

The seal is circular with a gold border. Inside the border, the words "COMMISSION ON TOBACCO REGIONAL REVITALIZATION" are written in a circular path. In the center of the seal is a map of Virginia, with the northern portion shaded in blue and the southern portion shaded in orange.

**Virginia Tobacco Region  
Revitalization Commission**

**WINTER 2025  
Committee & Commission  
Meetings**

**JANUARY 6 – 7, 2025**

**Hilton Richmond Downtown**

**501 East Broad Street  
Richmond, Virginia**



## **TABLE OF CONTENTS**

**Virginia Tobacco Region Revitalization Commission  
Winter 2025 Committee & Commission Meetings  
Hilton Richmond Downtown  
501 East Broad Street, Richmond, Virginia  
January 6 – 7, 2025**

### **MEETING LOGISTICS**

Itinerary .....	1
Lodging and Meeting Site – Information and Directions .....	2
25th Anniversary Celebration – Information and Directions .....	3
<b>ENERGY INGENUITY COMMITTEE .....</b>	<b>4</b>
Agenda .....	5
Grant Projects and Extensions & Modifications .....	6
<b>EDUCATION COMMITTEE.....</b>	<b>27</b>
Agenda .....	28
Grant Projects .....	29
<b>SOUTHERN VIRGINIA COMMITTEE .....</b>	<b>43</b>
Agenda .....	44
Grant Projects .....	45
<b>INCENTIVES &amp; LOANS COMMITTEE.....</b>	<b>46</b>
Agenda .....	47
Economic Dev. Workforce Housing Incentive Pilot Program .....	48
VSBFA Loan Program Update .....	49
VSBFA Credit Memos.....	50
<b>SOUTHWEST VIRGINIA COMMITTEE .....</b>	<b>54</b>
Agenda .....	55
Grant Projects .....	56
<b>STRATEGIC PLANNING COMMITTEE .....</b>	<b>77</b>
Agenda .....	78
<b>FULL COMMISSION .....</b>	<b>79</b>
Agenda .....	80
Executive Director Report.....	81
Financial Summary .....	88
TROF Loan Update.....	90
Current Committee Membership.....	95



## **ITINERARY**

### **Virginia Tobacco Region Revitalization Commission Fall 2024 Tobacco Commission Meetings**

**Hilton Downtown Richmond  
Miller-Rhoads-Gerhart Rooms  
501 East Broad Street, Richmond, VA 23219**

**January 6 - 7, 2025**

#### **Monday, January 6, 2025**

11:30am	Lunch
12:00pm	Energy Committee
1:30pm	Education Committee
2:30pm	Southern Virginia Committee
2:45pm	Incentives & Loans Committee
4:15pm	Adjourn
6:30pm	25 <sup>th</sup> Anniversary Celebration at John Marshall Ballrooms

#### **Tuesday, January 7, 2025**

8:30am	Breakfast available
9:00am	Southwest Virginia Committee
10:30am	Strategic Planning Committee
11:30am	Lunch
12:00pm	Full Commission
1:00pm	Adjourn

## **LODGING: INFORMATION AND DIRECTIONS**



### **Hilton Richmond Downtown**

501 East Broad Street  
Richmond, VA 23219  
(804) 344-4300

Meetings will be held in Miller-Rhoads-Gerhart Rooms.

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#### **From the east:**

- Follow I-64 W to Richmond.
- Veer left to take exit 190.
- Keep right to continue onto N. 5<sup>th</sup> St.
- The Hilton will be on the left just past the light at E. Broad Street.

#### **HOTEL PARKING**

- Turn right to enter the paid parking lot (\$20/day).
- Turn left for hotel valet parking (\$41/day).

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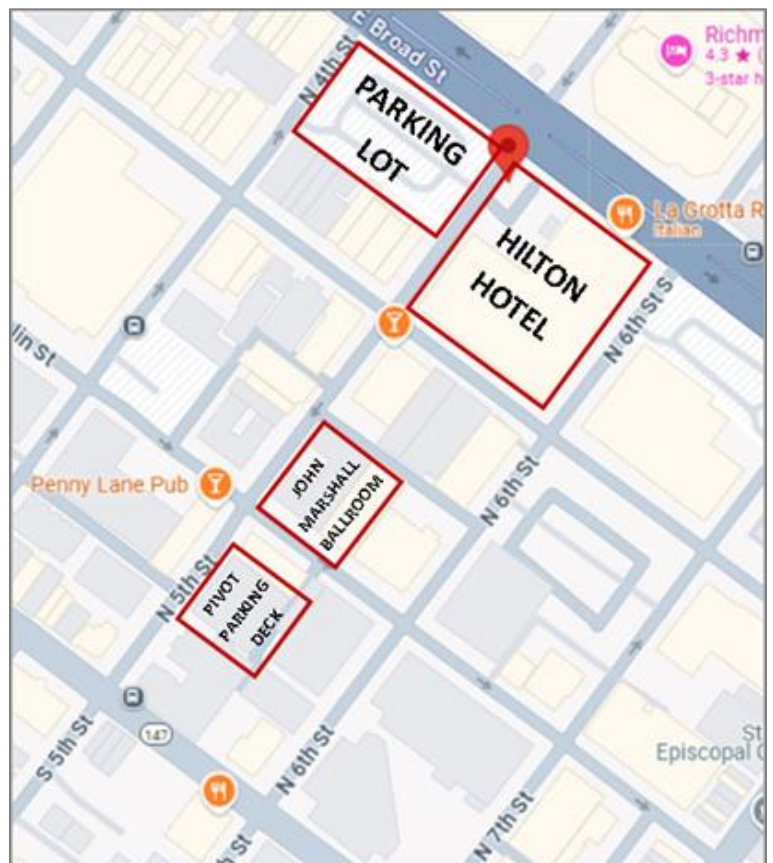
#### **From the west:**

- Follow I-64 E to Richmond.
- Continue on I-64 and follow signs for Norfolk, using the right lane to keep right at the fork.
- Take the exit toward 3rd St./Coliseum/Convention Center
- Make the first right onto Jackson St.
- Turn left onto N. 5<sup>th</sup> St.
- The Hilton will be on the left just past the light at E. Broad St.

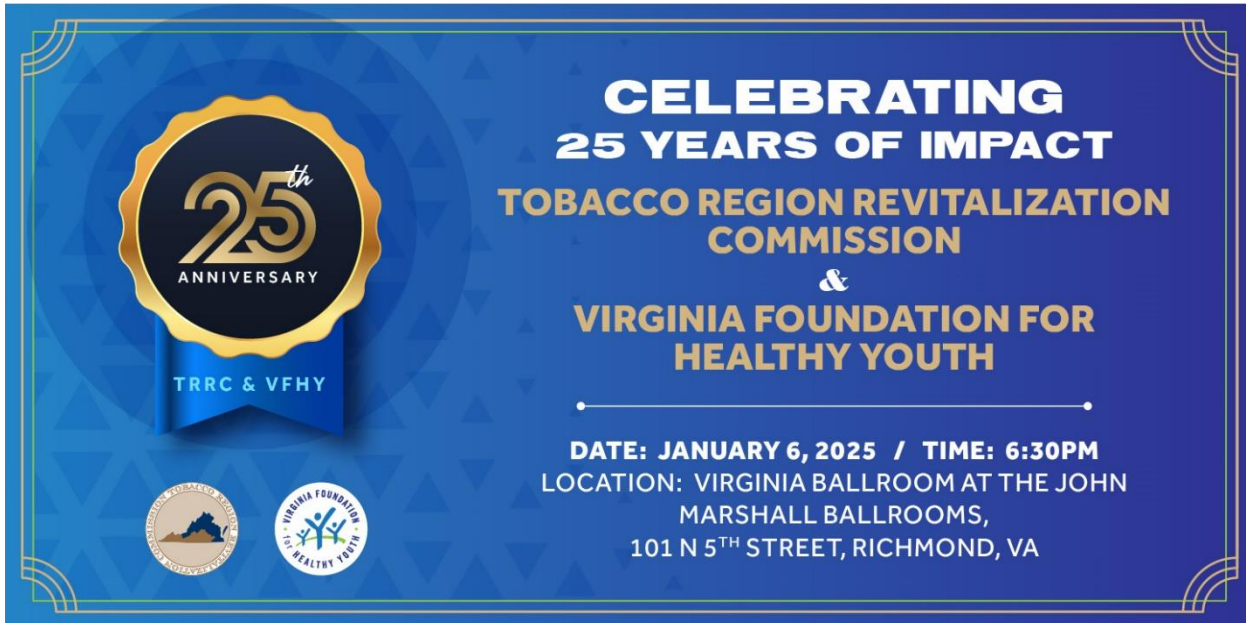
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#### **From the south:**

- Follow I-95 N to Richmond.
- Use the 2<sup>nd</sup> lane from the right to take exit 74C to merge onto US-250 W/E Broad St. to US-33.
- Merge onto US-250 W/E Broad St.
- Turn left onto N 5<sup>th</sup> St.
- The Hilton will be on the left.



## **25<sup>th</sup> ANNIVERSARY RECEPTION: INFORMATION AND DIRECTIONS**



### **John Marshall Ballrooms**

101 N. 5<sup>th</sup> Street  
Richmond, VA 23219

### **DIRECTIONS**

#### Walking from the Hilton Downtown Richmond:

- Exit the hotel via the main entrance on N. 5<sup>th</sup> Street.
- Turn left and walk one block on the same side of the street.
- Cross E. Grace Street.
- The John Marshall Ballrooms are on the next block.

#### By car:

- Follow directions above to the Hilton Richmond Downtown.
- Pass the Hilton on the left.
- The John Marshall Ballrooms will be on the next block on the left.
- Continue for one more block to the Pivot Parking Deck, also on the left.

### **PARKING**

- Parking is available at the Pivot parking deck located one block away across Franklin Street at 13 N. 5th Street and attached to The Moxy Hotel (see map on page 2).
- Enter and exit using the **Hourly/Daily/Monthly** entrance.
- The evening rate is \$5.00 from 4:00 PM-3:00 AM.

# **ENERGY INGENUITY COMMITTEE**



**· In-Person Meeting ·**

**AGENDA**

**ENERGY INGENUITY COMMITTEE**

**Hilton Downtown Richmond  
Miller-Rhoads-Gerhart Rooms  
501 East Broad Street, Richmond, VA 23219**

**Monday, January 6, 2025  
12:00 P.M.**

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If participating in the meeting by phone, dial: **1-332-249-0607** and enter access code: **328 396 15#**.

The Commission will not change the method by which it chooses to meet without providing a new meeting notice that is in accordance with the Virginia Freedom of Information Act. If you experience problems calling in, please contact: **Hannah Franke-Fuller** at (804) 894-9659 or [hfranke-fuller@revitalizeva.org](mailto:hfranke-fuller@revitalizeva.org) or **Roz Stein** at (804) 894-9651.

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<b>Welcome and Call to Order</b>	<i>The Honorable Thomas A. Garrett, Jr., Chair</i>
<b>Call of the Roll</b>	<i>The Honorable James Campos, Executive Director</i>
<b>Introduction</b>	<i>The Honorable James Campos, Executive Director</i>
<b>Approval of <u>9/26/24</u> Minutes (published on website)</b>	<i>The Honorable Thomas A. Garrett, Jr., Chair</i>
<b>Public Comment</b>	<i>The Honorable Thomas A. Garrett, Jr., Chair</i>
<b>Grant Projects</b>	<i>Mr. Jerry Silva, Director of Regional Energy Development and Innovation</i> <i>Ms. Vicki Humphreys, Grants Director</i>
<b>Project Updates, including Barger Updates</b>	<i>Mr. Jerry Silva, Director of Regional Energy Development and Innovation</i>
<b>Grant Funds Update</b>	<i>Mr. Jerry Silva, Director of Regional Energy Development and Innovation</i>
<b>Other Business</b>	<i>Mr. Stephen Versen, Deputy Director</i>
<b>Adjournment</b>	



**FY25 Energy Ingenuity Program  
Staff Summaries and Recommendations  
January 6, 2025**

The Commission received 17 pre-applications for the November 2, 2024, application deadline of the FY25 Energy Ingenuity Program. 14 applicants were invited to submit full proposals, and thirteen (13) proposals were ultimately received by the December 2, 2024, deadline. Four (4) projects (Edtunity Institute; Appalachian Voices; Brunswick County; Downtown Wytheville Inc.) were tabled from the previous round in September. The four (4) tabled projects were withdrawn by the applicants. Three (3) new applications were also withdrawn by the applicants. The Energy Committee will act on these applications at its meeting scheduled for January 6, 2025, at 12:00 p.m. The applications are grouped by investment category.

<b>Req #</b>	<b>Organization</b>	<b>Project Title</b>	<b>Requested Amount</b>	<b>Staff Recommendation</b>
<b>Energy Catalyst – Planning Grants</b>				
4317	A. L. Philpott Manufacturing Extension Partnership d/b/a GENEDGE Alliance	E-3 Assessment for Industrial Training Assessment Center (ITAC) Implementation Grant Qualification Pilot Program - Southern Region	\$49,250	\$49,250
4311	Commonwealth Center for Advanced Logistics Systems (CCALS)	Understanding Potential Hydrogen and Hydrogen-Hybrid Electric Use-Cases in Southern Virginia.	\$50,000	\$50,000
4322	Commonwealth Center for Advanced Logistics Systems (CCALS)	CCALS & IVDA Developing a UAS (Drone) Energy Center in the TRRC Region	\$49,560	\$49,560
4262	Edtunity Institute	The Next Military EV Education	Withdrawn	Withdrawn
4316	Energy DELTA Lab	Gas Supply for DELTA Lab Deployment	Withdrawn	Withdrawn
4318	Energy DELTA Lab	WiseLink	\$50,000	\$50,000
4319	Energy DELTA Lab	Project Oasis	Withdrawn	Withdrawn
4324	St. Paul Tomorrow, Inc.	Russell County – Russell County Energy Distributed Energy and/or Microgrid Pilot Program	\$50,000	No award
4323	Virginia Ed Strategies	Energy Workforce Needs Assessment	\$50,000	\$50,000



4320	Virginia's Gateway Region	Dinwiddie Energy Innovation Campus Planning Study	\$50,000	\$50,000
<b>TOTAL PLANNING</b>			<b>\$348,810</b>	<b>\$298,810</b>
<b>Energy Execution – Implementation Grants</b>				
4312	Town of Altavista	Altavista Wastewater Treatment Plant Improvement Project	\$750,000	\$250k Loan \$500k Grant
4287	<del>Appalachian Voices</del>	<del>Energy Storage and Electrification Manufacturing (ESEM) Jobs Project</del>	Withdrawn	Withdrawn
4261	<del>Brunswick County</del>	<del>LNG Storage Project</del>	Withdrawn	Withdrawn
4321	Campbell County	Construction of Fuel Fabrication Facility in Campbell County	\$4,000,000	No award
4315	Central Virginia Electric Cooperative	Appomattox Battery Energy Storage System (BESS) Project	\$1,500,000	\$750k loan \$750k Grant
4283	<del>Downtown Wytheville, Inc.</del>	<del>Downtown Heritage Greenway Trail Demonstration EV Charging Station</del>	Withdrawn	Withdrawn
4313	<del>Tazewell County IDA</del>	<del>FIND</del>	Withdrawn	Withdrawn
<b>TOTAL IMPLEMENTATION</b>			<b>\$6,250,000</b>	<b>\$1,000,000 loans</b> <b>\$1,250,000 grants</b>
<b>GRAND TOTAL – 10 projects</b>			<b>\$6,598,810</b>	<b>\$1,548,810</b>

**Breakdowns for this grant round:**

TOTAL New (10)	\$6,598,810	\$1,548,810 <i>grants</i>
TOTAL Tabled (0)	\$0	\$1,000,000 <i>loans</i>
<b>Grand Total (10)</b>	<b>\$6,598,810</b>	<b>\$2,548,810</b>
TOTAL Southern (7)	\$6,598,810	\$1,448,810 <i>grants</i>
TOTAL Southwest (2)	\$100,000	\$50,000 <i>loans</i>
TOTAL Both (1)	\$50,000	\$50,000
<b>Grand Total (10)</b>	<b>\$6,598,810</b>	<b>\$2,548,810</b>

**Breakdowns since program inception:**

<b>Total New Applications Received</b>	<b>24</b>
Total Grants Awarded	12
Total Amount, Grant Awards	\$4,648,810
Total Amount, Loan Program Referral	\$3,000,000
<b>Total Planning Grant Applications</b>	<b>12</b>
Total Planning Grants Awarded	8
Total Amount, Planning Grants Awarded	\$398,810
<b>Total Implementation Grant Applications</b>	<b>12</b>
Total Implementation Grants Awarded	4
Total Amount, Implementation Grants Awarded	\$4,250,000
Total Amount, Implementation Loan Program Referrals	\$3,000,000

**Breakdowns by Region:**

**Southern Virginia**

<b>Total New Applications Received</b>	<b>13</b>
Total Grants Awarded	8
Total Amount, Grant Awards	\$2,498,810
Total Amount, Loan Program Referral	\$1,000,000
<b>Total Planning Grant Applications</b>	<b>6</b>
Total Planning Grants Awarded	5
Total Amount, Planning Grants Awarded	\$248,810
<b>Total Implementation Grant Applications</b>	<b>7</b>
Total Implementation Grants Awarded	3
Total Amount, Implementation Grants Awarded	\$2,250,000
Total Amount, Implementation Loan Program Referrals	\$1,000,000

**Southwest Virginia**

<b>Total New Applications Received</b>	<b>11</b>
Total Grants Awarded	4
Total Amount, Grant Awards	\$2,150,000
Total Amount, Loan Program Referral	\$2,000,000
<b>Total Planning Grant Applications</b>	<b>6</b>
Total Planning Grants Awarded	3
Total Amount, Planning Grants Awarded	\$150,000
<b>Total Implementation Grant Applications</b>	<b>5</b>
Total Implementation Grants Awarded	1
Total Amount, Implementation Grants Awarded	\$2,000,000
Total Amount, Implementation Loan Program Referrals	\$2,000,000

## Energy Catalyst – Planning Grants

### **A.L. Philpott Manufacturing Extension Partnership d.b.a. GENEDGE Alliance E-3 Assessment for Industrial Training Assessment Center (ITAC) Implementation Grant Qualification Pilot Program – Southern Region (#4317) \$49,250.00 Requested**

**Project Summary:** The industrial sector consumes approximately 35% of U.S. energy, with manufacturing accounting for approximately 76% of that total. Rising energy costs and growing regulatory demands challenge small and medium-sized manufacturers (SMMs), particularly in Virginia’s Tobacco Region. GENEDGE, approved as an ITAC-equivalent by the U.S. Department of Energy, proposes a pilot project funded by the Tobacco Region Revitalization Commission (TRRC) to help three (3) SMMs reduce energy costs, improve efficiency, and achieve sustainability goals through capital projects and energy utilization investment. The project will provide each participating manufacturer E-3 assessments and grant application support for DOE’s ITAC Implementation Program. This initiative will enhance manufacturers’ competitiveness and promote decarbonization by enabling access to application for up to \$300,000 in match grant funding per identified energy efficiency project. Additionally, a market study is planned to identify high energy use manufacturing across the Southern portion of the Tobacco Region Revitalization Commissions service area for potential expansion of this pilot project and to identify potential participants in future TRRC Energy Ingenuity program proposals.

#### **Matching Funds:**

- \$47,500, Participating Companies, cash, application intended
- \$1,750, GENEDGE Alliance, In-kind

#### **Project Outputs:**

- An ITAC E-3 assessment to be performed for three selected manufacturers
- Technical assistance to three manufactures to access federal funding to implement identified improvements
- Market study to identify additional high energy users in the Southern Region for future expansion of the program

#### **Staff Comments:**

GENEDGE, approved as an ITAC-equivalent by the U.S. Department of Energy, is requesting \$49,250 from the Commission to pilot a program to assist three SMMs to reduce energy costs, improve efficiency, and achieve sustainability goals. An ITAC is an Industrial Training and Assessment Center, which uses best practices “in workforce development to train participants for in-demand clean energy and manufacturing jobs by providing hands-on technical assistance.” The project will provide E-3 (energy efficiency and enhancement) assessments and support for DOE’s ITAC Implementation Program grant applications.

This pilot project would select three manufacturers for a qualified ITAC equivalent assessment (called E-3 for energy efficiency and enhancement) which include facility walkthroughs, equipment

evaluations, and identification of energy-saving opportunities. Selection would be made through an application (to be accessed by interested SMMs on the GENEDGE website) and committee review process.

GENEDGE would then assist the companies in navigating the DOE ITAC Implementation grant program application process. Support includes identifying prime energy savings opportunities and defining viable projects with the best ROI.

GENEDGE aims to market the program for 90 days following the project award. Applications would be solicited and received during this time through a to-be-developed portal, which would also offer ongoing information regarding potential sources of grants, loans, and other forms of capital assistance. The intent is to execute two E3 assessments at this time to demonstrate the viability of the program for the Commission's intent. A third assessment will be held in reserve for "emergent demands" that would be initiated at the direction of the TRCC, based on the need to assist a company which has risen to critical attention in the region(s).

In addition, a market study will be conducted to identify high energy users in the manufacturing sector across the southern TRRC region. The primary source of data would include direct inquiries with utility companies, with publicly available calculators that estimate business energy consumption levels, as a secondary source. The findings will inform potential expansion of the pilot and future TRRC Energy Ingenuity program proposals.

The project has the potential for substantial impact, offering participating companies access to up to \$300,000 in match grant funding per identified energy efficiency project. This could lead to significant improvements in energy efficiency and competitiveness for the region's manufacturers.

***Financial Viability Assessment:***

The proposal provides a comprehensive budget breakdown and a clear timeline for project implementation. This level of detail demonstrates thorough planning and realistic expectations for project execution. Because this project is a pilot, long-term sustainability plans were not considered as part of this review, however, the proposed market study could identify additional sources of funding to expand the program if it proves to be successful.

***Staff Recommendation:*** Staff recommends a grant award of \$49,250, contingent on cash match amounts to be supplied by participating companies.

**Commonwealth Center for Advanced Logistics Systems (CCALS) (#4311)**  
***Understanding Potential Hydrogen and Hydrogen-Hybrid Electric Use-Cases  
in Southern Virginia***  
**\$50,000.00 Requested**

***Project Summary:*** This project explores the transformative potential of hydrogen and hybrid hydrogen-electric solutions, including those powered by future MMR/SMR nuclear reactors, to revolutionize rural infrastructure in Southern Virginia. By focusing on critical sectors such as surface transportation, aviation, freight logistics, and data centers, the initiative will define innovative use cases and scope demonstration projects that align with the Commonwealth's priorities. Emphasizing energy resilience, cybersecurity, and sustainable economic growth, the project aims to establish Southern Virginia as a model for the consideration of deploying hydrogen technologies. Funding from the Tobacco Region Revitalization Commission (TRRC) will be used to support the requisite research, stakeholder engagement, report compilation, and presentations necessary to develop an initial roadmap and provide actionable insights to stakeholders.

***Matching Funds:***

- \$37,500 – CCALS, cash in hand
- \$12,500 – CCALS, in-kind

***Project Outputs:***

- Inventory of potential use cases/applications for hydrogen/hybrid hydrogen-electric solutions and associated logistics (production, delivery, storage) including:
  - Identification of potential demonstration projects for future consideration
  - Alignment with Commonwealth Priorities (Economic, Energy, Innovation)
  - Proposed initial framework for prioritization of opportunities
  - Definition of desirable incentives to encourage energy infrastructure development for business-ready sites
  - Presentation(s) of findings to build awareness of hydrogen and hydrogen electric opportunities
- Monthly activity reports (based on milestones) to the Commission including activities, stakeholder engagement, as well as identification of any areas of concern related to the successful, on-time completion of the project.
- Information related to potential demonstration projects that may qualify for funding outside the parameters of the project

***Staff Comments:***

The Commonwealth Center for Advanced Logistics Systems (CCALS) in Virginia is requesting \$50,000 to spearhead a project to explore potential hydrogen and hydrogen-hybrid electric use cases in Southern Virginia, aiming to enhance energy resilience and economic development in the region. This initiative aligns with Virginia's energy goals and seeks to establish a foundational understanding of hydrogen applications, while identifying opportunities for demonstration projects and infrastructure development, as well as economic opportunities across various industries from transportation to manufacturing.

