

# INCENTIVES

Here in Augusta County, we enjoy a strong partnership with the Commonwealth of Virginia. We can add to the state's incentives with our own local incentive programs. All projects are evaluated individually and confidentially.

## Virginia Economic Development Incentives

Incentives are Virginia's investment in its economic future. Through the following cash grants, Virginia continues to demonstrate its willingness to invest in those who invest and reinvest in the Commonwealth.

- **Commonwealth's Opportunity Fund**  
A discretionary incentive available to the Governor to secure a business location or expansion project in Virginia. Grants are awarded to localities on a local matching basis with the expectation that the grant will result in a favorable location decision for the Commonwealth.
- **Governor's Agriculture and Forestry Industries Development Fund**  
Invests in agricultural industries through strategic grants made to businesses that add value to Virginia-grown agricultural and forestal products.
- **Virginia Investment Partnership Grant**  
A discretionary performance incentives designed to encourage continued capital investment by Virginia companies, which result in added capacity, modernization, increased productivity, or the creation, development and utilization of advanced technology. Virginia values its existing businesses and enacts grants to support their success.
- **Virginia Jobs Investment Program**  
An incentive program offering customized recruiting and training assistance to companies that create new jobs or experience technological change. The program is designed to reduce human resource development cost by providing direct funding to new and expanding companies that meet program qualifications.

## Port of Virginia Incentives

The Port of Virginia is the deepest port on the east coast. The following incentives are designed to increase port volume and are available throughout Virginia:

- **Port Volume Increase Tax Credit**

Tax credit of \$50/TEU for taxpayers engaged in the manufacture of goods or the distribution of manufactured goods, agricultural entities, or mineral and gas entities that use Virginia ports and increase cargo volume through the facility by 5% in a single calendar year over their base year cargo volume.

- **Barge and Rail Usage Tax Credit**

Tax credit of \$25/TEU in excess of the number of containers shipped by barge or rail during the immediately preceding taxable year rather than by truck or other motor vehicle on Virginia's highways.

- **International Trade Facility Tax Credit**

Tax credit for either creation of new jobs (\$3,500/FTE) or capital investment (2%) in an international trade facility as a result of moving 5% more cargo through a Virginia port than in the preceding taxable year.

- **Economic and Infrastructure Development Grant**

For new or expanding business that creates at least 25 FT jobs, uses a Virginia port, and engages in a specific targeted industry, may earn up to \$3,000 per job.

## Augusta County Incentives

Augusta County's local incentives are considered on a case-by-case basis and are based on an analysis of job creation, capital investment, and wage rates.

### Local incentives may include:

- Cash grants
- Infrastructure development
- Fee waivers
- Tax refunds for increased investments in machinery & tools, real estate, and personal property
- Project specific incentives

