increased tourism opportunities.	Medium	VDOT, DCR, Local
	Land/Capital	Continue to expand the Tobacco Heritage Trail.	Medium	VDOT, DCR, TICR, VTC
	Land/Capital	Participate in, support, and encourage Southern Virginia tourism initiatives by supporting the Southern Virginia Blueway, the Tobacco Heritage Trail, Virginia’s Retreat and other regional recreational opportunities as a tool for diversifying and expanding the local and regional economies	Short	DCR, VTC, DGIF, Local

Southside Planning District Commission

	Land/ Capital	Utilize tourism assets as a way to preserve open space, historic sites, and key natural attractions.	Medium	Local
	Land/ Capital	Seek diversification and mixed use redevelopment of downtown commercial districts.	Medium	VHDA, DHR, DHCD
	Capital	Seek creative and cooperative financing strategies for infrastructure needs.	Medium	EDA, TICR, RD, VRA, VDH
	Capital	Continue to invest in expanding broadband coverage and planning efforts.	Medium	DHCD, TICR, RD, NTIA, EDA
	Land	Improve public access to the areas lakes.	Medium	Local, DGIF, DCR
	Land	Maintain and enhance the water quality of the region's rivers and lakes for the purpose of water supply and recreation.	Short	DEQ, RD, DCR, DGIF
	Land/ People	Encourage investments in park and recreational facilities and programs that contribute to the quality of life for residents, encourage healthy living, and enhance economic prosperity of the region.	Short	Local,
	Land	Encourage regional marketing initiatives and strategies for promoting the downtowns as a business and tourism destination.	Short	DHCD, Local, VGA, VTC
	Land/ Capital	Encourage new initiatives that revitalize downtown and main streets and further the unique sense of place that characterizes the central business districts.	Short	DHCD, Local
	Land	Expand and develop new greenway connections in towns throughout the region.	Short	Local
	Land/ People	Pursue additional community trail and sidewalk connections to enhance pedestrian linkages between neighborhoods, businesses and community services in the downtowns.	Short	DHCD, Local, VDOT
	Land/ People	Address substandard housing conditions throughout the region to enhance the living conditions of individuals while improving the region's housing stock to encourage economic development investment in communities.	Short	DHCD, RD, Local
	People	Pursue partnership opportunities with Virginia State University (VSU) that continue and strengthen similar past and current initiatives with Virginia Tech.	Medium	USDA, Universities, Localities

* Timelines: Short = 1-2 years; Medium = 3-5 years; Long = >5 years

Potential Resources	
DCR	Department of Conservation and Recreation
DEQ	Department of Environmental Quality
DGIF	Department of Game and Inland Fisheries
DHCD	Department of Housing and Community Development
DHR	Department of Historic Resources
EDA	Economic Development Administration
IDA	Industrial Development Authority
LCDC	Lake Country Development Corporation
NTIA	National Telecommunications and Information Administration
RD	Rural Development
SVRA	Southern Virginia Regional Alliance
TICR	Tobacco Indemnification and Community Revitalization Commission
VDH	Virginia Department of Health
VDOT	Virginia Department of Transportation
VGA	Virginia's Growth Alliance
VPASA	Virginia Public School Authority
VRA	Virginia Resources Authority
VTC	Virginia Tourism Corporation
VHDA	Virginia Housing Development Authority

APPENDICES

1 – Stakeholder Interview Summary

2 – CEDS Committee Meetings

3 – Public Comment Notification and
SPDC Adoption of Plan

4 – SPDC Active Projects List

5 – Regional Dashboard Sources

6 – Southside PDC Data Book –

(<http://www.southsidepdc.org/index.php/data-census/spdc-data-book>)

ECONOMIC STRATEGIC PLAN STAKEHOLDER INTERVIEW - 2015

1. Are you aware of the Comprehensive Economic Development Strategy (CEDS) plan for the Southside Planning District (Counties of Brunswick, Halifax and Mecklenburg)?

1. No
2. Probably encountered it, but not really.
3. PDC is a resource, but not the CEDS plan specifically.
4. I am aware of it.
5. I am, but the other companies may not be.
6. Yes, from a generic standpoint.
7. From being on a planning board, yes.
8. Yes, they have to do it annually.
9. No
10. Yes. Haven't used it or referred to it much.
11. Not really.
12. Yes. Some employees have participated in it previously.
13. No

2. How is the CEDS relevant to you as a business person and community stakeholder?

1. Halifax IDA is most relevant economic development resource.
2. Being able to attract business is important.
3. It is very important to the well-being of the company. Not a daily tool though.
4. It's not really.
5. Helps determine eligibility for grant funding for projects. Infrastructure is important. Grant money help to locate business.
6. It is not. Angie and Gail are the main supporters and contacts. President of the Chamber of Commerce are active in an effort to locate businesses in the area.
7. It allowed me to express what I thought was a growth area. Critical to identify the needed infrastructure for businesses.
8. The PDC compiles a strategic plan for the area it serves annually with input from the local areas. Used to identify the economic development priorities for the area. Has some relevance as it relates to projects localities pursue along with assistance from state and federal agencies.
9. Not aware of it.
10. Not very at this point. Haven't been involved in the process before now.
11. PDC gave a good presentation this morning. Not relevant.
12. The importance of broadband in the area needs to continue to be emphasized. Very important to economic development. MBC plays an economic development leadership role to an extent. Established a Silicon Valley office in California to recruit for Southside Virginia. Partnered with Regional 2000, Southern VA Regional Alliance, and others.
13. Not very at this point. Aware of an economic plan, but that's about it. Increase employers, wages.

3. In your opinion, how should this economic region be defined?

1. Southside is TMI AutoTech's reference.
2. Southern Virginia. SET (Stronger Economies Together) wasn't an effective name.
3. Tidewater is a whole separate animal. Emporia west to Danville/ Martinsville, south of Richmond.
4. SOVA (Southern Virginia)
5. Regional economic development marketing group (10 counties). Mecklenburg and Brunswick are very different from Halifax. More rural and less infrastructure. More conservative politically. Mecklenburg east and north. Virginia is what we call ourselves.
6. VA/NC border, 1 ½ hours south of Richmond and 1 ½ hours north of Raleigh. Promote the proximity of the area and the quality of life. No labels.
7. Tobacco is still king (and farming), but also manufacturing. Mecklenburg and Clarksville is most familiar. Tourism.
8. Virginia Growth Alliance. Work with VEDP to identify the area's needs and opportunities.
9. Southside region. South of Petersburg along 95 then west to the mountains (Danville).
10. Reshaping using the best we are to improve the regional advanced manufacturing economy. Southern Virginia Regional Alliance is to the west (Halifax, Pitt, Henry, Patrick). Southern Virginia.
11. Southern Virginia. Ranging from Emporia to Martinsville, below Lynchburg arcing to Emporia.
12. Southern Virginia. Southside is too broad. You lose a lot in terms of definition. For example, Southern Virginia Technology park.
13. Southern Virginia. Mecklenburg is more the Lake area.

4. What are a few benefits of operating a business in this region? (try to get 3)

1. Low cost to operate. Cost of living is great. Good one-on-one access to the IDA. Virginia International Raceway (VIR) is a main locational factor.
2. Lower cost of living, better quality of life, good family environment. South Hill seeks to find ways to accommodate businesses. More aggressive than the county. Convenient to major metropolitan areas. Transportation system.
3. Not a highly regulated state. Readily available land. Localities welcome businesses. Easy to get going. Less NIMBY and permitting regulations.
4. Rural area to hire motivated workforce. Lower cost overhead and wages.
5. Have a diverse economy - IT, advanced manufacturing, small business, startup programs, good tax structure, open minded Board in working with businesses.
6. 58/85, ports, airports, beach, mountains. Cost of living, work ethic, culture, safe trainable. We train our own people for the textiles industry. Need a HS degree and a good work ethic. Here is a labor pool now as opposed to five years ago.
7. Great, friendly, people who learn quick. Provide good customer support. Recreational opportunities – the lake.
8. Low cost of land compared to other areas. Quality of life is high. Proximity to major urban centers. Good transportation routes. Workforce has a strong work ethic, but need more preparation.
9. Proximity to Norfolk. Transportation network – 58 (Port of Norfolk) 85/95. Land for mega industrial sites. Labor force – supply is good, but more skilled labor is needed.

10. Low cost to operate. Labor costs are lower. Natural resources are more abundant (wood). Proximity to markets (1day drive). Area has a skilled workforce, good work ethic. Educational centers focused on the workforce (Danville Community College, Southside VA Community College, Southern VA Higher Ed Center – Work Force Training Center of Excellence - \$2M grant Tobacco Commission – 75 welders, 75 precision engineers, 75 certified mechatronics). Mid-Atlantic Broadband Communities Corporation (MBCVA.com) broadband is available and strong, good transportation system.
 11. Largest employer in Halifax (1300). 125 doctors (small industry). Virginia is a great state to live and work. Right to work state. Southern Virginia is close to DC, Richmond, Raleigh, good higher education, lower labor costs, low taxes, solid blue collar region. Smart, industrious work force. Quality of life, low crime, good people. Big piece of the puzzle instead of a small piece. Good transportation network.
 12. Beautiful area, moderate cost of living, good workforce. Rich history, cultural programs, natural environment. Education is getting better.
 13. None that are easily apparent. Labor is higher than other company locations in the south. Accessibility to the railroad was a major driver. Labor pool is available.
5. What are a few challenges of operating a business in this region? (try to get 3)
1. Skilled workforce is most difficult challenge – engineering, trades – welders, assembly technicians. Distance to work (hour +). Access to suppliers (nuts, bolts, more complex) – supply chain (90+ minutes to access). More likeminded businesses would draw the suppliers.
 2. Trying to recruit healthcare professionals that want to live and stay in a rural environment. Payer mix is a challenge (Medicare/Medicaid). Community colleges have been helpful to the extent they can. Education system (school board) needs to get their act together. Board of Supervisors will need to fund newer schools.
 3. Retention of labor. Material handler to technical maintenance to dispatch. Wide variety of positions. Percentage of population on public assistance are not a viable part of the labor force. Leakage of high school population to colleges and other areas. Labor pool is within a 30 mile radius.
 4. Limited skillset. Need more training in a skill. Welding, carpentry, electrician. Schools need those programs. Need an adjunct position to perform training at various high schools.
 5. Biggest challenge is a trained workforce. Laid off workers need a skill, but for what? Chicken and egg. Programs for welding, industrial maintenance, other programs for identified jobs that will be available. Need available buildings, have tons of land. Shell building with Tobacco money in joint industrial park with Brunswick County. Brunswick isn't happy about being a partner (\$\$).
 6. Attracting people willing to locate in the area. One-on-one contact is the most effective. Build a sense of trust and promote the area. Professional applicants are the toughest.
 7. Training. Need more technical skills. Need to have a good community – schools, housing, shopping.
 8. Workforce development. Limited infrastructure – water, sewer, natural gas. There aren't any other major disadvantages. Diversifying the economy.
 9. Need skilled positions at times and that is difficult to recruit within the area. How to attract someone to a rural area from an urban area? Drive time takes the better part of a day round trip for recruiting (Raleigh/Richmond).