CCALS is a collaboration between five Virginia universities, industry, and government, which provides a solid foundation for conducting this study. A team of qualified CCALS fellows, who will be hired specifically for the project, make up the bulk of the TRRC funding request.

The adoption of hydrogen and hydrogen-electric solutions in Southern Virginia is projected to generate significant economic benefits and job opportunities. By 2050, the International Renewable Energy Agency (IRENA) projects that the global hydrogen market could reach a value of \$600 billion, with green hydrogen value chains representing an \$11.7 trillion investment opportunity over the next three decades. In the United States, the hydrogen sector is estimated to create 675,000 jobs by 2035, spanning various economic sectors.

Several key industries in Southern Virginia stand to benefit significantly from hydrogen technology adoption:

- Transportation and logistics, including maritime operations, long-haul freight, and aviation, could leverage hydrogen for cleaner fuel alternatives.
- Manufacturing and heavy industry, particularly steel, cement, and chemical production, could use hydrogen to reduce carbon footprints.
- The energy sector could transform through hydrogen-based power generation and energy storage solutions.
- Data centers, a growing industry in Virginia, could utilize hydrogen for sustainable backup power and potentially as a primary energy source.
- Agriculture could benefit from clean hydrogen in the production of low-carbon fertilizers, supporting the region's farming sector.

These applications align with the state's goals for economic growth and sustainability, positioning Southern Virginia as a potential leader in the emerging hydrogen economy.

The project has defined specific outputs, including an inventory of potential use cases, identification of demonstration projects, and a framework for prioritizing opportunities. By defining incentives for energy infrastructure development and raising awareness of hydrogen technologies, the initiative seeks to catalyze future developments in hydrogen applications and potentially positioning the region as a leader in clean energy innovation.

The data gathering process will begin with identifying, gathering and analyzing data from available sources such as Virginia Geographic Information Network, Virginia Economic Development Partnership, ARC-GIS data layers, and the Virginia Open Data Portal. Once the initial analyses are completed, data gaps (if any) will be identified along with potential sources for the missing data (including stakeholder engagement). Prior to launching efforts to collect data directly from stakeholders, CCALS will contact Commission staff to determine if any relevant data has been collected (or is being collected) and determine a process for accessing/obtaining the data. If no data exists, a process for contacting stakeholder sources will be developed and shared with Commission Staff.

***Financial Viability Assessment:***

Overall, this is a well-conceived proposal that addresses an important area of energy innovation for Southern Virginia. The budget is reasonable and matched appropriately.

***Staff Recommendation:*** Staff recommends a grant award of \$50,000.

**Commonwealth Center for Advanced Logistics Systems (CCALS)**  
***CCALS & IVDA Developing a UAS (Drone) Energy Center in the TRRC***  
***Region (#4322)***  
**\$49,560.00 Requested**

***Project Summary:*** CCALS will collaborate with the Inland Valley Development Agency (IVDA) on the project entitled “Planning for the Launch of the Unmanned Aircraft Systems (UAS) Energy Center: A Drone Testing and Training Center Focused on the Energy Sector in Virginia” seeks to build upon Virginia’s vibrant drone industry, and the growing needs for UAS (Drone) technologies in the energy sector by planning for the launch of a new UAS Energy Center in the Tobacco Region footprint. Leveraging an already successful UAS center in San Bernadino, California as a model, the CCALS – IVDA will use Commission and matching funds to build a solid foundation for a UAS Energy Center by engaging with regional stakeholders, conducting market research, assessing training needs, identifying a suitable location, developing facility requirements, creating a funding strategy, and hosting “in-region” community information sessions. The final deliverable will be a plan for a vibrant UAS energy center that not only meets the needs of the energy sector but also enhances economic development (jobs, research, capital investment) in the region.

***Matching Funds:***

- \$54,300 – CCALS-IVDA, cash in hand

***Project Outputs:***

- A comprehensive plan for the establishment of a physical UAS-Energy Center (East Coast Hub) in the TRRC footprint.

***Staff Comments:***

The Commonwealth Center for Advanced Logistics Systems (CCALS) and Inland Valley Development Agency (IVDA) request \$49,650 to perform a comprehensive study about establishing an Unmanned Aerial Systems (UAS) Energy Center in the Tobacco Region of Virginia. This six-month planning project intends to lay the groundwork for a future UAS testing and training facility specifically designed to serve the energy sector. This initiative aligns with Virginia Economic Development Partnership’s identification of unmanned aerial systems as a key industry, positioning the Tobacco Region as a leader in UAS-energy sector innovation.

The project seeks to explore and leverage the region’s assets and capitalize on the growing adoption of drones in the energy sector. There is currently no dedicated facility for energy-specific UAS training and testing in Virginia, despite growing adoption of drones in the energy sector. This project would fill a critical gap in the industry.

The UAS-Energy Center in the Tobacco Region to be studied by this planning grant could serve as a centralized hub for UAS training and testing, specifically designed for the energy sector. These specialized services include 3-D mapping, thermal imaging, and advanced data analytics to support energy infrastructure management. There is growing adoption of drones for essential tasks in the energy sector, such as energy site inspections, maintenance and other critical tasks in the energy sector. Other capabilities for the center could include being a testing ground for drone experimentation, simulations, and safety and operational protocols.



The training to be considered in this study would cultivate a highly skilled workforce tailored to meet the energy sector's needs. This would include customized training programs and curriculum models developed in collaboration with institutions of higher education in the region. Additionally, FAA certification courses and hands-on training opportunities would be explored.

The study for this proposed center would consider its potential to create diverse job opportunities, from administrative roles to technical positions in drone operation, maintenance, and data analysis. It could also attract companies to the area, further diversifying the local economy. The influx of students attending training programs at such a center can be expected to contribute to local businesses, including lodging, food services, and retail, creating a ripple effect on the local economy as well.

Site selection for the UAS-Energy Center will be based on a number of factors including (but not limited to): presence/access to energy assets and employers, availability of appropriate airspace, availability of existing facilities, accessibility and accommodations for students, teachers, industry partners, etc.), proximity to potential partners, customers, and other training providers. Community acceptance will be key. The list of qualifying attributes and sites will be refined, documented, and the final evaluation, selection criteria, and proposed location provided to Commission Staff as part of the final project deliverable.

The data gathering process will begin with identifying, gathering and analyzing data from available sources such as Virginia Geographic Information Network, Virginia Economic Development Partnership, ARC-GIS data layers, and the Virginia Open Data Portal. Once the initial analyses are completed, data gaps (if any) will be identified along with potential sources for the missing data (including stakeholder engagement). Prior to launching efforts to collect data directly from stakeholders, CCALS will contact Commission staff to determine if any relevant data has been collected (or is being collected) and determine a process for accessing/obtaining the data. If no data exists, a process for contacting stakeholder sources will be developed and shared with Commission Staff.

***Financial Viability Assessment:***

The proposal presents a well-structured plan to address a clear market need and aligns closely with the Commission's objectives for the Energy Ingenuity Fund. The potential economic and technological benefits for the Tobacco Region are significant. The applicant should also consider long-term sustainability for the proposed center. Overall, this project has strong potential to position the Tobacco Region as a leader in UAS-Energy innovation and warrants serious consideration for funding

***Staff Recommendation:*** Staff recommends a grant award of \$49,560.

## **Edtunity Institute**

### ***The Next Military EV Education (#4262)***

**~~\$50,000.00 Requested~~ Withdrawn**

***Project Summary:*** As a result of the landmark federal Inflation Reduction Act (IRA) and the Infrastructure Investment and Jobs Act of (IIJA), the federal government is investing over \$7 Billion dollars in EV charging infrastructure. The states and regions that will benefit most from this massive investment will be the ones with an EV-ready workforce that has the skills to design, install and repair the battery charging stations on which electric vehicles depend. TRRC Energy Innovation Fund Applicant Edtunity Institute is a nonprofit training organization that certifies transitioning military, reservists, National Guard and other underserved populations for technical jobs in telecommunications and media fields. Edtunity just started a pilot training program for EV technicians. In this proposal, Edtunity will assess the EV charging skills needed by transitioning military personnel in Southern and Southwest Virginia to qualify for jobs in infrastructure installation, maintenance and repair. The Needs Assessment will include an Implementation Plan that will lay out the curriculum, institutional partnerships and resources needed to create a local, skilled EV charging infrastructure workforce.

***Staff Recommendation:*** Previously tabled proposal withdrawn at the request of the applicant. No action is needed.

## **Energy DELTA Lab**

### ***WiseLink (#4318)***

**\$50,000.00 Requested**

***Project Summary:*** The WiseLink initiative is a transformative infrastructure and economic development project led by Energy DELTA Lab in partnership with Wise County and a robust coalition of public and private stakeholders. WiseLink directly addresses the need for modernized electrical transmission infrastructure to unlock the DELTA Lab's portfolio of more than \$10 billion in clean energy investments in Southwest Virginia's coalfield region. With a strategic focus on underutilized reclaimed mine lands, WiseLink serves as a gateway to revitalize the region's economy, support energy transition goals, and create a sustainable path forward for communities long reliant on coal production. By leveraging the Virginia Tobacco Commission's Energy Ingenuity Catalyst Grant, the WiseLink project team will deliver critical research and financing strategies to facilitate the deployment of clean energy projects and catalyze long-term economic growth.

#### ***Matching Funds:***

- \$50,000 Congressionally Directed Spending award, application approved.

#### ***Project Outputs:***

- Comprehensive ownership and financing strategy report

#### ***Staff Comments:***

The WiseLink initiative, spearheaded by Energy DELTA Lab in collaboration with Wise County and various stakeholders, aims to transform Southwest Virginia's coalfield region by modernizing its

energy infrastructure and fostering economic revitalization. This study will address critical challenges to the region, including outdated transmission systems, economic decline from reduced coal production, and underutilized reclaimed mine lands. Current systems cannot handle the scale of clean energy projects and limit access to the PJM market. Reclaimed mine lands remain idle despite their potential for clean energy projects and data centers. The project emphasizes equitable development by benefiting historically disadvantaged coalfield communities and aligning with federal Justice40 objectives (a federal government-wide goal that 40 percent of the overall benefits of certain Federal investments flow to disadvantaged communities that are marginalized, underserved, and overburdened by pollution).

The study will research and develop ownership and financing strategies for transmission infrastructure, analyze potential ownership structures, and assess funding mechanisms. The deliverable is a comprehensive feasibility study, cost-benefit analyses, and recommendations for ownership and financing frameworks. This information is intended to help the region attract significant private capital investment, namely data centers. The project has the potential to create over 1,650 jobs in renewable energy and related sectors and enhance regional grid resilience. Other expected outcomes include unlocking nearly one gigawatt of clean energy capacity on reclaimed mine lands, reducing carbon emissions, and establishing a stable tax base for local communities.

***Financial Viability Assessment:***

A review of key viability criteria reveals a relatively straightforward project to study ways to transform the economy in the coalfield region by repurposing former mine land to suit new industry investments. The budget is reasonable for projects of this type but was not accompanied by cost estimates with delineated scopes of work from identified contractors. A contingency to complete this step will be required prior to disbursing any funding. The match is not a clear cost share of the planning work however the applicant explains that the work being done by the contractor of the match source is integral to the overall project. The source of match is Congressionally directed spending to build the Oasis cooling demonstration at Data Center Ridge.

***Staff Recommendation:*** Staff recommends a grant award of \$50,000 with contingency that cost estimates be submitted prior to the first disbursement.

**St. Paul Tomorrow, Inc.**

***Russell County – Russell County Energy Distributed Energy and/or Microgrid Pilot Program (#4324)***

**\$50,000.00 Requested**

***Project Summary:*** The scope of this project will be to originate a community energy plan, identify an optimal town pilot site to simultaneously integrate digital, distributed energy to provide long-term affordable, reliable, and secure energy resources in community locations close to where the energy is consumed. Showcasing the capability and benefits of distributed energy projects to the people, businesses, and greater community of Russell County will allow for direct education and greater adoption of these energy resources to our citizens and business community. The immediate learnings of a pilot and corresponding energy plan will enable greater understanding of how new, digital energy solutions can lead to long-lasting energy decisions and transformation for the county and region.

***Matching Funds:***

- \$50,000, cash from area towns and counties, to be requested
- Unspecified in-kind match

***Project Outputs:***

- Community Energy Action Plan for Town of St. Paul and Russell County

***Staff Comments:***

St. Paul Tomorrow Inc. is requesting \$50,000 from the Commission for an energy planning and demonstration project for St. Paul, VA, aimed at developing energy resiliency, affordability, security, and sustainability for Russell County.

The project has two primary objectives: first, to conduct an assessment and create an energy plan for the downtown area, and second, to provide funding for a pilot demonstration site, potentially at a community theater or emergency services facility in St. Paul's downtown. The energy plan will cover town-owned properties and outline immediate, moderate, and long-term actions needed to transition to local, efficient, and reliable energy sources. The implementation project will potentially feature a downtown microgrid demonstration that utilizes cost-effective distributed energy sources such as solar panels, battery storage systems, or fuel cells.

In the planning for this project, the applicant has focused on establishing key partnerships and gaining valuable insights into modern energy solutions for rural communities. Discussions with energy consultancies and private funding entities, specifically Four-D Energy and TESIAC, have been initiated. These conversations have provided crucial education on behind-the-meter energy strategies tailored for rural areas.

The proposal's strengths include a comprehensive approach addressing both energy efficiency and distributed energy, an educational component to inspire public understanding, and alignment with TRRC's vision for energy resource development. The dual outcomes of an energy plan and a pilot demonstration site offer immediate and long-term benefits. However, weaknesses are evident in the lack of a specific timeline, unclear budget allocation for the \$50,000 grant request, and uncertainty regarding the demonstration site selection. These factors may impact planning and implementation effectiveness.

***Financial Viability Assessment:***

The project's dual objectives of planning and implementation are ambitious for the limitations of the Energy Catalyst planning program. At this time there are no matching funds committed to the project. The budget is not detailed and is not supported with cost estimates from contractors or vendors. Staff believes that the project's viability would be improved by scaling back and completing the planning process before seeking funds for implementation. Data derived from the plan would inform site selection, the funding needs, and potential sources for project capital.

***Staff Recommendation:*** Staff recommends no award.

## Virginia Ed Strategies

### *Energy Workforce Needs Assessment (#4323)*

**\$50,000.00 Requested**

**Project Summary:** Energy demand is growing across the country, and in Virginia, specifically, there are plans underway for a great amount of infrastructure development in the Southside and Southwest regions to meet these demands. There is not currently a trained workforce prepared to fill all of the roles that will be needed to successfully meet these demands. The Energy Workforce Needs Assessment would address this issue with two major studies to be conducted by a contractor in consultation with Virginia Ed Strategies, the Virginia Energy Workforce Consortium, and other key partners across the Southside and Southwest regions of the Tobacco Commission footprint: (1) to study the forecasted demand for energy generation and capacity and how that demand will impact talent pipeline needs and (2) to study the current and anticipated workforce needs for energy companies along with the existing and planned training and education that would prepare future employees in the region for these jobs. Funding from the Tobacco Commission would cover a contractor, travel expenses, and miscellaneous expenses such as data or license fees. The studies conducted with the planning grant will yield concrete data and recommendations for the projects and partnerships that are critical to best meet those needs in the most efficient, economical way.

#### **Matching Funds:**

- \$45,000, Virginia Ed Strategies, cash in hand
- \$5,000, Virginia Ed Strategies, in-kind

#### **Project Outputs:**

- Energy Workforce Needs Assessment Report

#### **Staff Comments:**

Virginia Ed Strategies, in partnership with the Virginia Energy Workforce Consortium (VEWC), requests \$50,000 in funding for an Energy Workforce Needs Assessment of the Southern and Southwest regions of Virginia. The project aims to address the growing energy demand and the lack of a trained workforce to meet future industry needs in these areas.

The proposal highlights significant growth in Virginia's energy sector, with 191,851 energy workers statewide in 2023, representing 2.3% of all U.S. energy jobs. From 2022 to 2023, energy jobs in the state increased by 5,532, or 3% growth. Employers in Virginia reported 43.4% overall hiring difficulty, with 20.2% finding it very difficult to hire qualified employees.

To address these challenges, the project aims to conduct two major studies across the Southside and Southwest regions of the Tobacco Commission footprint, focusing on forecasted energy demand and its impact on talent pipeline needs, as well as current and anticipated workforce requirements for energy companies. Various routes to energy workforce preparation will be investigated, from K-12 to community college to apprenticeships. The final needs assessment report will strive to identify strategic partnerships and provide recommendations for tackling energy workforce challenges.

***Financial Viability Assessment:***

Overall, this proposal presents a well-conceived plan to address a critical need in Virginia’s energy sector. The budget is reasonable and the estimate and scope of work for the contractor is thorough. Match is appropriate and in hand. The project objectives are clearly outlined, with specific questions to be answered through the assessment. The methodology includes two major studies, focusing on energy demand forecasts and workforce needs, which are well-aligned with the project’s goals. It is staff’s opinion that the project is viable and has strong potential to provide valuable insights for workforce development in the Southside and Southwest regions.

***Staff Recommendation:*** Staff recommends a grant award of \$50,000.

**Virginia’s Gateway Region**

***Dinwiddie Energy Innovation Campus Planning Study (#4320)***

**\$50,000.00 Requested**

***Project Summary:*** Virginia’s Gateway Region and the Dominion Energy Innovation Center are requesting a \$50,000 Energy Catalyst Planning Grant to explore two specific opportunities. First, we will work to understand the viability of creating an energy-focused innovation campus in Dinwiddie County, located in close proximity to the Dominion Energy Locks Campus and other nearby energy-related assets. Second, we will explore possibilities of siting a pilot project for clean hydrogen/electricity production on the property as a tenant of the Energy Innovation Campus. TRRC funds will be used to develop a strategic plan, perform high-level site work, understand project economics, and identify potential tracts for the pilot project.

***Matching Funds:***

- \$27,500, US Department of Energy or National Renewable Energy Lab, application filed
- \$10,000, Virginia’s Gateway Region, cash in hand
- \$12,500, Dominion Energy Innovation Center, in-kind

***Project Outputs:***

- Overall strategy outline: goals and objectives, differentiation points, keys to success, targets
- Site analysis: scope tenant requirements, identify prospect parcels, evaluate cost/timeline to deliver requirements.
- Resource modeling report: benefits outline, company/jobs numbers, estimated tax revenues and economic impact
- Metal Fuels site list

***Staff Comments:***

Virginia’s Gateway Region (VGR) and the Dominion Energy Innovation Center (DEIC) are seeking a \$50,000 Energy Catalyst Planning Grant to explore the creation of an energy-focused innovation campus in Dinwiddie County, Virginia, aiming to capitalize on the region’s growing clean energy sector and leverage existing assets.

The proposed Energy Innovation Campus aims to address the increasing energy demands driven by data center growth, with projections indicating a 40% rise in PJM Interconnection grid loads by 2039,



primarily in the Dominion Zone covering Eastern Virginia. This initiative aligns with Dominion Energy's \$43 billion capital investment plan through 2029, focusing on zero-carbon generation and power delivery infrastructure. Notably, the Coastal Virginia Offshore Wind project, costing \$9.8 billion, is expected to power 660,000 homes, showcasing the region's commitment to clean energy advancements.

Dinwiddie County's strategic location near major highways and its potential acquisition of the 293-acre Central State Hospital property further enhance its suitability for this innovation hub. The county's proximity to Dominion Energy Locks Campus and other assets provides an ideal foundation for fostering clean energy projects, including pilot initiatives like hydrogen/electricity production.

The collaboration between Virginia's Gateway Region (VGR) and the Dominion Energy Innovation Center (DEIC) forms the backbone of this project. Their partnership brings together expertise in economic development and energy innovation, strengthening the proposal's credibility. Key stakeholders include:

- Dominion Energy, a major player investing in clean energy infrastructure
- PJM Interconnection, the largest U.S. grid operator coordinating wholesale electricity in the region
- Dinwiddie County
- Potential industry partners and local communities, whose engagement will be crucial for the project's long-term success

This diverse group of stakeholders positions the Energy Innovation Campus to potentially establish an energy-focused innovation cluster in the Tobacco Region.

The proposal for the study will include a long-term vision for the Energy Innovation Campus beyond the initial planning phase, including potential economic impacts and job creation estimates to provide a more compelling case for the grant's long-term value.

***Financial Viability Assessment:***

The \$50,000 grant request would be allocated across various project aspects, including site planning, strategy and economic impact studies, administrative costs, legal fees, and grant writing. The project's viability relies on pending grant applications for a significant portion of the matching funds. A contingency on receipt of full match would be necessary in order for TRRC grant funding to be disbursed.

***Staff Recommendation:*** Staff recommends a grant award of \$50,000, contingent on receiving full matching funds for the project.



## Energy Execution – Implementation Grants

### Town of Altavista

#### *Altavista Wastewater Treatment Plant Improvement Project (#4312)*

**\$750,000.00 Requested**

***Project Summary:*** The proposed Wastewater Treatment Plant (WWTP) upgrade project in Altavista offers significant benefits in terms of energy efficiency, environmental impact, and economic stability. By implementing modern technology and control mechanisms, the town can achieve substantial improvements in its wastewater treatment process. The installation of High-Speed Turbo Blowers (HSTBs) and dissolved oxygen (DO) control equipment is expected to reduce energy usage by 40-50%. This significant reduction in energy consumption will be achieved through:

- Precise aeration control, eliminating over-aeration of digesters and aeration basins.
- High-efficiency equipment operation, including HSTBs with magnetic bearings.
- Implementing a Supervisory Control and Data Acquisition (SCADA) system for automated monitoring and control.

The current Wastewater Treatment Plant (WWTP) operation does not utilize energy efficient control mechanisms such as dissolved oxygen (DO) control. Since the existing controls and instrumentation are no longer functioning, operations regularly over-aerate the digesters and aeration basins to eliminate the potential to under-aerate and upset the treatment process. The upgrade will contribute to a reduced carbon footprint through elimination of oil usage (55 gallons per year) for blowers, more efficient treatment of high-concentration wastewater from the town's largest employer Abbott Nutrition, and better management of biochemical oxygen demand (BOD) loading, which ranges from 450 to 750 mg/L due to industrial discharge. The normal household biochemical oxygen demand loading on a domestic plant is normally 180 to 250 milligrams per liter of BOD loading.

The project will support the maintenance of lower treatment rates for the town's industrial base, help retain jobs at Abbott Nutrition, and ensure the WWTP can meet stringent federal standards, particularly for treating Abbott's high-concentration discharge.

#### ***Matching Funds:***

- \$7,564,888 = Loan from Virginia Clean Water Revolving Loan Fund (application approved)
- \$3,000,000 = U.S. Economic Development Administration grant (application intended)

#### ***Project Outputs:***

- Engineering Design Plans and Specifications
- Permits to Construct from DEQ & Campbell County Building Department
- Award Bid to Contractor
- Purchase, Rebuild/Retrofit all new equipment in WWTP
- Fully Functioning Wastewater Facility

***Staff Comments:***

The Town of Altavista, Virginia, is embarking on an ambitious \$11.3 million upgrade to its Wastewater Treatment Plant, aiming to restore full capacity, improve energy efficiency, and enhance treatment processes. This comprehensive project, set to begin design in 2025 and complete construction by 2027, seeks funding from multiple sources to address critical infrastructure needs and support future economic growth in the region. \$750,000 is requested from the TRRC Energy Ingenuity Fund to help finance the project.

