



The Martinsville-Henry County Experience Economic Challenges, Successes and Opportunities

October 15, 2009

“To create new job opportunities and expand the tax base for Martinsville-Henry County; to support and develop local industry, as well as market Martinsville-Henry County globally as an exceptional place to live, work and play...”



ORIGIN OF THE MARTINSVILLE-HENRY COUNTY EDC

MARKET ST

The Martinsville-Henry County Economic Development Corporation was established in July of 2004 from the results of a study funded by the Harvest Foundation and conducted by Market Street Services in October of 2003.

Listed below is goal one and the objectives from that study:

“Create a climate where existing and new businesses and local entrepreneurs can effectively create quality local jobs.”

Objective 1: Support the development and expansion of the identified Target Business Clusters.

Objective 2: Increase the assistance and resources supporting existing businesses

Objective 3: Promote entrepreneurial development and small business expansion

Objective 4: Build a new public-private partnership structure for Economic Development to ensure ongoing economic growth and sustainability in M-HC

HOLISTIC ECONOMIC DEVELOPMENT APPROACH



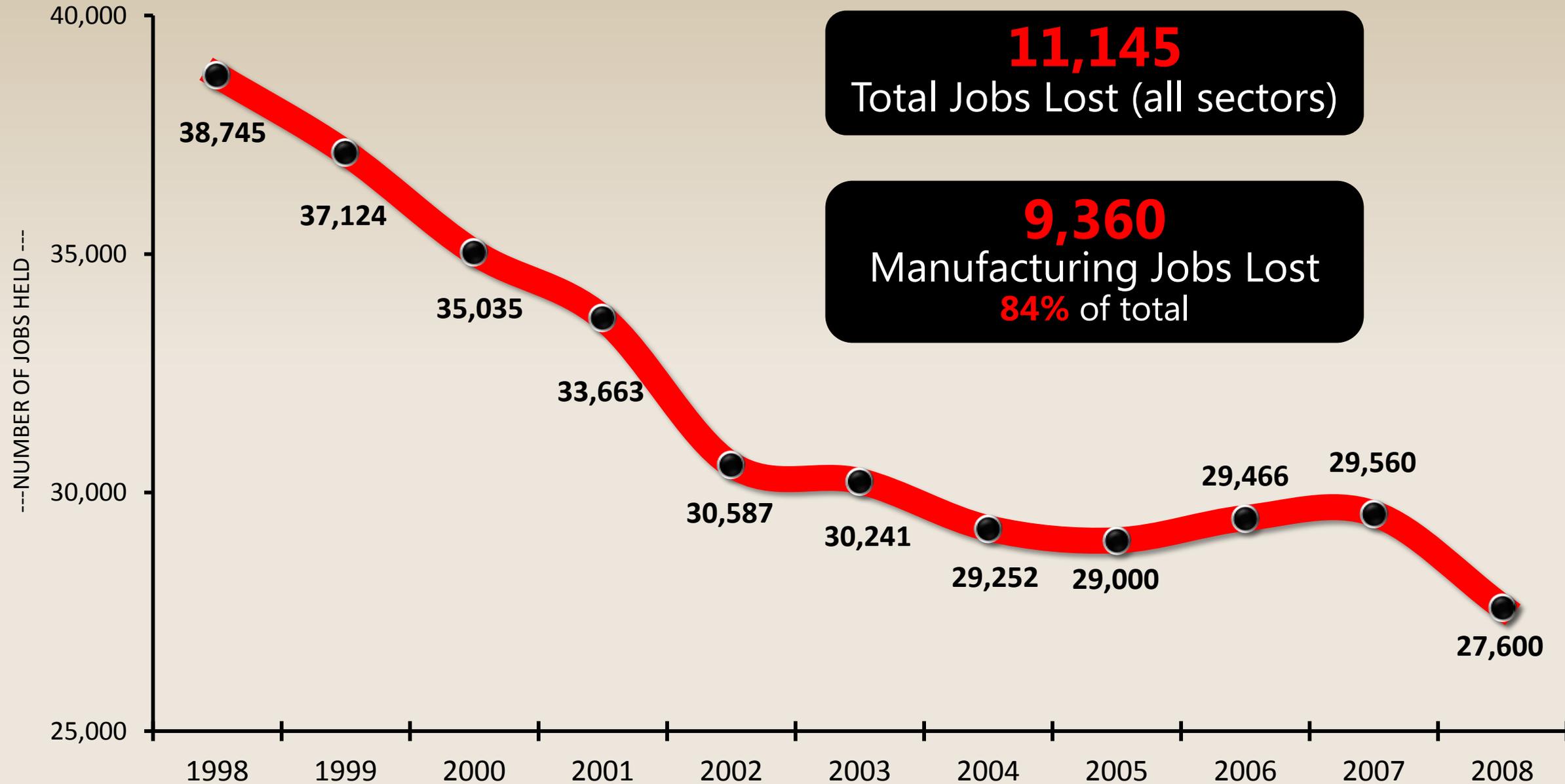
Increase tax revenue to the community without burdening the local infrastructure