10. Aging workforce. Quality of life issues to attract young professionals. Workforce education needs to be emphasized as equal to a four year degree. Manufacturing is no longer the Four D's (Dark, Dirty, Dangerous, Deadend). Educating emerging workforce in the opportunities and value of the work.
11. Trained, trainable workforce. Capable workforce. Availability of natural resources and infrastructure (water, timber, transportation, fiber). Population base and product to market. Cost of business. Cultural activities, education important to recruiting.
12. Education system is a continuing challenge. Funding cuts. There is a movement toward workforce training education programs. Microsoft is a major influence with their data center. Community colleges are responding to need for worker training. Education and training.
13. Availability of employment at higher wages. Many people commute long distances for higher wages. Open positions are difficult to fill due to higher wages in Raleigh/Durham and Lynchburg.

6. What are some key trends affecting the regional economy?

1. Workforce affects many industries. Example, engineers are needed with no training program within a 100 mile radius. Attract from out of state to fill positions. Across positions – accountants, machinists, mechanical engineers, welders, fabricators, sales/marketing.
2. Positive indications. Microsoft. VCU affiliation will increase high paying, skilled jobs.
3. Cultural entitlements. The economy is rebuilding slowly. Unemployment is still high. Need more jobs.
4. Microsoft, VCU hospital, community colleges.
5. Folks are coming out of being scared of making big moves. Regional economic development groups (Southern Virginia Regional Alliance, Gateway Region, Region 2000, Virginia's Growth Alliance) have more money and a larger voice to attract industries to the area. Community hospital has partnered with VCU to build a larger hospital. Microsoft in Mecklenburg, Dominion in Brunswick – major employers.
6. VCU Community Memorial Hospital will have a huge impact on the local economy and quality of life. Break ground in July (open in 2 years). Microsoft is located in Boydton. Great PR. Doesn't help local people with jobs though (up to 120 people). School system is good and no worse than most other places. Quality of teaching is good.
7. High speed internet is now available. Lack of good jobs for college graduates forces youth to leave the area.
8. Microsoft and Dominion Power. Transition from agricultural to a more industrial/business economy. Any locality has to continue to bring in new commercial and industrial activity.
9. Utilization of DSL lines for data center. Dominion Power in Brunswick good for infrastructure.
10. Losing younger workforce (decline in population with an increase in age), aging transportation infrastructure needs to be maintained, water and sewer infrastructure should be maintained and expanded (targeted expansion), unfunded mandates increase local costs and decrease competitiveness.
11. Perception of not having a "world class" K-12 system is a challenge. Limited private school options in region. In recruiting, promote the advantages over the disadvantages. Brain drain. Great place to raise family, but hard to keep children in area.

12. The whole area has lagged behind since the recession in income levels and employment. Economic development is a difficult area to focus on due to the length of time it takes to make an impact. Infrastructure development seems to be stagnant or holding steady, but not expanding as it should. The tobacco money did make an impact, but now it has leveled off.
13. Wage inequity. Lack of technical competencies.

7. What should be the vision for the region?

1. Halifax/South Boston area. Likeminded businesses to grow the automotive cluster. Strengthen the supply chains.
2. We should help grow it. Re-attract the industries that used to be in the area.
3. Attract sustainable industries to build housing and other infrastructure to improve quality of life and retain workforce and prevent population leakage. Service jobs are not sustainable alone.
4. Focus on the younger generation – geared toward education. Developing a skillset.
5. Keep the business base diverse for sustainability. Advanced manufacturing, IT and spin-offs of data centers.
6. We have to stand out among the other counties in Virginia.
7. Lot of growth potential in the technology sector. High speed will draw in new business. Tourism is another great opportunity – the lake.
8. Diversifying the economy.
9. Joint vision on recruiting businesses. Collaboration, then competition. Get the businesses interested in the area and then fight over it.
10. We should be the location of choice for advanced manufacturers, and a young and skilled workforce.
11. Create an environment in the region to attract progressive industry and commerce to locate and build a business.
12. Match the needs of the companies with the area's workforce, cluster and gap analysis, and areas that can drive growth. Healthcare, manufacturing, food service, technology are major employers. Mini-research triangle park for biomed. Building a foundation for the next generation.
13. Bring in more businesses, jobs, and higher wages.

8. What are three goals that could help achieve that vision?

1. Marketing by the IDA/others to promote the industry. Drop territory among Chambers, IDA, other entities to unify the message. Market what resources are available to existing industries.
2. Infrastructure is critical. Communications is vital. Transportation exists. Need better access to rail. Developing a viable workforce so you have a base to train.
3. PDC helps to support infrastructure. Roanoke River Service Authority (water supply). Area needs to bid for businesses. What infrastructure is needed for a particular business? Incentives work to reduce a company's capital investment. Available land, setbacks, raw materials supply, and close to consumer market.
4. Need to expand the diversity within the high school and offer more programs. Community colleges need more programs (have truck driving, but not HVAC for example). Workforce development needs to continue to strengthen and extend into the high schools. Need to be able to provide technical experience to develop the workforce.

5. Work with schools to prepare them for post-secondary education. Advanced manufacturing with training programs to focus on that industry. Better direct marketing efforts to targeted industries. Tourism industry has great potential. Quality of life and economic impacts.
 6. Number of contacts made are important (land 2 out of 100 for example). Need to be in front with businesses, political figures, relevant agencies. Video of South Hill is at the Welcome Center at the state line. Need to identify who the masses are that need to be targeted to promote the area (90 seconds to wet the appetite). Businesses in Pulaski and Wytheville seem to have a pipeline.
 7. Need to advertise lake amenities better, have a swimming area, increase the infrastructure. With technology you need the skilled labor force. Need to advertise more. Promote the area to tech companies and tourism.
 8. Attract technological industries. Keep up with technological advancements and trends. Power plant uses new technologies for example. Workforce that is trained in the needed technologies. Identify the industrial activities that might be a good fit for the area. Match industries to existing job skills.
 9. Each locality needs to work with one entity to help recruit and then it can hand off to individual localities. Target whole industry segments (technology-based companies, data, manufacturing, agriculture based, etc.). Compete at national, state, and regional for industries (e.g., Mexican firm growing tomatoes in SW for example. Why not Southside)?
 10. Land (infrastructure and available sites), labor (middle skilled workers), capital (fed, state, local targeted toward attracting workforce – should be locality driven). 10-25% gap in financing is common (Valley of Death – last R & D dollars needed). SBIR program 2% mandate for company startups (\$150k awards ph1, \$1M ph2). One year gap between phases experience a gap in financing to continue. Financing that gap would strengthen the success of the program.
 11. Culture of success and progressive attitude. Can be our own worst enemy in terms of perception. Winning attitude. Continue to focus on K-12 and vocational education along with higher education. Ensure the region is competitive in terms of the number and quality of workforce. More regional approach to economic development. Attract industry to the region collaboratively rather than individually. Southern Virginia working as one emphasizes the strengths for businesses of the area.
 12. Public incentives. Target specific industries. Expand infrastructure to support the key industries. Recruit new companies and retain the young workforce.
 13. Not sure.
9. Are there local regulations that you have had issues with in the past (or currently)?
1. Not in the region.
 2. No, but business capital tax (machinery & tools) is an issue. Other ways are more effective. County response was immediately no – we need that tax. Staff is the main barrier.
 3. Brunswick is a little bit slow. Sussex County is difficult. Other places are overly regulated. Localities need a punch list of items that will be needed to streamline the process.
 4. No.
 5. No.

6. No. In 12 years, only two cases of potential expansion in joint cooperation with the County and the Town. High marks for their support of businesses. Very aggressive in attracting businesses (50 jobs). Politics between the Town and the County are unnecessary at times. Better when they cooperate.
 7. Pay town and county taxes is burdensome.
 8. No. Very progressive and hands on.
 9. No, not really.
 10. Not local, but federal such as the Army Corps of Engineers (5-10 years). Local political trends is not always helpful.
 11. No. One of our advantages. Politics fluctuate, but no more than elsewhere. Good regulatory environment.
 12. Nothing with any impact. Most of work is within rights-of-way (VDOT and major utilities).
 13. No.
10. Are there observations that have been made by other businesses that you are aware of where the County (locality) could be more accommodating?
1. No.
 2. Be more open minded. Good job with fiber and other infrastructure.
 3. Not recently. In past years, the Economic Development Office wasn't a good facilitator. Everything was up to the Board. Counties should be more accommodating.
 4. No.
 5. No.
 6. Absolutely not.
 7. Not really.
 8. No.
 9. Not that I'm aware of, no.
 10. No. Internationally based businesses are more used to an integrated public-private workforce training continuum. ABB makes transformers and are an example of this success.
 11. No. One of the advantages of the area. Competitive and cooperative.
 12. No. The County is very accommodating. Exploring the feasibility of a datacenter and working with the IDA.
 13. No.
11. How else can the region be more competitive?
1. Unified approach to promote a skilled workforce supply and supply chain.
 2. Get out more and do some innovative recruiting. Hospital offered to pay for the ED people to go to a manufacturing conference. "Can't do that." Need to be more open and willing. You are competing against the nation.
 3. Need to be more aggressive in seeking commerce. Southern Virginia is competing with the rest of the country.
 4. Workforce developed and tourism as backdrop. Basic infrastructure is in place for what is needed.
 5. Take a few more risks to entice businesses to the area.