The upgrade aims to address three key objectives: restoring the plant’s full 3.6 MGD capacity, enhancing energy efficiency, and refurbishing treatment processes for improved reliability and performance. These improvements are necessitated by significant changes in inflowing wastewater characteristics since the plant’s 1996 re-engineering, coupled with aging and inoperable equipment. Upon completion, the project is expected to yield substantial energy savings, improve industrial waste treatment capacity, and create opportunities for expansion of both industrial and residential developments in the service area, which includes 1,565 customers across Altavista, part of Campbell County, and the Town of Hurt.

***Financial Viability Assessment:***

Overall, this is a well-structured and comprehensive proposal that addresses a critical infrastructure need with clear objectives, a detailed budget, and a realistic implementation plan. It effectively outlines anticipated benefits, including significant energy savings and expanded industrial and residential opportunities. Match sources are appropriate, although one (U.S. Economic Development Administration) is still pending. However, the approved loan from the Virginia Clean Water Revolving Loan Fund provides more than sufficient match for the TRRC funding request. The proposal could be improved by incorporating providing measurable outcomes to evaluate long-term impact.

***Staff Recommendation:*** Staff recommends a grant award of \$500,000 and a \$250,000 loan from the Commission’s Lending Partnership Program, contingent on loan approval by the Virginia Small Business Financing Authority.

## **Appalachian Voices**

### ***Energy Storage and Electrification Manufacturing (ESEM) Jobs Project (#4287)***

**~~\$2,825,000.00 Requested~~ Withdrawn**

***Project Summary:*** This TRRC proposal seeks funding for the innovative partnership between the Energy Storage and Electrification Manufacturing (ESEM) Program and GenEdge’s ITAC assessment process, representing a powerful and synergistic collaboration poised to transform the advanced manufacturing landscape across the entire TRRC footprint. This collaboration, comprising two parallel and coordinated initiatives, shares a common objective of revitalizing Southwest Virginia’s manufacturing sector by supporting the transition from historically coal-centric operations to emerging markets in Energy Storage and Electrification Manufacturing.

The ESEM Program, backed by state funding through GO Virginia and federal support from the US Economic Development Administration (EDA), has laid a strong foundation by providing critical planning and technical assistance to six multigenerational, family-owned manufacturers in far Southwest Virginia. Delivery of these services has already begun to diversify operations and increase production capacity, with documented and measurable results, preparing these companies to enter new energy market sectors.

In parallel, and within the same overall collaboration, the GenEdge ITAC project aims to expand industrial energy efficiency and decarbonization by offering comprehensive technical assessments and support to manufacturers across the entire TRRC service region. Through targeted energy efficiency assessments, strategic market analysis, and the introduction of advanced manufacturing practices, GenEdge will equip up to 50 companies with the data, analysis and tools they need to reduce energy consumption, enhance operational efficiency, and qualify for capital funding through the US DOE ITAC Implementation Grant Program.

Together, these two parallel initiatives administered under a single collaboration will create a stronger, more resilient manufacturing ecosystem that not only sustains existing businesses but also attracts new investment and innovation. By leveraging the combined expertise and resources of ESEM and GenEdge, this partnership will serve as a catalyst for advanced manufacturing, driving economic growth, job creation, and environmental sustainability throughout Southern and Southwestern Virginia.

***Staff Recommendation:*** Previously tabled proposal withdrawn at the request of the applicant. No action is needed.

**Brunswick County**  
***LNG Storage Tank Project (#4261)***  
**~~\$1,000,000 Requested~~ - Withdrawn**

***Executive Summary:***

Dominion Energy Virginia plans to construct a liquified natural gas (LNG) storage facility to support Brunswick and Greenville Power Stations with backup fuel. Mecklenburg Cooperative, the local distribution company at the proposed construction site, will build a new substation to provide power to the LNG facility. Brunswick County is seeking funding from the Tobacco Region Revitalization Commission on behalf of Dominion Energy to support the purchase of equipment installed in the electric substation.

***Staff Recommendation:*** Previously tabled proposal withdrawn at the request of the applicant. No action is needed.

## Campbell County

### ***Construction of Fuel Fabrication Facility in Campbell County (#4321)***

**\$4,000,000.00 Requested**

***Project Summary:*** BWXT Advanced Technologies is constructing a 10,000-square-foot nuclear fuel fabrication facility in Campbell County that will support Nuclear Thermal Propulsion (NTP) technology for government programs funded by Defense Advanced Research Projects Agency (DARPA) and National Aeronautics and Space Administration (NASA). It will produce the nuclear fuel required to meet the Demonstration Rocket for Agile Cislunar Operations (DRACO) program objectives. This will be a key component of the world's first spacecraft using nuclear thermal propulsion. This research and development project is expected to create 26 full-time jobs with an average annual salary of \$150,000.

#### ***Matching Funds:***

- \$6,700,000 – BWXT Advanced Technologies LLC, funds in hand.

#### ***Project Outputs:***

- A 10,000-square-foot nuclear fuel fabrication facility to be owned and operated by BWXT Advanced Technologies.

#### ***Staff Comments:***

Campbell County is requesting \$4,000,000 on behalf of BWXT Advanced Technologies to construct a 10,000 square foot fuel fabrication facility. The project involves a \$200 million contract for BWXT over three years, with the company investing an additional \$20.8 million in the nuclear fuel fabrication facility. The spacecraft is scheduled to launch in 2027, with the reactor being activated once it reaches a suitable location above low Earth orbit. This technology is expected to enable faster travel times for astronauts, reducing the risk of injury during long-duration missions, such as those to Mars.

The new facility, for which construction has been underway since July 2024, represents a major capital investment that is expected to boost the economic base of Campbell County and the surrounding region. The line item budget for TRRC funding is broken down as follows:

- \$650,000 – Facility Construction
- \$2,000,000 – Unspecified equipment to build Nuclear Thermal Propulsion components and fuel
- \$1,350,000 – Unspecified equipment installation and facility preparation and start up.

If grant-funded, these capital expenses would be subject to the TRRC's security interest policy. The TRRC has no history of supporting real property acquisition costs or facility expansions for private businesses via its grant programs, although the TRRC's loan program could possibly be used to those ends. This project would not qualify for an incentive from the Tobacco Region Opportunity Fund, since construction is underway and therefore not competing with other states for site selection.

***Financial Viability Assessment:***

A review of key viability criteria reveals an ambitious request for significant levels of investment in private sector property and equipment. This scale of cost-sharing is unprecedented in past TRRC projects. There appears to be no match committed by the applicant locality. The project’s budget lacks details on the specific features of construction, equipment, installation and facility preparation/start-up to be supported. There are no quotes accompanying the request, and staff would need those to substantiate the requested budget amounts. The expected annual taxes to be delivered to Campbell County is \$116,000. The cost benefit of the project for the region/locality seems low, given the request for a \$4MM investment from TRRC. While this is an exciting and laudable project for both BWXT and Campbell County, it does not appear to be a good candidate for grant funding from TRRC but could be considered for a loan.

***Staff Recommendation:*** Staff recommends no award.

**Central Virginia Electric Cooperative**  
***Appomattox Battery Energy Storage System (BESS) Project (#4315)***  
**\$1,500,000.00 Requested**

***Project Summary:*** CVEC and Lightshift Energy (formerly Delorean Power) are very pleased to submit this grant application in response to TRRC’s FY 2025 Energy Ingenuity Fund Request for Proposals. We propose jointly developing a 6-megawatt advanced battery energy storage system (“BESS”) in Appomattox, Virginia that will be used to reduce peak load for CVEC and will in turn save millions of dollars over the life of the project. These savings will be directly passed through to the commercial, industrial, and residential customers of CVEC, helping ensure lower electricity costs for current and future residents as well as attract new businesses to the Tobacco Region in southern Virginia. The project will also enable workforce training for the emerging BESS industry in Virginia which has been catalyzed by the Virginia Clean Economy Act, and the project will provide emissions reductions benefits and reduced transmission and generation requirements for the regional grid, as well as a clean source of local power for CVEC.

***Matching Funds:***

- \$4,177,402 – LightShift Energy, Applications Intended

***Project Outputs:***

- Battery energy storage containers with integrated BMS, thermal management and fire protection service; Battery Container e-STORAGE SolBank 3.0
- Power Conversion systems (PCS) consisting of inverter and medium voltage transformer units PCS Power Electronics
- Energy Management System (EMS)

***Staff Comments:***

Central Virginia Electric Cooperative, a member-owned nonprofit electric utility, is requesting \$1.5MM to offset the capital cost of the equipment to develop a six- megawatt advanced battery storage system (BESS) in Appomattox with LightShift Energy. The proposed BESS aims to reduce peak load for CVEC, lower electricity costs for current and future residents, reduce emissions, reduce

transmission and generation requirements for the regional grid, and offer a clean source of local power for the cooperative.

The system would be constructed on an 11+/- acre owned by the Appomattox County Economic Development Authority, which strongly supports the project. TRRC funding would be used to purchase battery containers. Matching funds would support additional equipment (transformers, power conversion systems, medium voltage switchgear, and a site communications cabinet) and interconnection to existing distribution circuits along Industrial Park Lane, with a point of interconnection at a new Appomattox Substation. Lightshift and CVEC plan to use local project partners and contractors as much as possible, providing direct investment into the community.

Tobacco Commission funding significantly enhances the project's financial performance, accelerating the break-even point from 12.4 years to 10.6 years, and increasing overall net benefits. The project appears to offer substantial long-term cost savings for CVEC and its members, aligning with the CVEC's stated objective of reducing electricity costs and attracting businesses to the region. However, it has historically been the practice of the Commission to refer revenue-generating projects to its loan program.

***Financial Viability Assessment:***

A feasibility study submitted with the application projects the BESS project to be highly effective in reducing peak loads, especially in the first five years of operation. The project demonstrates long-term economic viability, with benefits outweighing costs over the 20-year period.

***Staff Recommendation:*** Staff recommends a grant award of \$750,000 and a \$750,000 loan from the Commission's Lending Partnership Program, contingent on loan approval by the Virginia Small Business Financing Authority.

**Downtown Wytheville, Inc. (#4283)**

***Downtown Heritage Greenway Trail Demonstration EV Charging Station***  
**~~\$15,000.00 Requested~~ Withdrawn**

***Project Summary:*** Downtown Wytheville, Inc. and the Town of Wytheville are applying for an Energy Implementation Grant from the Tobacco Region Revitalization Commission's Energy Ingenuity Fund to install electric vehicle (EV) chargers in the heart of Wytheville's historic and walkable downtown district. This project will leverage a prior utility infrastructure investment and strategically place EV chargers near local businesses, the Millwald Theatre, and the Wytheville Farmers Market, promoting tourism, economic development, and sustainable energy use. By drawing EV travelers into the downtown area, this initiative will create new opportunities for local businesses while supporting the region's broader economic diversification and energy resiliency goals. The chargers will also serve as a key feature of the Heritage Walk Greenway system, connecting the town's parks, museums, and natural beauty, further encouraging foot traffic and enhancing quality of life.

***Staff Recommendation:*** Previously tabled proposal withdrawn at the request of the applicant. No action is needed.

# **EDUCATION COMMITTEE**





**· In-Person Meeting ·**

**AGENDA**

**EDUCATION COMMITTEE**

**Hilton Downtown Richmond  
Miller-Rhoads-Gerhart Rooms  
501 East Broad Street, Richmond, VA 23219**

**Monday, January 6, 2025**

**1:30 P.M.**

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If participating in the meeting by phone, dial: **1-332-249-0607** and enter access code: **328 396 15#**.

The Commission will not change the method by which it chooses to meet without providing a new meeting notice that is in accordance with the Virginia Freedom of Information Act. If you experience problems calling in, please contact: **Suzette Patterson** at **(804) 894-9662**, **[spatterson@revitalizeva.org](mailto:spatterson@revitalizeva.org)** or **Roz Stein** at **(804) 894-9651**.

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<b>Welcome and Call to Order</b>	<i>Ms. Amanda Cox, Chair</i>
<b>Call of the Roll</b>	<i>The Honorable James Campos, Executive Director</i>
<b>Introduction</b>	<i>The Honorable James Campos, Executive Director</i>
<b>Approval of <u>9/9/2024</u> Minutes (published on website)</b>	<i>Ms. Amanda Cox, Chair</i>
<b>Public Comment</b>	
<b>Grant Projects</b>	<i>Ms. Vicki Humphreys</i>
<b>TAP Exception Request</b>	<i>Ms. Stephanie Kim</i>
<b>Other Business</b>	<i>The Honorable James Campos, Executive Director</i>
<b>Adjournment</b>	

**FY25 Competitive Education  
Staff Summaries & Recommendations  
January 6, 2025**

The Commission received 8 applications for the October 10, 2024 application deadline of the FY25 Competitive Education Program. The Education Committee will act on these applications at its meeting scheduled for January 6, 2025, at 1:30 p.m. The applications are grouped by category.

<b>Req #</b>	<b>Organization</b>	<b>Project Title</b>	<b>Request Amount</b>	<b>Staff Recommendation</b>
<b>Advanced Manufacturing Workforce Training</b>				
4301	Central Virginia Community College Educational Foundation, Inc.	CVCC Meets Workforce Demand through NC3 Training and Advanced Manufacturing Expansion	\$243,464	\$243,464
<b>Advanced Manufacturing Workforce Training (1 request):</b>			<b>\$243,464</b>	<b>\$243,464</b>
<b>Post-Secondary Programs with a focus in STEM-H</b>				
4303	Southern Virginia Higher Education Center	Expanding Educational Access: The Learning Resource Center at the SVHEC	\$172,827	No Award
<b>Post-Secondary Programs with a focus in STEM-H (1 request)</b>			<b>\$172,827</b>	<b>\$ -</b>
<b>Workforce Training Programs</b>				
4305	The Bridge Ministry, Inc.	Heavy Equipment Operator/Technician and CDL Driver Building	\$200,000	\$100,000
4302	Patrick & Henry Community College Foundation	P&HCC Building Trades Expansion: Electrician Training	\$129,527	\$129,527
4304	Southside Virginia Community College Foundation	SVCC's Occupational Technical Center Expansion	\$400,000	\$400,000
4307	Southwest Virginia Community College	Automotive Technology Program Expansion to Include Hybrid and Electric Vehicle Technology	\$105,142	\$105,142
4306	Virginia Highlands Community College Educational Foundation	Electrical Technology Program Modernization Initiative	\$313,022	\$313,022

4308	Wytheville Community College	Wytheville Community College Certified Clinical Medical Assistant Program	\$188,820	\$188,820
	<b>Workforce Training Programs (6 requests):</b>		<b>\$1,336,511</b>	<b>\$1,236,511</b>
	<b>TOTAL (8 requests)</b>		<b>\$1,752,802</b>	<b>\$1,479,975</b>

### Advanced Manufacturing Workforce Training

**Central Virginia Community College Educational Foundation, Inc.  
*CVCC Meets Workforce Demand through NC3 Training and Advanced Manufacturing Expansion (#4301)*  
**\$243,463.67 Requested****

**Project Summary:** CVCC is Central Virginia's leading workforce trainer, committed to expanding regional training that increases Advanced Manufacturing educational achievement and accommodating student needs through traditionally and non-traditionally timed instruction. To further satisfy this commitment, CVCC has embarked on a \$840,406 project (\$730,389.80 of which is eligible for matching funds due to payment dates) to expand NC3 training and Advanced Manufacturing capacity. This project will provide classroom upgrades, purchase additional training equipment, and fund NC3 faculty training. This will allow CVCC to increase student enrollment without decreasing hands-on instructional time. In addition, through CVCC's NC3 partnership, students will receive industry-led national certifications upon program completion while earning embedded micro-credentials throughout their training. Students will be able to include these earned credentials and micro-credentials on their resume, making them more desirable candidates for work-based learning opportunities so they can 'earn as they learn.' Students will also be stronger candidates when seeking full-time employment as their skills have already been proven, thereby reducing the required training time once hired. CVCC's AM programs include Mechatronics, Networking and Electronics Technology, Nuclear Technology, and Industrial Maintenance, each tailored to meet the employment requirements of our region's industries, including five main sectors: Nuclear, Conveyors, Telecommunications, Packaging, and Original Equipment Manufacturers (OEMs).

**Matching Funds:**

A total of \$486,926 in Matching Funds were provided from the following sources:

- \$243,464 from the Al Stroobants Foundation, application filed
- \$206,700 from the Higher Education Equipment Trust Fund, money in hand
- \$13,200 from the National Science Foundation, money in hand
- \$23,562 from Framatome and other corporate partners, money in hand

### ***Project Outputs:***

Total students completing credentials annually is anticipated to increase by 5, from 38 to 43:

- Mechatronics Associates – increase by 2 annually, from 19 to 21
- Nuclear Technology Associates, increase by 1 annually, from 6 to 7
- Industrial Maintenance CSC – increase by 1 annually, from 2 to 3
- Networking and Electronic Technology CSC – increase by 1 annually, from 11 to 12

### ***Staff Comments:***

Grant funds are requested to expand CVCC's Advanced Manufacturing Program supporting equipment purchases for advanced manufacturing workforce programs. TRRC funds would be used to purchase Festo equipment while matching funds would purchase additional equipment, complete electrical upgrades and pay for staff training. Quotes were provided by Bluegrass Educational Technologies for the requested equipment. Employer letters supporting the project were received from Electronic Design & Manufacturing, Fleet Laboratories, Framatone, and Hanwha. Letters of support were also included from Appomattox County, Bedford County, Campbell County, the Central Virginia Planning District Commission, and the Central Virginia Workforce Development Board. While modest gains of almost 10% are expected, this project would continue to meet workforce needs in the region.

### ***Financial Viability Assessment:***

Overall, this project appears to have merit and potential for positive impact on the region's workforce development efforts in advanced manufacturing. The project has identified appropriate matching funds from diverse sources that make up 66.7% of the total budget. A sizable portion of the project's budget is slated to come from the Al Stroobants Foundation, for which an application has been filed. The viability of the total project rests on the approval of that funding, and as such a contingency for securing full matching funds will be part of the award conditions.

***Staff Recommendation:*** Staff recommends a grant award up to \$243,404 for up to 50% of equipment costs contingent on securing 1:1 Matching Funds.

**Southern Virginia Higher Education Center (#4303)**

***Expanding Educational Access: The Learning Resource Center at the SVHEC***

**\$172,827.00 Requested**

***Project Summary:*** In spring 2025, the Southern Virginia Higher Education Center will add a learning resource center to its campus to increase students' access to and success in their programs of study. The space currently known as Leggett Resource Center will be renovated and renamed the Leggett Learning Resource Center, signifying its new role in fostering student success at the SVHEC while still honoring the Leggett family as legacy donors. Learning resource centers on higher education campuses are critical supplements to classroom learning, providing purpose-designed spaces for students to study, access supportive services, participate in learning and life skills workshops, and develop a sense of inclusion in the campus community. Rural students in particular need accessible and appropriate study spaces with technology resources and supportive services. Reaching the milestone of completion, whether in a degree program or certification-based technical training, contributes to the individual's economic mobility and to regional prosperity.

***Matching Funds:***

A total of \$225,282 in Matching Funds were provided from the following sources:

- \$100,000 from Sentara, cash in hand
- \$58,590 from Southern Virginia Higher Education Foundation, cash in hand
- \$41,692 from Southern Virginia Higher Education Center, in-kind
- \$25,000 from the Microsoft Corporation, cash in hand

***Project Outputs:***

- Renovations and Outfitting of the newly branded Leggett Learning Resource Center

***Staff Comments:***

Grant funds in the amount of \$172,827 are requested to provide support for renovations and new furniture to assist in the transformation of the Leggett Learning Resource Center. The rebranded center would expand study space primarily for nursing students. Employer letters of support were provided by Comfort Systems USA and Sentara, and partner institutions Southside Virginia Community College and Danville Community College also provided letters of support. While it is a laudable project, staff did not feel it met the requirements of the RFP in that it did not increase educational achievement in work-ready certifications or degree programs. No evidence was provided to support an expansion of the program in terms of students served or an increase in credentials.

***Financial Viability Assessment:***

A review of key viability criteria for this project indicates it is financially a highly achievable endeavor if TRRC funds could fill the funding gap. The project budget is detailed and backed up with current quotes for requested renovations and equipment. The project has more than the minimum required match funding committed at the time of the application. The project, however, does not meet the requirements of the RFP and therefore is ineligible for TRRC funding.

***Staff Recommendation:* Staff recommends no award.**

## Workforce Training Programs

### **The Bridge Ministry, Inc.**

#### ***Heavy Equipment Operator/Technician and CDL Driver Building (#4305)***

**\$200,000.00 Requested**

***Project Summary:*** The Bridge Ministry, Inc. works in Virginia to transform the lives of troubled men and their families by providing behavioral and mental health services, vocational skills and training, education, and the relationships they need to bridge the gap from addiction to productive community and family life. The funding from the Tobacco Region Revitalization Commission will support a new heavy equipment building that will provide training to students in heavy equipment operation and maintenance. During the construction of this building, students will receive hands-on training in many areas including excavation, construction, heating and air conditioning, electrical work, roofing, plumbing, painting, carpentry work, and landscaping. The normal cost of building the heavy equipment facility can be halved by providing the labor ourselves as a workforce development project. Most students who enter the program enter as an alternative to incarceration, have no previous skilled training, did not graduate from high school, and have no financial resources to their names. When they graduate from the program, they have earned 2-6 professional industry-recognized certifications, are placed in career employment based on the certifications they earned, can earn a living wage (\$18.00 to \$30.00/hour), and there is room for advancement.

#### ***Matching Funds:***

- \$100,000 from an individual donor to the Bridge Ministry, cash in hand

#### ***Project Outputs:***

- Purchase of an excavator
- Construction of a heavy operator building

Total credentials completed annually is anticipated to increase by 80

- Heavy Equipment Operator – 30 credentials awarded annually
- Heavy Equipment Technician Training - 30 credentials awarded annually
- CDL Operator License – 20 credentials awarded annually

#### ***Staff Comments:***

The Bridge Ministry, a not-for-profit organization based in Buckingham County, offers an 18-month residential program aimed at transforming the lives of troubled men through addiction recovery, vocational training, and education. Partnering with Piedmont Virginia Community College, the program provides professional certification courses in various trades, including heating and air conditioning repair, electrical work, and welding. This vocational training, combined with therapeutic programming and education services like GED preparation, aims to equip participants with the skills necessary for successful reintegration into their communities.

Staff visited their campus in Buckingham County to learn more about their facilities and services. Cohorts of 50-60 men from across the Commonwealth move to the campus to receive residential services. Evidence-based practices, including the Matrix Model, Moral Reconciliation Therapy (MRT), and

Seeking Safety, form the foundation of the program's approach. This comprehensive methodology has yielded impressive results:

- 14% recidivism rate, significantly lower than the state average of 23.9%
- 100% job placement rate for graduates
- 98% pass rate on certification exams

Strong partnerships, particularly with Piedmont Virginia Community College, enhance the program's credibility and effectiveness in providing professional certification courses. The Bridge Ministry proposes to expand the credentials available to residents by adding a program focused on heavy equipment building. Heavy equipment operator, heavy equipment technician training and eventually CDL training would be added to an impressive list of workforce development options for residents.

