2019 ANNUAL REPORT

VCEDA

VIRGINIA COALFIELD ECONOMIC DEVELOPMENT AUTHORITY

Chairman's Letter

The Honorable Ralph Northam
Governor of Virginia
Patrick Henry Building, 3rd Floor
1111 East Broad Street
Richmond, Virginia 23219

J.P. Richardson
Chairman

Dear Governor Northam,

We are pleased to submit to you and the General Assembly the 2019 Annual Report of the Virginia Coalfield Economic Development Authority (VCEDA).

Fifty new projects and expansions were announced in 2019, the highest number in VCEDA's history, including the location of a Canadian manufacturer establishing its first U.S. manufacturing facility in Russell County, an existing business expansion into two shell buildings in Buchanan and Lee counties, a new R&D facility in Wise County leading the way in graphene research, and 35 new small businesses throughout the region supported by the VCEDA Seed Capital Matching Fund. These 50 projects are projected to create 575 full-time and part-time jobs and more than $29 million in private investment.

VCEDA approved 57 loans and grants totaling more than $18.8 million in 2019, and closed 53 loans and grants during the year, the highest number in VCEDA's history. During this historic year, projects were announced and funding was approved in all eight localities in the VCEDA region.

VCEDA remains committed to its mission of helping to enhance and diversify the economy of the coalfield region of Virginia. We look forward to working with the Governor's Office and the General Assembly to help our region continue to diversify and grow.

Sincerely,

J.P. Richardson

J.P. Richardson
Chairman

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VCEDA
VIRGINIA COALFIELD ECONOMIC DEVELOPMENT AUTHORITY

Mission of the Virginia Coalfield Economic Development Authority

The primary purpose of the Authority is to enhance the economic base for the seven county and one city coalfield region of Virginia (Lee, Wise, Scott, Buchanan, Russell, Tazewell and Dickenson Counties and the City of Norton). The Authority shall provide financial support for the purchase of real estate, construction of buildings for sale or lease, installation of utilities, direct loans and grants to private for-profit basic employers; may apply for matching funds from the state or federal government, or the private sector; and any other support improvements it deems necessary.

Code of VA Title 15.2 Chapter 60, Section 15.2-6002

Executive Director's Report

This year was another historic year for the Virginia Coalfield Economic Development Authority (VCEDA). Not only did VCEDA set records in 2019 for the number of loan and grant approvals and loan and grant closings, but also for the number of marketing events and prospect visits in which VCEDA was involved, making 2019 the most active year in the history of VCEDA.

Jonathan Belcher
Executive Director/
General Counsel

There were 50 new projects and expansions in 2019, the highest number in VCEDA's history. These 50 projects are projected to create 575 full-time and part-time jobs and more than $29 million in private investment. Some of the new projects announced during the year include Polycap, a Canadian-owned injection molding company which located to the Russell County Shell Building in Lebanon, Virginia, with plans to create at least 65 new full-time jobs; Better Living Home Care LLC, a new start-up in Lee County with plans to employ 22; and Carbon Research and Development Co., which is leading the way in graphene research and development at the Graphene Research Center in Wise County with 35 full-time jobs projected.

Several important expansion projects by companies within the region also were announced in 2019, including the back-to-back announcements by Paul's Fan Company of expansion projects in Buchanan County and Lee County projected to create a total of 55 new full-time jobs. Lawrence Brothers, Inc., an existing manufacturer in Tazewell County, also expanded with plans to add 28 new full-time jobs, and Sykes Wise Intuit is adding more than 150 jobs in Wise County.

In terms of funding activities, VCEDA approved 9 loans and 48 grants in 2019, the highest quantity in VCEDA's history. These 57 loans and grants total more than $18.8 million in new approved VCEDA funding. Thirty-six of the grants approved were to assist new business start-ups in the region through VCEDA's extremely popular Seed Capital Matching Fund. VCEDA also closed 53 loans and grants during the year, the highest number in VCEDA's history. Projects were announced and funding was approved in all eight localities in the VCEDA region during 2019.

It was also a very active year for marketing and business development. During the year, VCEDA participated in 35 marketing and business development events, the most in VCEDA's history. Several of these were done in conjunction with the Virginia Economic Development Partnership. VCEDA also was involved in 70 prospect visits during the year, the most ever recorded by VCEDA.

In conclusion, 2019 was a very active and productive year for VCEDA. Although the region's average unemployment rate of less than 4 percent is the lowest in more than 12 years, considerable work remains in diversifying the economy of the region. It is through a team effort that the region will continue to address this challenge.

VCEDA staff includes, from left, Mitzi White, Office Manager; Jean Jordan, Funds Administrator; Jonathan Belcher, Executive Director/General Counsel; Marketta Horton, Economic Development Specialist; and Susan Copeland, Marketing Coordinator.

2019 Projects & Expansions

NEW PROJECTS	LOCALITY	JOBS	INVESTMENT
Dismal River Trucking, LLC	Buchanan	2 FT	$49,750
Fired Up Pottery	Buchanan	1 FT	$12,063
Daisy s Cabins LLC	Buchanan	1 FT	$35,000
Misty Mountain Bit LLC	Dickenson	1 FT	$41,550
Sergent Tire, LLC	Dickenson	1 FT / 1 PT	$24,662
Viers Medical Clinic PLLC	Dickenson	5 FT / 1 PT	$14,300
Down Home Spirits, LLC	Dickenson	5 FT / 2 PT	$12,772
Black Diamond Gym & Spa LLC	Dickenson	2 FT	$23,900
Frost Bite LLC	Dickenson	2 FT / 8 PT	$10,074
Dickenson Shooting Sports	Dickenson	1 FT	$15,694
Kiwanis Club of Haysi Campground	Dickenson	1 FT / 2 PT	$35,000
SRRA Archery Complex	Dickenson	1 FT	N/A
Better Living Home Care LLC	Lee	22 FT	$35,000
Appalachian Turf	Russell	2 FT / 1 PT	$18,578
Preston Ball Photography LLC	Russell	1 FT / 3 PT	$10,000
Redbud Family Medicine, LLC	Russell	6 FT / 1 PT	$95,000
Polycap LLC	Russell	65 FT	$10,583,287
Beartown Barbell Club LLC	Russell	2 FT / 1 PT	$22,800
The Local Mercantile, LLC	Russell	2 FT / 3 PT	$146,800
Cheesy does it LLC	Russell	1 FT	$19,000
Russell Theater	Russell	2 FT / 3 PT	N/A
Fat Cat Farm, LLC	Scott	1 FT / 1 PT	$10,000
JAG Service, LLC	Scott	4 FT / 3 PT	$265,000
D&LP	Scott	1 FT	$43,000
The Lost Pearl Gallery, LLC	Tazewell	1 FT	$10,000
MSS Webb's Spa & Boutique, LLC	Tazewell	2 FT / 3 PT	$11,315
TP's Home Remodeling Small Engine Repair LLC	Tazewell	3 FT / 2 PT	$65,000
Coaltown Taps, LLC	Tazewell	4 FT / 5 PT	$129,500

FT = full-time; PT = part-time

2019 Projects & Expansions

NEW PROJECTS	LOCALITY	JOBS	INVESTMENT
Back of the Dragon Welcome Center	Tazewell	4 FT / 2 PT	$1,267,634
The Red Roof Home, LLC	Tazewell	1 FT / 3 PT	$10,000
PK Fitness Inc.	Tazewell	5 FT / 5 PT	$416,000
Clinch Mountain Motorworks, LLC	Tazewell	6 FT	$310,000
Tazewell Cinema & Entertainment, LLC	Tazewell	4 FT / 15 PT	$900,000
Lincoln Road Virginia, LLC	Norton	3 FT / 4 PT	$17,100
Winze Company LLC	Norton	2 FT / 1 PT	$10,000
Carbon Research and Development Co.	Wise	35 FT	$2,500,000
The Big Stone Gap General Store & Café, LLC	Wise	1 FT / 4 PT	$90,000
NRC Escape Room, LLC	Wise	1 FT / 2 PT	$25,890
The Scripted Gate Sign Co., LLC	Wise	1 FT / 3 PT	$10,124
Thomas' Black Bird Farm LLC	Wise	1 FT / 2 PT	$10,000
TTGI2, LLC dba Wise Rx	Wise	5 FT / 1 PT	$60,000
Small Town Fitness LLC	Wise	1 FT	$29,000
Clinch River Ecological Education Center	Wise	1 FT	N/A
TOTAL NEW PROJECTS (43)		**213 FT / 82 PT**	**$17,394,793**