6. Face-to-face contact is more effective than general communication. Some common comments are Starbucks, Dicks, a shopping mall, movie theater, but those things come with major employers and more population. Rail may be an area to explore, but not a major point of emphasis.
7. Frisco, TX is a good example of regional cooperation that has been successful.
8. Looking at solar technologies as an example. We are very creative and use every tool in the toolbox. Very progressive.
9. Accentuate the positives – quality of life, activities, education. Shine where we can.
10. Land, labor and capital.
11. Tobacco Commission has been helpful. High speed fiber (\$100M) was good. It's about choices. Emphasize strengths-land, buildings, education, training, transportation, infrastructure. Whole package to compete.
12. Education, healthcare, culture.
13. Bringing younger people into the county and the region.

12. How can the County (locality) best help businesses?

1. IDA has helped support and past grants. The Halifax Chamber of Commerce could be more involved. Their orientation seems to be more social than business.
2. Need to work on maintaining the Enterprise Zones. Keep land costs lower. Being proactive and looking for incentives that work or haven't been thought of before (temp waiver of the M & T Tax.
3. Be ready, willing and able. Not prepared up front for the walk-in company to locate. Need more incentives. That's where Southern Virginia is missing the boat.
4. Mecklenburg has a pretty activated tourism developer which helps bring people into the area. Seems like a good trend.
5. Be a little less averse. Do a good job now though. Very supportive. Businesses seem happy with County support.
6. They visit annually and do a good job of support. They are there if you need them.
7. The county and town had a partnership built a shell building and then it was lease purchased for 10 years with an option to purchase. Great incentive. Very helpful.
8. One of the most important things is making sure the infrastructure is in place. Water, sewer, natural gas. Major effort to expand natural gas infrastructure. Lateral from the TransCo line to the Dominion plant should help Mecklenburg, and Brunswick Counties (Tobacco Commission funds).
9. Provide funding information to companies so that if a company is expanding or training a workforce, then they are aware of those opportunities.
10. All localities should bear in mind that the business tax structure offsets the property tax structure. Expanding the business base helps keep services for all citizens. A diverse and vibrant business community make the difference.
11. Generally functional government. Current politics can be a barrier. Urban areas are Halifax and South Boston, but many residents are rural and own land and taxes are an issue to improving community infrastructure, education, etc. Land rich but cash poor so higher taxes are an issue. Economic development can help diffuse that tax burden from the property owners.
12. Incentives that are partnership based, not giveaways. Identify who the other regional competitors are. Marketing the region. Follow through on contacts. Gosova.com
13. No sure. Board should permit more businesses. Vacant industrial land (off of 58).

13. Do you have any other economic development related issues?

1. No. Similar small business challenges – access to banking/capital is a challenge. Company is foreign owned and chose Southside VA over staying in Canada or other locations.
2. No.
3. No. The PDC does a really good job at moving the ball forward once they are involved. The smaller offices – ED, building permitting, planning – are less prepared.
4. No.
5. No.
6. Welcome the outsiders, aggressive, accept challenges. Culture of support and openness. In same industrial park off 58.
7. No.
8. No.
9. No.
10. As a follow-up to the CEDS draft. Not now.
11. Rural communities with a more progressive economic development approach have an advantage. Once you fall behind, it is difficult to catch, Southern Virginia is competitive.
12. Covered a lot of information.
13. No.

CEDS Strategy Committee
March 4, 2015

Meeting Notes

The Comprehensive Economic Development Strategy (CEDS) Committee convened at noon on March 4, 2015 to review the 2015 CEDS draft report. The Committee received a presentation by the Southside Planning District Commission (SPDC) consultant – The Berkley Group.

The presentation highlighted the Economic Development Administration's (EDA) guidelines for the CEDS process and report. The CEDS process was reviewed along with the results of surveys that were conducted with business stakeholders throughout the planning district. The resulting vision and goals were also discussed with the Committee.

Recommendations from committee members include expanding the vision to not hone so narrowly on one or two economic segments. The Committee agreed with the goals that were presented dealing with land, labor, and capital, but suggested exchanging the term "labor" with "people" to better convey the importance of student in the public schools as well as the existing labor force. They suggested that tourism and other recreational (quality of life) amenities should be emphasized with the land goal. They further suggested that in addition to skilled workforce development, having a multifaceted educational program for students was essential.

The Committee discussed the public school systems in the region extensively and agreed that more capital investment needs to occur in all of the school systems. Improvements in academic Standards of Learning (SOLs), workforce educational development, and overall graduation attainment were measurements that were emphasized. The Committee stated that the quality of teachers is not in dispute, rather how to most effectively improve the financial support of each of the three public school systems, and how to productively engage each School Board and Board of Supervisors.

The CEDS Committee also approved of the three recommended focus areas for the implementation strategies – recruitment and retention, training, and funding. They did suggest that the term "funding" be changed to "investing" to better convey the intent of the recommended expenditures.

Finally, the Committee affirmed the process and direction of the project and agreed that the creation of a website (tentatively www.sovaeconomy.com) would help more effectively communicate the CEDS throughout the region and beyond. The agreed the appropriate term for the region was Southern Virginia and suggested the SPDC consider altering their name accordingly.

The Committee's next meeting to review the final CEDS draft will be on Wednesday, April 1st at noon.

CEDS Strategy Committee
April 1, 2015

Meeting Notes

The Comprehensive Economic Development Strategy (CEDS) Committee convened at noon on April 1, 2015 to review the 2015 CEDS revised report. The Committee discussed recommended improvements to the proposed vision. The also discussed the proposed goals and the strategy focus areas.

The Committee recommended sending a link to the revised report to all the stakeholder interviewees inviting their additional input during the 30 day comment period. They suggested emphasizing the region's rural heritage by promoting land use conservation techniques such as easements, land use assessment, Ag/Forestal Districts, and other methods.

In discussing the Performance Measurement Dashboard, the Committee suggested footnoting the indicators to explain the purpose behind each one. They also agreed that the three counties should not be singled out for any category, but the measure should reflect all three and be a goal accordingly. It was understood that some counties and localities would perform better in some categories, maybe even exceeding the set goal for the region.

The proximity to the universities in the regions such as Raleigh-Durham and the Research Triangle, Lynchburg, Richmond, and Virginia Beach should also be emphasized in the report. The individual action strategies were reviewed as well, and modifications were made to them as appropriate during the meeting.

Finally, the Committee agreed the CEDS website (www.sovaeconomy.com) would more effectively communicate the CEDS throughout the region. The website should be ready for launch by the April 23rd Board meeting.

The revised report will be sent for review and approval to the Southside PDC Executive Board meeting and full Commission meeting on April 23, 2015.

South Hill Enterprise

PROOF OF PUBLICATION

**Notice of Opportunity for Public
Comment 2015 Annual Update of the
Regional Comprehensive Economic
Development Strategy (CEDS)
Southside Planning District**

Notice is hereby given that the public is extended an opportunity to review, read, and comment on the proposed 2015 Annual Update of the CEDS Report. The public comment period will be in effect for no fewer than 30 days from the publication of this notice. An official Public Hearing on the Annual Report will be at the April 23rd, 2015 meeting of the Southside Planning District Commission (SPDC) at 7:30 p.m. at the Commission Office located at 200 S. Mecklenburg Avenue, South Hill, VA 23970. This Public Hearing will be duly advertised in accordance with applicable laws. If you would like to view, request, or seek further information on the Draft document, contact Gail Moody at the SPDC, 434.447.7101, or e-mail at gmoody@southsidepdc.org. Hearing impaired persons may dial 711 for access. View the draft CEDS document at <http://southsidepdc.org> (WO3/18c

This is to certify that the order of publication hereto attached was published in The South Hill Enterprise, a newspaper covering Mecklenburg and Brunswick Counties with an office in South Hill, Virginia and having a Wednesday and Sunday publication per week. This is to certify that the above notice ran 1 publication(s) beginning with publication date

March 18, 2015

and ending with publication date

March 18, 2015

TOTAL COST \$67.13


Randy Velvin
General Manager

Commonwealth of Virginia - City/ County of SOUTH HILL / MECKLENBURG COUNTY

Sworn and subscribed before me this 23 th day of March, 20 15

Signature of Notary Public: Barbara D. Arthur

Notary Registration Number : 7572674

My Commission Expires: January 31, 2017





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Notice of Opportunity for Public Comment
2015 Annual Update of the Regional Comprehensive Economic Development Strategy (CEDS)
Southside Planning District

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Southside Planning District Commission
Active Projects List 4/26/2016