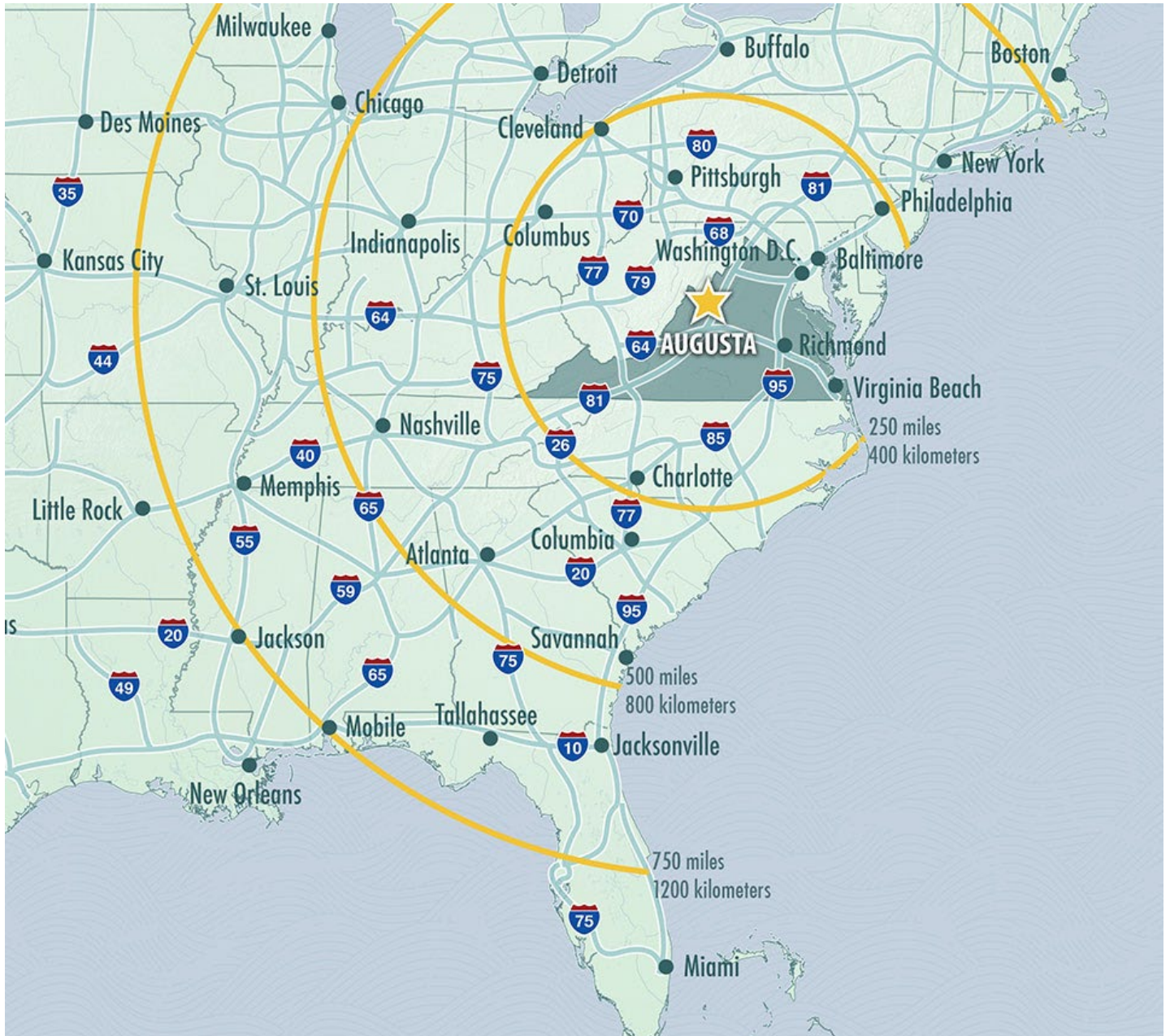
## Expansion Assistance

If your company is thinking about expanding, we are here to help. We process incentive applications, assist with zoning and planning issues, and generally do what it takes to make your expansion process fast and easy. Existing businesses may receive tailored technical permit assistance and financial incentives to ensure that future business needs are met. If it's time to grow your business, please call us at (540) 245-5619.

**We can:**

- Assess your eligibility for government grants, funding and support
- Ensure that your company receives workforce support
- Put you in touch with the right partners

# AUGUSTA AREA MAP





# COST OF DOING BUSINESS

Augusta County offers a competitive climate for business. Our labor costs trend below the national average, we enjoy low and stable tax rates, and offer a relatively lower cost of living.

## Augusta County Tax Rates (2015)

Category	Tax per \$100	Tax per \$1000
Real Property	\$0.58	\$5.80
Machinery and Tools	\$2.00 (20% assessment ratio)	\$20.00 (20% assessment ratio)
Personal Property	\$2.50	\$25.00

## Utilities

Augusta County's low utility rates allow your business to invest more into day-to-day operations.

### Electricity

Dominion Virginia Power and Shenandoah Valley Electric Cooperative offer low rates, reliable service, and commercial support.

### Gas

Columbia Gas of Virginia provides natural gas to users in Augusta County.