EXPANSIONS	LOCALITY	JOBS	INVESTMENT
Paul's Fan Company	Buchanan	40 FT	$6,932,000
Breaks Interstate Park	Buchanan/Dickenson	20 PT	N/A
Paul's Fan Company	Lee	15 FT	$3,435,000
Synergy Biofuels, LLC	Lee	22 FT	N/A
SWCC Center for Education and Training	Russell	1 FT	N/A
Lawrence Brothers, Inc.	Tazewell	28 FT	$800,000
Sykes Wise Intuit	Wise	154 FT	$900,000
TOTAL EXPANSIONS (7)		**260 FT / 20 PT**	**$12,067,000**

TOTAL NEW PROJECTS & EXPANSIONS (50)		**473 FT / 102 PT**	**$29,461,793**

FT = full-time; PT = part-time

Projects

POLYCAP LLC | RUSSELL COUNTY | $3.37 MILLION LOAN

A Canadian-based manufacturer of specialty plastic caps and closures established its first U.S. manufacturing facility in Russell County planning to create 48 new jobs within three years and 65 new jobs within five years at the Russell County Shell Building in Lebanon, Va. The Canadian company rebranded its trade name to Polycap LLC while continuing under the same corporate structure. VCEDA approved an up to $3,373,287 loan to the Russell County Industrial Development Authority to build out the 76,144-sq.-ft. shell building. VCEDA also previously provided a $1,544,087 loan to the Russell County IDA for the original construction of the shell building. VCEDA worked with the Russell County IDA, Russell County Board of Supervisors, Town of Lebanon, and the Virginia Economic Development Partnership to secure the project for Lebanon.

PAUL'S FAN COMPANY/SOUTHERN GAP INDUSTRIAL PARK SHELL BUILDING | BUCHANAN COUNTY | $5.6 MILLION LOAN

Paul's Fan Company, an established Buchanan County business, is expanding and will be the first tenant for the under construction Southern Gap Industrial Park shell building. VCEDA approved an up to $5.6 million loan to the Industrial Development Authority of Buchanan County, and the VCEDA funds will be used for the build-out and completion of the 80,000-sq.-ft. shell building, construction of an adjacent 29,000-sq.-ft. shop building, the purchase of equipment, machinery and tools, and other improvements. The company will invest $1.32 million in new equipment in addition to moving equipment from its current location. In addition to retaining 42 full-time and 1 part-time jobs, an additional 25 full-time and 3 part-time jobs are projected within 5 years, and a total of 40 new full-time jobs in 10 years.

PAUL'S FAN COMPANY/CONSTITUTIONAL OAKS SHELL BUILDING | LEE COUNTY | $1.025 MILLION LOAN

Paul's Fan Company, an existing business in Buchanan County, plans a new division - Paul's Automation and Controls - to be located in the industrial shell building at the Constitutional Oaks Industrial Park in Lee County, Va. Up to 15 full-time jobs will be created as the project matures. VCEDA approved an up to $1.025 million loan to Paul's Fan Company for the project, and the company plans to invest another $2.41 million. The loan will be used to purchase the 60,000-sq.-ft. shell building and land from the Lee County Economic Development Authority and to assist with the build-out of the shell building, and purchase of equipment, machinery and tools. The Lee County site of Paul's Fan Company also will be utilized as a service and repair facility.

Projects

CARBON RESEARCH AND DEVELOPMENT CO. | WISE COUNTY $1,500,000 LOAN

VCEDA approved an up to $1.5 million loan to the Wise County Industrial Development Authority for the Carbon Research and Development Co. project at the Graphene Research Center at the Lonesome Pine Regional Business and Technology Park in Wise, Va. The funds will be used to finance equipment and other improvements at the Graphene Research Center, a 24,000-sq.-ft. facility, formerly known as the Appalachia America Energy Research Center. Described as a "wonder material" of this century, graphene may be produced from any carbon-based material, but unlike other graphene producers who use graphite as the source feedstock, the process used at the center will convert coal and/or wood chips into graphene. Thirty-five new jobs are projected with the project.

SOUTHERN GAP INDUSTRIAL PARK | BUCHANAN COUNTY $2,154,240 GRANT

VCEDA approved an up to $2,154,240 grant to the Buchanan County Industrial Development Authority to be used for infrastructure needs at the county's Southern Gap Industrial Park. The funds will be used to finance site grading, site development, road construction, paving, parking lot construction, fiber optics, storm drainage improvements and create two additional project-ready graded sites. Grant funds also will be used to develop a paved access road from State Rt. 744 to the shell building now under construction at Southern Gap and to extend the access road to connect to the future Greenbrier Road extension. VCEDA also approved a grant for $88,118 to the Buchanan County IDA for a master plan update for Southern Gap.

RIVERSIDE DEVELOPMENT | SCOTT COUNTY $300,000 LOAN

VCEDA closed an up to $300,000 loan to the Scott County Economic Development Authority to develop a new site in the southern end of Scott County. The funds will be used for site grading, site development, engineering and permitting fees needed to develop an approximately 10-acre site at the Riverside Development in Weber City, Va., Scott County's newest business/industrial park. The Riverside development is located on an approximately 90-acre tract of land. One site at the park was taken for the TTEC call center project which opened a customer experience center in 2016, leaving no graded sites to market at the park. The new site also will add to VCEDA's inventory of business-ready sites in Southwest Virginia's e-Region.

Projects

BACK OF THE DRAGON WELCOME CENTER | TAZEWELL COUNTY | $150,000 LOAN

VCEDA awarded a $150,000 loan from the VCEDA Tourism Capital Improvement Matching Fund for the Back of the Dragon Welcome Center located at 592 Main Street in Tazewell, Va. The Back of the Dragon is a successful marketing campaign aimed at motorcycle and sports car enthusiasts to promote the winding 32-mile stretch of Highway 16 from Tazewell to Marion, Va. The welcome center will add to the experience and is also projected to create four full-time and two part-time jobs within a year.

UVA-WISE FOUNDATION/CLINCH RIVER ECOLOGICAL EDUCATION CENTER | WISE COUNTY | $486,994 GRANT

Development of a workforce development and training space for the new Clinch River Ecological Education Center (CREEC) will be made possible in part by an up to $486,994 grant from VCEDA to the University of Virginia's College at Wise Foundation. The funds will be used by the college foundation to develop the Clinch River Ecological Education Center at the Oxbow Center in St. Paul, Va. The center will serve as a field station for workforce development and environmental education for students from higher education institutions throughout Central Appalachia and the Mid-Atlantic region, K-12 students, as well as employers and entrepreneurs in the outdoor recreation/adventure industry sector.

LAWRENCE BROTHERS, INC. | TAZEWELL COUNTY $600,000 LOAN

VCEDA approved an up to $600,000 loan to be used to finance the purchase of equipment, machinery and tools to assist with an expansion of Lawrence Brothers, Inc., which could add as many as 28 new jobs to the Bluefield, Va., company within five years. Lawrence Brothers, Inc., a manufacturing company located in Tazewell County, does heavy metal fabrication and custom metal applications for various industries, including underground mining, energy and electrical, automotive, material handling, airline and the general metal industrial goods industry. Lawrence Brothers, Inc. has its origins in a welding business started in 1974, and today, the company has grown to more than 80,000 sq. ft. of building space and more than 40 employees.

Projects

BREAKS INTERSTATE PARK | BUCHANAN AND DICKENSON COUNTIES | $554,900 GRANTS

During the year VCEDA approved three grants to the Breaks Interstate Park from the VCEDA Civil Penalties Fund. By statute, 50 percent of the civil penalties collected by the Virginia Department of Mines, Minerals and Energy are transferred quarterly to VCEDA for the development of infrastructure and improvements at the Breaks Interstate Park. The grants will enable the park to make several improvements and expand its adventure tourism offerings including the construction of an approximately 725-foot pedestrian swinging bridge across the Russell Fork gorge from the Virginia side of the park to the Kentucky side of the park. The bridge will be the longest pedestrian swinging bridge in North America, according to park officials.

SOUTHWEST VIRGINIA COMMUNITY COLLEGE EDUCATIONAL FOUNDATION | $265,565 GRANT

VCEDA approved an up to $265,565.43 grant to the Southwest Virginia Community College Educational Foundation, Inc. to be used for workforce development and training for the Southwest Virginia Community College Center for Education and Training located at the Russell County Governmental Center in Lebanon, Va. The grant funds, which come from the VCEDA Coalfield Workforce Development and Training Fund, will be used for costs and expenses associated with training equipment, including laboratory equipment, microscopes and casework, as well as costs associated with delivery and installation.