Project	Project Description	Applicant	Project Total Cost	Funding Summary - From Grants Loans							
				Agency	M Y	Submit Date	Amount Requested	Status	Amount Approved	Completion Date	Done ?
Brunswick County											
Alvis Road Housing Rehabilitation Project	Project activities include evaluating housing conditions for 73 homes and structures on/near Alvis Road in Brunswick County for consideration of a Community Development Block Grant.	Brunswick County	\$30,000	DHCD-PG		3/25/2015	\$30,000	Approved	\$30,000	6/30/2017	<input type="checkbox"/>
Brodnax Depot Renovation Project	Funds used to purchase and renovate the vacant railroad Depot located in downtown Brodnax to serve as a Trailhead and Visitor’s Center to support the Tobacco Heritage Trail (THT). Funds will also be used for the purchase of bikes and racks to facilitate the opening of a bike rental business that will be owned, operated and maintained by the Town of Brodnax. This effort is expected to result in increased visitor use of the THT and increased visitor spending and tax revenue for the region. A total of 20 jobs will be created to provide services to trail visitors.	Brodnax	\$438,275	TICR-ECDEV		10/10/2014	\$129,383	Approved	\$121,030	10/14/2017	<input type="checkbox"/>
				MAP-21		11/1/2014	\$306,348	Denied			<input checked="" type="checkbox"/>
				MAP-21		10/28/2015	\$315,245	Pending			<input type="checkbox"/>
Brodnax Water System Improvement Project	Funds used to improve the Town’s antiquated and inefficient water distribution system benefiting both in-town and out-of-town water customers. The project will benefit 59% LMI households and 53% LMI persons.	Brodnax	\$1,501,700	RD-SEARCH		7/31/2014	\$30,000	Approved	\$30,000	2/1/2015	<input checked="" type="checkbox"/>
				DHCD-CDBG		3/1/2015	\$1,000,000	Approved	\$1,000,000	9/1/2017	<input type="checkbox"/>
				RD		4/1/2015	\$517,959	Approved	\$501,700	9/1/2017	<input type="checkbox"/>
Brunswick Byways Visitors & Interpretive Center	Plan & construct a comprehensive tourist welcome center/visitors center with interpretive exhibits, maps, brochures and restroom amenities at a facility on Christanna Highway to serve Virginia Byways 46 and State Route 626/903.	Brunswick County	\$1,293,296	TEA-21		12/1/2009	\$417,575	Denied	\$0		<input checked="" type="checkbox"/>
				FHA-NSBP		3/1/2010	\$638,479	Approved	\$638,479	6/1/2017	<input type="checkbox"/>
				RD		8/1/2010	\$50,000	Withdrawn	\$0		<input checked="" type="checkbox"/>
				TICR-ECDEV		8/1/2010	\$458,375	Approved	\$458,375	6/1/2017	<input type="checkbox"/>
Brunswick Tourism Signage Initiative	The County of Brunswick will install 23 directional signs for the Brunswick Byways Visitors Center and four (4) directional signs for Fort Christanna.	Brunswick County	\$78,275	TICR-ECDEV		3/1/2016	\$78,275	Pending			<input type="checkbox"/>
Flat Rock Road Housing Rehabilitation Project	Project funds will be utilized to improve the Flat Rock Road community as follows: Rehabilitate 17 owner-occupied LMI units, substantially reconstruct 3 owner-occupied LMI units, rehabilitate 3 investor-owned LMI units and demolish 6 dilapidated, vacant units.	Brunswick County	\$964,113	DHCD-PG		1/6/2015	\$30,000	Denied			<input checked="" type="checkbox"/>
				DHCD-CDBG		3/25/2015	\$1,000,000	Denied			<input checked="" type="checkbox"/>
				DHCD-CDBG		3/23/2016	\$956,088	Pending			<input type="checkbox"/>
Lawrenceville Downtown Improvement Project	Project activities included façade improvements to downtown buildings; site improvements around Truck St in the square formed by Main, New Hicks, Sharp, and E. Church Streets; acquisition of the vacant Peebles building for resale; and development of a downtown website for marketing & public information.	Lawrenceville	\$981,314	DHCD-PG		2/1/2007	\$35,000	Approved	\$35,000		<input checked="" type="checkbox"/>
				DHCD-CDBG		4/1/2009	\$918,045	Denied	\$0		<input checked="" type="checkbox"/>
				DHCD-CDBG		3/1/2010	\$738,700	Approved	\$738,700	6/30/2016	<input type="checkbox"/>

Project	Project Description	Applicant	Project Total Cost	Funding Summary - From Grants Loans							
				Agency	M Y	Submit Date	Amount Requested	Status	Amount Approved	Completion Date	Done ?
Lawrenceville Downtown Revitalization Project, Phase II	Phase II will provide funding to relocate overhead utilities and to install street lighting at the beginning of the trailhead on South Street continuing to New Street.	Lawrenceville	\$610,663	TEA-21		11/1/2011	\$457,975	Approved	\$457,975	8/1/2017	<input type="checkbox"/>
North Main Street Project	Project funds will be used to rebuild the existing sidewalks located along both sides of North Main Street from the Railroad Street Bridge to Hicks Street and to install underground service to 13 new decorative streetlamps with LED fixtures. This project will also replace the existing sidewalks that provide dangerous sidewalk transitions.	Lawrenceville	\$384,283	MAP-21		10/27/2015	\$307,426	Pending			<input type="checkbox"/>
THT Turntable Park & Outdoor Center	Funds used to assist Lawrenceville with renovations to the Southern States building. Renovations are to retrofit buildings to an Outdoor Center, which will be used in conjunction with the THT. Engineering, design & environmental assessment services for a site to serve as a trailhead facility and an "Outdoor Center" to provide bike livery and other trail support businesses to serve the Tobacco Heritage Trail.	Lawrenceville	\$485,920	DHCD-CDBG		3/1/2010	\$200,000	Approved	\$200,000	10/29/2015	<input checked="" type="checkbox"/>
				TICR-ECDEV		3/1/2010	\$205,920	Approved	\$205,920	4/30/2015	<input checked="" type="checkbox"/>
				DHCD-IRF		12/1/2012	\$210,000	Denied	\$0		<input checked="" type="checkbox"/>
Town of Alberta - Tobacco Heritage Trail - Virginia Line	Design and Construction of Virginia Line from Town of Alberta to Danielstown, totaling 5.2 miles, Phase I - Design/Engineer entire project area 5.2 miles and construct 0.6 miles fo trail, from eastern termini at the Southeast High Spead Rail Corridor to Alberta School Park and existing train water tower.	Alberta	\$416,261	TICR-ECDEV		10/10/2014	\$205,211	Denied			<input checked="" type="checkbox"/>
				MAP-21		11/1/2014	\$416,261	Approved	\$211,250	12/31/2016	<input type="checkbox"/>
				TICR-ECDEV		3/1/2016	\$205,011	Pending			<input type="checkbox"/>
Halifax County											
Banister Lake Boat Ramp Project - Southern VA Wild Blueway Project	The Town of Halifax has received DGIF and TICR-ED funds and is now seeking funding from National Fish & Wildlife Foundation & Wells Fargo's Environmental Solutions for Communities, in order to rehabilitate the existing boat ramp at Banister Lake, and add a new canoe/kayak hand launch. It is in need of significant repairs, upgrades and enhancements in order to successfully promote EcoTourism in the region. This project will serve as Phase I of a Multi-Phase process of constructing 3 Put-Ins/Take-Out Canoe/Kayak Facilities listed in Roanoke River Bason Association - Upper Reach Blueways Master Plan.	Halifax	\$274,000	DGIF		10/1/2014	\$100,500	Approved	\$90,000	11/1/2016	<input type="checkbox"/>
				TICR-ECDEV		10/7/2015	\$133,000	Approved	\$78,800	11/1/2016	<input type="checkbox"/>
				NFWF		12/10/2015	\$62,200	Pending			<input type="checkbox"/>
				DES		3/1/2016	\$62,200	Approved	\$10,000	11/1/2016	<input type="checkbox"/>
Banister River Gateway Project	Past gateway improvements included bridge streetlights and the design and retrofit of the temporary Banister Bridge entrance site as a wayside with river access. The Town of Halifax is now requesting additional MAP-21 funds from VDOT to finish the last phase of the project. Funds will be used to design, fabricate, purchase and install interpretive/historical signage.	Halifax	\$862,821	TEA-21		11/1/2008	\$204,892	Approved	\$60,000		<input checked="" type="checkbox"/>
				TEA-21		12/1/2009	\$137,932	Denied			<input checked="" type="checkbox"/>
				TEA-21		12/1/2010	\$237,964	Denied			<input checked="" type="checkbox"/>
				TEA-21		11/1/2011	\$461,164	Approved	\$461,164	7/1/2015	<input checked="" type="checkbox"/>
				MAP-21		11/1/2015	\$232,931	Pending			<input type="checkbox"/>
John Randolph Hotel Redevelopment Project	Grant funds combined with South Boston IDA funds will be used for the acquisition of the vacant deteriorating John Randolph Hotel located in the downtown South Boston Historic District in an effort to implement plans for stabilization and renovation. The proposed end use is that the structure be redeveloped to a 72-room boutique hotel, restaurant, and gift shop.	South Boston IDA	\$225,000	DHCD-IRF		9/26/2012	\$100,000	Approved	\$100,000	12/15/2016	<input type="checkbox"/>

Project	Project Description	Applicant	Project Total Cost	Funding Summary - From Grants Loans							
				Agency	M Y	Submit Date	Amount Requested	Status	Amount Approved	Completion Date	Done ?
South Boston Master Development Plan Project	Funds will be used to conduct a downtown master plan in support of the John Randolph Hotel Project and the development of an arts and entertainment district in downtown.	South Boston	\$30,000	VTC		7/1/2013	\$10,000	Approved	\$10,000	6/1/2015	<input checked="" type="checkbox"/>
				DHCD-PG		7/1/2013	\$20,000	Approved	\$20,000	6/30/2016	<input type="checkbox"/>
South Boston Riverdale Gateway/Blueways Access	Installation of new Canoe/Kayak Launch and Boat Ramp, at the Riverdale Gateway, to include Blueway/Educational Signage. Phase I in a Public Open Spaces Initiative.	South Boston	\$309,500	NCCF-DWF		4/13/2016	\$100,000	Pending			<input type="checkbox"/>
South Boston Washington Coleman Housing Improvement Project	Funds used to assist Town of South Boston with housing rehabilitation or substantial reconstruction of fourteen (14) single family dwellings, two (2) of which will be first-time homeowners, and demolition of four (4) blighted structures benefitting a total of 36 LMI persons. This was funded as a multi-year project.	South Boston	\$1,059,800	DHCD-PG		9/11/2012	\$30,000	Approved	\$30,000	6/30/2013	<input checked="" type="checkbox"/>
				DHCD-CDBG	1	3/27/2013	\$600,000	Approved	\$600,000	5/7/2016	<input type="checkbox"/>
				DHCD-CDBG	2	3/27/2013	\$400,000	Approved	\$400,000	5/7/2017	<input type="checkbox"/>
Tobacco Heritage Trail Extension - Phase I	Halifax County is seeking VDOT MAP-21 funds for Phase I of a three-phase project. This first phase includes the design of a full three (3) miles of trail as well as the construction of 1.6 miles from the current termini of THT at Berry Hill Plantation and end at Mirey Creek.	Halifax County	\$428,000	MAP-21		11/1/2015	\$342,400	Pending			<input type="checkbox"/>
				TICR-ECDEV		3/1/2016	\$200,000	Pending			<input type="checkbox"/>
Mecklenburg County											
Boyd Honda Redevelopment Project	The Town of South Hill received \$20,000 from the VHDA to complete a Feasibility Study to identify potential resources for the parcel formerly known as the Boyd Honda Car Dealership and car lot for which will support revitalization and mixed use/mixed income. The Town is now requesting \$425,000 from DHCD to acquire the former Boyd Honda Dealership for the complete re-use of the structure.	South Hill	\$1,514,388	VHDA		8/21/2014	\$20,000	Approved	\$20,000	3/22/2016	<input checked="" type="checkbox"/>
				DHCD-IRF		10/1/2015	\$425,000	Denied			<input checked="" type="checkbox"/>
Boydton Industrial Park Expansion Project - May 2014 Expansion	The County purchased an additional 181.37 acres to expand the Industrial Park for future development. TICR and local funds will be used to mitigate .23 acres of impacted wetlands and 4,297 linear feet of impacted stream to accommodate the proposed expanded build-out of the Park. Project also includes engineering design/inspection and construction to upgrade water mains and tanks to serve Microsoft, the sole tenant of the Park.	Mecklenburg County	\$1,920,150	TICR		10/11/2013	\$596,388	Approved	\$596,388	7/1/2016	<input type="checkbox"/>
				TICR		4/15/2014	\$1,286,500	Approved	\$1,286,500	7/1/2016	<input type="checkbox"/>
Boydton Wastewater Improvement Project	The Town of Boydton currently operates a wastewater treatment plant (WWTP) that is in need of upgrades due to the expanding Microsoft Data Center, the development of the proposed Heavy Industrial Site at the location of the demolished Virginia Department of Corrections Mecklenburg Maximum Security Facility, and other light commercial growth. Approximately 4,100 LF of new 10" PVC gravity sewer must be installed parallel to the existing 8" sewer from Microsoft to the WWTP.	Boydton	\$3,878,514	EDA		12/12/2014	\$1,939,257	Approved	\$1,939,257	9/1/2017	<input type="checkbox"/>
Chase City Washington Street Community Improvement Project	Project activities include 1)rehab of 19 homes 2) substantial reconstruction of 7 homes, 3) demolition of 2 vacant commercial and 4 vacant residential structures, and 4) storm drainage improvements. Survey results revealed that the project will benefit a total of 73 persons, of which 64 (88%) are LMI.	Chase City	\$995,680	DHCD-PG		6/1/2011	\$25,000	Approved	\$25,000		<input checked="" type="checkbox"/>
				DHCD-CDBG		3/30/2013	\$968,250	Approved	\$968,250	9/30/2016	<input type="checkbox"/>