Increase in jobs and capital investment through the recruitment of manufacturing, distribution, back office operations

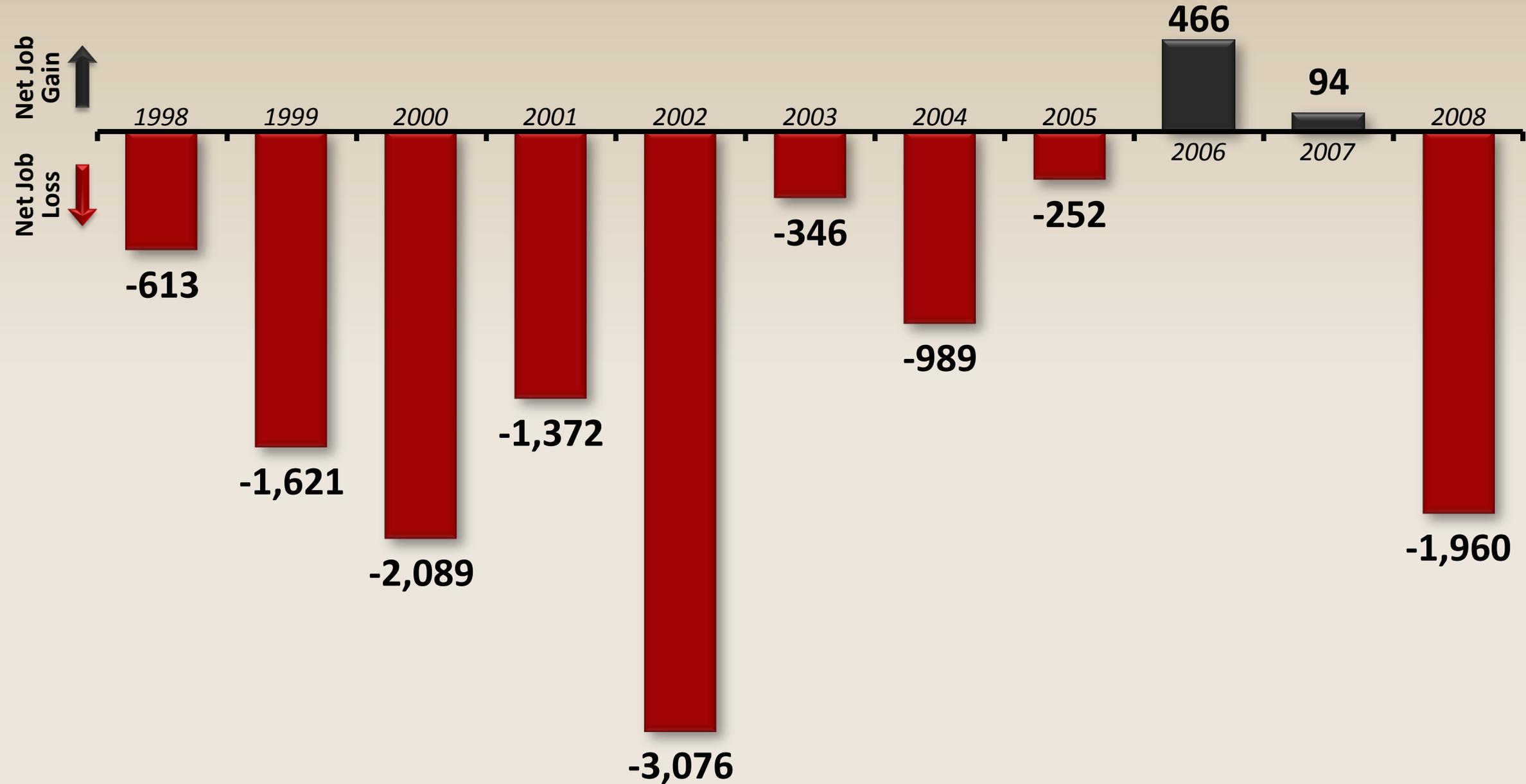


Increase jobs and capital investment through entrepreneurial and small business ventures