RUSSELL THEATER | TOWN OF LEBANON | $150,000 GRANT

VCEDA approved a $150,000 grant to the Town of Lebanon to be used to finance the renovation and rehabilitation of the historic Russell Theater in downtown Lebanon, Va. The funds are from the VCEDA Tourism Capital Improvement Matching Fund and may also be used in part for architectural and engineering expenses associated with the renovation. The renovation of the 3,232 square-foot theater is part of the Town of Lebanon's downtown Main Street revitalization efforts and includes plans to renovate the building into a multi-use facility which could become a hub for a variety of events. Assisting the growth and creation of jobs through matching funding for capital improvements at strategic tourism venues is one facet of VCEDA's overall investment program.

Projects

SOUTHWEST REGIONAL RECREATION AUTHORITY SPORTSMAN'S COMPLEX | DICKENSON COUNTY $149,945 GRANT

VCEDA approved an up to $149,945 grant from the VCEDA Tourism Capital Improvement Matching Fund to the Southwest Regional Recreation Authority (SRRA) to be used to construct the first phase of a sportsman's complex in Dickenson County. The first phase will focus on construction of an archery complex. Best known for its development of the Spearhead Trails' ATV and multi-use trails in the region, SRRA believes it was created to fulfill a broader mission which encompasses all outdoor recreation and has launched a new non-motorized division including a plan for a new sportsman's complex to include an archery center, rifle/pistol ranges and shotgun ranges.

TAZEWELL CINEMA & ENTERTAINMENT, LLC TAZEWELL COUNTY | $150,000 LOAN

VCEDA closed an up to a $150,000 loan from the VCEDA Tourism Capital Improvement Matching Fund for Tazewell Cinema & Entertainment, LLC to assist with the reopening and renovation of the old theater building in North Tazewell. The business is owned by Sharon McReynolds Thomas and John Thomas, who have plans to turn the old theater building into a full entertainment venue offering movies, theater space for live performances through a partnership with the Barter Theatre, a trampoline park and video arcade. The venue also plans to livestream major sporting or cultural arts events. The business projects three full-time and seven part-time employees within one year of its opening and four full-time and 15 part-time employees within five years of opening.

HAYSI KIWANIS MOUNTAINTOP CAMPGROUND DICKENSON COUNTY | $35,000 GRANT

VCEDA approved an up to $35,000 grant to be used to finance the installation of a water line and water hook-ups for the Haysi Kiwanis Club Mountaintop Campground. The Haysi Kiwanis Club, a 501(c)(4) non-profit Virginia corporation, is in the process of establishing a campground for ATV and horseback riders who utilize Spearhead Trails' Ridgeview Trail system and the non-motorized Russell Fork Trail, also part of the Southwest Regional Recreation Authority's (SRRA) Spearhead Trail System. VCEDA previously approved funding to the SRRA to help construct the Ridgeview Trail. A total of 18 campground sites are being established, which will now provide campground lodging at the Ridgeview trailhead. One full-time and 2 part-time jobs are projected.

Projects

HISTORIC CRAB ORCHARD MUSEUM AND PIONEER PARK TAZEWELL COUNTY | $50,000 GRANT INCREASE

Last year, VCEDA approved a $60,000 grant to the Historic Crab Orchard Museum and Pioneer Park for renovations to the Pisgah Store and other improvements. In 2019, VCEDA approved a $50,000 grant increase for the renovation project after the museum requested the additional funding due to unforeseen additional work in the renovation process. The grant funding is being used to make an addition to the building as well as other improvements and repairs to the space which is occupied by Fisher & Company Restaurant, just off Rt. 19 across from the museum on the museum property.

CLINCH MOUNTAIN MOTORWORKS, LLC | TAZEWELL COUNTY $155,500 LOAN APPROVAL

Clinch Mountain Motorworks, LLC, a custom motorcycle company specializing in the manufacture and distribution of small displacement motorcycles, was approved for an up to $155,500 loan from VCEDA. VCEDA also worked with the new business as it decided on locating in the building space in which the motorcycle shop is now housed on Main Street in Tazewell, Va. While the business has decided not to utilize the loan at this time, it celebrated its opening in July with a ribbon cutting which VCEDA attended along with local officials, Back of the Dragon representatives and members of the community. In its application to VCEDA, Clinch Mountain Motorworks projected six full-time jobs within five years of opening.

SOUTHWEST VIRGINIA COMMUNITY COLLEGE EDUCATIONAL FOUNDATION/EVENTS CENTER STUDY | TAZEWELL AND RUSSELL COUNTIES | $77,000 GRANT

VCEDA approved an up to $77,000 grant requested by the Southwest Virginia Community College Educational Foundation to be used to conduct a feasibility study for a proposed regional education and events center. As part of the feasibility study, a market analysis, program planning, conceptual layout planning, cost estimate and economic/fiscal impact studies are planned. All of these will help to determine the viability and potential impact of the proposed project.

Projects

SOUTHERN GAP VISITORS CENTER GRAND OPENING BUCHANAN COUNTY

Buchanan County and regional officials held a grand opening for the new Southern Gap Visitors Center in Buchanan County on July 11. VCEDA approved a $500,000 loan and a $250,000 grant for this project.

ENGLAND, INC. | LEE COUNTY

On March 8, VCEDA participated in an open house held at the England, Inc. furniture manufacturing facility at Dryden in Lee County. VCEDA approved up to a $515,000 loan to the Lee County Industrial Development Authority (now known as the Lee County Economic Development Authority) to help land the project. This loan was increased to $535,000 in 2019 in order to complete additional renovations. The company is well ahead of hiring targets, with 64 employees already at the facility.

DANIEL BOONE WILDERNESS TRAIL INTERPRETIVE CENTER SCOTT COUNTY

VCEDA attended the grand opening and ribbon-cutting on the Daniel Boone Wilderness Trail Interpretive Center in Scott County on April 26. VCEDA provided a $200,000 grant to the Scott County Economic Development Authority for this project.

Seed Capital Projects

VCEDA SEED CAPITAL MATCHING FUND

Recognizing that small businesses play a significant role in the growth and stability of the economy, VCEDA established the VCEDA Seed Capital Matching Fund in 2017. The goal of the Seed Capital Matching Fund is to help VCEDA meet the purposes for which it was created by providing a source of matching grant funds to assist new, start-up, and emerging small businesses located within the region, and to attract such small businesses from outside the region to locate within the region. For-profit businesses, no older than one year from the date of the application, with less than 10 full-time employees, with matching funds from one or more other sources, may apply for the VCEDA seed capital funds.

Stats on Seed Capital Matching Fund
SINCE 2017

GRANTS	70
PROJECTED JOBS	616 (404 FULL-TIME; 212 PART-TIME)
PROJECTED INVESTMENT	$4,230,122

DISMAL RIVER TRUCKING, LLC | BUCHANAN COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Tyler Justus grew up around trucks as his father owned a trucking business. Owning his own trucking business just seemed to be a natural next step and last summer, Justus took it, opening Dismal River Trucking, LLC. He bought his first truck – a Mack — and hired a driver to run it while he continues to teach at Hurley Elementary-Middle School. The trucking company hauls and delivers various products to select areas. Currently, it is being used to haul coal, but additional products may be hauled in the future, including gravel, rock and asphalt. While he has a driver for the truck, he also drives the truck himself as needed. Plans call for the purchase of a second truck within a year. The business projects two full-time jobs.

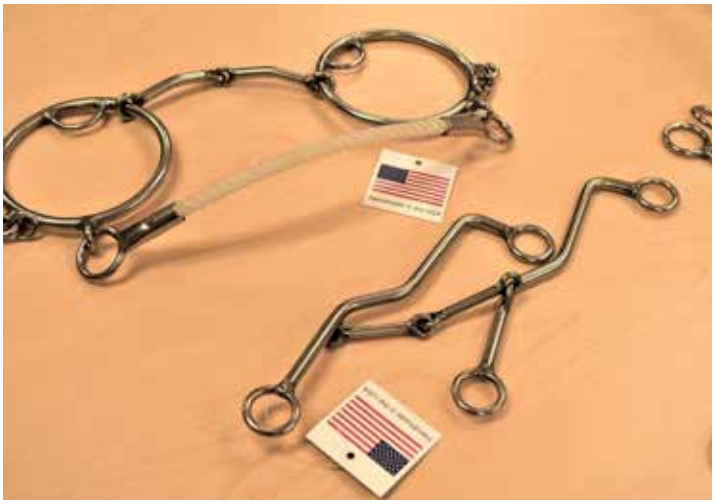
FIRED UP POTTERY | BUCHANAN COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

A love of pottery and the desire to open her own business combined to lead Krissy Charles to open Fired Up Pottery, a paint-your-own ceramic pottery shop, at the Market Place in the Grundy Plaza in Grundy, Va. Fired Up Pottery offers ceramics of all sizes — from Christmas ornaments to large vases; snowmen to santas; pumpkins to animal figurines. Piece prices range from $4 to $55, depending on size. Paints of all colors are available and for a $3 sitting fee, customers paint the pieces they purchase on site. Charles applies a drying spray to a customer's finished product and then customers take their painted treasures home the same day. Charles does the clean-up. The business projects one full-time employee.