Project	Project Description	Applicant	Project Total Cost	Funding Summary - From Grants Loans							
				Agency	M Y	Submit Date	Amount Requested	Status	Amount Approved	Completion Date	Done ?
Chase City West 3rd Street Community Improvement Project	Housing and infrastructure improvements to 21 housing units benefitting a total of 57 LMI persons.	Chase City	\$1,260,287	DHCD-PG		5/10/2010	\$25,000	Approved	\$25,000		<input checked="" type="checkbox"/>
				DHCD-CDBG		3/11/2011	\$1,223,073	Denied	\$0		<input checked="" type="checkbox"/>
				DHCD-CDBG		3/1/2012	\$1,000,000	Approved	\$1,000,000	5/15/2016	<input type="checkbox"/>
Clarksville Burlington Brownfield Project	The Town of Clarksville will use Virginia Brownfield Assessment Funds (VBAF) from the Department of Environmental Quality to complete Phase I and/or Phase II site assessments on the former Burlington Industries Textile property.	Clarksville	\$225,673	DEQ		8/31/2015	\$50,000	Approved	\$50,000	8/31/2016	<input type="checkbox"/>
Clarksville Sewer System Improvement Project	The study will produce a PER and Environmental Report to address wastewater needs in the town area. Project will address multiple deficiencies associated with the sewer system.	Clarksville	\$2,390,150	RD-PG		6/9/2009	\$25,000	Approved	\$25,000		<input checked="" type="checkbox"/>
				RD-CONS		5/1/2010	\$2,356,150	Approved	\$2,356,150	12/2/2016	<input type="checkbox"/>
Clarksville Southwest Downtown Community Improvement Project - Phase II	Funds will be used to rehabilitate 12 LMI (7 in MY-1 and 5 in MY-2) homes benefiting 26 LMI people; implement on-site and off-site storm drainage improvements; replacement of an old antiquated sewer line and laterals, improve the 7th Street Pump Station, and construct new sidewalks, an overall 80% benefit to LMI persons. This project was funded as a multi-year project.	Clarksville	\$30,000	DHCD-PG		5/1/2012	\$30,000	Approved	\$30,000	6/30/2014	<input checked="" type="checkbox"/>
				DHCD-CDBG	1	3/26/2014	\$700,000	Approved	\$700,000	10/30/2017	<input type="checkbox"/>
				DHCD-CDBG	2	3/26/2014	\$537,020	Pending			<input type="checkbox"/>
Highway 49 Skipwith Housing Rehabilitation Project	Project activities include rehabilitation of 2 owner-occupied LMI units, rehabilitation of 5 investor-owned LMI units, substantial reconstruction of 7 owner-occupied LMI units, demolition of 4 dilapidated, vacant units, and removal of unsightly debris and trash throughout the neighborhood. Two additional owner-occupied LMI homes will be substantially reconstructed through the Indoor Plumbing Rehabilitation Program and credited as local leverage.	Mecklenburg County	\$1,209,422	DHCD-PG		1/15/2015	\$30,000	Approved	\$15,000	6/30/2016	<input type="checkbox"/>
				DHCD-CDBG		3/25/2015	\$999,919	Denied			<input checked="" type="checkbox"/>
				DHCD-CDBG		3/23/2016	\$999,997	Pending			<input type="checkbox"/>
Highway 92 Boydton Housing Rehabilitation Project	Project activities include evaluating housing conditions of approximately 57 residential units along Highway 92, Boydton in Mecklenburg County for consideration of a Community Development Block Grant.	Mecklenburg County	\$30,000	DHCD-PG		3/18/2015	\$30,000	Withdrawn			<input checked="" type="checkbox"/>
Hillcrest Industrial Park - Tunstall Drive Realignment Project	Realignment of Tunstall Drive for business traffic to safely enter and exit Hillcrest Industrial Park.	South Hill	\$126,754	TICR-ECDEV		3/15/2016	\$625,377	Pending			<input type="checkbox"/>
La Crosse High Street Housing Improvement Project	Housing rehabilitation in the High Street area of La Crosse. Project funds will be utilized to rehab four owner-occupied units and 14 tenant-occupied units and demolish one vacant residence, benefitting 36 LMI persons. Funds will also be used to install new sewer line, pave and widen 700' of roadway, repair/install new sidewalk, and correct storm water drainage.	La Crosse	\$1,407,733	DHCD-PG		11/1/2009	\$21,375	Approved	\$21,375		<input checked="" type="checkbox"/>
				DHCD-CDBG		3/1/2010	\$1,169,120	Approved	\$1,169,120	6/30/2016	<input type="checkbox"/>

Project	Project Description	Applicant	Project Total Cost	Funding Summary - From Grants Loans							
				Agency	M Y	Submit Date	Amount Requested	Status	Amount Approved	Completion Date	Done ?
La Crosse Hotel Renovation Project	Renovate basement & first floor of the former La Crosse Hotel to be utilized as a trailhead facility, visitor info center, transportation museum and as a rail passenger station for the future Southeast High Speed Rail (SEHSR). Phase I work is complete. Phase II design is complete. Contract for Phase II awarded.	La Crosse	\$1,283,543	TEA-21		11/4/2004	\$200,000	Approved	\$200,000		<input checked="" type="checkbox"/>
				TEA-21		11/1/2005	\$523,276	Denied	\$0		<input checked="" type="checkbox"/>
				TEA-21		11/1/2006	\$428,910	Denied	\$0		<input checked="" type="checkbox"/>
				DHR		12/1/2006	\$125,000	Approved	\$125,000		<input checked="" type="checkbox"/>
				TEA-21		11/1/2007	\$428,910	Approved	\$200,000		<input checked="" type="checkbox"/>
				TEA-21		12/9/2009	\$275,837	Approved	\$275,000		<input checked="" type="checkbox"/>
				TEA-21		12/1/2010	\$346,591	Approved	\$346,000		<input checked="" type="checkbox"/>
				TEA-21		11/1/2011	\$155,882	Approved	\$155,882	12/31/2016	<input type="checkbox"/>
				DHCD-IRF		9/18/2013	\$200,000	Denied	\$0		<input checked="" type="checkbox"/>
				MAP-21		5/1/2015	\$34,844	Approved	\$34,844	12/31/2016	<input type="checkbox"/>
La Crosse Water Improvement Project	The Town of La Crosse received RD SEARCH funds to assist with the preparation of a PER and Environmental Assessment. CDBG and RD funds are being sought to replace the Town's severely aging water main/service lines and a 75,000 gallon elevated water storage tank. The project will benefit a total of 374 in-town and out-of-town residential water customers of which 273 or 73% are low- and moderate-income households.	La Crosse	\$2,779,200	RD-LOAN			\$889,600	In Process			<input type="checkbox"/>
				RD-GRANT			\$889,600	In Process			<input type="checkbox"/>
				RD-SEARCH		6/8/2015	\$20,000	Approved	\$20,000	5/1/2016	<input type="checkbox"/>
				DHCD-CDBG		3/23/2016	\$1,000,000	Pending			<input type="checkbox"/>
Lambert Road Housing Rehabilitation Project	Project activities include rehabilitation of three (3) owner-occupied LMI units, rehabilitation of three (3) investor-owned LMI units, substantial reconstruction of seven (7) owner-occupied LMI units, and demolition of two (2) dilapidated vacant homes. This project was funded as a multi-year project.	Mecklenburg County	\$939,089	DHCD-PG		4/10/2012	\$30,000	Approved	\$30,000	6/30/2014	<input checked="" type="checkbox"/>
				DHCD-CDBG		3/28/2013	\$841,915	Denied	\$0		<input checked="" type="checkbox"/>
				DHCD-CDBG	1	3/24/2014	\$500,000	Approved	\$500,000	12/10/2016	<input type="checkbox"/>
				DHCD-CDBG	2	3/24/2014	\$438,089	Pending			<input type="checkbox"/>
Mecklenburg Correctional Center Environmental Study	As a result of the decision to close the Mecklenburg Correctional Center, the County of Mecklenburg requested assistance from the TIC to complete an environmental study on the site upon completion of demolition and transfer of ownership by the Department of Corrections	Mecklenburg County	\$200,000	TICR-ECDEV		3/27/2012	\$180,000	Approved	\$180,000	1/1/2017	<input type="checkbox"/>
Mecklenburg County Shell Building Project	Project includes the construction of an expandable 50,000 SF shell building on a 10-acre site in the Roanoke River Regional Business Park.	Mecklenburg County	\$2,500,000	TICR-ECDEV		10/11/2013	\$1,200,000	Approved	\$1,200,000	12/31/2016	<input type="checkbox"/>
Microsoft Ridge Road Upgrade	Funds will be used to upgrade Ridge Road, which is currently being used as an alternate entrance into the Boydton Plank Road Industrial Park, home to Microsoft. The road is heavily used by construction crews for the construction of Building #6 and is also used by Microsoft personnel and business associates. The construction of Building #6 will create an additional 90 jobs with a private investment of \$350,000,000.	Mecklenburg County	\$3,688,336	TICR		10/10/2014	\$1,152,704	Approved	\$1,152,704	5/15/2017	<input type="checkbox"/>