### Fiber

Numerous providers including Verizon, Lumos, and MGW, among others, connect Augusta County sites and businesses with fiber. Redundant fiber is available on many sites.

### Water / Wastewater

The Augusta County Service Authority provides public water and sewer for your business including:

- Ample, clean water (Water quality report)

- Reasonable wastewater pre-treatment requirements
- Systems and treatment plants to accommodate large water and wastewater treatment needs

### Cost of Living Index (Second Quarter 2016)

Metro/Micro Urban Area and State	100% Composite Index	13.24% Grocery Items	28.04% Housing	10.31% Utilities	11.16% Trans.	4.36% Health Care	32.89% Misc. Goods and Services
Harrisonburg Metro, Harrisonburg VA	96.4	92.8	97.6	105.8	87.2	104.9	96.0
Staunton- Waynesboro VA Micro Staunton-Augusta Co. VA	93.6	90.3	92.3	103.7	90.4	93.1	93.9
NonMetro US Lexington-Buena Vista - Rockbridge VA	93.4	85.7	89.5	101.5	90.8	97.7	97.5
Charlottesville VA	106.2	102.0	106.9	96.2	97.3	116.2	112.0
Richmond VA	94.4	97.0	89.2	95.8	96.0	104.8	95.4
Washington- Arlington-Alexandria DC-VA-MD-WV Metro							
Alexandria VA	141.8	105.8	226.0	100.3	113.5	106.9	111.7
Arlington VA	142.1	113.1	226.4	89.3	105.0	99.6	116.7
Raleigh, NC	93.8	116.8	68.5	96.8	89.9	107.8	104.6

C2ER Cost of Living Index (COLI)

# DEVELOPMENT AREAS

Within Augusta County's sprawling 1,000 miles, many industry clusters are concentrated around geographic assets. Mill Place Commerce Park is the county-owned commerce park situated in the center of the County and built around a strong commerce and industrial cluster at the intersection of Interstates 81 and 64. Stuarts Draft, with ample water and sewer capacity and large land parcels, has developed as a major processing and manufacturing cluster. Augusta County's emerging life sciences cluster, LifeCore, is anchored by Augusta Health hospital and the Murphy Deming College of Health Sciences in Fishersville. In the northernmost part of the County, an aviation cluster has developed around the Shenandoah Valley Regional Airport.

## **Mill Place Commerce Park**

### **Commerce & Industrial Cluster | Verona**

Located ½ mile from interstate 81 at exit 227, Mill Place Commerce Park is owned by Augusta County and located in Verona, Virginia. Mill Place is a 400-acre planned commerce park with zoning designed to accommodate a variety of business uses ranging from hospitality to general industrial in a compatible and complementary format. The Park enjoys interstate visibility with backgrounds of forested tracts and ponds.

### **Companies currently located in Mill Place Commerce Park include:**

- Sumitomo Drive Technologies
- DASCOM Americas
- Shamrock Farms
- Mill Place Office Park
- Nexus
- Future home of Blue Ridge Machine Works

## Stuarts Draft

### Processing & Manufacturing Cluster | Stuarts Draft

With McKee Foods and Hershey Chocolate in the forefront, Stuarts Draft VA stands ready for food processing just minutes away from Interstates 81 and 64. Oatmeal creme pies and Hershey kisses are produced and distributed with the Blue Ridge Mountains in the background. Able to support high employment, this area is also home to numerous advanced manufacturing and distribution centers.

#### Companies located in the Stuarts Draft area include:

- Hershey Chocolate
- Hollister
- McKee Foods
- NIBCO
- Ply-Gem Siding Group
- Rexnord

## LifeCore

### Life Sciences Cluster | Fishersville

*"When you look at the entire picture of Augusta Health, LifeCore Drive, and the development plan for the area – it's a perfect location choice for us."*

– David Mowen, Executive Vice President, Mary Baldwin College

#### Overview of LifeCore Drive: LifeCore Drive Booklet

Augusta County's concentrated healthcare cluster, located along the new LifeCore Drive, is home to Augusta Health and Murphy Deming College of Health Sciences. With direct Interstate 64 frontage, LifeCore enjoys clear visibility and a concentrated supply chain. Fishersville has been identified by Augusta County as a key growth area.