Seed Capital Projects

DAISY S CABINS LLC | BUCHANAN COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

When Billy and Brooke Owens finish the renovations on the Hoot Owl Hideaway cabin and property they purchased in Grundy, Va., they have plans to add another cabin as they grow their cabin rental business near Spearhead Trails' Coal Canyon Trail. The cabin is primarily marketed to ATV riders due to its proximity to Coal Canyon, however, the property also features a stocked catfish pond for those who might want to do a little fishing while they are in the mountains. Since the Owens' first rented their Hoot Owl Hideaway cabin, visitors from 13 states have stayed in the cabin, including those from Indiana, Pennsylvania, Ohio, Illinois, New Hampshire, North Carolina, Tennessee, New York, New Jersey, Maryland, Florida, South Carolina and California. The business projects one full-time employee.



MISTY MOUNTAIN BIT LLC | DICKENSON COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

When it comes to horses, Greg Dutton, of McClure, Va., knows a lot about them and what it takes to get them moving. The right bit can make the difference and the bits he manufactures and sells through Misty Mountain Bit LLC -- currently the only American-made gaited horse bit company -- are sold globally. Pressure is used to control the horse's speed and direction of movement. But the bit used to do so is influenced by several factors, including the style of riding, the rider's ability, the level of the horse's training and the intended use of the horse. Dutton manufactures several varieties of bits which he then sells online and from a mobile trailer he takes to various horse show events. The business projects one full-time employee.

SERGENT TIRE, LLC | DICKENSON COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Dickenson and surrounding county residents looking for a place to purchase either new or used tires have an option available to them at Sergent Tire in Clintwood, Va. The tire shop, owned by Adrian Sergent, officially opened its doors in a two-bay garage being rented from Vanover Supply. In addition to new and used tires, the tire shop offers oil, brake, rotor and drum changes, tire mounting, balancing and plugging and other basic automotive services. Sergent Tire caters to a wide variety of customers, including drivers, farmers, machine operators and ATV enthusiasts. It offers used tires, allowing it to cater to customers who are not able to afford the higher price of new tires. The business projects one full-time and one part-time employee.

Seed Capital Projects

VIERS MEDICAL CLINIC PLLC | DICKENSON COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

When you're sick, it doesn't always happen between 9 a.m. and 5 p.m. which is why Henry Viers and his wife, Natasha Viers, decided to open Viers Medical Clinic PLLC – a family practice clinic in Haysi, Va., currently offering unique "after hours" availability in Dickenson County, designed to meet the medical care needs of area residents. Henry Viers is a nurse practitioner with several years of experience and said he opened the clinic in hopes of filling a void in the medical care service area with an eye toward reducing costs of medical care for patients at the same time. The business projects five full-time and one part-time employees.

DOWN HOME SPIRITS, LLC | DICKENSON COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

A recipe passed down through several generations will be used to make the moonshine Down Home Spirits, LLC, a moonshine distillery in downtown Haysi, Va., offers to locals and tourists alike. The new business, owned by Saundra Hamilton, will also focus on the history of moonshine and will offer thimble-size samples to those visiting the newly renovated space in Haysi to purchase any one of a number of flavors – from apple butter and peach cobbler to coconut, blackberry and blueberry. A copper still will be utilized to make the moonshine which will be offered for sale not only at the new business, but also through an e-commerce website. The business projects five full-time and two part-time jobs.

BLACK DIAMOND GYM & SPA LLC | DICKENSON COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Helping the community to get healthier is one of the primary goals of Black Diamond Gym & Spa LLC in downtown Haysi, Va. The facility is owned by Matthew Owens and his wife, Jordan, and will be open 24/7 Monday through Sunday. An electronic entry system will allow members around the clock access. Owens noted the gym is being equipped with traditional cardio equipment like treadmills and elliptical bicycles and also has free weights and heavy weights available, along with other equipment. Yoga classes, nutrition classes and fitness classes will provide gym members with a variety of workouts from which to choose if they want to do exercise in a group setting. Special programs will be offered for senior citizens. The business projects two full-time employees.

Seed Capital Projects

FROST BITE LLC | DICKENSON COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Neil Mack Fleming; his wife, Melanie; and daughter, Tori, are making plans for the spring when Frost Bite LLC, a mobile food business based out of Clintwood, Va., will once again hit the festival circuit providing shaved ice dessert options for those looking to add a sweet treat to their day. Owning their own business has long been a dream the family has had, according to Melanie Fleming, who said the seed capital matching grant is allowing the family to continue to realize and grow that dream. The business projects two full-time and eight part-time employees.

DICKENSON SHOOTING SPORTS | DICKENSON COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Mike Yates grew up with a shotgun and a rifle, hunting and participating in shooting matches when he was in high school. That love of the sport of shooting is what prompted him to open Dickenson Shooting Sports in Clintwood, Va. Yates said plans call for Dickenson Shooting Sports to host four shooting matches a year and at other times as the business grows. The business features five covered stands and offers sporting clays, flurry and skeet shooting. Participants bring their own 12-gauge or 20-gauge shotguns for the events. The business projects one full-time employee.

BETTER LIVING HOME CARE LLC | LEE COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

When Amber Cox, of Jonesville, Va., decided she wanted to open her own business, it didn't take long for her to determine what that new business would be. She looked around and saw a need in the senior population for home care needs to be provided and as a result, she opened the doors to Better Living Home Care LLC. The business offers an affordable solution for the elderly, including part-time, full-time and around-the-clock service alternatives designed for people who choose to live independently, but who require non-medical services. Among the services provided are those which range from companionship and light house cleaning, to laundry, cooking and kitchen maintenance, attendant/driver services, basic home maintenance, pet care and basic personal care. The business projects 22 full-time employees.

Seed Capital Projects

APPALACHIAN TURF | RUSSELL COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

The science of lawn care — the right mix of seeds and fertilizers and the correct use of selective herbicides – is what Appalachian Turf applies every day in helping home and business owners achieve their landscaping goals. While lawn mowing services are available, owner Cowan Gilmer said Appalachian Turf's primary focus is on weed control and fertilizer applications through a five-step program to build greener and healthier stands of turf. Weed control is a process that begins with identifying broadleaf and grassy weeds in the lawn and then applying the appropriate regimen of selective herbicides to suppress or eradicate the weeds, Gilmer explained. The business projects two full-time and one part-time employees.

PRESTON BALL PHOTOGRAPHY LLC | RUSSELL COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

For Preston Ball, photography started out as more of a hobby, but he soon found out that his services as a photographer had value and as a result, he decided to pursue starting a photography business of his own. The business offers sports photography services as well as drone, portrait, wedding and commercial photography services. Ball has been a photographer for 25 years and has done videography for two years. In the future, he hopes to develop an indoor studio which will provide a space for more portrait photography. The business projects one full-time and three part-time employees.

REDBUD FAMILY MEDICINE, LLC | RUSSELL COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Redbud Family Medicine, LLC co-owners Vickie Stevens and Mercedes Schoonover opened their new medical clinic in Honaker, Va. as a family practice clinic treating patients of all ages -- from infants to geriatric patients. The clinic's patient base hails from six counties, including those from Russell, Buchanan, Dickenson, Tazewell, Washington and Smyth. Stevens holds a Master of Science in Nursing Administration, a post-graduate degree in Nursing and is a board-certified Family Nurse Practitioner; and Schoonover holds a Master of Science in Nursing Administration, an MBA, a Master of Science and is also a certified Family Nurse Practitioner. The business projects six full-time and one part-time employees.