Project	Project Description	Applicant	Project Total Cost	Funding Summary - From Grants Loans							
				Agency	M Y	Submit Date	Amount Requested	Status	Amount Approved	Completion Date	Done ?
Planters Brick Tobacco Warehouse Improvement Project	The Town of Clarksville originally received MUMI funding from the VHDA to complete a feasibility study to identify potential resources for the parcel formerly known as the Planters Brick Tobacco Warehouse for which will support revitalization and mixed use/mixed income. The Town is now seeking \$600,000 from DHCD's Industrial Revitalization Fund (IRF) to assist with the redevelopment of the property into a multi-use facility. The total project cost is approximately \$2.9 million, and the \$600,000 IRF grant will serve as the gap financing needed to secure a \$2 million Virginia Community Capital (VCC) loan for the private developer.	Clarksville	\$2,876,090	VHDA		8/21/2014	\$20,000	Approved	\$20,000	8/30/2015	<input checked="" type="checkbox"/>
				DHCD-IRF		10/1/2015	\$600,000	Denied			<input checked="" type="checkbox"/>
South Hill Brownfield Assessment Project	The Town of South Hill will use Virginia Brownfield Assessment Funds (VBAF) from the Department of Environmental Quality to complete Phase I and/or Phase II site assessments on a property the Town is considering acquiring and to complete demolition of another property the Town has already acquired.	South Hill	\$942,000	DEQ		8/25/2015	\$50,000	Approved	\$50,000	12/31/2016	<input type="checkbox"/>
South Hill Avenue Housing Rehabilitation Project	Project activities include evaluating 33 housing units on South Hill Ave., W. Second Street, W. Third Street, and W. Fifth Street for consideration of a Community Development Block Grant. The Town has received \$3,000 to complete the initial planning grant activities. With the submission of the initial planning grant activities, the Town hopes to receive a full planning grant.	South Hill	\$3,000	DHCD-PG		3/25/2015	\$30,000	Approved	\$3,000	6/30/2016	<input type="checkbox"/>
South Hill Downtown Phase IV Revitalization Project	Application will fund the removal of three utility poles and the installation of underground service to 15 new decorative streetlamps with LED fixtures, sidewalk improvements and the installation of curb and gutter installation. MAP-21 funds were approved in FY 16 totaling \$155,495 for this project which will assist with engineering design and construction. This application will provide the balance of funds necessary to complete the project in its entirety.	South Hill	\$352,600	MAP-21		10/31/2014	\$310,990	Approved	\$155,495	6/30/2017	<input type="checkbox"/>
				MAP-21		10/26/2015	\$126,585	Pending			<input type="checkbox"/>
South Hill West Main Street Community Improvement Project	Project funds will be utilized to improve the W. Main Street community as follows: 1) rehabilitate 5 owner-occupied homes, 3 investor-occupied homes, and the substantial reconstruction of 4 housing units benefitting 38 LMI persons. 2) Demolish and clear 3 dilapidated units, 3) Install and Replace 1,574 LF of 8" PVC gravity sewer line and 750 LF of 4" PVC sewer lateral, 4) drainage improvements include 115 LF of 15" RCP Storm Sewer, 190 LF or RCP Storm Sewer, and 140 LF or 30" Storm Sewer, 435 LF of curb and gutter, and drainage improvements to eliminate flooding in residential yards, and 5) clean-up of neighborhood debris. Project activities will benefit 55 person, 45 of which (82%) are LMI.	South Hill	\$1,301,921	DHCD-PG		5/1/2012	\$30,000	Approved	\$30,000		<input checked="" type="checkbox"/>
				DHCD-CDBG		3/27/2013	\$1,180,882	Approved	\$1,180,882	11/30/2017	<input type="checkbox"/>
South Hill West Main Street Community Improvement Project - Phase II	Project funds will be utilized to improve the W. Main Street community, Phase 2 as follows: 1) rehabilitate eight owner-occupied units, eight investor-owned units, and the substantial reconstruction of one housing unit; thus, benefiting 48 LMI persons; 2) install a gravity sewer line, and 3) install drainage improvements. Project activities will benefit 50 persons, 48 of which (96%) are low and moderate income.	South Hill	\$1,274,962	DHCD-PG		9/19/2013	\$10,000	Approved	\$10,000	6/30/2014	<input checked="" type="checkbox"/>
				DHCD-CDBG		3/26/2014	\$1,274,962	Approved	\$600,000	12/1/2017	<input type="checkbox"/>

Project	Project Description	Applicant	Project Total Cost	Funding Summary - From Grants Loans							
				Agency	M Y	Submit Date	Amount Requested	Status	Amount Approved	Completion Date	Done ?
Tiny Road Community Improvement Project	Community improvement project in the Tiny Road area near South Hill. Project will rehabilitate 12 owner-occupied homes, 6 investor-owned homes, and substantially reconstruct 2 homes. Water line will be installed and drainage improvements made. Benefit = 64 persons, of which 52, or 81 %, are LMI.	Mecklenburg County	\$971,822	DHCD-PG		9/1/2010	\$25,000	Approved	\$25,000		<input checked="" type="checkbox"/>
				DHCD-CDBG		3/11/2011	\$949,242	Approved	\$949,242	6/30/2016	<input type="checkbox"/>
Regional											
2015 Green Infrastructure Community Planning Grant	The Green Infrastructure Center & Virginia Department of Forestry - Technical Assistance Grant is to help communities map, evaluate and plan for conserving their best natural resources. This grant provides technical assistance to help the locality create Green Infrastructure plans to meet local needs in accordance with the local Comprehensive and Master Plans.	SPDC	\$18,000	VDOF-GIC		8/21/2015	\$10,000	Approved	\$10,000	6/1/2016	<input type="checkbox"/>
BIT Wireless Broadband Deployment	This project is designed to deliver residential and business wireless broadband Internet access to 15 counties in Southside Virginia. The project will provide 100% coverage of the serving area and offer a minimum of 1.5 Mbps of service.	Buggs Island Telephone Coop.	\$23,958,697	NTIA		8/1/2009	\$18,983,648	Approved	\$18,983,648	3/15/2016	<input checked="" type="checkbox"/>
				TICR		9/1/2009	\$1,095,962	Approved	\$3,879,087	3/15/2016	<input checked="" type="checkbox"/>
				EDA		9/1/2009	\$3,879,087	Withdrawn	\$0		<input checked="" type="checkbox"/>
Brunswick County - Tobacco Heritage Trail - Virginia Line	As part of the HB2 - VDOT Six Year Improvement Plan, Brunswick County will design and construct the Tobacco Heritage Trail from the Town of Alberta to Danielstown, totaling 5.2 miles. Phase I - Design/Engineer entire project area 5.2 miles and construct 0.6 miles of Trail, from eastern termini at the Southeast High Speed Rail Corridor (TDM) to Alberta School Park and Existing Train Water Tower. Phase II - construct 1.9 miles with termini at local farm road. Phase II - Construct 1.1. miles to access point at Brunswick Drive. Phase IV - construct 1.6 miles to future Trailhead at western end of New Hope Road.	SPDC	\$1,552,286	VDOT-HB2		9/29/2015	\$1,552,286	Denied			<input checked="" type="checkbox"/>
Halifax County - Tobacco Heritage Trail Extension	Per the HB2 - VDOT Six Year Improvement Plan, the County will extend the Tobacco Heritage Trail in South Boston westward past the current termini at Berry Hill Plantation Property. This project will include 3 phases. Phase I - design/engineering of entire 3.0 mile section and construction of the first 1.6 miles to Mirey Creek. Phase II - construction and placement of prefab bridge over Mirey Creek. Phase III - construction of remaining 1.4 miles of trail, stopping at Rogers Island on the Dan River, that will provide River access for Blueways.	SPDC	\$2,115,679	VDOT-HB2		9/29/2015	\$2,115,679	Denied			<input checked="" type="checkbox"/>
Mecklenburg County - Tobacco Heritage Trail Extension	Per the HB2 - VDOT Six Year Improvement Plan, the County will extend the Tobacco Heritage Trail. This project will consist of design and engineering of a total of 7.4 miles of trail, and construction of 4.9 miles, broken down into 4 manageable phases during the six year period. It will extend eastward 0.75 miles from the current termini at Prison Road, Boydton, VA. It will start the western connection to Clarksville for 4.2 miles from the current trailhead on Washington St. in Boydton.	SPDC	\$3,206,921	VDOT-HB2		9/29/2015	\$3,206,921	Denied			<input checked="" type="checkbox"/>