Sam Northington, Virginia Infrastructure Academy Coordinator for Virginia's Community College System (VCCS), has been a volunteer at the Bridge Ministry for seven years and provided a strong letter of support for the project, citing the shortage of skilled heavy equipment operators for the infrastructure and construction sectors. Employer letters of support were received by Chemung Contracting Corporation and Cedar Mountain Stone Corporation, and a community letter of support was received from Senator Creigh Deeds for the project. The Bridge Ministry's advisory board is comprised of area professionals in business and real estate, law enforcement, and construction. Also serving on the board is retired Virginia Circuit Court Judge Jay Swett.

The first project for the new credential program will be the construction of a heavy equipment training building on the campus, under the supervision of Mr. William Washington, the ministry's executive director and a former contractor. Grant funds were originally requested to fully purchase an excavator and pay for a portion of the concrete slab for the heavy operator building. Because some of the proposed matching funds were spent prior to a grant award decision by TRRC, staff is recommending funding for 50% of future equipment expenses.

***Financial Viability Assessment:***

The non-profit applicant, established in 1996, has a long history of providing training and workforce development services to a non-traditional student population. A detailed, reasonable budget was provided with documentation of costs for equipment. The required match is fully committed at the time of application. The proposed project demonstrates cost-effectiveness, serving as both a training opportunity and a future facility while saving approximately \$2 million in construction costs. It is the staff's conclusion that this project would be a worthy investment for the Commission in terms of generating skilled workers for the infrastructure and construction sectors.

***Staff Recommendation:*** Staff recommends a grant award up to \$100,000 for 50% of equipment and concrete slab expenses contingent on 1:1 Matching Funds.



**Patrick & Henry Community College Foundation**  
***P&HCC Building Trades Expansion: Electrician Training (#4302)***  
**\$129,527.00 Requested**

***Project Summary:*** P&HCC has experienced great growth in both employer demand and enrollment in building trades programming in the last two years, and is working on planned expansions of multiple building trades training programs. P&HCC is seeking funding to bring training to students with barriers that prevent or make it difficult to travel to the college's main campus. P&HCC requests funding for equipment needed to offer expanded electrician training. This equipment will be housed in an existing mobile trailer and will be used at P&HCC's Patrick County site, The Franklin Center, and to serve the Henry County Adult Detention Center, in conjunction with classroom space at each location. Students participating in training in the mobile lab can earn up to 11 industry recognized certifications.

***Matching Funds:***

A total of \$448,314 in Matching Funds were provided from the following sources:

- \$261,000 from Virginia Community College System – Workforce Pipeline Funds, application approved
- \$176,266 from the Ratcliffe Foundation, money in hand
- \$6,048 from Carter Bank & Trust, money in hand
- \$5,000 in kind funding from Henry County Sheriff's Office, application approved

***Project Outputs:***

Total students completing credentials annually is anticipated to increase by 27.

***Staff Comments:***

P&HCC is seeking \$129,527 in grant funds to expand their Electrician Training program in Patrick County as part of a larger building trades program expansion. This builds on a previous expansion in Patrick County to include a welding program (Grant #3415 for \$141,475). The project aims to establish a mobile training lab for electrician training, offering industry-recognized Greenlee certifications and reaching students in remote areas and incarcerated individuals.

TRRC funding is intended to support \$125,327 for Greenlee equipment, \$1,700 for professional development of two P&HCC instructors to attend Greenlee Train-the-Trainer sessions, and \$2,500 for professional branding and logo wrap for the trailer, featuring credit to TRRC. Matching funds totaling \$261,000 from the Virginia Community College System's Workforce Pipeline Funds will support P&HCC's Building Trades Programming expansion. Additionally, the Ratcliffe Foundation is providing funds to purchase Heavy Equipment Operator simulators for the Patrick County site, further enhancing the building trades program's offerings. Employer support was provided by Monogram Foods, Signode, United Felts and Ten Oaks, all of which acknowledge difficulty in finding qualified job candidates.

The mobile electrician training program will be implemented through a 60-hour curriculum offered at multiple locations, including the Henry County Adult Detention Center, P&HCC's Patrick County site, and The Franklin Center. This approach utilizes a 24-foot trailer equipped with Greenlee equipment for hands-on training, complemented by classroom lectures at each site. The proposed training program would offer up to 11 NC3 Greenlee certifications, providing students with industry-validated proof-of-skills achievements. These certifications cover a range of essential electrical skills, including hand bending

and advanced bending techniques, wire pathways and terminations, conductor fishing and pulling, and three-phase testing and insulation resistance testing.

The 60-hour program will be offered as a short-term, noncredit Fast Forward course, with state board approval anticipated by January 2025. Students who complete the certifications can also earn 3 academic credits towards a career studies certificate in Residential and Commercial Electrician or an Associate degree in Industrial Electronics Technology, enhancing their career advancement opportunities. Four additional cohorts would be added to their offering of coursework.

***Financial Viability Assessment:***

A review of key viability criteria for this project demonstrates several strengths, including its direct response to local workforce needs, increased accessibility through mobile training, and focus on industry-recognized certifications. The applicant has a proven record of accomplishment with high completion rates. The budget was detailed and informed by current vendor quotes. Match is committed and in hand at the time of application. These conditions and the project's alignment with growing skilled trades demand and its potential for positive impact make it a strong candidate for funding.

***Staff Recommendation:*** Staff recommends a grant award of up to \$129,507 for up to 50% of equipment costs, marketing, and professional development.

**Southside Virginia Community College Foundation**  
***SVCC's Occupational Technical Center Expansion (#4304)***  
**\$400,000.00 Requested**

***Project Summary:*** Southside Virginia Community College is requesting funding to expand workforce training opportunities at the Occupational Technical Center in Blackstone, VA. The project has received \$2,664,357 from the Economic Development Administration (EDA), and if awarded, funding from the Tobacco Region Revitalization Commission will serve as match funding, further bolstering financial resources for this critical initiative. Key components of the project include the purchase and construction of a prefabricated training facility at the Occupational Technical Center Complex and the addition of 44,000 square feet of pavement for a Commercial Driver's License (CDL) training and testing course. Additionally, the project includes funding for tools/equipment, furniture, IT equipment, and fiber infrastructure installation. The proposed expansion leverages existing specialized facilities, such as a pole yard for power line training and the only regional diesel technician training site. This strategic initiative will ensure that students from rural areas have equal opportunities to achieve industry-standard certifications and gain employment with competitive pay.

***Matching Funds:***

A total of \$3,465,038 in Matching Funds were provided from the following sources:

- \$2,664,357 from US Economic Development Administration, application approved
- \$800,682 from the Southside Community College Foundation, cash in hand

***Project Outputs:***

Total students completing credentials annually is anticipated to increase by 63, from 249 to 312:

- Power Line Worker – increase by 3 annually, from 75 to 78
- Truck Driver Training - increase by 8 annually, from 116 to 124

- Diesel Technology – increase by 5 annually, from 15 to 20
- Fiber Installation – start-up will be 25 annually
- Solar Installation – increase by 22 annually, from 43 to 65

***Staff Comments:***

Southside Virginia Community College Foundation (SVCC) is seeking \$400,000 to support construction costs related to expanding its Occupational Technical Center Complex at Fort Barfoot in Blackstone, VA. This project aims to construct an additional building and expand the truck driver training space, complementing an existing \$2,664,357 award from the U.S. Department of Commerce's Economic Development Administration. This project builds on two previous TRRC grants: #4172 for \$316,000 to replace CDL training equipment, and #3410 for \$400,000 that was primarily used to construct an 8,000 square foot building for the Power Line Worker program.

The Occupational Technical Center in Blackstone, Virginia houses several in-demand technical training programs that have demonstrated significant success. These include:

- Power Line Worker: Established in 2016, it has trained 597 graduates from 55 counties and 15 independent cities throughout Virginia.
- Truck Driver Training: Operating since 1996, this program has produced 2,675 graduates to date.
- Diesel Technician: A 22-week program teaching fundamentals of diesel systems, hydraulics, and air brakes.
- Solar Photovoltaic Installer Training: Offered in partnership with the Solar Hands-On Instructional Network of Excellence (SHINE).
- Planned Fiber Technician program: To be added in the near future.

The expansion of SVCC's Occupational Technical Center is driven by pressing capacity constraints and regional economic challenges. With the current facility reaching its limits, planned program growth is hindered, particularly affecting the driver's training range which cannot accommodate current needs or expanded CDL testing in collaboration with the Virginia Department of Motor Vehicles. The proposed expansion includes constructing a prefabricated building on land already owned by the SVCC Foundation and adding 44,000 SF of pavement for CDL truck-driver training and testing, which will increase training capacity. Detailed enrollment projections show a 69% growth over a 9-year period, indicating potential for long-term impact of this capacity building project.

Employer letters were received by Dominion Energy, P&S Transportation Inc, and Mecklenburg Electric Cooperative. Additional letters of support were received from Virginia Trucking Association, Nottoway County, the Commonwealth Regional Council and SHINE.

***Financial Viability Assessment:***

Overall, the project's alignment with high-demand workforce sectors and the significant matching funds already secured make it a compelling candidate for grant funding. The requested amount (\$400,000) is relatively small compared to the total project cost, indicating good leveraging of other resources. A detailed budget and supporting documentation were provided. The project builds upon existing successful programs, suggesting a high likelihood of success, and cross-training opportunities between programs add value to the overall educational experience. It is staff's conclusion that the grant would be a solid investment in workforce development for the Commission.

***Staff Recommendation:*** Staff recommends a grant award up to \$400,000 towards construction of a training center at the Occupational Technical Center Complex.

**Southwest Virginia Community College (#4307)**

***Automotive Technology Program Expansion to Include Hybrid and Electric Vehicle Technology***

**\$105,142.00 Requested**

***Project Summary:*** Commission funds are requested to expand the automotive technology programs at Southwest Virginia Community College. This expansion will include hybrid and electric vehicle technology, battery technology, and additional supporting certifications with skills aligned to clean energy related pathways. Commission funds will be used for training for instructors, marketing, program supplies, a hybrid vehicle systems panel trainer, and an electric vehicle car kit.

***Matching Funds:***

The Virginia Coalfield Economic Development Authority has approved \$105,142 for the project. This funding will support instructor training, program supplies, and equipment purchases.

***Project Outputs:***

This project will result in the expansion of SWCC's automotive technology program to include hybrid and electric vehicle technology.

- 12-16 students will enroll over the first two years of the program (6-8 per cohort).
- 70% of students enrolling earn the Hybrid and Electric Vehicle Technology Career Studies Certificate.
- 80% of program completers will earn the Automotive Services Excellence (ASE) Light Duty Hybrid/Electric Vehicle Specialist Certification.
- 80% of program completers will earn the NC3 Snap-On Battery, Starting, and Charging Certifications.

***Staff Comments:***

The proposed expansion of SWCC's existing automotive technology program will allow students to earn three new credentials which will qualify them to perform maintenance on hybrid and electric vehicles. Although these vehicles have become increasingly popular with consumers, existing automotive technology programs in the region do not currently provide this type of training. The application states the closest similar programs are in Nashville, TN and Charlotte, NC. Local dealerships have engaged with

the College regarding the need for employees with these skills. Automotive diagnostic and repair technicians are in demand in SWCC's service region. There are currently 8-12 open positions with starting wages of approximately \$30. Future demand is also strong. According to Virginia Works occupational data, an estimated 311 positions will need to be filled by 2030.

The outcomes for this application are modest although this is not unusual given the specialized nature of these credentials. An additional 12-16 students, across the three credentials, are expected to enroll each year with 70%-80% expected to earn the credential. These figures reflect the expectation that SWCC will offer the programs to two cohorts each year.

The majority of Commission funds will be used to support 50% of the cost of two hybrid vehicle systems panel trainers and two electric vehicle care kits. The grant will also cover half of the cost of instructor training. TRRC is also asked to support 100% of marketing and outreach activities. A marketing plan was not provided with the application and, if approved, Staff will work with SWCC to develop details for this line item. Funding is also requested for program consumables with \$10,000 of this line item allocated to TRRC and \$15,000 allocated to VCEDA.

This program will ensure that SWCC's automotive technology program, the only in the SW region, will continue to provide training opportunities aligned with current industry needs.

***Financial Viability Assessment:***

Overall, the proposal presents a well-structured plan to address an emerging need in automotive technology education. The applicant presents a relatively clear budget with vendor quotes to substantiate expenses. Match is fully committed at the time of application. The inclusion of multiple industry-recognized certifications enhances the program's value to students and employers. Once implemented, the program is expected to generate tuition-based revenue for ongoing operation. SWCC should explore strategies to increase enrollment projections to sustain the program going forward. These factors position the proposal as a potentially impactful initiative to create a skilled workforce pipeline for the growing hybrid and electric vehicle market in Southwest Virginia.

***Staff Recommendation:*** Staff recommends a grant award of \$105,142 to support the expansion of SWCC's automotive technology program.

**Virginia Highlands Community College Educational Foundation**  
***Electrical Technology Program Modernization Initiative (#4306)***  
**\$313,022.00 Requested**

***Project Summary:*** Commission funds will be used to purchase updated equipment for VHCC's Electrical Technology programs. The updated equipment will allow the College to better align instructional resources to current industry standards. A detailed equipment list was provided to document the specific items to be purchased with grant funds. An additional list describing items to be purchased with matching funds was also provided.

***Matching Funds:***

The applicant will utilize \$313,022 of VCCS Equipment Trust Funding to purchase additional equipment.

***Project Outputs:***

Equipment serving the Electrical Technology program cluster at VHCC will be updated resulting in increased enrollment capacity.

- AAS Electrical Technology – increase of 5 annually, from 65 to 70
- AAS Electrical Technology – Energy Technology – increase of 2 annually, from 3 to 5
- AAS Electrical Technology – Mechatronics – increase of 2 annually, from 28 to 30

***Staff Comments:***

This request will allow Virginia Highlands to modernize and expand its Electrical Technology programs. Current enrollment is at capacity due, in part, to limited space and outdated equipment. The project described in this application will result in a renovated, and more functional learning space which will allow for modest increases to enrollment. The equipment purchased with TRRC and matching funds will serve students in the AAS in Electrical Technology, AAS in Electrical Technology, Energy Specialization, and AAS Electrical Technology, Mechatronics Specialization programs. Each AAS pathway includes related Certificates and Career Studies Certificates including the CSC in Applied Mechatronics and the CSC in Advanced Mechatronics. These programs are some of College's most popular. Over the past three years, VHCC has graduated an average of 65 students per year with one or more program related credentials.

The projected enrollment increase of 4-5 students annually is not unusual for projects focused on enhancing existing program offerings rather than creating new programs. These outcomes continue to accrue long after the close of the grant. According to the data presented in the application, about 30 skilled electricians are needed per year in the region. Assisting with the modernization of VHCC's Electrical Technology program will help to ensure that there is an adequate supply of trained graduates to serve the region's employers.

***Financial Viability Assessment:***

A review of key viability criteria for this project demonstrates several strengths. This is a Long-established program with a 40-year history, indicating community importance, and consistent enrollment numbers suggest long-term viability. The budget is supported with vendor cost information, and match is fully committed at the time of application. There is demonstrated regional demand supported by employment data and company letters. This strong regional demand underscores the importance of VHCC's Electrical Technology program in meeting workforce needs and supporting local economic



development. It is staff's conclusion that expansion of this program, though modest, would still be a solid investment for the TRRC.

***Staff Recommendation:*** Staff recommends a grant award of \$313,022 to support the Electrical Technology Program Modernization Initiative project.

## **Wytheville Community College (#4308)**

### ***Wytheville Community College Certified Clinical Medical Assistant Program*** **\$188,820.29 Requested**

***Project Summary:*** Commission funds are requested to establish a short-term Certified Clinical Medical Assistant Program at Wytheville Community College. The grant will primarily support the salary for a full-time faculty position (\$176,264.40) during the first three program years. Additionally, the College will purchase an EKG simulator, an EKG 12 lead, and a PCR Analyzer needed for the program. The program will be offered at either the college's campus in Wytheville or at its off-site location at the Crossroads Institute in Galax.

#### ***Matching Funds:***

The College will contribute \$188,820.29 of Workforce Development Revenue Funds to match the Commission request.

#### ***Project Outputs:***

- A Certified Clinical Medical Assistant Program will be established.
- National Healthcare Association – 16 credentials awarded annually
- Basic Life Support - 16 credentials awarded annually

#### ***Staff Comments:***

This request will allow WCC to add a short-term Certified Clinical Medical Assistant Program, thereby expanding their inventory of healthcare programs. Due to the strength and variability of the College's existing healthcare offerings, this program can be established with only a few additional resources including start up salary support and two pieces of equipment. Commission funds will support 50% of the cost of the equipment and reimburse the instructor salary on a sliding basis over the first three program years. Under this plan, the Commission will reimburse 75% of the salary during the first year, 50% during the second year, and 25% for the third year. By the end of the grant period, revenues from student enrollment will be sufficient to sustain the program.

Because this program utilizes existing resources, it can be implemented very quickly. A full time CCMA faculty member will be hired by February 2025 with the first cohort of students to enroll in April 2025. A second cohort will enroll in September 2025 with 2 to 3 additional cohorts to enroll in academic years 2026 and 2027. Ten students will be enrolled in each cohort with 80% of these completing. Despite the quick implementation timeline some program details, including the location, remain undecided. Both WCC's main campus in Wytheville and its off-site location at the Crossroads Institute in Galax have classroom facilities, healthcare skills labs, and simulated hospital labs available to serve the program. Depending on the instructor's capacity, the program could be offered at both locations simultaneously. The application notes that this instructor will also have the qualifications required to reestablish a Nurse



Aid program and one or both locations. The College's previous Nurse Aid program was paused during the pandemic.

***Financial Viability Assessment:***

Overall, the proposal presents a well-structured plan to address a clear workforce need in rural Southwest Virginia, demonstrated by healthcare provider demand and projected 15% job growth for Medical Assistants over the next decade. The project aligns with WCC's strong reputation in healthcare programs and leverages existing resources like the Simulated Hospital and Practical Nursing Skills Lab, reducing overall implementation costs. The budget is supported with vendor cost information, and match is fully committed at the time of application. The program adds value for students by offering potential for career advancement through stackable credentials and industry-recognized certifications. It is expected that student enrollment revenue will sustain the program after the initial funding period. It is the staff's conclusion that the project as presented is viable.

***Staff Recommendation:*** Staff recommends a \$188,820.29 grant award to support the establishment of a Certified Clinical Medical Assistant program.

# **SOUTHERN VIRGINIA COMMITTEE**



**• In-Person Meeting •**

**AGENDA**

**SOUTHERN VIRGINIA COMMITTEE**

**Hilton Downtown Richmond  
Miller-Rhoads-Gerhart Rooms  
501 East Broad Street, Richmond, VA 23219**

**Monday, January 6, 2025  
2:30 P.M.**

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If participating in the meeting by phone, dial: **1-332-249-0607** and enter access code: **328 396 15#**.

The Commission will not change the method by which it chooses to meet without providing a new meeting notice that is in accordance with the Virginia Freedom of Information Act. If you experience problems calling in, please contact: **Suzette Patterson** at **(804) 894-9662**, **spatterson@revitalizeva.org** or **Roz Stein** at **(804) 894-9651**.

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**Welcome and Call to Order**

*Mr. Walter “Buddy” Shelton, Chair*

**Call of the Roll**

*The Honorable James Campos, Executive Director*

**Approval of the 9/25/2024 Minutes**  
*(published on website)*

*Mr. Walter “Buddy” Shelton, Chair*

**Public Comment**

**Extensions and Modifications**

*Ms. Emily Van Pelt, Grants Assistant – Southern*

**Other Business**

*The Honorable James Campos, Executive Director*

**Adjournment**

# Southern Virginia Committee

January 6, 2025

The Southern Virginia Committee will meet on Monday, January 6, 2025, at 2:30 p.m. to consider the extension of one existing grant.

## **Institute for Advanced Learning and Research**

### ***Controlled Environment Agriculture; Increasing and Diversifying Agribusiness in Southern Virginia (#3590)***

**Current Project End Date: 1/31/2025 - 1 Year Extension Requested**

***Staff Comments:*** This \$365,520 grant from January 2020 is to support a Postdoctoral Research Assistant for 3 years, 3 conferences and workshops, and greenhouse supplies/materials. There remains a balance of \$146,630. The grant was originally delayed due to COVID but has since had much success. CEA Summit East events in 2022, 20223, and 2024 served as prominent gatherings, with attendees from across the country and worldwide. These summits emphasized industry-academia collaborations, featuring trade show exhibitions, media coverage and support from Matt Lohr, Virginia Secretary for Agriculture and Forestry and Governor Glenn Youngkin. Many of the grant outcomes have been achieved.

A fifth year extension was granted last year to support CEA Summit East 2024, roadmap expansion planning support, marketing and a new CEA conference for entrepreneurs. The new CEA conference for entrepreneurs was postponed due to the RISE Collaborative Conference that had a CEA component. This event is now planned for Spring 2025. A sixth year extension is requested by IALR to support the new conference, CEA Summit East in October 2025, another grower and extension agent workshop and supplies and materials.

***Staff Recommendation:*** Staff recommends a final one-year extension to January 31, 2026.

# **INCENTIVES AND LOANS COMMITTEE**



***-In-Person Meeting -***

**A G E N D A**

**INCENTIVES & LOANS COMMITTEE**

**Hilton Downtown Richmond  
Miller-Rhoads-Gerhart Rooms  
501 East Broad Street, Richmond, VA 23219**

**Monday, January 6, 2025  
2:45 P.M.**

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If participating in the meeting by phone, dial: **1-332-249-0607** and enter **access code: 328 396 15#**.

The Commission will not change the method by which it chooses to meet without providing a new meeting notice that is in accordance with the Virginia Freedom of Information Act. If you experience problems calling in, please contact: **Hannah Franke-Fuller** at (804) 894-9659 or [hfranke-fuller@revitalizeva.org](mailto:hfranke-fuller@revitalizeva.org) or **Roz Stein** at (804) 894-9651.

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**Welcome and Call to Order**

*The Honorable Terry Kilgore, Vice-Chair*

**Call of the Roll**

*The Honorable James Campos, Executive Director*

**Approval of the 9/25/2024 Minutes**  
*(published on website)*

*The Honorable Terry Kilgore, Vice-Chair*

**Public Comment**

**Economic Development Housing Incentive  
Pilot Program Updates**

*The Honorable James Campos, Executive Director  
Mr. Stephen Versen, Deputy Director*

**VSBFA Loan Program Update**

*The Honorable James Campos, Executive Director  
Mr. Stephen Versen, Deputy Director*

**Pending Projects and Loan Negotiations**

*Closed Session*

**Other Business**

*The Honorable James Campos, Executive Director*

**Adjournment**

# Incentives & Loans Committee

## January 6, 2025

The Incentives and Loans Committee is meeting on January 6, 2025 at 2:45 pm to consider actions and updates on Committee-created programs. The following summary provides staff overview and comments on each item.

### **1. Economic Development Workforce Housing Incentive Pilot Program**

Created at the Commission's Spring Meeting, our new Economic Development Workforce Housing Incentive Pilot Program has received strong interest and been promoted widely, including through an Op-Ed in Cardinal News by Delegate Marshall, a new brochure, and through presentations at the Southern Virginia Housing Conference and before the Virginia Housing Commission's Local Land Use and Community Living Workgroup. Interest in the program thus far has primarily been from affordable housing developments looking to fill a funding gap, or for large scale, single-family developments trying to overcome a major infrastructure expense. None so far have met the program's minimum criteria, especially the requirement that the housing project be linked to an economic development project. However, two major announcements by Governor Youngkin should energize interest in the program.