Seed Capital Projects

BEARTOWN BARBELL CLUB LLC | RUSSELL COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

James (JD) Range and his business partner, Andrew Salyer, of Lebanon, Va., decided when they opened Beartown Barbell Club LLC that the new fitness facility would go beyond normal gym facilities and focus more on strengthening and conditioning aspects of fitness. The facility offers 24/7 access to its members through an app on their smart phones. In addition to providing equipment for strengthening and conditioning, the business also has plans to offer youth camps, to host fitness and powerlifting competitions, to present lectures from coaches and trainers from around the country and to offer both personal training/coaching and online training/coaching as well as nutritional guidance. The business projects two full-time and one part-time jobs.

THE LOCAL MERCANTILE, LLC | RUSSELL COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Gabby Range has always loved the business of coffee and has always been interested in starting and operating her own business. When the opportunity presented itself to combine the two, she and partner, Lindsey Kegley, of Cleveland, Va., opened The Local Mercantile, LLC, — known as The Local — a coffee shop and store selling local arts, crafts, food and more. The coffee bar features regular and gourmet coffees, espressos and teas, as well as a small breakfast and lunch menu. The mercantile side of the business features local products from area arts and craftspeople and offers local vendors the ability to rent floor space and to offer their items for sale on a commission basis. The business projects two full-time and three part-time employees.

CHEESY DOES IT LLC | RUSSELL COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Carey and Raymond Watkins originally purchased land in Russell County to camp and then to build a small home, but in 2012, they left their corporate lives in North Carolina and moved to their hobby farm to Castlewood, where they retired. They opened a mobile food truck business, Cheesy does it LLC, and now work the festival and job circuits, offering unique grilled cheese sandwiches and paninis as well as tomato basil bisque in cooler months, cheesy chips and cheesecake. The business is focused on providing services to Wise, Russell, Tazewell, Buchanan and Washington counties and the City of Norton and books lunches at employers throughout the region. The business projects one full-time job.

Seed Capital Projects

FAT CAT FARM, LLC | SCOTT COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Farming has been something Deana Haines, of Duffield, Va., has done since she was a child. Opening her own greenhouse is something she has wanted to do her whole life and she is now working toward realizing that dream. She has plans to grow a variety of culinary herbs, flowers, vegetables and strawberries – started from seed and grown to various stages – for retail sale at local farmers markets and offered at wholesale to local farm and garden stores and health food stores. Plans call for her first greenhouse to be open by summer. Her initial focus will be growing strawberries and she added she also wants to dabble in culinary herbs, offering them for sale locally and online. The business projects one full-time and one part-time employee.

JAG SERVICE, LLC | SCOTT COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

The need for maintenance and repair services for diesel equipment is something Angela White, of Scott County, has long understood as she has operated a trucking company since 2005. When a local garage facility in the area became available, White partnered with Travis Logan and purchased the garage they opened as JAG Service, LLC. Owned 50/50 by White and Logan, JAG Service, LLC offers medium and heavy-duty equipment service and repair for trucks, heavy equipment and agricultural equipment in the area. The business focuses on the equipment service and repair needs of local trucking companies, loggers, farmers and other local businesses. Four full-time and three part-time jobs are projected.

D&LP, "DAVE 'N THE LITTLE PEOPLE" | SCOTT COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

It's not everyone that has a miniature steam railroad in their backyard, but Dave Powers in Dungannon, Va., has just that. Powers opened D&LP, which stands for "Dave 'n the Little People," offering adults and children alike the opportunity to experience a steam locomotive ride on a miniature scale. He installed more than one-half mile of track in his back yard in 2010 and has expanded the track to be more than a total of one mile. Train rides are offered on Saturdays and Sundays from May to December. Special events and holiday-themed train rides are also offered, as are school visits and the opportunity to enjoy the train for birthday parties, family reunions and church gatherings. The business projects one full-time job.

Seed Capital Projects

THE LOST PEARL GALLERY, LLC | TAZEWELL COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

From paintings to hand-crafted jewelry and glass work to basket weaving and more, the Lost Pearl Gallery in North Tazewell, Va., has a little something for everyone. The gallery, a for-profit limited liability company, is an artists' collaborative venture. It specializes in providing fine art collectibles and quality handmade products and services related to the arts. The gallery has five owners, including Shirley "Pawnee" Jewell, Nancy Greever Brooks, Esther "Sarah" Lowe, Betty Armentrout and James D. Hale, all of whom represent a variety of artistic disciplines. Periodic shows are hosted and from time to time, it issues a call to all artists, seeking submissions for new art, which are then juried and if selected, put on display. One full-time job is projected.

MSS WEBB'S SPA & BOUTIQUE, LLC | TAZEWELL COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Helping area residents look and feel their best is just a part of the routine every day at MSS Webb's Spa & Boutique, owned and operated by Stephanie Webb in the Claypool Hill Mall in Claypool Hill, Va. A cocoon wellness pod which has many benefits -- improving skin and breathing can also assist in weight loss and overall health management -- is one of the unique offerings planned to be offered on site. The business also offers lash extensions; permanent micro blading; lash lift and tint; brow tint; and permanent eyeliner. Essential oils designed to enhance sleep and energy and reduce stress are sold at the business, as well as bath salts and bath bombs and sugar scrubs Webb makes on site. Two full-time and three part-time jobs are projected.

TP'S AUTO REPAIR | TAZEWELL COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Providing quality automotive repair and maintenance services at an affordable price was Calvin Mitchell's goal as he opened TP's Auto Repair, also known as TP's Home Remodeling Small Engine Repair LLC, in North Tazewell, Va. Mitchell's business provides engine repair, brake repair, preventative maintenance, truck repair, exhaust system replacement and repair, wheel alignment, oil changes, battery checks and radiator repair. In addition to working on trucks and cars, Mitchell also works on ATVs and UTVs and will make trail calls. The business projects three full-time and two part-time jobs.

Seed Capital Projects

COALTOWN TAPS, LLC | TAZEWELL COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

When Blake Ray talks about his new business, Coaltown Taps, LLC in downtown Richlands, he envisions a place where people can come together to talk about the events of the day or the week and enjoy a craft brew and a gourmet burger. The new business when it opens in the spring of 2020 will offer lunch and dinner from a mobile food truck in the courtyard area, a lounge area with couches, arm chairs and tables, and craft beers from across Virginia. Quarterly events will be offered and 12 televisions will allow those who want to catch a game the opportunity to do so. Sunday afternoon music events and trivia nights will round out some of the planned activities. The business projects four full-time and five part-time jobs.

THE RED ROOF HOME, LLC | TAZEWELL COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Renee Perkins used to live next door to the home on 516 Carline Avenue in Tazewell, Va., but when that home went up for auction, she bid on it and won the bid. The next step was to decide what to do with the 100-year-home. With the help of her brother, who did most of the contracting renovation work on the project, Perkins turned it into The Red Roof Home, LLC, appropriately named based on its red tin roof. The new business offers lodging in several rooms. Common living and kitchen areas provide visitors with all the comforts of home. Open year-round, the business seeks to provide lodging for Back of the Dragon visitors, other tourists and business travelers. The business projects one full-time and three part-time jobs.

PK FITNESS INC. | TAZEWELL COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

"Your goals are our goals. Welcome to your first step." It may be a motto on a web page, but for PK Fitness Inc. owners Craig and Angela Nash, it's how they approach operating their Anytime Fitness gym franchise at the Claypool Hill Mall. Helping members to achieve their fitness goals is what it's all about for PK Fitness Inc. The gym is open 24 hours a day, seven days a week, making it easy for fitness enthusiasts to choose a time to work out that best fits their own individual schedules. Fitness consultation, personal workouts and team training are offered. Memberships are portable to any Anytime Fitness location. The business projects five full-time and five part-time jobs.

Seed Capital Projects

LINCOLN ROAD VIRGINIA, LLC | CITY OF NORTON
$10,000 SEED CAPITAL MATCHING GRANT

Specialty coffee drinks, food, craft beer and wine all are coming to Norton, Va., under one roof as Lincoln Road Virginia, LLC opens its doors to its new business. The business is co-owned by Ryan Jones, Payton May and Jarred McGuire. Jones' sister, Sabrina, is general manager. The new business features a full-service coffee lounge, handcrafted beverages and opportunities to network and meet with others in the community. In addition to selling the items mentioned, the business also sells Lincoln Road Cold Brew coffee products. The business projects three full-time and four part-time jobs.

WINZE COMPANY LLC | CITY OF NORTON
$10,000 SEED CAPITAL MATCHING GRANT

Connecting companies to their audiences with social media, engaging content and other digital outlets is how Blake Salyer, of Norton, describes the new direction of Winze Company LLC. An e-commerce brand start-up, Winze now offers both creative services and fulfillment solutions for its client base. The company offers a wide range of services including branding, content creation, social media management, marketing, consulting and merchandise management. The business projects two full-time and one part-time jobs.