EMPLOYMENT IN MARTINSVILLE-HENRY COUNTY: 1998 to 2008



NET JOB LOSS/GAIN IN MARTINSVILLE-HENRY COUNTY: 1998 to 2008



ANNOUNCED INDUSTRY: 2004 to PRESENT



	JOBS	INVESTMENT
MANUFACTURING TOTAL	1,060	\$172.19M
DISTRIBUTION TOTAL	263	\$11.20M
OFFICE TOTAL	873	\$10.55M
SMALL BUSINESS TOTAL	192	\$9.60M
GRAND TOTAL	2,388	\$203.54M



RETURN ON INVESTMENT FOR THE EDC'S FUNDING PARTNERS

Since 2004, the EDC has assisted with a total capital investment in our community of \$203.54M

For every dollar invested in the EDC, the return has been over twenty-three dollars (\$23.88)

Listed below is the 5 year investment and the subsequent ROI for each funding partner:



ANATOMY OF A DEAL: WINNING THE RTI PROJECT

1997 Henry County purchases 765 acres and combines land with the Beaver Creek Industrial Park to create the Patriot Centre



March 2007



Officials with the City and County join in the ground breaking of the first revenue shared shell building

September 2007

Shell Building Ribbon Cutting Ceremony



1997

2004

2005

2006

2007

2008

A \$3.9M grading and utility extension project begins on five tracts of land (60 acres) in the Patriot Centre including Lot 5, the eventual home of the Shell Building