At the Governor's Housing Conference in November, a major new workforce housing program from Virginia Housing was announced that will provide \$15M annually for the next five years for the development of workforce housing. Additionally, Governor Youngkin is requiring recipients of Virginia Business Ready Sites Program funding to have a workforce housing plan in place. Taken together, staff expects these events will lead a renewed focus on workforce housing from local economic development professionals, who will then be looking for a program like ours to help bring a deal together. Commission staff continues to work closely with Chris McNamara of Virginia Housing, who is overseeing their new program, to develop suitable projects in the footprint.

To better align our program with Virginia Housing's Workforce Housing Investment Program, staff is recommending two minor changes to our program's guidelines. The first is to increase the allowable per unit subsidy for an individual unit from the current \$35,000 to \$50,000. This matches the per unit amount in Virginia Housing's program for double-distressed communities, which is the status of the majority in the footprint. The second change is expanding the upper limit of income eligibility for these workforce units from the current 120% of Area Median Income (AMI) to 150% of AMI, which matches Virginia Housing's income limit in essentially all of the footprint.

Making these adjustments gives staff greater flexibility to bring prospective projects to fruition and will also more closely align our program with the much larger Virginia Housing program, whose substantial financing assets and project development expertise will be needed to help these challenging workforce housing projects get off the ground. Staff is also hopeful that the Commission's program, combined with a number of major economic development project announcements in the region, will position the Commission's footprint localities to receive an outsized share of this new state funding for workforce housing.

**Staff recommends adjusting the guidelines of the Commission's new Economic Development Workforce Housing Incentive Pilot Program by increasing the maximum**



**per-unit incentive to \$50,000 and changing the income level target for these new units to generally be between 80 and 150% of Area Median Income.**

## **2. VSBFA Loan Program Update**

At its January 2024 meeting, the Commission approved the creation of a new lending program partnership with the Virginia Small Business Financing Authority and approved \$10M from the Commission’s existing loan fund to support this program. Three loan requests have been submitted and underwritten by VSBFA since the Fall Commission meeting. Below is a summary of loan requests and status.

Borrower(s):	Use of Funds	Amount	Loan Term*	Interest Rate	VSBFA Recommendation	Status
Grayson Natural Farms	Working capital for meat stick production	\$600,000	5 years	5.5%	Approve	Closed, all funds released
Roses Creek Farm, LLC	New hydroponic greenhouse	\$2,300,000	10 years	5%	Decline	Company working to secure needed equity for deal
Brunswick County IDA	Construct produce processing facility	\$2,000,000	10 years	5%	Approve	Awaiting final construction pricing before moving to close
IALR	Purchase Kyocera Building in Cyber Park	\$5,900,000	10 years	5%	Decline	Strong commercially lending options available
Harris Ranch, Inc.	Purchase building and equipment for hay processing	\$1,000,000	10 years	5.5%	Decline	I&L decision pending, denial recommended
City of Danville	Battery storage project for City utility	\$750,000	10 years	5.5%	Approve	Awaiting I&L OK, staff recommends approval
Town of Richlands	Install 5MW gas turbine to supply town electricity	\$2,000,000	10 years	5.5%	Approve	Awaiting I&L OK, staff recommends approval

The two loans recommended for funding by VSBFA were both also recommended for grants of equal size from the Commission’s Energy Ingenuity Fund at the Fall meeting. The first two pages of VSBFA’s credit memo for both projects, where loan purpose is summarized and loan terms detailed, are attached to this report.

**Staff recommends approval of the \$750,000 loan request for the City of Danville and \$2,000,000 loan request for the Town of Richlands.**

Date:	11/8/2024
RLM:	Linda Tackett
Approver(s):	Ray Sanchez
VSFBA - Loan Program Type:	EDLF (Tobacco Commission)
Borrower(s):	City of Danville, Virginia
Guarantor(s):	N/A
Recommendation:	Recommend approve based on the City’s liquidity of \$304.17MM FYE 2023 and unrestricted assets of \$132.66MM, long-standing history of paying as agreed, with several projects, and continued upward trend of revenue growth YOY.

**PROPOSED LOAN PURPOSE**

The City of Danville, Virginia has solicited the **Tobacco Region Revitalization Commission (TRRC)** for a loan in the amount of **\$750,000**. Proceeds of the loan will be used to finance the construction and installation costs of a battery energy storage system located at 900 Mount Cross Road, Danville, Virginia 24540. The city is collaborating with Lightshift Energy in developing their second batter energy storage system (BESS) and are seeking a low-cost fixed rate loan from the TRRC to drive down the costs of the project and deliver even greater savings to Danville Utilities’ customers. The BESS project, like the first, will be used to reduce peak system demand for Danville Utilities and reduce their wholesale power costs.

Danville is in the AEP transmission zone of the PJM interconnection, a regional transmission organization that manages the flow of electricity in 13 states and the District of Columbia and pays transmission charges based on their measured electric demand during the single annual AEP zonal coincident peak event. They also pay capacity charges based on their loan during the five-summer coincident peak load events in the PJM region. The project is estimated to generate more than \$28 million in net savings to Danville and its customers by charging during off peak hours and avoiding costly peak demand premiums. The project will also enhance reliability and protect vulnerable citizens during outages and severe weather by offering grid hardening and power quality benefits and by reducing strain on the grid during peak electricity demand.

Health and climate benefits will be realized when charging the battery during off-peak hours when emission rates on the grid are low and discharging during peak hours when emission rates are high which reduces carbon and other harmful emissions.

**Economic Development Impact: 13 Full Time Jobs**

The project is a mission fit for TRRC by supporting the retention of one existing job and the creation of **12 new jobs** with an average wage rate of at least **\$75 per hour**; total capital investment into the Commonwealth of Virginia is anticipated to be \$12,589,000.

Development, construction, and maintenance of the project will also lead to local economic development through increased revenue at local businesses and increasing sales tax proceeds.

**Sources and Uses:**

Sources:		Uses:	
TRRC Loan (administered by VSBFA)	\$750,000	Building Costs	\$2,627,000
TRRC Grant	\$750,000	Equipment Costs	\$8,808,000
City of Danville Equity	\$750,000	Contingency/Other	\$1,154,000
Contingency/Other	\$10,339,000		
<b>Total:</b>	<b>\$12,589,000</b>		<b>\$12,589,000</b>

**PROPOSED LOAN DETAILS**

Loan Amount:	\$750,000
Loan Term (months):	10 years (120 months)
Loan Amortization (months):	Same
Loan Payment Type:	P & I
Interest Rate:	5.5% Fixed
Risk Rating:	4
Loan Fees:	Not applicable (The TRRC currently does not charge a fee.)

Date:	11/19/2024
RLM:	Linda Tackett
Approver(s):	Ray Sanchez
VS BFA - Loan Program Type:	EDLF (Tobacco Commission)
Borrower(s):	Town of Richlands, Virginia
Guarantor(s):	N/A
Recommendation:	Recommending approval base on business DSC of 2.10x FYE 6/30/2023, Strong unrestricted liquidity of \$7.16MM FYE 2023 and investments of \$437M, and the Town has been operating since 1922

**PROPOSED LOAN PURPOSE**

The Town of Richlands, Virginia has applied with the Tobacco Revitalization Region Commission (TRRC) for an Economic Development Loan (EDLF) in the amount of **\$2.0MM**. The EDLF Program is underwritten and administered through the Virginia Small Business Financing Authority (VS BFA). Proceeds will be used as part of a **\$14.0MM** initiative to install a 5-Megawatt Solar Mercury 50 natural gas-fired turbine and generator, which will facilitate the Town’s century-long history of providing electricity to its citizens.

Since 1922, Richlands has supplied its residents with electricity, but today, it faces mounting challenges from its reliance on purchased power from distant generation sources. The Town currently pays about \$0.06 per kilowatt-hour for electricity, but transmission costs through American Electric Power’s (AEP) lines add up to another \$0.06, effectively doubling the price. Without action, residents face rate increases of up to \$0.05 per kilowatt-hour over the next three to four years.

The natural gas generator project offers a compelling solution. By generating electricity locally at \$0.06 per kilowatt-hour without transmission fees, the Town can reduce rates by \$0.01 – 0.02 per kilowatt-hour over the next several years. This translates to significant savings for residents – a typical household using 2000 kilowatt-hours monthly could save up to \$1,500 annually compared to projected rate increases under the current system.

Beyond residential benefits, the project positions Richlands as an attractive destination for business investment. The ability to offer below-market electricity rates as economic development incentives creates a powerful tool for attracting industry. Large power users could realize substantial savings - for every penny reduction in rates, businesses save \$120 per 1000 kilowatt-hours consumed. A manufacturing facility using 2MW of power could save \$20,000 or more annually, making Richlands highly competitive for industrial recruitment.

The selected Solar Mercury 50 system represents state-of-the-art technology, achieving 36-40% efficiency while maintaining lower emissions than traditional fossil fuel generation. Its advanced control systems enable precise monitoring and maintenance, ensuring reliable operation. The generator will be installed at 2301-2399 Jewel Ridge Road, Richlands, Virginia, a strategic location with access to an open-source pipeline that allows competitive gas purchasing from multiple suppliers.

With the RFP process completed and a generator supplier selected, the Town is now conducting final technical studies and environmental reviews. Construction is expected to take 18 months once initiated. The project represents more than just infrastructure – it’s an investment in Richlands’ future that will enhance grid resilience, increase energy independence, and create a foundation for sustained economic growth in Southwest, Virginia.

By generating power locally and eliminating excessive transmission costs, this project will help the Town of Richlands continue its long tradition of providing reliable, affordable electricity while creating new opportunities for community growth and prosperity. This forward-thinking initiative demonstrates Richlands’ commitment to innovative solutions that benefit both current residents and future generations.

**This request will be supported by a Moral Obligation from the Town of Richlands, Virginia.**

**Project Sources and Uses:**

Sources:		Uses:	
Tobacco Commission Loan (administered by VSBFA)	\$2,000,000	Purchase and Install 5MW Solar Mercury 50 natural gas-fired turbine and generator	\$14,000,000
Tobacco Commission Grant	\$2,000,000		
AMLER Grant (Abandoned Mine Land Economic Revitalization Program)	\$2,000,000		
Town of Richlands Cash Equity - revenue Bond financing for the project	\$8,000,000		
<b>Total</b>	<b>\$14,000,000</b>		<b>\$14,000,000</b>

<b>PROPOSED LOAN DETAILS</b>	
Loan Amount:	\$2,000,000
Loan Term (months):	10 years or 120 months
Loan Amortization (months):	20 years or 240 months
Loan Payment Type:	P & I
Interest Rate:	5.5% Fixed
Risk Rating:	4
Loan Fees:	Not applicable.

# **SOUTHWEST VIRGINIA COMMITTEE**



**• In-Person Meeting •**

**A G E N D A**

**SOUTHWEST VIRGINIA COMMITTEE**

**Hilton Downtown Richmond  
Miller-Rhoads-Gerhart Rooms  
501 East Broad Street, Richmond, VA 23219**

**Tuesday, January 7, 2025  
9:00 A.M.**

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If participating in the meeting by phone, dial: **1-332-249-0607** and enter access code: **328 396 15#**.

The Commission will not change the method by which it chooses to meet without providing a new meeting notice that is in accordance with the Virginia Freedom of Information Act. If you experience problems calling in, please contact: **Suzette Patterson** at **(804) 894-9662**, **spatterson@revitalizeva.org** or **Roz Stein** at **(804) 894-9651**.

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<b>Welcome and Call to Order</b>	<i>The Honorable James “Will” Morefield, Chair</i>
<b>Call of the Roll</b>	<i>The Honorable James Campos, Executive Director</i>
<b>Approval of the <u>9/25/2024</u> Minutes (published on website)</b>	<i>The Honorable James “Will” Morefield, Chair</i>
<b>Public Comment</b>	
<b>Grant Projects</b>	<i>The Honorable James Campos, Executive Director Ms. Sara Williams, Southwest Regional Director</i>
<b>Extensions and Modifications</b>	<i>Ms. Sara Williams, Southwest Regional Director</i>
<b>Other Business</b>	<i>Mr. Stephen Versen, Deputy Director</i>
<b>Adjournment</b>	



**FY25 Southwest Virginia Program  
Staff Summaries and Recommendations  
January 6, 2025**

The Virginia Tobacco Region Revitalization Commission received twelve applications for the September 12, 2024, application deadline for the FY25 Southwest Virginia Program, two of which were later withdrawn and will not be considered at this time. One application was tabled at the May 2024 meeting. The applications are grouped according to investment category. The Tobacco Commission’s Southwest Virginia Committee will act on these funding requests at its meeting on January 7, 2025, at 9:00 am.

<b>Agribusiness</b>				
<b>Req #</b>	<b>Organization</b>	<b>Project Title</b>	<b>Request Amount</b>	<b>Staff Recommendation</b>
4293	Appalachian Sustainable Development	ASD Agricultural Campus Phase I: Food Hub Expansion	\$610,000	\$610,000
4298	Bland County	<del>Bland County Fairground Arena Improvement Project Phase One</del>	Withdrawn	Withdrawn
4294	Lee County Livestock Association	Round Two: Forage Improvement Initiative for Southwest Virginia	<del>\$145,000</del> \$240,000	\$240,000
<b>Business Development</b>				
4291	<del>Mount Rogers Regional Partnership</del>	<del>Mount Rogers Region Sites and Talent Marketing</del>	Withdrawn	Withdrawn
4239	Town of Pennington Gap	Pennington Gap Multi-Purpose Building Kitchen Incubator	\$515,000	\$515,000
4296	Tazewell County - Tourism Department	Route 16 Billboard	\$65,709	No Award
<b>Other Economic Development</b>				
4292	LENOWISCO Planning District Commission	SCTC / Verizon Wireless 5G Initiative	\$405,480	\$405,480 loan
4288	Virginia Coalfield Coalition, Inc.	Buchanan/Tazewell Wireless Communication Job Growth Corridor Project (460 Wireless)	\$1,401,335	\$1,401,335

<b>Sites and Infrastructure</b>				
4295	Lee County	Western Lee Sewer Phase I-A	\$1,000,000	\$1,000,000
4297	Smyth County Economic Development Authority	Groseclose Sewer/General Shale Infrastructure Improvements Design	\$257,450	No Award
<b>Tourism</b>				
4290	Town of Abingdon	Abingdon Cultural Heritage Tourism Strategic Plan: Abingdon's History is America's History	\$50,000 \$30,000	\$30,000
4299	Tazewell County - Tourism Department	Northwestern District Campground	\$25,000	\$25,000
4289	Virginia Department of Wildlife Resources	Cumberland Outdoor Access Legacy	\$500,000	\$500,000
<b>Total (13 requests)</b>			<b>\$5,049,974</b>	<b>\$4,726,815</b>

**Appalachian Sustainable Development**  
***ASD Agricultural Campus Phase I: Food Hub Expansion (#4293)***  
**\$610,000.00 Requested**

***Project Summary:*** Commission funds are requested to assist with site preparation for the ASD Agricultural Campus currently under development in Bristol. The request will also support the construction of a new, 8,000 sq ft food hub facility which will serve as an additional node on ASD's distribution network.

***Matching Funds:***

The application lists a total of \$4,414,637 of matching funds from the following sources:

- \$2,250,000 – Wellspring Foundation - Approved
- \$75,000 – Environmental Protection Agency - Approved
- \$50,000 – Just Trust Fund - Approved
- \$1,203,137 – Anne & Gene Worrell Foundation - Filed
- \$690,000 – USDA Resilient Food System Infrastructure - Filed
- \$146,500 – Private Donors – Money in Hand

***Project Outputs:***

- An 8,000 sq ft food hub facility will be constructed.
- 20-30 new farmers will utilize the food hub.
- The facility will generate \$2,000,000 in annual revenue.

***Staff Comments:***

In January 2024, the Commission awarded \$29,435 to support planning activities associated with the development of a 17+ acre, multifaceted, agricultural campus. Those funds supported the development of preliminary engineering and architectural reports, cost estimates, and an operating/business plan. These planning activities are now complete, and the project is ready to move to the next phase of development.

Although the campus will provide space for a variety of agriculture related purposes, this request is focused on the space which is best suited to the Commission's funding priorities. The construction of a new food hub will provide new wholesaling opportunities for region farmers, many of whom do not currently have access to this type of facility. For many years ASD has successfully operated a similar facility in Duffield, VA however it is at capacity and, due to its location may not be accessible for farmers in other parts of the region. Additional nodes in ASD's supply chain include the SWVA Regional Farmers Market in Hillsville, VA as well as locations in Huntington, WV, and a pickup site in eastern KY. The proposed hub will be centrally located within the region and in close proximity to I-81. Although the hub will primarily be used for produce aggregation, the basement will provide a controlled environment for the production of high value medicinal herbs. The Commission provided two grants, totaling \$275,000 to support the development of the medicinal herb initiative.

The total development cost for the entire campus is estimated at approximately \$14M. Phase I, which includes site development for the entire property and the construction of the food hub, is estimated at approximately \$5M. A significant amount of matching funds has already been committed although these are focused primarily on the sitework element of the project. Applications are pending for the funding required to complete construction of the food hub facility. The approval of this request will add to the successes of the project's aggressive fundraising campaign and will move the project closer to completion. Under the timeline proposed in the application, Phase I can be completed in just over a year (February 2026).

***Financial Viability Assessment:***

The project's key strengths lie in ASD's established organizational capacity and experience operating existing food hubs. The implementation plan includes detailed milestones and comprehensive planning documents, such as a feasibility study and architectural report. Notably, the project has secured significant financial support, with 88% of the total budget coming from diverse matching funds, including federal grants and private foundations. This strong financial backing demonstrates confidence in the project's potential from multiple funding partners. It will produce positive returns on investment in less than five years, as the expansion is projected to generate \$1.4 million in new sales revenue annually for producers and agricultural businesses.

***Staff Recommendation:*** Staff recommends a grant award of \$610,000.

**Lee County Livestock Association**

***Round Two: Forage Improvement Initiative for Southwest Virginia (#4294)***  
**~~\$145,000.00 Requested~~ (\$240,000 Revised Request)**

***Project Summary:*** Commission support is requested to continue a cost-share program serving farmers in Lee, Scott, Wise, Dickenson, Buchanan, Russell, Tazewell, Washington, Smyth, Wythe, Grayson, Carroll, and Bland Counties. The program assists participants with the purchase of eligible forage production equipment such as no-till drills, fertilizer spreaders, hay wrappers, testing equipment, etc. Additionally, the application will provide reimbursement for hay storage and permanent and temporary fencing. These programs will result in improved forage quality and storage capability for regional producers. Cost share payments will be limited to 33% of eligible expenses up to a maximum \$5,000 payment.

***Matching Funds:***

A total of \$737,273 of matching funds will be contributed from the following sources:

- \$10,000 – Virginia Cooperative Extension
- \$727,273 – Program participant contribution (66% of purchases)

***Project Outputs:***

- 48 producers will be served by the program.
- \$7,000 average new revenue per participant

***Staff Comments:***

In January 2024, the Commission approved \$262,000 to support the implementation of this new cost share program. The 2024 application requested \$525,000 however only half of that amount was recommended for funding. This recommendation was based on the difficulty of predicting the actual demand for new cost share programs. A reduced award was made with the understanding that, should demand for the program exceed the available funding, a subsequent application could be submitted to serve waitlisted applicants. When the current application was submitted, 29 producers were on the waitlist. Since that time, the waitlist has continued to increase. The amount of funding needed to serve those currently on the waitlist is now estimated to be \$240,000 and, with the Grant Director's permission, the application has been adjusted to reflect the increase. The strong demand for this program is an indication that cost share funding is an important resource for regional producers.

The Commission has funded multiple agricultural cost share programs over the years including those that provided reimbursement for many of the elements included in the scope of the current application. Despite this, there continues to be a need for producers to make improvements to their practices to allow for greater efficiencies and to increase farm revenues. The equipment and infrastructure improvements associated with this cost share program result in increased profitability while increasing soil health and animal nutrition. The application estimates that the economic benefit for a farmer who increases grazing by 60 days and increases hay storage is approximately \$15,000 annually.

The funding requested in this application will allow the program to serve the 48 participants currently on the waitlist. This will be the final round of funding provided for this particular cost share program.

***Financial Viability Assessment:***

The initiative demonstrates strong financial viability with a 3:1 match ratio, leveraging \$727,273 in farmer contributions against \$240,000 requested from TRRC. This significant buy-in from beneficiaries enhances the program's sustainability and impact. Demand for this program is evidenced by full allocation of initial funding for the first program by August 13, 2024, with a waitlist of 29 producers. Farmers benefit through estimated annual savings of \$7,000-\$15,000 per farmer through increased grazing days and improved hay storage. The program's structure, combining financial assistance with required educational sessions, promotes long-term adoption of improved practices and positions it as a sustainable model for agricultural development in Southwest Virginia.

***Staff Recommendation:*** Staff recommends a grant award of \$240,000.

## Business Development

### Town of Pennington Gap

#### *Pennington Gap Multi-Purpose Building Kitchen Incubator (#4239)*

**\$515,000.00 Requested**

**Project Summary:** Commission funds are requested for 50% of the cost to construct and equip a new commercial kitchen space located in a multipurpose facility under development within the existing town hall building. The shared commercial kitchen space will serve as an incubator for local food entrepreneurs and related small businesses. A convention center is also planned to be developed within the facility.

#### **Matching Funds:**

- \$515,160 – USDA Rural Development (Application Intended)

#### **Project Outputs:**

- A new shared commercial kitchen space will be constructed and equipped.
- 16 businesses will benefit from the project resulting in the creation of 25 jobs.

#### **Staff Comments:**

This application was submitted to the Spring 2024 funding round and was tabled at the May 2024 meeting. The recommendation to table this proposal was based on concerns related to the availability of matching funds as well as a lack of evidence for sufficient demand for this type of facility in Pennington Gap and the surrounding community. A recent project update, provided in November 2024, addresses both of these concerns. The update stated that the original total project cost, which represents the development of the multipurpose facility has been decreased from the \$3,950,000 figure presented in the application, to \$2,552,600. This reduction reflects decreases to the convention center and storage areas. The cost of the kitchen incubator remains unchanged (\$1,030,000) which includes renovation (\$780,000) and equipment (\$250,000). Commission funds will support 50% of the total cost.

The budget submitted with the application shows only \$515,000 in matching funds, which reflects the remainder of the cost to develop the kitchen space. At that time, the Town planned to submit a loan request to USDA for funding to develop the entire multipurpose facility, including the \$515,000 allocated as match to the TRRC request. A very positive update was provided regarding the availability of matching funds. A request for a congressional appropriation through the USDA Community Facilities program was submitted through Congressman Griffith's office. The Town was recently notified that these funds have been secured and will be available by August. This will leave only a balance of \$37,000 which will be covered by the Town's general budget.

Multiple letters of support from community members, organizations, and businesses were provided to document the need for the incubator. The wide range of potential users is an indication that the facility will be used consistently. Staff is satisfied with this information and believes that a positive funding recommendation is appropriate.

***Financial Viability Assessment:***

A review of key viability criteria reveals significant progress on securing match commitments since the May 2024 meeting. The budget is supported by current construction and equipment quotes. The proposal efficiently repurposes part of the existing town hall building, leveraging available resources. Financial sustainability is a concern, with modest projected net income in the first three years (\$6,500, \$21,500, and \$31,500 respectively), providing limited buffer for unexpected expenses. It would be prudent for the Town to include contingencies for lower-than-expected usage in its financial planning to maintain long-term viability.

***Staff Recommendation:*** Staff recommends a grant award of \$515,000 to support 50% of direct project expenses related to the development of the kitchen incubator space.