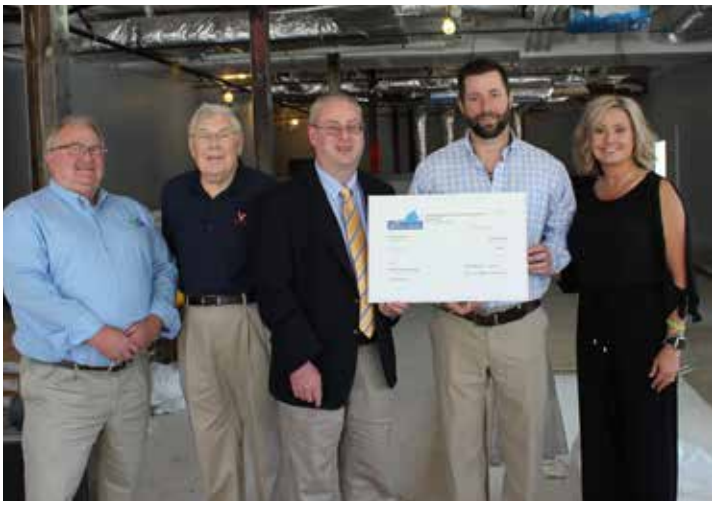
THE BIG STONE GAP GENERAL STORE & CAFÉ, LLC
WISE COUNTY | $10,000 SEED CAPITAL MATCHING GRANT

Brian and Penny Jeffrey have spent their careers serving North Carolina colleges and after a family visit to Big Stone Gap, decided it was time to explore the idea of starting a business in the town where Brian grew up. The Jeffreys envisioned turning the historic Big Stone Gap Post building – home of the community's first newspaper – into a general store and café. Providing visitors with a general store mercantile experience showcasing the historic charm of the Town of Big Stone Gap is the goal of the business which will offer fast casual food and beverage selections, including craft beers and wines. It also will offer space for musicians and local artisans to showcase their work and sell their goods and services. A key feature of the café is its coal-fired pizza oven that runs on anthracite coal. The business projects one full-time and four part-time jobs.

Seed Capital Projects

CURKLIN'S LLC | WISE COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

The historic Mutual Pharmacy building in Big Stone Gap got new life as Curklin's, a full-service casual dining restaurant, opened its doors in Wise County. Wayne and Tracey Jordan are co-owners of the new business venture which features a 170-seat restaurant and bar on the first floor. Affordable lunch and dinner options are offered ranging from a selection of sandwiches and wraps at lunch to steak, chicken and pasta entrees at dinner. Cocktails are also available to guests at the bar. Plans are to renovate space downstairs in the building in the future for larger parties and events. The business projects 10 full-time and 30-45 part-time employees.



NRC ESCAPE ROOM, LLC | WISE COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Sixty minutes. A locked room. One way out. The clock is ticking. In Big Stone Gap, that means one thing – you're at NRC Escape Room, LLC trying to solve your way out of one of three themed rooms as part of a fun game played with friends and/or family. Escape rooms, like NRC Escape Room recently opened by William Neeley, of Jonesville, Va., provide live-action team-based games where players cooperatively discover clues, solve riddles and puzzles, locate secret passages and accomplish tasks in order to find their way out of the room. The business projects one full-time and two part-time jobs.

THE SCRIPTED GATE SIGN CO., LLC | WISE COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Andrea Hicks, of Coeburn, Va., is a firm believer that being creative is good for the mind and the body. Hicks opened The Scripted Gate Sign Co., LLC, a full-service do-it-yourself design workshop and retreat mobile business that assists consumers in turning a pile of wood into something beautiful for the home or office. A mobile trailer allows her to bring supplies to the customer's location where they receive hands-on, step-by-step instruction in building and designing their own work of art. The mobile aspect of the new business has been successful, Hicks said, adding she has had a waiting list to get on the calendar. In addition to taking the business to consumers, she also hosts field trips to her workshop. The business projects one full-time and three part-time jobs.

Seed Capital Projects

THOMAS' BLACK BIRD FARM LLC | WISE COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Whether it's tomatoes, peppers or pumpkins, when it comes to fresh produce, Greg Estep, of Thomas' Black Bird Farm LLC, in the Esserville area of Wise County, Va., has one of the largest, if not the largest tomato-pepper-pumpkin crops in Wise County. Also key to the new business is the development of a corn maze which serves as a tourist attraction in the fall. In addition to tomatoes, peppers and pumpkins -- beans, Indian corn, gourds and more are also in the plans. A seasonable vegetable stand and weekend events featuring music, corn meal grinding, apple cider and apple butter making, hayrides, children's games and food on site are in the planning stages for next fall as well. The business projects one full-time and two part-time jobs.

TTGI2, LLC (WISE RX) | WISE COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Matt Villiard and Nick Jackson combined their 24 years of pharmacy experience to open a hometown pharmacy in Wise, Va. Wise Rx offers all the traditional things you would expect in a pharmacy, but also has plans to incorporate niche services including immunizations, long-term care, weight loss management and disease management programs. An on-site nurse practitioner is at the clinic which is also part of the pharmacy, offering healthcare services as well. The business projects five full-time and one part-time jobs.

SMALL TOWN FITNESS LLC | WISE COUNTY
$10,000 SEED CAPITAL MATCHING GRANT

Keeping the family fit is the primary goal of Small Town Fitness LLC in St. Paul, Va. Marcus and Amelia Johnson envisioned creating a family-oriented gym which allows for 24-hour access to fit the schedules of a variety of patrons from all walks of life as they planned and then opened their new business. They also added a separate enclosed play area for small children which provides parents with the ability to visit the gym when they otherwise might not be able to do so. The gym offers three-month, six-month and annual memberships and features a variety of exercise equipment options from treadmills and ellipticals to free weights, leg machines and more. The business projects one full-time job.

2019 VCEDA Marketing Events

EVENT	DATE	LOCATION	TARGET
Tobacco Commission Reception/Meeting	1/7-8/19	Richmond, VA	All Target Sectors
West Virginia Call Trip	1/21-24/19	West Virginia	All Target Sectors
2019 Chamber Day @ The Capitol/Old Dominion Assembly Legislative Reception	1/23/19	Richmond, VA	All Target Sectors
VCEA Dinner/Breakfast	1/23-24/19	Richmond, VA	Energy
VEDA Legislative Reception	1/28/19	Richmond, VA	All Target Sectors
Utilities, Data Centers and Renewable Energy Conference	1/28-29/19	Richmond, VA	Data Centers and Energy
2019 Rural Caucus Reception	1/30/19	Richmond, VA	All Target Sectors
VEDP Dallas Site Consultants Event	2/26/19	Dallas, TX	Site Location Consultants
Data Center World	3/19-22/19	Phoenix, AZ	Data Centers
Manufacturing in America Summit and Call Trip	3/20-21/19	Detroit, MI	Advanced Manufacturing
VEDA Spring Conference	3/28-29/19	Harrisonburg, VA	Site Location Consultants
2019 Conference on Energy & Infrastructure	4/17-18/19	Roanoke, VA	Energy/Infrastructure
AUVSI XPONENTIAL	4/30-5/2/19	Chicago, IL	UAV/UAS
2019 SWVA Economic Forum	5/15/19	Wise, VA	All Target Sectors
VEDP Site Location Consultant Fam Tour	5/22/19	Wise, VA	Site Location Consultants
VCEA Annual Conference & Expo	5/20-21/19	Kingsport, TN	Energy
2019 TVC National Summit	5/29-30/19	Chattanooga, TN	All Target Sectors
Tobacco Commission Meeting	6/5-6/19	Danville, VA	All Target Sectors
SelectUSA Investment Summit	6/10-12/19	Washington, DC	Foreign Direct Investment
Indiana Call Trip	6/10-13/19	Indiana	All Target Sectors
SWVTC Annual Awards Gala	6/13/19	Abingdon, VA	IT/Emerging Technologies
Association of Woodworking & Furnishings Suppliers Fair	7/17-20/19	Las Vegas, NV	Wood Products
SVAM Manufacturers' Expo	8/13/19	Abingdon, VA	Advanced Manufacturing
National HUBZone Conference	9/4-5/19	Chantilly, VA	State and Federal Contractors
Automotive Composites Conference & Exhibition	9/4-6/19	Novi, MI	Automotive
VEDA Fall Conference	9/18-20/19	Richmond, VA	Site Locations Consultants
SVAM Manufacturers Awards Banquet	10/3/19	Abingdon, VA	Advanced Manufacturing
Tobacco Commission Reception/Meeting	10/9-10/19	Marion, VA	All Target Sectors
AUVSI Ridge and Valley Annual Symposium	10/15-16/19	Blacksburg, VA	UAV/UAS
Boost Your Business	10/21/19	Abingdon, VA	Entrepreneurs
Appalachian Power Economic Development Forum	10/23/19	Roanoke, VA	All Target Sectors
7x24 Exchange Fall Conference & Call Trip	10/27-11/1/19	Phoenix, AZ	Data Centers
VEDP Virginia Technology Media Tour	10/29/19	VCEDA Region	Information Technology
FABTECH	11/11-14/19	Chicago, IL	Advanced Manufacturing
VEDP Chicago Site Consultants Event	12/10/19	Chicago, IL	Site Location Consultants
TOTAL MARKETING EVENTS (35)			

