

# **Enterprise Zone Amendment Application**

Applicant Locality/Localities: City of Hampton

Name of Zone: Hampton Roads Center Enterprise Zone

Zone Number: 35

### **Virginia Department of Housing and Community Development**

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VIRGINIA DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT

Partners for Better Communities

## Coversheet

Zone Number:		
		Type of Amendment:
Locality: City of Hampton		Check all that apply.
		Boundary deletion
Government Mailing Address:		Boundary amendment
22 Lincoln Street		Incentive amendment
		Micentive amendment
Hampton, VA 23669		
		Total non-contiguous zone areas
Chief Elected Official (Name and Title):		before amendment:
Mary B. Bunting		□ □ 1 □ 2 □ 3
City Manager		
only manage.		Total non-contiguous zone areas
		after amendment:
Local Zone Administrator:		
Name: Daniel Girouard		
Title: Asset Manager		Number of non-contiguous (nc)
Phone: 757-728-5169		areas added or deleted as part of
E-mail: dgirouard@hampton.gov		amendment application:
Mailing Address:		Added nc areas
_		
1 Franklin Street, Suite 600		Deleted nc areas
Hampton, VA 23669		
		Public Hearings:
Has this contact changed in the last 12 m	onths? Tyes No	
<b>6</b>		Attachments:
Application Zone Type:		Advertisements
· <u> </u>		Minutes
Single (one locality) Enterprise Zone		
Single Applicant from a Joint Enterp	rise Zone	Resolutions
If Joint Zone, list other localities in Zone:		Joint Application Agreement
		Locality has submitted all annual
		reports required to date.
Certification of Chief Administrative Office		·
		Yes
To the best of my knowledge and belief, do		∐ No
and correct and the governing body of		
authorized the proposal through resolu	ution. The resolution is	Amendment Requests are
attached.		·
		not considered complete
Signature:	Date:	and will not be processed
	_ 3.00	·
Name: Many P. Bunting		until the locality's annual
Name: Mary B. Bunting		reporting requirements are
Title: City Manager		fulfilled.
		juijilieu.

### **Incentive Amendment**

All zones are required by statute to offer local enterprise zone incentives. Localities should regularly review their incentive package to ensure utilization by businesses and effectiveness in attracting/expanding targeted business sectors within the zone. In the case of boundary amendments to include corporate town limits, the town functions as part of the county's zone boundaries and is not required to offer local incentives but may do so. In the space below, please address the follow questions:

- **A.** Why are the local incentives being modified? Discuss utilization, changing trends, or special circumstances affecting the decision to modify.
- **B.** What aspects of each incentive are being modified and why? Explain the research that the modification is based on (i.e. survey of zone businesses, utilization numbers, focus groups, etc).
- C. Have the modified incentive package or new incentive(s) been reviewed by the local governing body's attorney and determined to be legal? Yes No Attorney Name: Cheran Ivery, City Attorney (Signature not required.)
- **D.** Are existing incentives deleted and or changed as part of the amendment proposal? **Yes No** If yes, complete **Chart 1** below concerning the required replacement incentives and explain why the incentive is being changed or deleted.

Hampton Roads Center Enterprise Zone #35 has ten (10) incentives, of which two (2) are requested to be replaced because of low incentive utilization due to the Economic Development Authority moving away from loans and offering more grant opportunities.

#### **Existing incentives to be deleted:**

Enterprise Zone Loan Program Retail Revitalization Program

#### Incentives to be added:

Façade Grant

Manufacturing Assistance Grant

NASA Langley Research Center Technology Commercialization Grant

The incentives being added are more diverse by assisting commercial, industrial and research business activities and supports more opportunities for growth in the tax base and jobs within the city.

#### **Chart 1: Incentive Deletion & Amendment Chart**

Complete the chart below to indicate <u>any and all changes</u> to and <u>deletions</u> from the local incentive package. Local incentives can be deleted if replaced by incentives that are equal or superior (particularly with financial incentives) to those currently offered. When completing the chart, you may delete the example. Additional rows may be added to the table as needed. To add additional lines, click in the bottom-right cell of the table, and hit the Tab button on your keyboard.