**Tazewell County - Tourism Department**  
***Route 16 Billboard (#4296)***  
**\$65,709.00 Requested**

***Project Summary:*** Commission funds are requested to support the installation of a billboard along Route 16. Commission funds will be used for the design, landscaping, construction, and installation of the billboard. The billboard will be used to direct travelers and tourists to the Town of Tazewell. The total cost of the billboard is estimated to be \$131,418. Commission funds are requested for 50% of this cost.

***Matching Funds:***

A total of \$65,709 of matching funds will be contributed from the following sources:

- \$50,000 – Shott Foundation
- \$11,855 – Tazewell County

***Project Outputs:***

- A billboard will be constructed along Route 16
- The project will result in a 5% increase in visitation to the Town of Tazewell
- Visitor spending will result in a 3-5% revenue increase for businesses
- The Town of Tazewell will receive an additional 3-5% in tax revenue.

***Staff Comments:***

The Back of the Dragon attracts thousands of motor enthusiasts to Tazewell County each year. The proposed project is intended to draw more of these visitors into the downtown Tazewell area, resulting in increased spending in local businesses. While this is a reasonable goal, the outcomes presented in the application are extremely modest. Only a 5% increase in visitation is anticipated because of this project. Under this scenario, only an additional 50 visitors per every 1,000 would visit downtown Tazewell. The increased patronage is estimated to result in only a 3-5% revenue increase for businesses. The same increase (3-5%) will apply to tax revenues. This project was submitted under the Business Development investment category likely due to its stated goal of increasing revenue for these businesses however, these estimates indicate that the project is not a strong candidate for funding under this investment category.



This project does not qualify under the Commission’s tourism investment category because it does not directly result in an increase of visitors from national or international markets. The proposed billboard will provide information to those visitors who have already decided to visit the region. These visitors have likely already researched the shopping and dining options along the Back of the Dragon route and are already aware of the associated shopping and dining opportunities. This information is readily available on websites such as Backofthedragon.com which contains a “Plan Your Trip” page.

The County plans to construct the billboard on property owned by Foxtail Orchards. Generally, projects which result in the construction or renovation of privately owned property are not eligible for support under this program’s current RFP. This project is unique in that the billboard will be owned by the County but will be located on a privately owned site. During review of the proposal, Staff requested copies of the agreements between Tazewell County, Foxtail Orchards, and Back of the Dragon related to the project. An agreement is in place between the County and Foxtail Orchards for the placement of the billboard while a separate agreement exists between the County and Back of the Dragon related to maintenance responsibilities. At the time the staff report was drafted, neither agreement had been provided for Staff’s review. Without the opportunity to review these agreements it is not possible to determine if the structure of the project, specifically the location of the structure on privately owned property, is appropriate for Commission support. With an estimated total cost of over \$131,000, this appears to be a very expensive structure that will benefit only a handful of businesses. The large project cost is due, in part, to expensive site development costs, which could indicate that this is not the optimal location for the billboard. No information was provided to explain how this site was selected or if other, perhaps publicly owned, locations were explored. Approximately \$30,000 of the total cost is required for electrical work to allow the billboard to be illuminated. Staff questions if this is a necessary component for a project given that it is assumed that the majority of tourists along this route likely travel during daytime hours. The limited economic impact described in this does not indicate that the project will generate adequate returns to justify the relatively large project cost.

***Financial Viability Assessment:***

The financial viability of the Route 16 Billboard project shows promise with secured matching funds, demonstrating strong local support and financial commitment. Billboards generally offer a cost-effective advertising solution with lower cost per impression compared to other media. However, the project's reliance on a single billboard may limit its overall impact and return on investment. The proposal lacks information on funding for future maintenance and updates, which could affect long-term financial sustainability. It is staff's conclusion that as presented, the project would not be a sound investment for the Commission. To enhance the project's effectiveness and address potential challenges, several recommendations can be made:

- Develop specific metrics and methods for measuring a billboard's impact on visitor numbers and local economic activity.
- Integrate the billboard into a broader, comprehensive tourism marketing strategy for greater impact.
- Create a plan for ongoing maintenance and future updates to ensure long-term sustainability.
- Explore additional low-cost, high-impact marketing tactics to complement a billboard.

***Staff Recommendation:*** Staff recommends no award.

## Other Economic Development

### **LENOWISCO Planning District Commission SCTC / Verizon Wireless 5G Initiative (#4292) \$405,480.00 Requested**

**Project Summary:** Commission funds are requested for 50% of the cost for equipment required to upgrade Scott County Telephone Cooperative owned equipment located on Verizon Wireless cell towers. This equipment is necessary to facilitate the deployment of 5G cell service throughout the region. The equipment is estimated to cost \$810,960.

#### **Matching Funds:**

A total of \$405,480 of matching funds will be contributed from the following sources:

- \$100,480 - LENOWISCO PDC – Money in Hand
- \$295,000 – Verizon Wireless – Money in Hand
- \$10,000 – Scott County Telephone Cooperative – Money in Hand

#### **Project Outputs:**

- System infrastructure will be upgraded from 1G to 10G at 56 sites enabling the deployment of 5G service.

#### **Staff Comments:**

This request to upgrade SCTC equipment located on 56 Verizon Wireless cell towers will allow for the deployment of 5G coverage throughout the region. To accomplish this, the backhaul infrastructure must be upgraded from 1GB to 10GB. The 5G platform will increase the quality and reliability of the cellular network allowing for better call quality, higher download speeds, and more accurate location and emergency services. The platform will also provide a service option for locations that are not served with fiber. These locations will be able to access broadband internet speeds Verizon Wireless mobile hotspots. The towers affected by this project are located in Wise, Russell, Lee, Buchanan, Dickenson, Scott and Washington Counties

The list of eligible investment categories provided in the SWVA Program RFP no longer includes broadband as a stated funding priority. This category was removed several years ago due to the increase in funding opportunities from other state and federal programs. Unfortunately, wireless projects such as the one presented in this application, typically do not qualify for these programs. This program's RFP contains language which can allow projects that do not fit under an eligible investment category but are critical to addressing other barriers to economic growth in the region. These applications must be allowed by the Grants Director. Including this project there were two applications submitted to this funding round that are focused on increasing and improving wireless coverage in the region. Adequate cell service is generally considered to be basic infrastructure needed to serve residents, visitors, and business prospects. The installation of the equipment requested in this application will allow these areas of the region to be served with 5G, industry standard, service.

While there is little doubt that these upgrades are necessary to ensure that quality cell service is available in large portions of the region, the suitability of the project for grant support is less clear. Longstanding Commission policy requires that projects with the potential to generate revenue must be considered for loan support. The financial information presented in the application, and during the review process, indicates that these upgrades will result in significant revenues for SCTC. The estimated total annual revenue, after backhaul costs, electronics maintenance costs, and revenue sharing commitments are considered is \$811,125. Of this amount, approximately 40% is estimated to be needed for network expenses implying that as much as \$486,000 of annual revenue could be available to service a loan. Under this scenario, the portion of the equipment cost requested from TRRC could be repaid in as little as 1 year. Further analysis of this project, by a qualified loan provider, is required to determine appropriate loan terms. In this case, a referral to VRA for loan evaluation is appropriate.

***Financial Viability Assessment:***

The project's viability hinges on its potential to catalyze economic development in Southwest Virginia. With a proposed budget of \$810,960, including \$405,480 in matching funds, the initiative demonstrates significant financial commitment. The 24-month project timeline, spanning from October 1, 2024, to October 1, 2026, allows for a comprehensive implementation of the 5G infrastructure upgrades. However, the lack of specific economic impact metrics and job creation targets makes it challenging to fully assess the return on investment. Concerns remain about its long-term sustainability and the potential overlap with private sector investments that Verizon might be expected to make independently. Given the revenue-generating potential and private sector involvement, this project may be more suitable for loan funding rather than a grant. The improved 5G infrastructure is likely to generate ongoing revenue for telecommunications providers, potentially enabling loan repayment through future earnings.

***Staff Recommendation:*** Staff recommends a loan of \$405,480 from the Virginia Resources Authority, contingent on loan approval.

**Virginia Coalfield Coalition, Inc.**

***Buchanan/Tazewell Wireless Communication Job Growth Corridor Project  
(460 Wireless) (#4288)***

**\$1,401,335.00 Requested**

***Project Summary:*** Commission funds are requested to support the installation of 6 new towers on VA Highway 460 which will provide continuous coverage from Grundy to Cedar Bluff. There are currently large sections that do not have service. Commission funds will be used to close a funding gap created as a result of required changes in project scope as well as the increased cost of materials.

***Matching Funds:***

A total of \$3,003,111 of matching funds will be contributed from the following sources:

- \$1,115,866 – Abandoned Mine Land Economic Revitalization (AMLER) Program - Approved
- \$1,000,000 - ARC - POWER - Approved
- \$250,000 –Thompson Charitable Foundation - Approved

- \$249,017 – VCEDA - Approved
- \$391,228 – VCC- In-Kind

***Project Outputs:***

- Installation of 6 new cell towers
- Continuous wireless coverage on Highway 460 from Grundy to Cedar Bluff

***Staff Comments:***

This request builds upon \$15M of previous Commission investments, provided between 2011 and 2015, which assisted with the construction of wireless towers and related fiber infrastructure in the region. The scope of the current application will result in the construction of 6 additional towers along a major transportation corridor between Tazewell and Buchanan Counties. The 460 corridor is traveled by an average of 9,600 vehicles daily although, at times, this number can nearly double. Although some sections along 460 have service there are large sections, including a 19 mile stretch between the Appalachian College of Pharmacy and the Town of Richlands. When complete, the project will provide continuous coverage between two major industrial parks, Bluestone in Tazewell County, and Southern Gap, in Buchanan County. Economic prospects visiting these sites expect to have reliable wireless service and may be deterred by the lack of coverage.

The estimated project cost was originally just over \$3M and was fully funded by the committed matching funds. Since that time, the redesign of two tower sites and the rising cost of steel and other project costs have resulted in a significant budget increase for the project. The funding requested in this application will close the funding gap and will allow the project to proceed. Under the timeline presented in the application the project will be complete in approximately one year.

Similar to the projects supported by the Commission’s previous wireless investments, there is no economic case under which a private carrier is likely to make these investments on their own. This is due to the low market demand in the affected areas. Under the structure described in the application, VCC will build the towers while the wireless carrier will be responsible for installing the radio equipment. Although utility projects are typically revenue generating, this structure does not result in significant revenues that would allow the project to be accomplished with loan funds. The carrier has agreed to locate on the tower in exchange for rent abatement for a 10-year period. This will allow the carrier to recover costs incurred for installation of their equipment on the tower. The incentive, while necessary to attract the carrier, will greatly limit revenue potential during this time. As additional carriers are recruited revenues will increase, however the success of this is difficult to predict. In this case grant funding, rather than loan, is appropriate.

***Financial Viability Assessment:***

Overall, the 460 Wireless project appears to be a well-conceived and financially viable initiative that addresses a critical infrastructure need in the region. The project demonstrates strong financial viability through diverse funding sources and significant matching funds. A total of \$3,006,111 in matching funds has been secured, exceeding the requested TRRC funding of \$1,401,335. The unique operating model, involving a partnership with a major wireless operator who will invest in radio equipment in exchange for rent abatement, addresses the challenge of commercial viability in a low-demand market.

**Staff Recommendation:** Staff recommends a \$1,401,335 grant award.

## Sites & Infrastructure

### Lee County

#### ***Western Lee Sewer Phase I-A (#4295)***

**\$1,000,000.00 Requested**

**Project Summary:** Commission funds are requested to support the construction of a new 0.3 MGD wastewater treatment plant and to install 171,000 LF (32.4 miles) of new gravity and force main sewer lines in Western Lee County. This project will provide public wastewater service in a 20-mile economic development corridor; this includes the nation's largest vet school, 17 30+ acre parcels adjacent to US 58, and over 2,000 acres of potential industrial, agricultural, commercial, residential, and mixed-use developable lands.

#### **Matching Funds:**

The application lists matching funds totaling \$39M.

- \$4,573,313 – ARC – partial approval (includes multi-year applications)
- \$30,000,000 – United States Army Corps of Engineers – (includes multi-year applications)
- \$3,000,000 – Virginia DHCD – Pending
- \$700,000 – Go Virginia – tabled
- \$726,687 - Local

#### **Project Outputs:**

- New public wastewater system and treatment plant in western Lee County
- Increases the public infrastructure for further development

#### **Staff Comments:**

The funding requested in this application will be used to construct a public wastewater collection and treatment system in western Lee County. Commission funds will be combined with \$39M of matching funds, including \$30M from the US Army Corps of Engineers. This project has been identified as a high priority in Governor Youngkin's Accelerate Southwest Virginia initiative as well as LENOWISCO's Comprehensive Economic Development Strategy (CEDS).

The Sites and Infrastructure investment category is intended to support the projects which support the development of new and existing industrial sites. Applications submitted under this category are expected to result in the creation of new businesses and new jobs. While this project does not serve an industrial site, the application provided substantial information documenting potential growth opportunities associated with its implementation. Many of these opportunities are associated with the Lincoln Memorial University DeBusk Veterinary Teaching Center (DVTC) which will be the largest customer of the new system. The school, now the largest in the country, has proven to be an economic driver for Lee County. However additional residential, commercial, and industrial development cannot be achieved without the installation of a public wastewater system. A 115 unit housing development, to serve DVTC students and faculty, is in the planning stages. Neither this

project, nor associated new commercial and industrial development, can move forward without public wastewater service.

The program RFP states that requests which result in the construction of this type of infrastructure will only be recommended for loan funding. Generally, a grant will only be considered when there is compelling evidence that the resulting revenue will not be adequate to service the debt. This application notes that the wastewater system will be over 90% grant funded. Without commitments from all reasonable funding sources, including the Commission, this project cannot be completed. This is well documented in the Preliminary Engineering Report provided with the application. The financial information provided in the PER, which does not include any debt service, illustrates the project's dependence upon serving not only the DVTC campus but also LMU's main campus in Harrogate, TN. These campuses are expected to supply approximately 80% of the water flow to the treatment plant. The revenue associated with these two customers is essential to the project's ability to meet the financial demands of the system. This further illustrates the DVTC's critical role in promoting economic growth in western Lee County. Due to the very unique nature of this project, which is essential to allow continued educational, residential, agricultural, commercial, and industrial growth in one of the most rural parts of the region, a positive recommendation for grant funding must be provided.

***Financial Viability Assessment:***

The project's total budget of \$40 million relies heavily on a diverse funding structure, with the Tobacco Region Revitalization Commission (TRRC) request of \$1 million representing only 2.5% of the total cost. While this high leverage ratio is impressive, with \$39 in matching funds for every \$1 requested from TRRC, some financial uncertainties remain. The U.S. Army Corps of Engineers has committed \$30 million (75% of the budget) to be authorized over three federal fiscal years, demonstrating strong federal support. However, several other funding are still pending approval, which may delay immediate financial viability until those decisions are known. As far as match is concerned for TRRC funding, the match from the federal source more than meets the 1:1 requirement, and the outlook for moving forward with the project is good.

***Staff Recommendation:*** Staff recommends a \$1,000,000 grant award.

**Smyth County Economic Development Authority**  
***Groseclose Sewer/General Shale Infrastructure Improvements Design (#4297)***  
**\$257,450.00 Requested**

***Project Summary:*** Commission funds are requested to support 50% of the cost associated with engineering and design services for a sewer line extension to serve the former General Shale site and the adjacent Route 11/I-81 Exit 54 interchange area. Funds would be used to fund preparation of plans and specifications and securing regulatory permits needed prior to construction of the sewer improvements.

***Matching Funds:***

- \$257,450 – Smyth County - Approved



### ***Project Outputs:***

- Engineering and design will be completed.
- Regulatory permits will be secured.

### ***Staff Comments:***

This request, to assist with engineering and design services related to a future sewer line extension for the Groseclose area of Smyth County, will serve 72 existing residences and 8 existing businesses. This location was identified as a high priority area in the 2023 Southwest Virginia Comprehensive Sewer Study. The total estimated project cost, including the construction phase, is \$6,337,600. Smyth County has received a funding commitment from Virginia Department of Environmental Quality's VWFRRF funding program for the full project amount. This funding offer would consist of a \$4,436,320 loan and \$1,901,280 of principal forgiveness. The application noted that a future application is anticipated to the Commission for assistance with construction in order to reduce the amount of the DEQ loan.

In the SWVA Program RFP, infrastructure projects are eligible to receive grant assistance for up to 50% of planning related expenses. Assistance during the construction phase of the project is limited to loan funding, due to the revenue generating nature of these projects. Additionally, infrastructure projects should support the development of industrial sites with the goal of increasing the marketability of these sites for future economic development prospects. All projects submitted under this investment category should document the potential to result in the creation of new jobs and private investment. Because this project will serve primarily residential users, the potential for the project to result in new private investment is limited. The preliminary engineering report submitted with the application estimates that the total potential sewer flow for this service area is 30,590 GPD. Of this amount, 18,000 is attributed to residential users. Commercial customers, including a restaurant, motel, gas stations, vehicle service centers, and a church will use 11,865 GPD. The application notes that these users are not able to expand due to the lack of public sewer however, no documentation describing any specific or immediate expansion plans was provided. Only two percent (625 GPD) of the anticipated flow can be attributed to an industrial user, the current tenant of the former General Shale property, Musser Biomass and Wood Products, LLC. No documentation was provided to indicate that this business needs additional sewer capacity or plans to expand operations at that location. Additionally, no information was provided to describe an active effort to market this site, which is presumed to be privately owned and not under the control of the County, to other industrial users. Without compelling evidence that this project will result in new business opportunities or related jobs within the service area, this project does not meet the RFP's criteria for the Sites and Infrastructure investment category and cannot be recommended for funding.

### ***Financial Viability Assessment:***

The project faces significant financial hurdles, with its \$6,337,600 cost requiring substantial grant funding to be viable. Initial projections indicate customer revenues will not cover operating expenses and debt service without either 82.6% grant funding or significant new customer growth. The financial model's heavy reliance on future growth creates uncertainty, as the projected revenue stream depends on attracting new customers to the service area. These challenges underscore the need for a robust funding strategy and careful financial planning to ensure the project's long-term sustainability.

To enhance the project's viability, several key recommendations should be considered:

- Aggressively pursue maximum grant funding from sources like USDA-RD and DEQ-CWSRF to address the high initial cost and operating revenue shortfall.
- Implement a phased approach to reduce upfront expenses and allow for revenue growth before expansion.
- Secure commitments from potential commercial/industrial customers, particularly at the former General Shale site, to strengthen the case for economic development-related funding.
- Conduct a detailed analysis of the proposed rate structure to ensure it covers costs while remaining affordable for residents.
- Explore additional funding sources, such as the Appalachian Regional Commission, to further reduce the loan burden and improve long-term financial sustainability.

***Staff Recommendation:*** Staff recommends no award.



## Tourism

### Town of Abingdon (#4290)

#### *Abingdon Cultural Heritage Tourism Strategic Plan: Abingdon's History is America's History*

~~\$50,000.00 Requested~~ (\$30,000 Revised Request)

**Project Summary:** Commission funds are requested for contractual expenses associated with development of the Abingdon Cultural Heritage Tourism Strategic Plan. This plan will address historical sites in Abingdon that have influenced local and national history but are currently underutilized. The plan will prioritize necessary repairs, upgrades, and long-term stewardship for these structures.

#### **Matching Funds:**

- \$30,000 – Town of Abingdon (cash)

#### **Project Outputs:**

- The Abingdon Cultural Heritage Tourism Strategic Plan will be developed.

#### **Staff Comments:**

The Town of Abingdon is well known for its numerous cultural and historic assets. Due to its well-known attractions such as Barter Theater, the Creeper Trail, numerous restaurants, etc. the Town is already a tourism hub for the greater Southwest Virginia region. The proposed plan will build upon that reputation and success to outline a comprehensive strategy focused on historical assets including the Abingdon Muster Grounds, The Meadows White House, Sinking Spring Cemetery, Field's Penn (Visitor Center), Depot Square, and the Historic District. This plan will be used to capitalize on the upcoming 250 Anniversary national celebration and highlight Town locations related to the Revolutionary War. Additionally, the Town currently owns several historical structures which are in disrepair. The strategic plan will provide a site analysis to determine the best path forward for these locations.

Given the large number of historical assets in and around the Town, the development of a strategic plan is a reasonable step towards a comprehensive development strategy. A quote from Hargrove International provided with the application estimates describes a scope of work that includes the strategic plan (Phase 1) as well as related feasibility study, economic impact analysis, and a business and operating plan (Phase 2). The Hargrove quote estimated that Phase 1 would cost \$35,000-\$60,000 and Phase 2 \$50,000-\$75,000. These estimates are quite broad and are difficult to align with the \$100,000 total project cost presented in the application. The applicant clarified that the total project cost represented a mixture of Phase 1 and Phase 2 activities and that a procurement process would be followed to select the consultant for the study.

Commission support for planning grants is limited to no more than 50% of third-party contractual expenses. Only half of the matching funds presented in the application are budgeted for the consultant fee while the remainder were budgeted for a variety of in-kind expenses including Town staff time, volunteer time, space rental, etc. The total of these expenses exceeded the Commission's

strict policy which requires that no more than 25% of matching funds be “in-kind”. During review of the proposal, TRRC Staff reminded the applicant of the funding limits outlined in the RFP and requested a revised budget. In response, the Town agreed to reduce the request amount to \$30,000. This reflects a total project cost of \$60,000 for third party contractual expenses.

***Financial Viability Assessment:***

The financial structure of the project demonstrates a solid foundation, with a total budget of \$60,000 equally split between the requested grant and matching funds. The town's commitment is evident through its cash contribution, creating a 1:1 match with the requested funds from TRRC. This balanced funding approach not only showcases local investment but also potentially increases the project's appeal to grantors. The phased approach allows for financial flexibility and reassessment, potentially mitigating risks associated with larger, upfront investments. The application could benefit from more detailed projections on the expected economic impact and a clearer plan for funding the implementation of strategies developed through this planning process.

***Staff Recommendation:*** Staff recommends a grant award of \$30,000 for no more than 50% of third-party contractual expenses related to the development of the Abingdon Cultural Heritage Tourism Strategic Plan.

**Tazewell County - Tourism Department**  
***Northwestern District Campground (#4299)***  
**\$25,000.00 Requested**

***Project Summary:*** Commission funds are requested to support a feasibility that will assess potential locations for a new, County owned, campground. The Northwestern District Campground Site Selection Feasibility Study will evaluate site viability based on factors such as accessibility, environmental impact, and infrastructure needs. The estimated total cost of the study is \$50,000 with this amount to be split evenly between TRRC and matching funds.

***Matching Funds:***

- \$25,000 – Tazewell County, money in hand

***Project Outputs:***

- The Northwestern District Campground Site Selection Feasibility Study will be completed.

***Staff Comments:***

Tazewell County, among other localities in the region, has seen tremendous increases in tourist visitation as a result of Spearhead Trails and other outdoor recreation opportunities. Although some privately owned lodging options have been developed, some areas of the County remain unserved. The feasibility study proposed in this application will examine the potential for a campground located adjacent to the Jawbone Jeep Trail. This trail, which also connects to Buchanan County, is expected to result in significant tourism related economic growth for the area. This potential is limited due to the lack of lodging options required for overnight visits and extended stays. The study will be used to determine the optimal location for the campground and guide its future development.