Marketing Southwest Virginia's e-Region

In terms of marketing events, prospect visits, new projects, loan and grant approvals, and loan and grant closings, 2019 was the most active year in the history of VCEDA. Topping last year's record of highest number of prospect visits to the region in VCEDA's history, 2019 became the most active year with 70 prospect visits and participation in 35 marketing outreach and business development events. VCEDA also recorded an all-time high of 50 new projects and expansions in 2019.

Aggressive marketing to site consultants, target industries and trade show audiences using lead generation firms, the VCEDA website, social media, news briefs, media relations, face-to-face meetings and other communication tools, helps VCEDA create interest and invitations to visit and see what Southwest Virginia's e-Region has to offer businesses. In 2019 VCEDA had 174 inquiries about the Southwest Virginia's e-Region that includes Buchanan, Dickenson, Lee, Russell, Scott, Tazewell and Wise counties and the City of Norton.

In conjunction with the Virginia Economic Development Partnership, VCEDA hosted an IT media tour and a site consultant tour in the region, attended two speed networking events with site consultants in Dallas and Chicago, and attended several trade shows and marketing mission trips in places such as West Virginia and Phoenix, AZ. VCEDA exhibited and met with companies at several trade shows throughout the year including Data Center World in Phoenix, FABTECH in Chicago, and SelectUSA in Washington, D.C.

Another member was added to the marketing team in 2019, joining Charlotte Mullins, Cathy St. Clair and Mary Rae Carter as VCEDA Marketing Ambassadors. David Denny of Sanford Holshouser Economic Development Consultants joined the team as a marketing ambassador.

1. A new VCEDA logo was introduced in 2019.

2. A two-page spread ad in Virginia Business magazine.

3. Cathy St. Clair, VCEDA Marketing Ambassador, left, Susan Copeland, VCEDA Marketing Coordinator, and John Kilgore, Executive Director, Scott County EDA, manning the e-Region booth and representing the region at SelectUSA in Washington, D.C. in June.

4. VCEDA Marketing Ambassador Mary Rae Carter, right, represented VCEDA at the Rural Caucus reception in Richmond, hosted by the Virginia Association of Counties and the Center for Rural Virginia. Pictured with Carter is Christy Morton, with VEDP.

5. Each Virginia region that participated in the VEDP Dallas site consultant speed networking event was asked to contribute a gift representing their region to the consultants. Our gift was a product of one of our seed capital grant recipients, No Holds Barred Sauces, with a tag describing Southwest Virginia's e-Region program.

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VCEDA
VIRGINIA COALFIELD ECONOMIC DEVELOPMENT AUTHORITY

2

6. Susan Copeland, VCEDA Marketing Coordinator, and John Kilgore, Executive Director, Scott County EDA, represent Southwest Virginia's e-Region at VEDP's site consultant networking event in Dallas in February.

7. Susan Copeland, VCEDA Marketing Coordinator, Charlotte Mullins, VCEDA Marketing Ambassador, and John Kilgore, Executive Director, Scott County EDA, manning the exhibit booth and meeting with companies at FABTECH in Chicago in September.

8. Susan Copeland, VCEDA Marketing Coordinator, left, joined VEDP's Michelle Poe at the 7x24 Exchange data center conference in Phoenix in October followed by several days of meetings with companies in the Phoenix region promoting opportunities in Southwest Virginia's e-Region and Virginia.

9. VCEDA worked with VEDP in hosting a rural IT media tour for journalists. While in Southwest Virginia's e-Region, the group met with UVA-Wise and CGI officials to learn more about the IT education pipeline and opportunities in the region.

2019 VCEDA Loan Approvals

LOANS		APPROVED	AMOUNT
Buchanan County	Buchanan County IDA/Paul's Fan Company	11/21/19	$5,610,000.00
Lee County	Lee County IDA/England Furniture (Loan Increase)	8/15/19	$20,000.00
Lee County	Paul's Fan Company	11/21/19	$1,025,000.00
Russell County	Russell County IDA/Polycap LLC	2/14/19	$3,373,287.00
Russell County	Russell County IDA/Clinch River Hemp Company	8/15/19	$2,000,000.00
Tazewell County	Lawrence Brothers, Inc.	2/14/19	$600,000.00
Tazewell County	Clinch Mountain Motorworks, LLC	2/14/19	$155,500.00
Tazewell County	Back of the Dragon Properties 1 LLC	8/15/19	$150,000.00
Wise County	Wise County IDA/Carbon Research and Development Co.	2/14/19	$1,500,000.00
TOTAL LOANS (9)			**$14,433,787.00**

2019 VCEDA Grant Approvals

GRANTS		APPROVED	AMOUNT
Buchanan County	Buchanan County IDA/Southern Gap Master Plan Update	8/15/19	$88,118.10
Buchanan County	Buchanan County IDA/Southern Gap Infrastructure & Development	11/21/19	$2,154,240.00
Buchanan County	Dismal River Trucking, LLC	11/21/19	$10,000.00
Buchanan County	Fired Up Pottery	11/21/19	$10,000.00
Buchanan County	Daisy s Cabins LLC	11/21/19	$10,000.00
Buchanan/Dickenson Counties	Breaks Interstate Park Commission	4/18/19	$106,762.00
Buchanan/Dickenson Counties	Breaks Interstate Park Commission	6/27/19	$15,137.60
Buchanan/Dickenson Counties	Breaks Interstate Park Commission	11/21/19	$433,000.00
Dickenson County	Misty Mountain Bit LLC	4/18/19	$10,000.00
Dickenson County	Sergent Tire, LLC	4/18/19	$10,000.00
Dickenson County	Kiwanis Club of Haysi/Mountaintop Campground	8/15/19	$35,000.00
Dickenson County	Southwest Regional Recreation Authority/Archery Complex	8/15/19	$149,945.00
Dickenson County	Viers Medical Clinic PLLC	11/21/19	$10,000.00
Dickenson County	Down Home Spirits, LLC	11/21/19	$10,000.00
Dickenson County	Black Diamond Gym & Spa LLC	11/21/19	$10,000.00
Dickenson County	Frost Bite LLC	11/21/19	$10,000.00

Dickenson County	Dickenson Shooting Sports	11/21/19	$10,000.00
Lee County	Better Living Home Care LLC	4/18/19	$10,000.00
City of Norton	Lincoln Road Virginia, LLC	4/18/19	$10,000.00
City of Norton	Winze Company LLC	4/18/19	$10,000.00
Russell County	Appalachian Turf	4/18/19	$10,000.00
Russell County	Preston Ball Photography LLC	4/18/19	$10,000.00
Russell County	Redbud Family Medicine, LLC	4/18/19	$10,000.00
Russell County	SWCC Educational Foundation/Training Equipment	6/27/19	$265,565.43
Russell County	Town of Lebanon/Russell Theater	8/15/19	$150,000.00
Russell County	Beartown Barbell Club LLC	11/21/19	$10,000.00
Russell County	The Local Mercantile, LLC	11/21/19	$10,000.00
Russell County	Cheesy does it LLC	11/21/19	$10,000.00
Russell/Tazewell Counties	SWCC Educational Foundation/Events Center Study	2/14/19	$77,000.00
Scott County	Fat Cat Farm, LLC	4/18/19	$10,000.00
Scott County	JAG Service, LLC	4/18/19	$10,000.00
Scott County	D&LP	11/21/19	$10,000.00
Tazewell County	American Dirt LLC	4/18/19	$10,000.00
Tazewell County	The Lost Pearl Gallery, LLC	4/18/19	$10,000.00
Tazewell County	MSS Webb's Spa & Boutique, LLC	4/18/19	$10,000.00
Tazewell County	Historic Crab Orchard Museum (Grant Increase)	8/15/19	$50,000.00
Tazewell County	TP's Home Remodeling Small Engine Repair LLC	11/21/19	$10,000.00
Tazewell County	Coaltown Taps, LLC	11/21/19	$10,000.00
Tazewell County	The Red Roof Home, LLC	11/21/19	$10,000.00
Tazewell County	PK Fitness Inc.	11/21/19	$10,000.00
Wise County	The Big Stone Gap General Store & Café, LLC	4/18/19	$10,000.00
Wise County	Curklin's LLC	4/18/19	$10,000.00
Wise County	NRC Escape Room, LLC	4/18/19	$10,000.00
Wise County	The Scripted Gate Sign Co., LLC	4/18/19	$10,000.00
Wise County	Thomas' Black Bird Farm LLC	4/18/19	$10,000.00
Wise County	UVA-Wise Foundation/Clinch River Ecological Education Center	4/18/19	$486,994.82
Wise County	TTGI2, LLC dba Wise Rx	11/21/19	$10,000.00
Wise County	Small Town Fitness LLC	11/21/19	$10,000.00
TOTAL GRANTS (48)			**$4,371,762.95**
TOTAL LOANS & GRANTS (57)			**$18,805,549.95**