2004

2005 Shell Building Feasibility Analysis is completed

August 2007 Negotiations begin with RTI

September 2007 Construction of the Shell Building is completed



January 2008

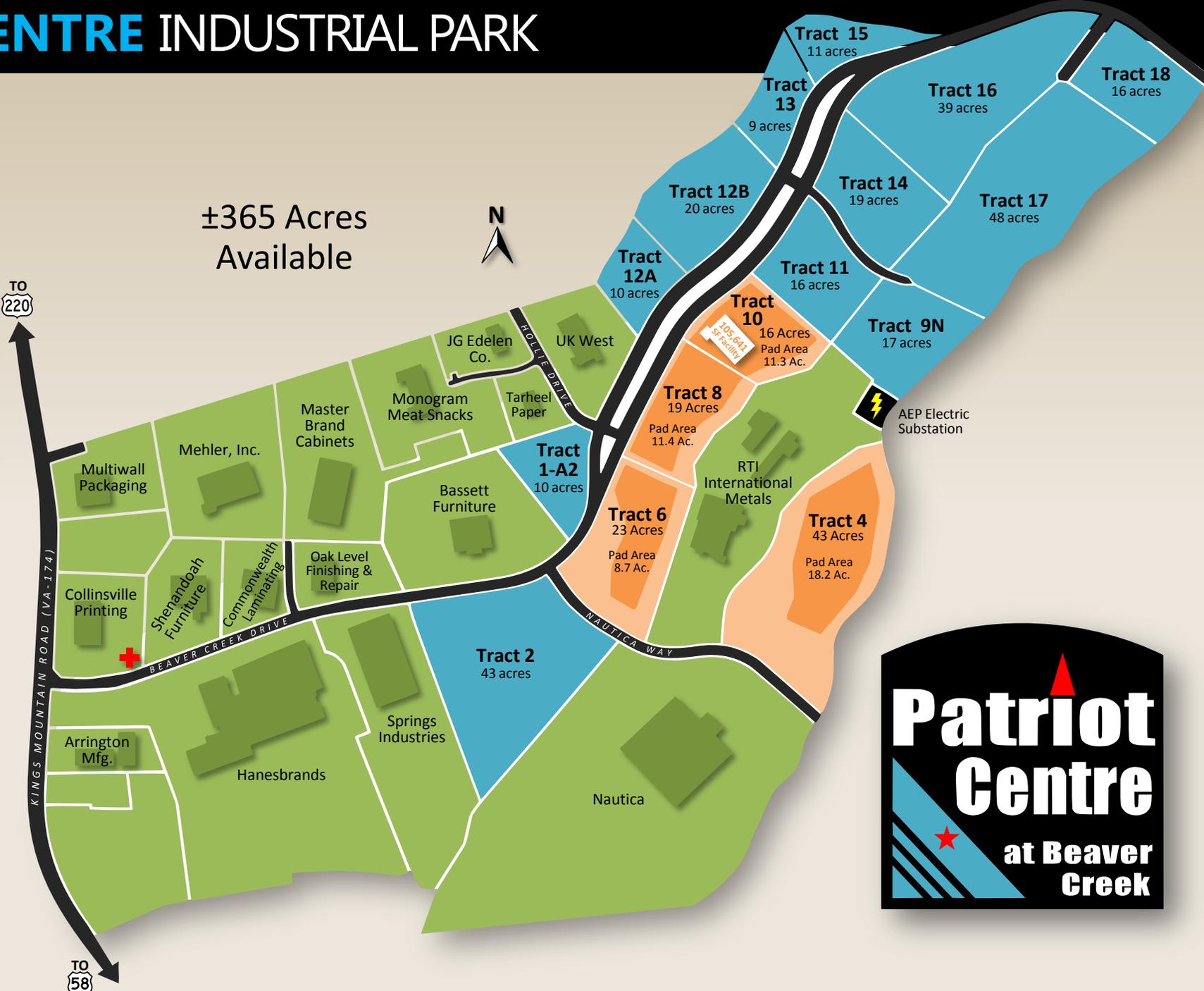


Governor Kaine announces that RTI International Metals will occupy the new shell building and create 150 new jobs and \$100M in capital investment.

PATRIOT CENTRE INDUSTRIAL PARK

-  **Occupied Tracts**
-  **Available Areas**
-  **Pre-graded Pads on Available Tracts**
-  **Fire & Rescue Services**
-  **Electric Substation**