#### Companies and institutions currently located in Fishersville include:

- Augusta Health
- Augusta Center for Health & Rehabilitation
- Augusta Medical Group
- Blue Ridge Community College - Augusta Center
- Fishersville Family Pharmacy
- Murphy Deming College of Health Sciences
- Myers Corner Development
- The Apartments at Goose Creek



- UVA Health Services Foundation
- Valley Career and Technical Center
- Wilson Workforce and Rehabilitation Center

## Airport

### Aviation Cluster | Weyers Cave

The Shenandoah Valley Regional Airport (SHD) and over 500 acres of surrounding land is ripe for development. With a 6,000-foot runway length and close proximity to the I-81 and I-64 interchange, SHD is strategically positioned in the center of Virginia's Shenandoah Valley. Companies and institutions currently located near Shenandoah Valley Regional Airport include:

- Shenandoah Valley Regional Airport
- Select Airparts
- Avotek
- Blue Ridge Community College: Aviation Maintenance Technology Division
- Classic Aviation
- Blue Ridge Aviation

# EDUCATION

Augusta County, Virginia offers a highly-rated public school system as well as numerous private school options. There are 12 universities and colleges located within a 45-minute drive, including three locations within our county.

## K-12 Schools

### Augusta County School System

Augusta County has five high schools, three middle schools, twelve elementary schools, one regional technical center, one regional governor's school, plus a regional special education program, and a regional head start program. Riverheads High School, located near Greenville, has been named a National Blue Ribbon School. This award recognizes academic excellence and progress in closing achievement gaps among students. Riverheads has established several programs that support the academic development of each of its students. The success of those programs and the hard work of its student body is what lead to Riverheads High School receiving this prestigious award.

## Private Schools

### Stuart Hall

Independent coed college prep, day school for Pre-K to grade 12, boarding for grades 11-12

### Fishburne Military School

Military, male, grades 7 to 12, primarily boarding with local day students

### Grace Christian

Independent co-ed college prep, Pre-K to grade 12, day school

### Ridgeview Christian School

Independent co-ed college prep, K to grade 12, day school

## Higher Education

There are 12 universities and colleges located within a 45-minute drive with nearly 60,000 students enrolled and 22,000 annual graduates. These institutions include the University of Virginia, James Madison University, and Washington and Lee University. Mary Baldwin College, the Murphy Deming Graduate College of Health Sciences, and Blue Ridge Community College are located within Augusta County.

## Continuing Education and Workforce Training

- Blue Ridge Community College
- James Madison University
- Shenandoah Valley Partnership Education and Workforce Database

## Regional Workforce Training Initiatives

- Blue Ridge Community College Advanced Manufacturing Center
- Dream It. Do It.
- Shenandoah Valley Partnership Education and Training Database
- Valley Workforce Initiatives
- Innovate Live

We have a workforce development team in place that coordinates and funds employment and customized training activities to help new and existing employers achieve their company goals. Local technical training programs currently include mechatronics, bioprocessing, welding, commercial driving, and packaging.



# TARGET INDUSTRIES

## Proven Industry Clusters + Skilled Labor Force = Augusta Works

While Augusta is attractive for nearly all types of economic development, we have identified four targeted sectors that most closely match our strengths, goals and assets, as well as provide for a diversified and sustainable economy. Augusta is already home to a thriving and diverse business base. Our primary industry clusters are advanced manufacturing, food processing, life sciences, and agriculture/forestry. Our workforce training programs are incentivized to support these local industries. Our agriculture assets provide a rich supply chain advantage – [click here](#) to review the products produced in Augusta County.