Project	Project Description	Applicant	Project Total Cost	Funding Summary - From Grants Loans							
				Agency	M Y	Submit Date	Amount Requested	Status	Amount Approved	Completion Date	Done ?
Southern Virginia Food Hub	Tobacco Commission funds will be used for the purchase of equipment to benefit the Southern Virginia Food Hub, owned and operated by Taylor-Wright Farm Company, located in downtown South Hill. The Food Hub will partner with local farmers and food entrepreneurs by offering a unique "Farm to Table" marketplace in Southern Virginia. The commercial kitchen will facilitate the processing of low-value, blemished produce into value-added products and host cooking and business/marketing classes.	Lake Country Development Corp.	\$325,996	TICR-AG		9/28/2015	\$79,776	Approved	\$79,776	12/15/2016	<input type="checkbox"/>
Tobacco Heritage Trail	Funds used to construct a system of non-motorized, multi-use trails and bike routes in Brunswick, Halifax, and Mecklenburg counties.	Roanoke River Rails-to-Trails	\$41,375,163	BIKES		8/1/2004	\$5,000	Approved	\$5,000		<input checked="" type="checkbox"/>
				DCR-RTF		3/1/2005	\$49,855	Approved	\$49,855		<input checked="" type="checkbox"/>
				TEA-21		11/1/2005	\$391,000	Approved	\$391,000		<input checked="" type="checkbox"/>
				TEA-21		11/1/2006	\$555,636	Approved	\$139,000		<input checked="" type="checkbox"/>
				TICR-ECDEV		6/1/2007	\$863,891	Approved	\$863,891	9/1/2013	<input checked="" type="checkbox"/>
				TEA-21		11/1/2007	\$468,354	Approved	\$468,000		<input checked="" type="checkbox"/>
				DCR-RTF		3/1/2008	\$125,000	Approved	\$125,000		<input checked="" type="checkbox"/>
				TEA-21		11/1/2008	\$230,000	Approved	\$230,000		<input checked="" type="checkbox"/>
				TEA-21		11/1/2008	\$586,102	Denied	\$0		<input checked="" type="checkbox"/>
				TICR-ECDEV		3/1/2009	\$724,000	Approved	\$159,471	6/1/2014	<input checked="" type="checkbox"/>
				VDOT-STIM09		3/1/2009	\$6,018,000	Approved	\$6,000,000	5/30/2014	<input checked="" type="checkbox"/>
				TEA-21		12/1/2009	\$535,451	Denied	\$0		<input checked="" type="checkbox"/>
				RTC		4/1/2010	\$9,305	Approved	\$9,305		<input checked="" type="checkbox"/>
				RTC		9/1/2010	\$8,900	Approved	\$4,455		<input checked="" type="checkbox"/>
				TEA-21		12/1/2010	\$443,209	Approved	\$443,000	4/1/2015	<input checked="" type="checkbox"/>
				VTC		6/1/2011	\$879	Approved	\$879		<input checked="" type="checkbox"/>
				TEA-21		11/1/2011	\$787,837	Approved	\$787,837	8/1/2015	<input checked="" type="checkbox"/>
				FHWA		12/1/2011	\$231,360	Denied	\$0		<input checked="" type="checkbox"/>
				BIKES		2/1/2012	\$10,000	Denied	\$0		<input checked="" type="checkbox"/>
VGA Entrepreneurship Initiative	This CDBG Proposal focuses on entrepreneurship through a 4 prong approach: development of a web portal, educational assistance, formation of a micro lending pool, and marketing of services.	Mecklenburg County	\$519,000	DHCD-LIG		2/1/2014	\$300,000	Approved	\$300,000	6/1/2017	<input type="checkbox"/>
VGA Shop Local Feature and Integrative Marketing	VGA is also requesting funds for an integrative marketing piece. The marketing piece will educate vendors on how to promote their businesses to potential customers using online avenues like Yelp.com, Open Table, Facebook and other social media sites. This request for funding is to cover the "Shop Local" feature which includes the layout, configuration, testing and other items necessary to have this feature created.	Virginia's Growth Alliance	\$40,000	DHCD-BEE		4/1/2014	\$40,000	Approved	\$40,000	4/1/2015	<input checked="" type="checkbox"/>

	# Active Projects	Total Project Costs	Submitted Applications	Total Requested	# Approved	Total Approved
Brunswick County	11	\$7,184,100	26	\$9,857,276	13	\$4,628,429
Halifax County	7	\$3,189,121	18	\$3,435,183	11	\$1,859,964
Mecklenburg County	25	\$34,101,314	54	\$29,551,245	39	\$17,670,089
Regional	9	\$73,111,742	29	\$43,307,138	21	\$32,969,204
Grand Totals	52	\$117,586,277	127	\$86,150,842	84	\$57,127,686

Funding Sources

ALTRIA	Altria Group
BIKES	PeopleForBikes (Bikes Belong)
DCR	Virginia Department of Conservation and Recreation
DCR-RTF	Virginia Department of Conservation and Recreation - Recreational Trails Fund
DCR-VLCF	Virginia Department of Conservation and Recreation - Va. Land Conservation Fund Grant Program
DEQ	Virginia Department of Environmental Quality
DES	Dominion Environmental Stewardship
DGIF	Virginia Department of Game & Inland Fisheries
DHCD-BEE	Virginia Department of Housing and Community Development - Building Entrepreneurial Economies Grant
DHCD-CDBG	Virginia Department of Housing and Community Development - Community Development Block Grant
DHCD-IRF	Virginia Department of Housing and Community Development - Industrial Revitalization Fund
DHCD-LIG	Virginia Department of Housing and Community Development - Local Innovation Grant
DHCD-PG	Virginia Department of Housing and Community Development - Planning Grant
DHR	Virginia Department of Historic Resources
DOC	Virginia Department of Corrections
EDA	US Economic Development Administration
EPA-STAG	US Environmental Protection Agency - State and Tribal Assistance Grant Programs
FEMA	Federal Emergency Management Agency
FHA-NSBP	US Department of Transportation, Federal Highway Administration - National Scenic Byways Program
FWHA	US Federal Highway Administration
MAP-21	Virginia Department of Transportation - Moving Ahead for Progress in 21st Century
NCCF-DWF	NC Community Foundation - Duke Water Fund
NFWF	National Fish & Wildlife Foundation
NTIA	National Telecommunications and Information Administration
RD	US Department of Agriculture, Rural Development
RD-CONS	US Department of Agriculture, Rural Development - Construction Grant
RD-GRANT	US Department of Agriculture, Rural Development - Grant
RD-LOAN	US Department of Agriculture, Rural Development - Loan
RD-PG	US Department of Agriculture, Rural Development - Planning Grant
RD-RBEG	US Department of Agriculture, Rural Development - Rural Business Enterprise Grant
RD-SEARCH	US Department of Agriculture, Rural Development - SEARCH Grant
RTC	Rails-to-Trails Conservancy
SBA	US Small Business Administration
TEA-21	Virginia Department of Transportation - Transportation Equity Act for the 21st Century
TICR	Tobacco Indemnification and Community Revitalization Commission
TICR-AG	Tobacco Indemnification and Community Revitalization Commission - Agriculture
TICR-ECDEV	Tobacco Indemnification and Community Revitalization Commission - Economic Development
TICR-EDUC	Tobacco Indemnification and Community Revitalization Commission - Education
TICR-R	Tobacco Indemnification and Community Revitalization Commission - Reserve/ARRA
TICR-SP	Tobacco Indemnification and Community Revitalization Commission - Special Projects
VDEM	Virginia Department of Emergency Management
VDH	Virginia Department of Health
VDOF-GIC	Virginia Department of Forestry - Green Infrastructure Center Technical Assistance
VDOT-ED	Virginia Department of Transportation - Economic Development Access Program
VDOT-HB2	Virginia Department of Transportation - HB2
VDOT-RS	Virginia Department of Transportation - Revenue Sharing
VDOT-STIM09	Virginia Department of Transportation - Stimulus Funding
VEDP-VBAF	Virginia Economic Development Partnership - Virginia Brownfields Assistance Fund

VGA
VHDA
VTC
WELLS-FARGO

Virginia's Growth Alliance
Virginia Housing Development Authority
Virginia Tourism Corporation
Wells Fargo's Environmental Solutions for Communities

Regional Dashboard Sources

LAND

Percent of Industrial Sites Vacant:

Industrial sites include all sites listed on County IDA websites as well as the VEDP website, as of May 23, 2015. Also included some other industrial sites that are known to have been marketed in the past, including the Chase City Industrial Park.

A site that was listed by either website as available was counted as vacant. If the site was a standalone location (usually a site not in an industrial park), the entire acreage of the park was listed as vacant. If the vacant site was in an industrial park, tax parcel data was used to determine acreage available.

Percent of Downtown Buildings Vacant:

The core downtown commercial storefronts of the towns in the District with a population of 1,000 or more were visually surveyed during late May, 2016. A commercial storefront was determined to be a place with an entrance to the street, with a space typically meant for retail sales, food service, office space, or medical services. Town halls were counted, as they are occupying space that could be used for commercial purposes. Residential homes were not counted. A storefront was considered vacant if there was no tenant, the business appeared to be permanently closed, the storefront/building was abandoned, or the storefront was under renovation or construction.

2016		Downtown Storefronts				
Town	2010 Population	Vacant	Not Vacant	Total	% Vacant 2016	% Vacant 2015
Clarksville	1,139	8	47	55	14.5	13.6
Halifax	1,309	9	26	35	25.7	11.4
Lawrenceville	1,438	20	28	48	41.7	39.1
Chase City	2,351	30	23	53	56.6	54.7
South Hill	4,650	16	39	55	29.1	18.5
South Boston	8,142	18	63	81	22.2	23.4

Building Permits Issued:

2014 and 2015 Building Permit Data was obtained from the U.S. Census Bureau – Building Permits Survey. Using data from this source ensures that each year is reported in similar methods and with consistency. This data is available from this site:

<http://censtats.census.gov/bldg/bldgprmt.shtml>

County	Total New Building Permits		Construction Cost	
	2014	2015	2014	2015
Brunswick	25*	16	\$3,268,181*	\$2,367,954
Halifax*	64	61	\$10,101,171	\$9,985,780
Mecklenburg	60	86	\$11,421,608	\$13,049,721
South Hill	7	8	\$444,150	\$831,600
Totals	156	171	\$25,235,110	\$26,235,055

* Brunswick County did not have any reported building permits in 2014, likely due to an omission or error. Therefore 2013 data was used for Brunswick County.

CDBG Housing Rehab Grants Awarded, \$ per capita:

SPDC Active Projects Lists from 2014 & 2015 were reviewed to find any grants that were awarded to CDBG Housing Projects during 2014 (typically around June). Two projects had funding approved in 2014: Lambert Road Housing Rehabilitation Project and South Hill West Main Street Community Improvement Project – Phase II. Total awards equaled \$1.1 million. In 2015, the Clarksville Southwest Downtown Project – Phase II was awarded \$700,000.