***Financial Viability Assessment:***

The \$50,000 budget for the feasibility study is evenly split between TRRC and Tazewell County, with each contributing \$25,000. This equal distribution demonstrates strong local commitment and financial support. The entire budget is allocated to contractual services for the site selection and feasibility study, with a detailed scope of work provided by Thompson & Litton, Inc. justifying the expenditure. The project's timeline is relatively short, spanning from February 1, 2025, to March 31, 2025, which suggests an efficient use of resources and a focused approach to completing the study

***Staff Recommendation:*** Staff recommends a grant award of \$25,000.

**Virginia Department of Wildlife Resources  
Cumberland Outdoor Access Legacy (#4289)  
\$500,000.00 Requested**

***Project Summary:*** Commission funds are requested to help secure a public access easement in Buchanan, Dickenson, Russell and Wise Counties. This will be the largest open space conservation easement ever recorded in Virginia. Cumberland Forest Limited Partnership (CFLP) owns more than 150,000 acres and offered DWR a public access easement across all this acreage. The DWR identified about one third of this surface estate as high priority. These parcels offer a variety of outdoor recreational opportunities including hunting, fishing, wildlife viewing, boating (paddling), hiking and trail riding.

***Matching Funds:***

The application lists matching funds totaling \$11,125,000.

- \$1,000,000 – Virginia Land Conservation Fund - Approved
- \$2,750,000 – AMLER Grant - Approved
- \$5,250,000 – U.S. Fish and Wildlife Service – Approved
- \$1,000,000 – CNX Foundation – Filed
- \$25,000 – On X – Filed
- \$500,000 – R.K. Mellon Foundation – Application Intended
- \$600,000 – National Fish and Wildlife Foundation (NFWF) – Application Intended

***Project Outputs:***

- A perpetual public access easement will be secured for 150,000 acres.
- Visitation will increase from 250,000 to 275,000 annually (25,000 increase).
- Direct revenues will increase from \$2,400,000 annually to \$2,640,000 (\$240,000 increase).
- Visitor spending will increase from \$30,000,000 to \$33,000,000 (\$3,000,000 increase).

***Staff Comments:***

The funds requested in this application will be matched with over \$11M of other federal, state, and private funding to secure a permanent public access easement for over 150,000 acres in Buchanan, Dickenson, Russell, and Wise Counties, in collaboration with Cumberland Forest Limited Partnership (CFLP). This easement will be the largest open space conservation easement in Virginia. The territory will be equal to or larger than approximately 25 percent of US National Parks and will effectively triple the acreage available at Breaks Interstate Park. The acquisition will ensure that this acreage remains available for usage for a variety of outdoor recreation opportunities including hunting, fishing, hiking, paddling, and wildlife viewing.

The Southwest Virginia RFP requires that projects supported under the Tourism investment category document the potential to attract new visitors from national and international markets. The application strongly documented this potential and provided very impressive data to support both the current and future economic impact of these opportunities. Among these is the growing interest in elk viewing tours offered by Breaks. Since 2021, visitors from 33 states and 2 foreign countries have participated in these tours. The area also includes the Pound and Russell Fork Rivers, which provide world-class paddling and fishing opportunities. Multiple motorized and multi-use trails for hiking, biking, and horseback riding are available under the management of Spearhead Trails. These trails are already available for public use through management agreements with CFLP.

Although it is unusual for the Commission to provide grants to other agencies, VDWR is an eligible applicant. The acquisition of this public easement is a positive step towards the establishment of the region as a premier outdoor recreation destination. These opportunities already draw over 250,000 visitors to the region each year, resulting in a \$30M economic impact. This impact is likely to continue to grow through DWR's acquisition and management of this public access.

***Financial Viability Assessment:***

The project demonstrates impressive financial leverage, with \$11,125,000 in matching funds against a \$500,000 TRRC request, resulting in a favorable 22:1 match ratio. This substantial buy-in from other funding sources is further enhanced by the potential to leverage additional federal funds at a 3:1 match. Long-term sustainability is supported by existing revenue streams, such as the \$2.4 million in annual direct revenue from Breaks Interstate Park and \$11.2 million spent by Spearhead Trail users in FY2017-2018. The perpetual nature of the proposed easement, combined with established funding sources for ongoing management, indicates strong potential for long-term financial viability.

***Staff Recommendation:*** Staff recommends a \$500,000 grant award.

## **OTHER BUSINESS**

### **Lee County Livestock Association**

#### ***Grain Production Initiative for Far Southwest Virginia (#3689)***

**Approved for \$127,500 in January 2021 (\$127,500 balance)**

**Request for one-year extension**

#### ***Staff Overview & Comments:***

This grant was approved in 2021 to support a cost share program to support the development of a grower network to supply the Project Thoroughbred grain terminal project. The approval contained a contingency which prevented the cost share program from accepting applications until a contract for the construction of the grain terminal was awarded. The contingency also required a written confirmation that the scope of Project Thoroughbred had not changed in a manner that would affect the demand for barley. Several months ago, TRRC staff learned that construction of the terminal would not proceed and that a mobile option would be explored. As a result, the cost share program is no longer needed.

A change in scope for this grant was approved in November 2024 to allow these funds to be used to support costs associated with transporting donated hay to the region to assist farmers impacted by Hurricane Helene. Due to the immediate need for funding, the best avenue through which TRRC could assist was through the modification of an existing grant. Commission funds will reimburse the Lee County Livestock Association for transportation costs. The grant will be matched with funding provided by Farm Bureau, Virginia Cattleman's Association, and private donors. The value of the donated hay will also be documented as in-kind match.

**Staff recommends the approval of a five-month extension through June 1, 2025.**

### **Blue Ridge Discovery Center, Inc.**

#### ***Blue Ridge Discover Center Visitor Center (#3696)***

**Approved for \$175,000 in January 2021 (\$175,000 balance)**

**Request for one-year extension**

#### ***Staff Overview & Comments:***

Commission funds are approved to support the renovation of the Visitors Center located at the Blue Ridge Discovery Center. The project has been delayed because of additional requirements associated with federal funding. Once the required environmental and architectural reviews have been completed, the project will be bid and a contractor selected.

**Staff recommends the approval of a one-year extension through January 2026.**

**Lonesome Pine Regional Industrial Facilities Authority**  
***Project Thoroughbred (#3737)***  
**Approved for \$500,000 in May 2021 (\$487,000 balance)**  
**Request for change in scope and extension.**

***Staff Overview & Comments:***

Commission funds were approved to support the purchase of processing equipment for the Project Thoroughbred grain terminal project. When the grant was approved the estimated total cost was \$2.5M with the majority of construction funding supported through an AMLER grant. Since that time project costs have increased substantially resulting in a revised construction estimate of \$3M. As a result, the RIFA has determined that a permanent facility is no longer feasible. A mobile processing system is now proposed. The system is designed to provide on-site processing of small grains scaled to serve approximately 10 growers each growing 10 acres during the first year. An additional 10 growers could be added each year. The RIFA plans to lease the system to a local small grain operator, C&H Milling. No details were provided about the terms of this lease although the project update does acknowledge TRRC's security interest in the equipment.

The mobile system, including a flat bed truck, auger/belt lines, hammer mill, cleaning and bagging units, and solar-powered aerators, is expected to cost \$734,000. Commission funds will continue to be used for 50% of equipment costs. Matching funds will be requested from GOVA and ARC. The balance of Commission funds not required for equipment purchases are requested to support start up operating costs however no details were provided for this expense. If the change in scope is granted, an updated line-item budget, with budget narrative, will be required for Staff's approval.

The modification of this project from a permanent processing center to a mobile system represents a significant change to the project scope approved in 2021. Despite this the intent of the project, to develop a network of small grain growers in the region, has not changed. Although additional information including an updated operating plan, draft lease agreement, and detailed budget must be approved prior to disbursement of funds Staff is supportive of this change. A grant extension, through January 2026 will provide adequate time for matching funds to be acquired.

**Staff recommends the approval of the proposed change in project scope to support up to 50% of the cost of a mobile grain processing system contingent upon Staff's approval of a detailed budget, updated operating plan, and lease agreement. The grant will also be extended through January 1, 2026.**

# **STRATEGIC PLANNING COMMITTEE**



**▪ In-Person Meeting ▪**

**A G E N D A**

**STRATEGIC PLANNING COMMITTEE**

**Hilton Downtown Richmond  
Miller-Rhoads-Gerhart Rooms  
501 East Broad Street, Richmond, VA 23219**

**Monday, January 7, 2025  
10:30 A.M.**

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If participating in the meeting by phone, dial: **1-332-249-0607** and enter access code: **328 396 15#**.

The Commission will not change the method by which it chooses to meet without providing a new meeting notice that is in accordance with the Virginia Freedom of Information Act. If you experience problems calling in, please contact: **Suzette Patterson** at **(804) 894-9662**, **spatterson@revitalizeva.org** or **Roz Stein** at **(804) 894-9651**.

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**Welcome and Call to Order**

*Mr. Edward Blevins, Chair*

**Call of the Roll**

*The Honorable James Campos, Executive Director*

**Introduction**

*The Honorable James Campos, Executive Director*

**Approval of 9/26/2024 Minutes**  
*(published on website)*

*Mr. Edward Blevins, Chair*

**Public Comment**

**Summary of Current Planning Process**

*Mr. Stephen Versen, Deputy Director*

**Update on Strategic Planning & Next Steps**

*Dr. Scott Tate, Associate Director, Virginia Tech  
Center for Economic and Community Engagement*

**Other Business**

*The Honorable James Campos, Executive Director*

**Adjournment**



# **FULL COMMISSION**



**·In-Person Meeting·**

**A G E N D A**

**FULL COMMISSION**

**Hilton Downtown Richmond  
Miller-Rhoads-Gerhart Rooms  
501 East Broad Street, Richmond, VA 23219**

**Tuesday, January 7, 2025  
12:00 P.M.**

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If participating in the meeting by phone, dial: **1-332-249-0607** and enter access code: **328 396 15#**.

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<b>Welcome and Call to Order</b>	<i>The Honorable James “Will” Morefield, Acting Chair</i>
<b>Call of the Roll</b>	<i>The Honorable James Campos, Executive Director</i>
<b>Approval of the <u>9/26/2024</u> Minutes <i>(published on website)</i></b>	<i>The Honorable James “Will” Morefield, Acting Chair</i>
<b>Public Comment</b>	
<b>Election of Chair and Vice-Chair</b>	<i>The Honorable James Campos, Executive Director</i>
<b>Executive Director Report</b>	<i>The Honorable James Campos, Executive Director</i>
<b>Energy Committee</b>	<i>The Honorable Thomas A. Garrett, Jr., Chair</i>
<b>Education Committee</b>	<i>Ms. Amanda Cox, Chair</i>
<b>Southern Virginia Committee</b>	<i>Mr. Walter “Buddy” Shelton, Chair</i>
<b>Incentives &amp; Loans Committee</b>	<i>The Honorable Daniel “Danny” Marshall, Chair</i>
<b>Southwest Virginia Committee</b>	<i>The Honorable James “Will” Morefield, Chair</i>
<b>Strategic Planning Committee</b>	<i>Mr. Edward Blevins, Chair</i>
<b>Special Tourism Opportunity Request</b>	<i>The Honorable Caren Merrick, Secretary of Commerce &amp; Trade</i>
<b>Discussion of Commission Meeting Schedule</b>	<i>The Honorable James Campos, Executive Director</i>
<b>Other Business</b>	<i>Mr. Stephen Versen, Deputy Director</i>
<b>Adjournment</b>	

# TRRC Strategic Initiatives

## 1) Energy Ingenuity Fund Program

- New \$12M program to amplify and accelerate investment in energy projects in the Tobacco Region.

## 2) Fishing Lodge

- Commission-led, multi-partner effort bringing new trout fishing lodge operator to Southwest Virginia.

## 3) Foundation

- Newly created Foundation for the Advancement of Southern and Southwest Virginia (FASS-VA) opens new pathways for increasing the Commission's impact and improving its long-term financial footing.

## 4) Economic Development Workforce Housing Incentive Pilot Program

- New \$2M pilot program to incentivize local governments and expanding employers to join in the effort to create new workforce housing.

## 5) Lending partnership with VSBFA

- New \$10M loan program administered by Virginia Small Business Financing Authority (VSBFA) serving agribusinesses and energy projects and economic development organizations in the Tobacco Region.

## 6) Partnership with VIPC and ESO's

- Increasing access to innovation and entrepreneurship resources through partnerships with Virginia Investment Partnership Corporation (VIPC) and Entrepreneur Support Organizations serving the footprint.

## 7) Tobacco Region Incentive for Agribusiness Development (TRIAD) Program

- TROF-style grant program complementing the Commission's existing support of region's farmers and forestland owners by incentivizing private agribusinesses to locate and expand in region, buy region-grown goods.

## 8) Tuition Assistance for Large Animal Vets

- Help address critical shortage of large- and food-animal veterinarians practicing in footprint through tuition assistance-based incentive program.

## 9) Marketing Plan

- Build a more effective Commission while educating the public on our services and successes. Increase our branding to the communities and stakeholders that benefit from our resources.

## 10) Strategic Plan

- Undertaking a robust strategic planning effort to provide the Commission with a long-term vision and strategy for maximizing impact in the region.

## 11) TROF Reform

- Improve administration of existing programs, align policies with our economic development allies, and explore larger changes to the program to make it a more effective economic incentive program.

## 12) Staff Reorganization

- Restructure Commission personnel to create "true" Deputy Director position, elevate regional Grants Directors, and implement formal performance evaluation cycle based on State of Virginia practices.

## 13) Blue Ribbon Panel to Improve Grant Programs

- At direction of the Executive Committee, staff will assemble key group of stakeholders to provide input on modernizing and improving grants management systems, policies, and processes.



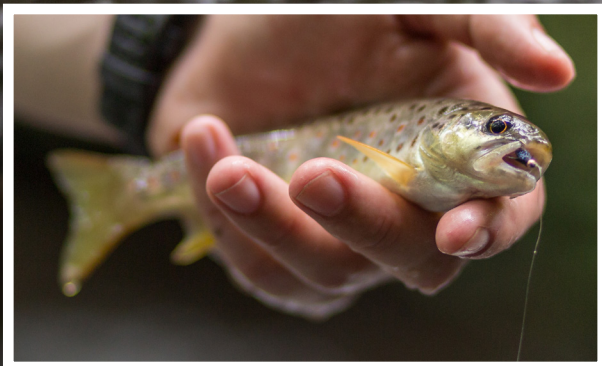
# NORTH CAROLINA TROUT FISHING

## *Economic Impact of Trout Fishing in 2022*

# \$1.38 billion

- 370,000 anglers spent 4.6 million days fishing for trout in North Carolina
- 322,000 North Carolinians are trout anglers
- 48,000 anglers traveled to North Carolina to fish for trout
- Trout fishing supports 11,808 jobs

*For every dollar spent  
by trout anglers in N.C.,  
there is a \$1.93 return  
to the state economy*



For more information on trout fishing in North Carolina, please visit [ncwildlife.org/trout](https://ncwildlife.org/trout).

\*Data from the 2022 Socioeconomic Impact of Trout Fishing in North Carolina Survey conducted by the North Carolina Wildlife Resources Commission.

# TROUT FISHING BY THE NUMBERS:

North Carolina Resident Trout Anglers: 321,872

Out-of-State Trout Anglers: 48,096

Total trout fishing trips in North Carolina: 3.4 million

The average angler:

- Took 9 trout fishing trips
- Spent 12.5 days trout fishing



N.C. TROUT ANGLER PURCHASES	
Trip Expenditures	\$588 million
Equipment Expenditures	\$770 million
<b>Total Expenditures</b>	<b>\$1.34 billion</b>

N.C. TROUT ANGLER ECONOMIC IMPACT	
Trip Impact	\$886 million
Equipment Impact	\$528 million
<b>Total Economic Impact</b>	<b>\$1.38 billion</b>

## TOTAL ANGLER TRIP EXPENDITURES

EXPENDITURE ITEM	TOTAL SPENT (\$)
Restaurants	\$75,707,639
Convenience Stores	\$28,414,818
Groceries	\$44,541,817
Vehicle and Boat Fuel	\$84,034,012
Vehicle Repair	\$13,400,448
Vehicle Rental	\$11,700,938
Other Transportation	\$6,088,890
Bait	\$17,520,841
Equipment Rentals	\$14,329,676
Special Licenses	\$17,997,682
Access & Launching Fees	\$2,078,537
Guide/Charter Fees	\$50,447,306
Camping Supplies	\$44,223,923
Hotels & Motels	\$84,156,279
Other Lodging	\$73,763,596
Souvenirs & Gifts	\$4,010,353
Other entertainment expenses	\$15,136,637
<b>Total</b>	<b>\$587,553,393</b>

## TOTAL ANGLER EQUIPMENT EXPENDITURES

EXPENDITURE ITEM	TOTAL SPENT (\$)
Rods & Reels	\$41,061,176
Fishing Tackle	\$30,555,283
Fishing Gear	\$17,558,103
Fly Tying Equipment	\$9,392,217
Electronic Fishing Equipment	\$34,459,587
Clothing	\$26,860,195
Life Jackets, PFDs	\$4,203,645
Books & Magazines	\$3,144,687
Cameras & Binoculars	\$10,258,052
Camping Equipment	\$11,265,510
Adaptive Fishing Gear	\$1,651,202
Other Fishing Purchases	\$6,019,001
Motorized Boat	\$79,283,443
Non-motorized Boat	\$19,341,272
Boat Accessories	\$24,095,317
Boat Storage	\$12,459,654
Camper, RV, ATV, Truck	\$406,266,491
Organization & Club Dues/Contributions	\$7,473,861
Taxidermy	\$9,376,123
Coolers	\$10,744,078
Bug Spray, Sunscreen	\$5,101,667
<b>Total</b>	<b>\$770,570,566</b>

## Tax Revenue From All Spending

State	\$48,150,716
Federal	\$101,345,570





**MEMORANDUM OF UNDERSTANDING**  
**VIPC #C-25-032-TRRC**

between

**VIRGINIA INNOVATION PARTNERSHIP CORPORATION**

and

**VIRGINIA TOBACCO REGION REVITALIZATION COMMISSION**

This Memorandum of Understanding (“**MOU**”) is entered into by and between the Virginia Innovation Partnership Corporation (“**VIPC**”), a Virginia non-profit corporation and managing agent of the Virginia Innovation Partnership Authority, and the Virginia Tobacco Region Revitalization Commission (“**TRRC**”) each also known individually as the “**Party**” or collectively as the “**Parties**”.

**WHEREAS** the General Assembly of the Commonwealth of Virginia (“**Commonwealth**”) created the Virginia Innovation Partnership Authority and determined there exists a need to promote technology-based economic development in the Commonwealth by building, attracting, retaining innovation and high-technology jobs and businesses in Virginia; to increase industry competitiveness by supporting the application of innovative technologies; to attract and provide additional private and public funding; to advance development of key strategic emerging technology sectors and ecosystems; to ensure promotion and marketing of Virginia’s statewide innovation economy; and to collaborate to identify resources that make the Commonwealth a unique place to grow and attract technology-based businesses.

**WHEREAS** the General Assembly of the Commonwealth of Virginia created the Tobacco Region Revitalization Commission to positively transform economies of the tobacco-dependent communities of Southern and Southwest Virginia, where entrepreneurship, technological innovation and its commercialization are critical elements of economic development; and to ensure entrepreneurs in the Tobacco Region have at least equal access to technology commercialization and assistance services available elsewhere in the Commonwealth.

**WHEREAS** TRRC and VIPC seek to collaborate to promote technology-based economic development that brings an economic vibrancy to the Region resulting in new job creation, capital investment, business formation and expansion; the shared interest in promoting innovation and entrepreneurship in the Tobacco Region, combined with funding available from TRRC and expertise in entrepreneurial support from VIPC and its partners, make the two organizations a natural fit for working together to the benefit the Region and Virginia.

**NOW, THEREFORE**, in consideration of this collaboration, the Parties agree to the following:

**1. PURPOSE**

TRRC and VIPC have determined priority areas to be, including but not limited to, agriculture technology, energy, and building the Tobacco Region’s capacity to better support innovation entrepreneurs;

TRRC seeks to bring the expertise of VIPC, and its partners represented in the Virginia Accelerator Network (VAN), the Commonwealth’s leading organizations in providing specialized assistance to entrepreneurs seeking to commercialize innovations, to the Tobacco Region through financial partnerships that increase the level of their assistance available;



TRRC and VIPC shall explore partnerships with the region's institutions of higher learning, such as the Institute for Advanced Learning and Research and the University of Virginia's College at Wise, that focus on commercializing innovations developed at these institutions;

TRRC shall develop an allowable cost-share program where TRRC may fund up to half of the required match owed by awardees of VIPC Commonwealth Commercialization Fund and the VIPC Regional Innovation Fund to support the above-referenced efforts;

TRRC and VIPC are committed to implementing the "Compete to Win" Comprehensive Economic Development Policy with special emphasis on its goal to Drive Innovation: strengthen a statewide culture conducive to entrepreneurship by enhancing connections between businesses, universities, investors, and talent and reducing burdensome regulations for small businesses and early-stage companies; and

TRRC and VIPC seek to work collaboratively to pursue mutually agreed upon objectives; to explore future new collaboration opportunities; and to communicate these joint efforts to the marketplace.

## 2. TERM AND TERMINATION ("Term")

The Term of this Agreement shall be effective upon execution of both Parties ("Effective Date") and remain in place until modified or terminated with mutual consent by both Parties.

## 3. GENERAL TERMS AND CONDITIONS

Authority. Nothing in this Agreement shall be construed as authority for either part to make commitments that will bind the other Party beyond the scope of activity contained herein.

Applicable Law. This Agreement shall be construed, governed, and interpreted by and in accordance with applicable federal laws and the laws of the Commonwealth of Virginia.

Availability of Funds. It is understood and agreed between the Parties herein that financial support shall be subject to availability of funds and identified in separate grants or agreements.

Independent Entities. The relationship of the Parties to each other is solely that of independent entities. No Party shall be considered an employee, agent, partner, or fiduciary of the other. Nor shall anything contained in this Agreement be construed to create any partnership or joint venture between the Parties.

Publicity and Use of Name. Any and all news releases, advertising, promotion, sales literature, or other publicity released by either Party concerning this Agreement shall be subject to prior written approval of the other Party. Any such publicity shall credit the contributions of each Party.

Neither Party shall use the name, insignia, or trademark of the other Party, or any adaptation thereof, nor the names of any of its employees in any advertising, promotion or sales literature without the written consent of the other Party.

Liability. To the extent permitted by law, each Party shall assume the responsibility and liability for their own acts and omissions of its employees and agents in connection with the performance of their obligations under this Agreement. The rights and obligations set out in this Agreement run only between its signatories.

Entire Agreement. This Agreement constitutes the entire understanding of the Parties and supersedes all prior oral or written agreements with respect to the subject matter herein. This Agreement may be modified or amended only by the written, signed, mutual agreement of the Parties. This Agreement may be executed in counterparts, each of which shall be deemed an original, but all of which together shall be deemed to be one and the same Agreement. A signed copy of this Agreement delivered by e-mail or other means of electronic





transmission shall be deemed to have the same legal effect as delivery of an original signed copy of this Agreement.

Contacts.