### Advanced Manufacturing

*“With great support from state and local economic development agencies, Provides selected Virginia for this opportunity based on its geographic position, providing great interstate access for product distribution; a stable and competitive workforce environment; competitive energy costs; and the availability of technical staffing supported by multiple college curricula. We also found the local supply base to be capable of supporting all facets of our new operation.”*

**– Franco Provenziani, CEO, Provides**

Augusta County's rich and diverse business base is anchored by advanced manufacturing. Our top growth manufacturing sectors are food processing, metals, plastics, and HVAC/R. The manufacturing sector provides employment for 21% of our labor force.

#### Representative companies in this sector include:

- AccuTec Blades Inc. (metals)
- A.G. Stacker (machinery manufacturing)
- Alcoa Flexible Packaging (metals)
- Avotek (aviation maintenance training technology)



- Ball Advanced Aluminum Technologies (metals)
- CEMSI: ComSonics Electronic Manufacturing Services, Inc. (electronics)
- Cerro Fabricated Products (metals)
- DASCAM Americas (LED lighting)
- Daikin Applied (HVAC)
- Innovative Refrigeration Services (HVAC)
- NIBCO (metals)
- Penny Plate (metals)
- Ply Gem Siding Group (plastics)
- Precision Fabricators (metals)
- Provides US, Inc. (HVAC)
- Rexnord (metals)
- Select Airparts (airframe parts)
- Shamrock Farms (dairy beverages)
- Sumitomo Drive Technologies (metals)

## Food Processing/Packaging

*"The positive experience of locating in Augusta County continues well past the initial location phase, and I cannot thank the groups involved enough for the ongoing support and hospitality."*

**– Brent Sherman, Manufacturing Manager, Shamrock Foods**

Augusta County's history and reputation as a top food producing location, coupled with our strong water and sewer capacity and reasonable pre-treatment regulations, results in a strong food and beverage processing and packaging cluster. Many of the products you know and love are made right here in Augusta County, such as Little Debbie Snack Cakes, Reese's Pieces, Mounds and Almond Joy.

### Representative companies in this sector include:

- Hershey Chocolate of Virginia
- McKee Foods
- Burris Logistics (food logistics)
- Penny Plate (packaging)
- Shamrock Farms (dairy beverages)
- SupplyOne (packaging)

## Life Sciences

*"The attributes that allow us to remain competitive globally are the quality of the people and the business environment in the Valley."*

**– Kevin Cleveland, Director of Plant Operations, Hollister**

Healthcare, health sciences education, and medical product manufacturing are a vibrant and growing sector in Augusta County. The new one-mile corridor in Fishersville, LifeCore Drive, serves as the hub for this emerging sector. This life sciences corridor connects the sprawling healthcare complex of Augusta Health, Mary Baldwin College's new Murphy Deming College of Health Sciences, the Myers Corner medical office development, and Woodrow Wilson Rehabilitation Center.

- Augusta Health
- Hollister Incorporated (medical device manufacturing)
- Murphy Deming College of Health Sciences
- Sunlite Plastics (medical tubing manufacturing)
- Woodrow Wilson Rehabilitation Center

## Agriculture/Forestry

*"We are excited for this investment, the partnership with Augusta County and continued growth of the floral industry."*

**– Joep Paternostre, President of Bloomaker**

Augusta County boasts more farm acreage than any other Virginia county, with 1,729 farms on 286,195 acres. As the second largest agriculture producing county in Virginia, Augusta County ranks first in the state for production of beef cattle, sheep and lambs, and second in milk cow production. Augusta County has more than 30,000 head of beef cattle and 9,000 sheep and lambs. The County is also one of the state's largest poultry producers.

### Representative agriculture and forestry companies include:

- Augusta Lumber Co. (wood products)
- Bloomaker USA Inc. (horticulture)
- Andre Viette Farm & Nursery (horticulture)
- Ox-Eye Vineyards (vineyard)
- Barren Ridge Vineyards (vineyard)
- Blue Ridge Lumber (wood products)
- Polyface Farm (livestock)
- Kisamore Lumber (wood products)
- Autumn Olive Farms (livestock)
- MeadowCroft Farm (specialty foods)
- Black Bear Composting (recycling and composting)

# TRANSPORTATION

Whether by rail or road, sky or sea, Augusta County offers a convenient and accessible transportation infrastructure to quickly reach markets and customers.