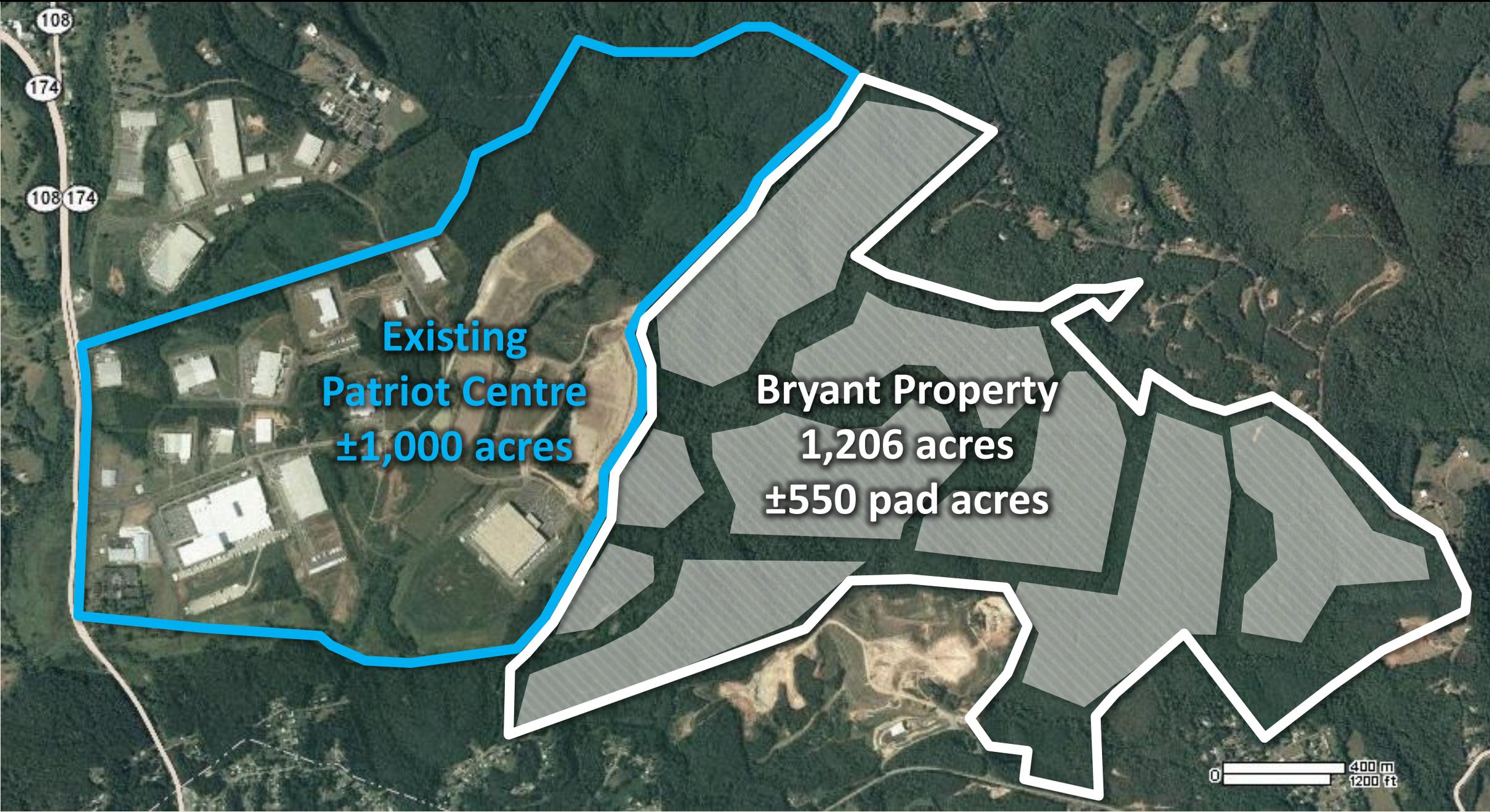
±365 Acres Available



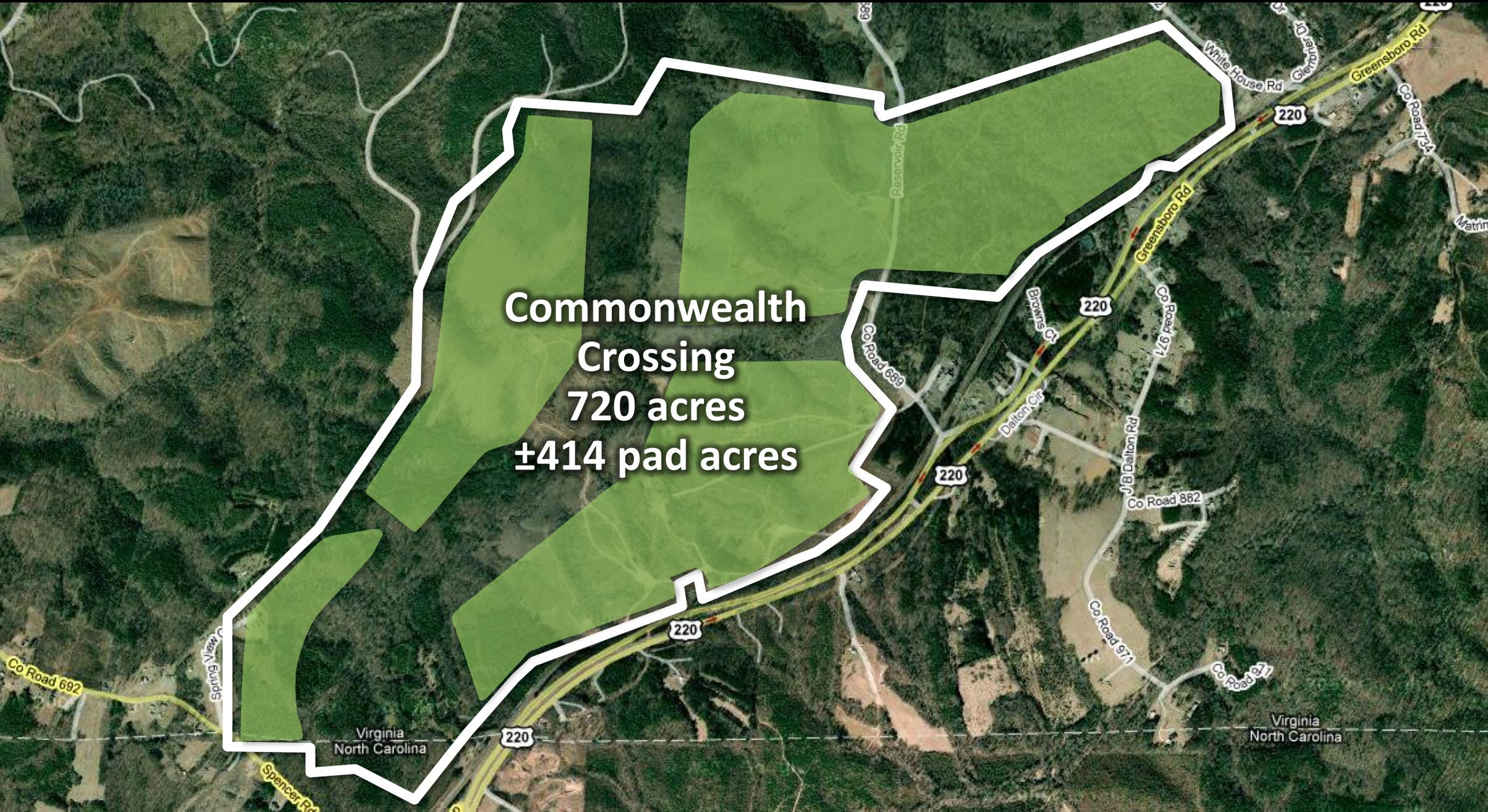
~2,500 Employees



PATRIOT CENTRE **EXPANSION**



COMMONWEALTH CROSSING BUSINESS CENTRE



**Commonwealth
Crossing
720 acres
±414 pad acres**

Virginia
North Carolina

Virginia
North Carolina

THE CASE FOR **COMMONWEALTH CROSSING**

Project	Initial Contact Date	Product	Pad Size (ac.)	Jobs	Capital Inv. (\$M)
AMBER	7/5/2007	Manufacturing	n/a	200	\$500.0
BIF	7/19/2007	Manufacturing	10	84	\$3.0
BLUE	6/18/2008	Manufacturing	100	70	\$70.0
CHARLOTTE	11/1/2007	Bio-Fuels	12	25	\$13.0
FIRE	3/4/2009	Bio-Fuels	400	400	\$426.0
MAINSTREAM	1/18/2008	Manufacturing	300	320	\$43.0
SUNBELT	12/9/2008	Manufacturing	100	700	\$440.0