Average median value of houses built 2010-2013 (weighted by population):

This data was sourced from the American Community Survey, by the US Census Bureau. The time period of the ACS is 2009-2013 and 2010-2014 which are the most recent 2 periods available. Data is found in Table B25107 “Median housing unit values by year structure built”, with the year structure built being “2010 to present”. The average values are weighted by the number of houses built 2010 to present for each county, as given by ACS.

2009-2013	Median Housing Unit Value	# Houses Built 2010+	Percent of Total	Weighted
Brunswick	49,400	82	26.5	13,091
Halifax	113,500	155	50.2	56,977
Mecklenburg	221,200	72	23.3	51,540
		309	100	\$121,607
2010-2014	Median Housing Unit Value	# Houses Built 2010+	Percent of Total	Weighted
Brunswick	48,100	81	23.6	11,352
Halifax	118,000	171	49.9	58,882
Mecklenburg	213,300	91	26.5	56,525
		343	100	\$126,759

Value of Land Per Acre Assessed:

To arrive at the value of empty land, as assessed, SPDC used the landbook table or tax parcel data from each county. Total land value of each parcel was added and divided by land acreage of the County (not including water). All three counties were calculated using latest landbook data available.

Average # of days on Market (housing listings):

This information is provided by area realtors. It is an average of each county. In 2016, Brunswick's data was not available, so Halifax (286) and Mecklenburg (312) were averaged.

\$ of Parks and Recreation Spending Per Capita:

Data was sourced from Local Government Comparative Reports, FY 2014, Exhibit C7 from the Virginia Auditor of Public Accounts. http://www.apa.virginia.gov/APA_Reports/LG_ComparativeReports.aspx.

	As of June 30, 2015					
	P&R Total	Pop 2010-14	Per Capita	Wt	PC Wtd Avg	
Brunswick	\$ 17,928	16,961	\$ 1.06	17.4%	\$ 0.18	
Halifax	\$ 224,551	35,704	\$ 6.29	36.7%	\$ 2.31	
Mecklenburg	\$ 52,500	31,913	\$ 1.65	32.8%	\$ 0.54	
South Boston	\$ 256,754	8,069	\$ 31.82	8.3%	\$ 2.64	
South Hill	\$ 413,506	4,603	\$ 89.83	4.7%	\$ 4.25	
		97,250		100.0%	\$ 9.93	
	As of June 30, 2014					
	P&R Total	Pop 2009-13	Per Capita	Wt	PC Wtd Avg	
Brunswick	\$ 19,243	17,220	\$ 1.12	17.7%	\$ 0.20	
Halifax	\$ 250,560	35,938	\$ 6.97	37.0%	\$ 2.58	
Mecklenburg	\$ 52,300	32,274	\$ 1.62	33.2%	\$ 0.54	
South Boston	\$ 277,602	8,104	\$ 34.25	8.3%	\$ 2.85	
South Hill	\$ 399,901	4,627	\$ 86.43	4.8%	\$ 4.11	
		98,163		100.9%	\$ 10.28	

Local Education Expense Per Pupil:

This data was derived from the Superintendent's Annual Report, Table 15, from the Virginia Department of Education, http://doe.virginia.gov/statistics_reports/supts_annual_report/index.shtml. Items in the table that were used include the End-Of-Year ADM (Average Daily Membership) and Local Per Pupil Expenditures. Total local expenditures were divided by total ADM for the result.

	2013-2014				2014-2015				
	Local Expenditures	ADM	Average		Local Expenditures	ADM	Average		
Brunswick	\$ 5,127,019	1908.04	\$ 2,687.06		\$ 5,336,465	1824.93	\$ 2,924.20		
Halifax	\$ 14,461,223	5526.05	\$ 2,616.92		\$ 13,844,456	5460.54	\$ 2,535.36		
Mecklenburg	\$ 13,376,292	4604.97	\$ 2,904.75		\$ 14,101,457	4545.64	\$ 3,102.19		
	\$ 32,964,534	12039.06	\$ 2,738.13		\$ 33,282,378	11831.11	\$ 2,813.12		

PEOPLE

High School On-Time Graduation Rate:

Data is sourced from the Four-Year On-Time Graduation Rate, found in the School, School Division, and State Report Cards published on the Virginia Department of Education's website: <https://p1pe.doe.virginia.gov/reportcard/>. The percentage shown on dashboard is weighed based on number of the cohort for that District as shown in the Four-year Virginia On-Time Graduation Rate table. The cohort for 2014-15 was also used for 2013-14 because the report for that year is now unavailable.

	2013-14			2014-15		
	On Time Grad	Cohort	Weight	On Time Grad	Cohort	Weight
Brunswick	84.4%	160	17.5%	83.8%	160	17.5%
Halifax	87.7%	406	44.5%	87.2%	406	44.5%
Mecklenburg	92.5%	347	38.0%	93.7%	347	38.0%
Weighted Average	88.9%	913		89.1%	913	

Degrees Awarded – 2 Year Public Institutions:

Data source is Virginia State Council of Higher Education For Virginia. LD05 Total Degrees Awarded, by Student Origin. Total Public 2 year institutions, all undergraduate students.

http://research.schev.edu/localities/LD05_AllDegreesAwarded.asp

Degrees Awarded – 4 Year Public or Private Institutions:

Data source is Virginia State Council of Higher Education For Virginia. LD05 Total Degrees Awarded, by Student Origin. Total Public 4 year institutions, all undergraduate students. And Total Private, NonProfit 4 year institutions, all undergraduate students.

http://research.schev.edu/localities/LD05_AllDegreesAwarded.asp

Educational Attainment (% of 25+ year olds) – Associate's or Higher:

Data for college graduation rates is reported by the American Community Survey in table B15003. The dashboard uses the latest two 5-year time spans (2009-2013 and 2010-2014). Dashboard uses estimates for Associates Degree or higher. The percentage is weighted by the ACS estimate of the population 25 years and older.

2009-2013				
Locality	Number with Associates or higher	% of 25+ Year Olds with Assoc. or higher	25 year or older Population Estimated by ACS	Weight
Brunswick	2,486	20.4%	12,168	19.9%
Halifax	5,883	23.1%	25,461	41.6%
Mecklenburg	4,812	20.4%	23,567	38.5%
Wtd Average		21.5%	61,196	

2010-2014				
Locality	Number with Associates or higher	% of 25+ Year Olds with Assoc. or higher	25 year or older Population Estimated by ACS	Weight
Brunswick	2,572	21.2%	12,105	19.9%
Halifax	5,641	22.2%	25,414	41.7%
Mecklenburg	5,226	22.4%	23,377	38.4%
Wtd Average		22.1%	60,896	

Unemployment:

Unemployment statistics are annual unemployment rates from the Local Area Unemployment Statistics from the U.S. Bureau of Labor Statistics, also obtainable through Virginia Employment Commission. The goal is the most recent annual unemployment rate for the state of Virginia.

Per Capita Income:

Per capita income is found in the American Community Survey. A weighted average of per capita income, weighted by population of the county (as estimated by ACS) is used.

Locality	2009-2013			2010-2014		
	Per Capita Income (in past 12 months in 2014 inflation adjusted dollars)	Population Estimated by ACS	Weight	Per Capita Income (in past 12 months in 2014 inflation adjusted dollars)	Population Estimated by ACS	Weight
Brunswick	\$16,060	17,220	20.2%	17,920	16,961	20.1%
Halifax	\$20,929	35,938	42.1%	19,777	35,704	42.2%
Mecklenburg	\$20,056	32,274	37.8%	20,798	31,913	37.7%
Wtd Average	\$19,636	85,432		\$19,789	84,578	

Employment Growth:

Virginia Employment Commission, Quarterly Census of Employment and Wages. The growth rate is (latest year – oldest year) / oldest year Use average employment for “All Industries”

<https://data.virginialmi.com/vosnet/analyzer/results.aspx?session=ind202>

Poverty Rate:

The poverty rate shown is found in the U.S. Census Bureau’s American Community Survey. The dashboard uses the latest two 5-year time spans available. In this case 2009-2013 and 2010-2014. The average shown is a weighted average based on the total population for whom poverty status is determined of each county as estimated by ACS.

Locality	2009-2013			2010-2014		
	Poverty Rate	Pop for whom poverty status is determined	Weight	Poverty Rate	Pop for whom poverty status is determined	Weight
Brunswick	24%	14,801	18.3%	23.5%	14,848	18.5%
Halifax	21.3%	35,151	43.6%	20.2%	34,914	43.5%
Mecklenburg	19.6%	30,715	38.1%	19.9%	30,453	38.0%
Wtd Average	21.1%	80,667		20.7%	80,215	

Average Weekly Wage:

Virginia Employment Commission, Quarterly Census of Employment and Wages, for the previous two full years. Use average weekly wage for “All Industries”

<https://data.virginialmi.com/vosnet/analyzer/results.aspx?session=ind202>

Community College Completion Rate, College Level Graduation Rate:

Data for college graduation rates is reported in the Virginia Employment Commission’s Community Profile for the Southside Planning District, and is derived from the American Community Survey, 2009-2013.

CAPITAL

of LCDC Loans active in portfolio, # of Micro-Loans Awarded, # of Grant/Loan Applications Submitted:

These items are reported by Southside Planning District Staff.

of New Business Starts

Number of new business starts is provided by the Virginia Employment Commission, via its Area Profile for the Southside Planning District. The data is reported by quarter and our dashboard totals the 4 quarters for the latest year available. This data comes from the VEC Quarterly Census of Employment and Wages. Latest available data is 3rd quarter 2015, so 2013 and 2014 are reported in dashboard.

Taxable Sales

Taxable Sales are reported by county from the Virginia Department of Taxation, and published by the Weldon Cooper Center at <http://www.coopercenter.org/econ/taxablesales>

of Small Business Innovation Grants

This data is provided by National Science Foundation. Reporting only those grants under Small Business Administration. https://www.sbir.gov/analytics-dashboard?view_by=Year

Travel Expenditures in District:

Data on travel expenditures can be found on the Virginia Tourism Corporation's Travel Data & Profiles website at <http://www.vatc.org/research/travel-data/>