The Virginia Coalfield Economic Development Authority (VCEDA) Board: From left, (front) Dana Kilgore; Esther Bolling; Shelbie Willis; Maggie Asbury; Becky Coleman; Carroll Branham; Larry Mosley and Rob McClintock (representing VEDP and Vince Barnett); and (back) Jonathan Belcher, VCEDA executive director/general counsel; Harry Childress; Troy Nichols; Frank Underwood; Jim Baldwin; Duane Miller; Josh Ball; J.P. Richardson, VCEDA chairman; and Mark Leonard.

Virginia Coalfield Economic Development Authority Board of Directors

OFFICERS
J.P. Richardson | Chairman
Frank Underwood | Secretary
Esther Bolling | Treasurer

GOVERNOR'S APPOINTEES
Maggie Asbury
Esther Bolling
Becky Coleman
Mark T. Leonard
Larry Mosley

COAL PRODUCERS
Troy Nichols
Paramont Coal Company Virginia, LLC

J. P. Richardson
Surface Minerals Company

Frank Underwood
CBMC/Buchanan Minerals, LLC

GAS PRODUCER
Joshua Ball
CNX Resources

VIRGINIA COAL & ENERGY ALLIANCE
Harry Childress

PLANNING DISTRICT COMMISSIONS
Jim Baldwin
Cumberland Plateau PDC

Duane A. Miller
LENOWISCO PDC

COUNTY BOARD OF SUPERVISORS
Carroll Branham | Buchanan County
Shelbie Willis | Dickenson County
Dana G. Kilgore | Wise County

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP
Vince Barnett

Virginia Coalfield Economic Development Authority
Statement of Cash Receipts & Disbursements—Year Ended December 31, 2019

	CASH RECEIPTS				CASH DISBURSEMENTS			
Coal & Gas Fund	Fund Balance 1/1/19	Receipts	Interest Earned	Loans Collections	Administrative & Business Dev. Expenses	Project Loans & Grants	Fund Balance 12/31/19	Uncommitted Available Balance
Buchanan County	$ 10,366,402	$ 2,196,558	$ 271,097	$ 62,585	$ 282,352	$ 1,332,987	$ 11,281,303	$ 437,838
Dickenson County	11,697,023	1,045,640	287,026	79,571	121,627	844,425	12,143,208	10,370,833
Lee County	13,390	16,106	10,194	600,000	287	400,000	239,403	119,403
City of Norton	62,987	-	1,264	900	-	25,000	40,151	40,151
Russell County	157,094	110,530	8,319	323,236	16,693	38,500	543,986	193,986
Scott County	70,060	765	1,731	-	93	-	72,463	72,463
Tazewell County	2,907,385	254,679	46,837	323,834	26,039	1,843,442	1,663,254	1,049,494
Wise County	2,761,800	292,417	48,733	1,150,186	31,706	1,748,322	2,473,108	2,473,108
Regional	5,253,933	597,237	129,157	197,803	353,432	740,025	5,084,673	3,596,410
Total Coal & Gas Fund	**$ 33,290,074**	**$ 4,513,932**	**$ 804,358**	**$ 2,738,115**	**$ 832,229**	**$ 6,972,701**	**$ 33,541,549**	**$ 18,353,686**
Other Funds:								
Tax Credit Funds								
Revolving Loan	$ 14,346,733	$ 1,502,058	$ 355,691	$ -	$ 111	$ 2,949,327	$ 13,255,044	$ 10,656,084
Workforce	21,393,251	-	504,909	-	-	2,343,293	19,554,867	6,507,498
Total Tax Credit Funds	**$ 35,739,984**	**$ 1,502,058**	**$ 860,600**	**$ -**	**$ 111**	**$ 5,292,620**	**$ 32,809,911**	**$ 17,163,582**
Civil Penalties	$ 366,539	$ 525,187	$ 12,471	-	-	$ 230,483	$ 673,714	$ 218,644
CFO Funds	$ 376,443	-	$ 517	$ 32,536	-	-	$ 409,496	$ 409,496

INDEPENDENT AUDITOR'S REPORT

The Board of Directors
Virginia Coalfield Economic Development Authority
Lebanon, Virginia 24266

Report on the Financial Statements

We have audited the statement of cash receipts and disbursements of Virginia Coalfield Economic Development Authority for the year ended December 31, 2019 and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the recorded cash receipts and disbursements basis of accounting described in Note 1; this includes determining that the basis of recorded cash receipts and disbursements is an acceptable basis for the preparation of the financial statements in the circumstances. Management is also responsible for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to error or fraud.

Auditor's Responsibility

Our responsibility is to express an opinion on the financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the accompanying statement of cash receipts and disbursements presents fairly, in all material respects, the recorded cash transactions of Virginia Coalfield Economic Development Authority for the year ended December 31, 2019, in accordance with the cash basis of accounting described in Note 1.

Basis of Accounting

We draw your attention to Note 1 of the financial statement, which describes the basis of accounting. The financial statement was prepared on the basis of recorded cash receipts and disbursements which is a basis of accounting other than accounting principles generally accepted in the United States of America. Any cash receipts and other transactions not recorded in the accounts are excluded from this basis of accounting, as well as from the purview of our audit. Accordingly, the accompanying financial statements are not intended to present the financial position and changes in fund balances in accordance with generally accepted accounting principles. Our opinion is not modified with respect to this matter.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated February 28, 2020, on our consideration of Virginia Coalfield Economic Development Authority's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Virginia Coalfield Economic Development Authority's internal control over financial reporting and compliance.

Rodefer Moss & Co, PLLC

Norton, Virginia
February 28, 2020

VIRGINIA COALFIELD ECONOMIC DEVELOPMENT AUTHORITY
NOTE TO FINANCIAL STATEMENTS

December 31, 2019

NOTE 1 - NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

Financial Reporting Entity – Virginia Coalfield Economic Development Authority accounts for all funds received from tax and grant receipts, investment earnings, loan collections and related expenditures for the eight participating localities.

Cash basis of accounting – As is the case of many funds of this type, the accounts are maintained, and the statements are presented, on a cash basis, reflecting only recorded cash receipts and cash disbursements. Therefore, cash collected and not recorded in the general ledger, receivables, and payables, inventories, accrued revenue and expenditures, and equipment and depreciation, which may be material in amount, are not reflected, and these statements are not intended to present the overall financial position or results of operations in conformity with generally accepted accounting principles.

Cash and cash equivalents – For purposes of reporting cash, the Authority considers all certificates of deposit, savings accounts, and money market funds with an original maturity of three months or less to be cash equivalents.

Deposits with banks are covered by the Federal Deposit Insurance Corporation (FDIC) and collateralized in accordance with the Virginia Security for Public Deposits Act (the "Act") Section 2.2-4400 et. Seq. of the *Code of Virginia*. Under the Act, banks and savings institutions holding public deposits in excess of the amount insured by the FDIC must pledge collateral to the Commonwealth of Virginia Treasury Board. Financial Institutions may choose between two collateralization methodologies and depending upon that choice, will pledge collateral that ranges in the amounts from 50% to 130% of excess deposits. Accordingly, all deposits are considered fully collateralized.

SOUTHWEST VIRGINIA'S e-REGION

SOUTHWEST VIRGINIA'S e-REGION IS MARKETED BY VCEDA

Virginia Coalfield Economic Development Authority
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