VERDE	11/12/2008	Food Processing	20	290	\$33.0
			TOTAL	2,089	\$1.53B



SMITH RIVER SPORTS COMPLEX



CURRENT CHALLENGES

LOCAL CHALLENGES

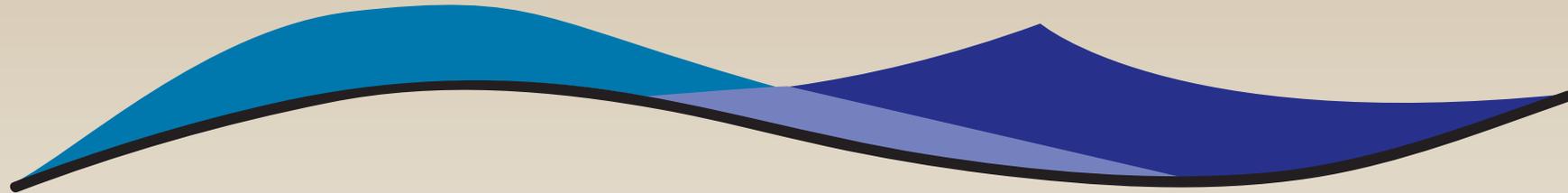
- CCBC/PC Cost of Development
- High Quality Shell Buildings
- The Need for Partners
- Power Rates

REGIONAL CHALLENGES

- Common Workforce Development Issues
- Duplication of Marketing Efforts
- Duplication of Clients

STATE CHALLENGES

- Skilled Workforce
- Proration of State EZ Benefits
- Job Grants (Threshold \$12.69/hr and \$14.50/hr)
- Part Time Legislature (Yahoo)
- Governor's Opportunity Fund
- Tobacco Region Opportunity Fund



MARTINSVILLE
HENRY COUNTY VIRGINIA
ECONOMIC DEVELOPMENT

Thank You!