## Air

The Shenandoah Valley Regional Airport (SHD), located in Augusta County, services the region and provides consistent, excellent service with three daily flights to Dulles International Airport. With free parking and quick security checks, SHD is a great asset to a business community that works locally and thinks globally.

**In addition to SHD, Augusta County is within a two-hour drive to four other airports, including:**

- Washington Dulles International - 130 miles (IAD)
- Charlottesville Regional - 51 miles (CHO)
- Richmond International - 130 miles (RIC)
- Roanoke-Blacksburg Regional - 100 miles (ROA)

## Roads and Highways

The intersection of I-81 and I-64 within Augusta County is one of our greatest assets and offers our companies easy access to distribution routes. With 42+ miles of interstate, many sites offer direct access on to the highway system.

**Distances to major markets:**

- Washington, D.C.-157 miles
- Hampton Roads, VA - 197 miles
- New York City, NY -375 miles

- Philadelphia, PA - 293 miles
- Detroit, MI - 563 miles
- Atlanta, GA - 510 miles
- Charlotte, NC - 270 miles
- Charleston, SC - 477 miles

## Rail

Two of the nation's largest railroads, Norfolk Southern and CSX, intersect in Augusta County. We also have two hard-working short-line rail companies, Buckingham Branch Railroad and Shenandoah Valley Railroad.

## Port of Virginia

Located just over 200 miles from Augusta County, the Port of Virginia is the deepest port on the East Coast and is the only U.S. East Coast port with congressional authorization for 55-foot deep channels.

### Port of Virginia Quick Facts:

- 50-foot channels and berths
- Zero air-draft restrictions
- Fully authorized and permitted for future marine terminal expansion
- 2.22 million TEUs annual throughput in 2013
- 22 Suez-class ship-to-shore cranes port-wide
- 34% of cargo arrives and departs the port by rail
- 2.5 hours to open sea
- 36,800 linear feet (almost 7 miles) of on-dock rail
- 16 Midwest and Southeast inland ports served by rail
- 2 Class I railroads operating on dock

Located 77 miles from Augusta County, the Virginia Inland Port (VIP) is an intermodal container transfer facility in Front Royal, Virginia. The terminal brings The Port of Virginia 220 miles closer to inland markets and enhances service to the Washington D.C. / Baltimore Metro Region by providing rail service to the terminals in Hampton Roads. VIP also consolidates and containerizes local cargo for export. Intermodal rail cars arrive at VIP and gain access via Norfolk Southern rail to Harrisburg, PA and New York/New Jersey region. The facility is a U.S. Customs-designated port of entry, and the full range of customs functions is available to customers.





# WORKFORCE & TRAINING

“When Daikin headquarters looks at our workforce, they see a workforce that is adaptable, smart and hardworking.” - Larry Kroggel, Director of Human Resources, Daikin Applied

Virginia is a right-to-work state with one of the lowest unionization rates in the country. In Augusta County and the surrounding region, we provide a quality, motivated, and skilled labor base. Employers can recruit from a pool of over 22,000 annual graduates from 14 colleges and universities in the area. We have a workforce development team in place that coordinates and funds employment and customized training activities to help new and existing employers achieve their company goals.

**Local technical training programs currently include:**

- Mechatronics
- Bioprocessing
- Welding
- Commercial Driving
- Commercial Pilot
- Packaging

**Regional Workforce Training Initiatives**

- Blue Ridge Community College Advanced Manufacturing Center
- Valley Career and Technical Center
- Dream It. Do It.

- Shenandoah Valley Partnership Education and Training Database
- Valley Workforce Initiatives
- Innovate Live

## **Valley Career Hub**

An online career resource that highlights opportunities and training for high-growth, high-wage, in-demand careers in the Shenandoah Valley.