**Virginia Innovation Partnership Corporation:**

Point of Contact: **Joseph Benevento**  
[Joseph.Benevento@VirginiaIPC.org](mailto:Joseph.Benevento@VirginiaIPC.org)  
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(757) 755-0370

**Tobacco Region Revitalization Commission:**

Point of Contact: **James Campos**  
[JCampos@RevitalizeVA.org](mailto:JCampos@RevitalizeVA.org)  
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Richmond, Virginia 23219  
(646) 483-4595

Contractual Point of Contact: **Stephen Versen**  
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Richmond, Virginia 23219  
(804) 229-4824

**VIRGINIA INNOVATION PARTNERSHIP CORPORATION**

**VIRGINIA TOBACCO REGION REVITALIZATION COMMISSION**

DocuSigned by:  
**Joseph Benevento**  
By: \_\_\_\_\_  
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Joseph Benevento, President & CEO

By:   
James Campos, Executive Director

Date: 12/11/2024

Date: 12/17/24

## Tobacco Region Revitalization Commission

Financial Summary  
As of November 30, 2024

TICR Fund Balance	\$ 237,565,248
Restricted Endowment Balance	\$ 57,663,578
Unrestricted Endowment Balance	\$ 46,109,311
Restricted Endowment Accum Interest	\$ 3,631,395
Unrestricted Endowment Accum Interest	\$ 1,864,577
<b>Total Cash &amp; Investments</b>	<b>\$ 346,834,109</b>

Cash Disbursements - this month	\$ 1,188,026
Cash Disbursements - FYTD	\$ 7,623,922

Fund	Unobligated Balances
Education	\$ 4,395,965
Education-Workforce Training	\$ 6,530,389
Education-TAP	\$ 4,162,950
TROF (Deal Closing)	\$ 22,674,175
Southside Economic Development	\$ 10,464,308
Southern Va Committee	\$ 18,365,303
Southwest Va Committee	\$ 8,332,837
Agribusiness	\$ 2,015,148
R&D/Broadband	\$ 305,785
Energy Ingenuity	\$ 8,150,000
Housing Pilot Project	\$ 2,000,000
Megasite Development	\$ 17,375,889
Lending Program	\$ 26,470,577
Administration	\$ 1,931,340
TICRC General Account	\$ 12,852,055
FY2025 Budget Balance	\$ 146,027,321

**Tobacco Region Revitalization Commission**  
Statement of Revenues, Expenditures, and Changes in Fund Balance (Cash Basis)  
As of November 30, 2024

	<u>FY25 Budget</u>	<u>YTD Actual</u>	<u>YTD Actual as % of Budget</u>	<u>Variance Favorable (Unfavorable)</u>
<b>REVENUES</b>				
Other Revenue (all cost codes)	\$ -	\$ 1,039,585.92		1,039,585.92
<b>Total Revenues</b>	<b>\$ -</b>	<b>\$ 1,039,585.92</b>		<b>\$ 1,039,585.92</b>
<b>EXPENDITURES</b>				
<b>Administration</b>				
Salaries, Fringe Benefits, Per Diems	\$ 1,819,995	\$ 819,619.34	45.0%	\$ 1,000,375.66
Contractual Services	358,600	90,620.19	25.3%	267,979.81
Supplies and Materials	10,000	2,585.11	25.9%	7,414.89
Transfer Payments	323,800	100,000.00	30.9%	223,800.00
Rent, Insurance, Agency Svc Charges	340,050	123,684.56	36.4%	216,365.44
Furniture and Equipment	6,000	549.02	9.2%	5,450.98
Subtotal - Administration	\$ 2,858,445	\$ 1,137,058.22	39.8%	\$ 1,721,386.78
<b>Community Revitalization</b>	17,700,000	6,486,863.92		
<b>Total Expenditures</b>	<b>\$ 20,558,445</b>	<b>\$ 7,623,922.14</b>		
<b>Revenues Over (Under) Expenditures</b>	<b>\$ (20,558,445)</b>	<b>\$ (6,584,336.22)</b>		
<b>OTHER FINANCING SOURCES (USES)</b>				
Transfers In (endowment and earnings)	\$ -	\$ -		
CASH BALANCE, June 30, 2024	\$ 244,149,585	\$ 244,149,584.70		
CASH BALANCE, November 30, 2024	\$ 223,591,140	\$ 237,565,248.48		

## TROF Loans January 2025

Project #	Date Approved	Organization	Project Title	Status	Loan Amount Approved	Remaining Loan Amount to be Repaid	% Loan Repaid	Notes
4228	3/25/2024	Town of Blackstone	JKOZ Engineering Inc./Proj. J.E.T.	Disbursed 10/23/24	\$10,000	\$10,000	0%	Loan Disbursed
3754	4/30/2021	Danville-Pittsylvania Regional Industrial Facility Authority	Walraven, Inc.	Working to deobligate	\$48,000	\$48,000	0%	Loan has not been disbursed, looking to deobligate.
3734	7/28/2021	Danville, City of	Kegerreis Digital Marketing, LLC	Working to deobligate	\$45,500	\$45,500	0%	Loan has not been disbursed, looking to deobligate.
3674	5/3/2021	Blackstone, Town of	Blackstone Hotel Partners, LLC	Disbursed - 8/27/21	\$44,500	\$17,800	60%	Next payment due 8/1/25
3556	8/6/2019	Danville-Pittsylvania Regional Industrial Facility Authority	MEP, Ltd.	Disbursed - 9/28/21	\$270,000	\$270,000	0%	2/1/24 & 8/1/24 - overdue - staff following up to secure payment.
3545	4/30/2019	Carroll County	Blue Ridge Designs, LLC	Disbursed - 7/10/19	\$50,000	\$15,000	70%	8/1/23 & subsequent payments - overdue - staff following up to secure payment.
3544	4/30/2019	Joint IDA of Wythe County, VA	Seven Sisters Brewery, LLC	Disbursed - 4/1/20	\$15,000	\$4,500	70%	Next payment due 8/1/24 - overdue - staff following up to secure payment.
3507	6/6/2019	Russell County Industrial Development Authority	Polycap LLC	Disbursed - 8/30/19	\$140,000	\$84,000	40%	8/1/23 & subsequent payments - overdue - staff following up to secure payment.
3482	10/15/2018	Danville-Pittsylvania Regional Industrial Facility Authority	Harlow Fastech LLC	Disbursed - 9/17/2019	\$630,000	\$630,000	0%	Forbearance period approved - 1st payment overdue 2/1/24 - Staff following up to ensure payment.
3481	10/9/2018	Franklin County	Empire Bakery Commissary	Disbursed - 6/18/19	\$140,000	\$0	100%	Loan fully repaid
3448	6/6/2018	Nottoway County	UAV Pro, Inc.	Disbursed - 7/6/22	\$144,000	\$96,075	33%	7/1/24 - overdue - staff following up to ensure payment.
3428	3/27/2018	Scott County EDA	Mountain Top Timber Products, LLC	Disbursed - 5/21/2018	\$125,000	\$0	100%	Loan fully repaid
3340	9/12/2017	Appomattox County EDA	Innovatio Sealing Technologies, LLC.	Disbursed - 2/16/18	\$40,000	\$7,200	82%	Next loan payment due 1/1/25
<b>TOTALS</b>					<b>\$1,702,000</b>	<b>\$1,228,075</b>		

## Active TROFs with Concluded Performance Periods January 2025

Project Number	Date Approved	Start Date	End Date	Organization	Project Title	Performance Period Status	Status 1	Status 2	Clawback Amount	Clawback Remaining	Notes
2845	1/14/2014	12/31/2013	12/31/2017	Scott	Secure Mountain LLC.	Performance Period Ended	Full performance not met	Revenue Sharing Only	\$460,000.00	\$0.00	Clawback fully repaid. Remains open only for revenue sharing.
2850	2/25/2014	12/31/2013	12/31/2021	Bristol	CBH Bristol, LLC.(aka Creative Boutique Hotels/The Sessions Hotel)	Performance Period Ended	Gathering Performance Data	Gathering Performance Data	TBD		Reviewing final performance data. Need updated data from locality. Staff following up to close.
2941	8/1/2014	6/30/2014	6/30/2017	Russell	APPALACHIAN BIOFUELS, LLC	Performance Period Ended	Full performance not met	Negotiated repayment plan - monitoring performance of negotiated revised performance terms	TBD		Under an agreement with Appomattox County the remaining grant portion of this project (\$210,000) will be used for another project to be determined. Staff is working to determine if the requirements of this agreement have been met and close the file.
2999	1/15/2015	12/31/2014	6/30/2024	Grayson County Economic Development Authority	Oak Hall Industries (Oak Hall Cap & Gown)	Extension Approved	Gathering Performance Data	repayment required	\$163,625.00	\$163,625.00	Gathering performance data and working to close.
3177	5/4/2016	3/31/2016	3/31/2021	Henry	RTI Martinsville, Inc. (Project LID)	Performance Period Ended	Gathering Performance Data	Gathering Performance Data	TBD		Gathering info from locality to determine final performance and close file.
3266	3/6/2017	12/31/2016	12/31/2020	Wise	DP Facilities, Inc.	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		Cap X modification granted at May 2022 commission mtg. Gathering data to confirm performance - locality still gathering data.
3295	6/8/2017	3/31/2017	6/30/2024	Greensville County	Oran Safety Glass, Inc.	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data			Extension through 6/30/24 granted by Commission. Gathering performance data and working to close.
3296	4/27/2017	3/31/2017	3/31/2020	Tazewell	Trina Health of Pounding Mill, LLC	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		Gathering info from locality to determine final performance and close file.
3340	9/12/2017	6/30/2017	6/30/2020	Appomattox	Innovatio Sealing Technologies, LLC	Performance Period Ended	Full performance not met	Repayment due	\$92,000.00	\$60,000.00	Repayment agreement executed 5/18/22. Next repayment due 1/1/25.
3375	12/7/2017	9/30/2017	9/30/2022	St. Paul, Town of	Willis LLC c/o St. Paul IDA	Performance Period Ended	Gathering Performance Data	Gathering Performance Data	TBD		Have requested further data from the locality to establish performance.
3376	11/13/2017	9/30/2017	6/30/2023	Pittsylvania County	Panacea BioMatx	Performance Period Ended	Gathering Performance Data	Gathering Performance Data			In contact with locality. Gathering jobs/wage data to determine next steps.
3393	12/7/2017	9/30/2017	9/30/2020	Buchanan	Trina Health of Pounding Mill, LLC DBA Trina Health Town Center	Performance Period Ended	Performance Not Met	Repayment Due	\$55,000.00	\$55,000.00	Clawback due. Working with locality to set up clawback arrangements.
3394	12/28/2017	9/30/2017	9/30/2022	Pittsylvania County	Amthor International, Inc.	Performance Period Ended	Moving to close - DNM	Moving to close - DNM	TBD		Locality has indicated that we should go ahead and close this out as DNM.
3395	1/29/2018	12/31/2017	12/31/2021	Bedford, County of	KMR Aviation Services Inc.	Performance Period Ended	Full Performance Not Met	Repayment Due	\$17,062.50	\$17,062.50	Clawback due. Working with locality to set up clawback arrangements. Locality is continuing to work to recover funds from the company.
3406	2/22/2018	12/31/2017	12/31/2021	Floyd County	Daley Acquisitions, LLC	Performance Period Ended	Full Performance Not Met	Repayment Plan Executed	\$49,573.17	\$16,524.39	Next clawback due 1/1/25
3448	6/6/2018	3/31/2018	3/31/2021	Nottoway County	UAV Pro	Performance Period Ended	just loan payments	just loan payments	n/a	n/a	Earned portion of grant disbursed. 7/1/24 loan payment overdue. Staff following up to ensure payment.
3451	7/17/2018	6/30/2018	6/30/2023	Smyth County Economic Development Authority	Speyside Bourbon Cooperage, Inc.	Performance Period Ended	Disbursed payment based on performance.	Disbursed payment based on performance.	n/a	n/a	Payment disbursed. Open only for revenue sharing.
3452	7/17/2018	6/30/2018	6/30/2021	Smyth-Washington Regional Industrial Facilities Authority (SWIFA)	Speyside Bourbon Cooperage, Inc.	Performance Period Ended	Full performance met	Revenue Sharing Only	\$0.00	\$0.00	Revenue Sharing Only

## Active TROFs with Concluded Performance Periods January 2025

Project Number	Date Approved	Start Date	End Date	Organization	Project Title	Performance Period Status	Status 1	Status 2	Clawback Amount	Clawback Remaining	Notes
3455	7/25/2018	12/31/2017	12/31/2020	Halifax IDA	Aquatic	Performance Period Ended	Funds Disbursed	Revenue Sharing Only	\$0.00	\$0.00	Revenue Sharing Only
3481	10/9/2018	9/30/2018	9/30/2022	Franklin County	Empire Bakery Commissary	Performance Period Ended	Gathering Performance Data	Gathering Performance Data	TBD		working with locality on performance data
3482	10/15/2018	9/30/2018	9/30/2023	Danville-Pittsylvania RIFA	Harlow Fastech LLC	Performance Period Ended	Gathering Performance Data	Gathering Performance Data			Working with locality to gather data and consider closing project or possible extension.
3483	10/15/2018	9/30/2018	9/30/2023	Prince Edward	Yak Attack	Performance Period Ended	Earned Funds Disbursed	Performance calculated, working to disburse funds.			Funds disbursed. Moving to revenue sharing only status.
3485	11/1/2018	9/30/2018	9/30/2023	Smyth County Economic Development Authority	Smyth County Machine and Fabrication LLC	Performance Period Ended	Gathering Performance Data	Gathering Performance Data			Gathering data to determine performance.
3501	12/12/2018	09/30/2018	09/30/2021	Danville, City of	Essei Propack	Performance Period Ended	Award disbursed	Open only for rev sharing.	\$0.00	\$0.00	TROF award disbursed. Project remains open solely for rev sharing payments.
3502	12/12/2018	9/30/2018	9/30/2023	Franklin County	McAirlaids, Inc.	Performance Period Ended	Gathering Performance Data	Gathering Performance Data			Gathering info from locality to determine final performance and close file.
3506	2/12/2019	12/31/2018	12/31/2023	Smyth County Economic Development Authority	Scholle IPN	Performance Period Ended	Award disbursed	Open only for rev sharing.	n/a	n/a	Award disbursed. Open only for rev sharing.
3507	6/6/2019	3/31/2019	3/31/2023	Russell County IDA	PolyCap	Performance Period Ended	Full Performance Not Met	Repayment Due	TBD		Commission approved acceptance of reported costs. Gathering data to determine performance.
3544	4/30/2019	9/30/2019	9/30/2022	Joint IDA of Wythe County, VA	Seven Sisters Brewery, LLC	Performance Period Ended	Gathering Performance Data	Gathering Performance Data	TBD		Working with locality on performance data & possible admin extension. 8/1/24 loan payment is overdue.
3545	4/30/2019	03/31/19	3/31/2022	Carroll IDA	Blue Bridge Designs, LLC	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	\$0.00	\$0.00	Only loan repayment remaining; Several payments are overdue. Staff will contact locality to ensure payment.
3546	4/30/2019	03/31/19	3/31/2022	Galax, City of	MOOG Inc.	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	TBD		Gathering performance data.
3550	5/22/2019	03/31/19	3/31/2022	Danville, City of	Litehouse Inc.	Performance Period Ended	Gathering Performance Data	Reviewing Performance Data	n/a	n/a	Disburse post-performance - only receive what is earned. Have reached out to locality for performance data.
3612	12/9/2019	09/30/19	9/30/2022	Pittsylvania County	Just Greens, LLC	Performance Period Ended	Gathering Performance Data	Gathering Performance Data	n/a	n/a	Staff working w/locality on status of this grant given chp. 11 of company. Company restructuring and project still may be viable.
3654	3/31/2020	3/31/2020	3/31/2023	Grayson County Economic Development Authority	Metalworx Inc.	Performance Period Ended	TROF Disbursed	TROF Disbursed	n/a	n/a	TROF disbursed. Revenue sharing ongoing.
3672	9/11/2020	6/30/2020	6/30/2023	Washington County	SPIG Industry LLC	Performance Period Ended	Gathering Performance Data	Gathering Performance Data	n/a	n/a	Will be closed under "Did Not Materialize".
3673	12/21/2020	12/21/2020	12/21/2023	Pittsylvania County	Ison Furniture Manufacturing, Inc.	Performance Period Ended	Gathering Performance Data	Gathering Performance Data	n/a	n/a	Gathering performance data and working to determine if an extension request is appropriate.
3674	5/3/2021	5/3/2021	5/3/2024	Town of Blackstone	Blackstone Hotel Partners, LLC.	Performance Period Ended	Gathering Performance Data	Gathering Performance Data	n/a	n/a	Gathering performance data and working to determine if an extension request is appropriate.
3685	12/21/2020	5/1/2021	5/1/2024	Smyth County EDA	Woodgrain Millwork, Inc.	Performance Period Ended	Gathering Performance Data	Gathering Performance Data	n/a	n/a	Gathering performance data to determine final performance.
3701	12/21/2020	12/21/2020	12/21/2023	Pittsylvania County	Intertape Polymer Corporation	Performance Period Ended	Gathering Performance Data	Gathering Performance Data	n/a	n/a	Gathering performance data. Jobs met, establishing CapEx.

## Active TROFs with Concluded Performance Periods January 2025

Project Number	Date Approved	Start Date	End Date	Organization	Project Title	Performance Period Status	Status 1	Status 2	Clawback Amount	Clawback Remaining	Notes
3709	12/21/2020	12/21/2020	12/21/2023	Joint IDA of Wythe County, VA	Klockner Pentaplast of America, Inc.	Performance Period Ended	Gathering Performance Data	Gathering Performance Data	n/a	n/a	To be disbursed post performance. Gathering data to determine performance.
3735	4/5/2021	4/15/2021	4/15/2024	Pittsylvania County	J&J Truck Sales, Inc.	Performance Period Ended	Disbursement Requested	Disbursement Requested	n/a	n/a	Earned portion of award disbursed. Moving to revenue sharing only status.
3754	6/1/2021	6/1/2021	6/1/2024	Danville-Pittsylvania RIFA	Walraven, Inc.	Performance Period Ended	Performance Period Ended	Gathering Performance Data	n/a	n/a	Gathering performance data and working to determine if an extension request is appropriate.
3774	6/15/2021	6/15/2021	6/15/2024	Pittsylvania County	Staunton River Plastics, LLC.	Performance Period Ended	Performance Period Ended	Gathering Performance Data	n/a	n/a	Gathering performance data and working to determine if an extension request is appropriate.
3892	9/22/2021	9/22/2021	9/22/2024	Joint IDA of Wythe County, VA	Blue Star NBR, LLC.	Performance Period Ended	Performance Period Ended	Reaching out to locality. Working to close as DNM.	n/a	n/a	Will be closed under "Did Not Materialize".
3912	9/22/2021	9/22/2021	9/22/2024	Danville-Pittsylvania RIFA	Tyson Food Inc.	Performance Period Ended	Performance Period Ended	Awaiting Disbursement Request	n/a	n/a	Gathering data to determine final performance.
<b>TOTALS</b>									<b>\$837,260.67</b>	<b>\$312,211.89</b>	

TROF Awards  
FY 2019 - FY 2024

Project #	Date Approved	Status	Organization	Project Title	Jobs Promised	Capital Investment Promised	Approved Grant Amount	Approved Loan Amount	Total Approved Amount
4228	3/25/2024	Approved - Pending Award Documents	Town of Blackstone	JKOZ Engineering/ Proj. J.E.T.	16	\$1,300,000	\$10,000	\$10,000	\$20,000
4182	10/25/2023	Approved - Pending Award Documents	Russell County IDA	Tate Access Floors Inc	170	\$11,300,000	\$146,000	\$0	\$146,000
	<b>FY 2024</b>		<b># of Projects</b>	<b>2</b>	<b>186</b>	<b>\$12,600,000</b>	<b>\$156,000</b>	<b>\$10,000</b>	<b>\$166,000</b>
4078	9/24/2022	Approved - active	Halifax County IDA	IperionX Technology LLC	108	\$82,135,431	\$570,000	\$0	\$570,000
3965	9/19/2022	Approved - active	Halifax County IDA	Skip Barber Racing School	24	\$8,900,000	\$32,500	\$0	\$32,500
3976	8/11/2022	Approved - active	Dinwiddie County	DroneUp, LLC	145	\$18,850	\$111,000	\$0	\$111,000
3943	7/18/2022	Approved - active	Halifax County IDA	Hitachi Energy USA	165	\$37,000,000	\$220,000	\$0	\$220,000
	<b>FY 2023</b>		<b># of Projects</b>	<b>4</b>	<b>442</b>	<b>\$128,054,281</b>	<b>\$933,500</b>	<b>\$0</b>	<b>\$933,500</b>
3892	9/22/2021	Approved - active	Wythe County Joint IDA	Blue Star LLC	1,044	\$446,074,578	\$1,022,000	\$0	\$1,022,000
3912	9/22/2021	Approved - active	Danville-Pittsylvania Regional Industrial Facility Authority	Tyson Foods, Inc.	376	\$295,452,718	\$707,500	\$0	\$707,500
3734	7/28/2021	Approved - active	City of Danville	Kegerreis Digital Marketing, LLC	62	\$1,500,000	\$44,500	\$44,500	\$89,000
	<b>FY 2022</b>		<b># of Projects</b>	<b>3</b>	<b>1,482</b>	<b>\$743,027,296</b>	<b>\$1,774,000</b>	<b>\$44,500</b>	<b>\$1,818,500</b>
	<b>FY 2021</b>		<b># of Projects</b>	<b>11</b>	<b>892</b>	<b>\$174,242,825</b>	<b>\$1,146,000</b>	<b>\$450,000</b>	<b>\$1,596,000</b>
	<b>FY 2020</b>		<b># of Projects</b>	<b>9</b>	<b>1,809</b>	<b>\$245,184,219</b>	<b>\$4,106,000</b>	<b>\$2,516,000</b>	<b>\$6,622,000</b>
	<b>FY 2019</b>		<b># of Projects</b>	<b>20</b>	<b>1,334</b>	<b>\$215,915,399</b>	<b>\$4,490,000</b>	<b>\$2,665,000</b>	<b>\$7,155,000</b>



# Virginia Tobacco Region Revitalization Commission

## Commission Committees

rev. 11/7/2024

### **Executive Committee**

Vacant, Chair  
The Honorable James W. "Will" Morefield, Vice Chair  
The Honorable Lashrecse D. Aird  
Mr. Edward "Ed" Blevins  
Ms. Amanda Cox  
The Honorable Thomas A. Garrett, Jr.  
The Honorable T. Travis Hackworth  
The Honorable Terry G. Kilgore  
The Honorable L. Louise Lucas  
The Honorable Daniel W. "Danny" Marshall, III  
Mr. William A. "Will" Pace  
Mr. Walter H. "Buddy" Shelton

### **Southern Virginia Committee**

Mr. Walter H. "Buddy" Shelton, Chair  
William A. "Will" Pace, Vice Chair  
The Honorable Lashrecse D. Aird  
Ms. Gretchen Clark  
Mr. Joel Cunningham, Jr.  
Mr. Lee "Randy" Everett  
Mr. Watt R. Foster, Jr.  
The Honorable Thomas A. Garrett, Jr.  
Mr. Richard T. Hite, Jr.  
Mr. Jay D. Jennings  
The Honorable L. Louise Lucas  
The Honorable Daniel W. "Danny" Marshall, III  
The Honorable Caren Merrick  
Mr. Arthur "Dale" Moore

### **Energy Ingenuity Committee**

The Honorable Thomas A. Garrett, Jr., Chair  
The Honorable Lashrecse D. Aird, Vice Chair  
The Honorable Jonathan E. "Jed" Arnold  
Ms. Amanda Cox  
Mr. Watt R. Foster, Jr.  
The Honorable T. Travis Hackworth  
Mr. Jay D. Jennings  
The Honorable Terry G. Kilgore  
The Honorable Daniel W. "Danny" Marshall, III  
Mr. Arthur "Dale" Moore  
The Honorable James W. "Will" Morefield  
The Honorable Israel D. O'Quinn

### **Southwest Virginia Committee**

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Mr. Edward "Ed" Blevins  
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The Honorable Israel D. O'Quinn  
The Honorable Todd E. Pillion  
Mrs. Sarah L. Wilson

### **Incentives & Loans Committee**

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The Honorable Matthew Lohr  
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The Honorable Caren Merrick  
Mr. Arthur "Dale" Moore  
The Honorable William A. Pace  
The Honorable Todd E. Pillion  
Mr. Walter H. "Buddy" Shelton