Existing Incentive (by locality)	Replacement Incentive (by locality)	Justification for Deletion/Change	Justification for Replacement
Enterprise Zone Loan Program	Grant Program	The Hampton EDA's priority is not focused on providing loans. Currently, applicants are required to show they have exhausted all other sources of funding before they apply as the EDA does not want to compete with local lending institutions or state and federal programs. These loans have proven to have issues with repayment and defaults.	The loan program is not being utilized as the EDA has been providing other grant funding programs that do not need to be repaid with interest.
Retail Revitalization Program	Grant Program	The retail Revitalization Program has been phased out and replaced with the Façade Grant and the Downtown Hampton Phoebus Retail Incentive Grant.	The loan program is no longer available as the grant programs provide funds that do not need to be repaid with interest.

New Incentive (by locality)	Replacement Incentive (by locality)	Justification for Deletion	Justification for Addition
Façade Grant	N/A	N/A	The purpose of this grant is encouraging the renovation of older commercial facades and to stimulate the revitalization of older commercial/industrial structures within the city's enterprise zones. Mixeduse structures must have a commercial component and the grant will only be applicable to the commercial portion of the building.
Manufacturing Assistance Grant	N/A	N/A	The purpose of this grant is designed to aid small Hampton manufacturers (employing 90 or fewer employees), primarily engaged in manufacturing, prototyping, design and/or development of commodities, and classified as manufacturers for operational improvements and employee training.
NASA Langley Research Center Technology Commercialization Grant	N/A	N/A	The EDA created the NASA Langley Research Center Technology Commercialization Grant to stimulate technology transfer, commercialization opportunities and new business creation tied to the NASA LaRC.

## **Chart 2: Incentive Package**

Complete this section only if this amendment modifies the local incentive package.

Incentive Name: Facade Grant	
New Incentive Amended Incentive Existing Incentive	Localities included in this incentive: City of Hampton
Provider: Hampton Economic Development Authority Name: Façade Grant Description: Façade improvements are for a taxable commercial, industrial or mixed-use structure that is 10 years or older. Mixed-use structures must have a commercial component and the grant will only be applicable to the commercial portion of the building. The Authority may consider providing a matching grant of up to 30% of the improvements for a maximum of \$10,000.	Exclusive to Zone Properties/Businesses:  Yes  No, if no please explain how it will be tailored to zone.
	Period of Availability:  Effective date: Currently available
Qualification Requirements for Incentive: Participation is limited to businesses located in a Hampton Enterprise Zone. Projects must meet a minimum threshold of \$3,000 in applicant investment in order to be considered. Grant only applies to visible exterior.	<b>Financial Value of Incentive:</b> Grantee makes \$35,000 worth of façade improvements can receive a grant of up to 30% for a maximum of \$10,000 (\$35,000 x $.30 = $10,500 - $ can receive maximum grant amount of \$10,000).
<ul> <li>Facade Improvement Grants cannot be used for:</li> <li>Debt Refinancing</li> <li>Improvements in progress or completed prior to approval</li> <li>Landscaping and plants</li> <li>Soft Costs (architectural design, engineering, legal or permit fees, etc.)</li> <li>Temporary or Pylon signs</li> <li>Timeframe for Qualification: Apply anytime, application must be received prior to starting a project.</li> </ul>	Source of Funds: Hampton Economic Development Authority
Action to Implement:  Local Ordinance Approval by Hampton EDA Other: Hampton EDA	Annual Budget Allocation Pending Approval: No

Incentive Name: Manufacturing and In	nnovation Grant
New Incentive	Localities included in this incentive: City of Hampton
Provider: Hampton Economic Development Authority Name: Manufacturing and Innovation Grant Description: Aid to small manufacturers primarily engaged in manufacturing, prototyping, design and/or development of commodities by encouraging them to seek improvements in production, productivity and competitiveness.	Exclusive to Zone Properties/Businesses:  Yes  No, if no please explain how it will be tailored to zone.
	Period of Availability:  Effective date: Currently available
Qualification Requirements for Incentive: Participation is limited to businesses located in a Hampton Enterprise Zone. Applications for grants must demonstrate one or more of the following on the part of a small manufacturer: commitment to improve profitability, raise productivity, compete in global markets, or provide enhanced value to the customer through product improvement. This may be	Financial Value of Incentive: This grant pays matching funds of 2:1 for operational improvements and employee training up to a maximum of \$10,000 for eligible businesses. Meaning for every \$1 the company contributes, the Authority provides a \$2 match, up to a maximum of \$10,000.
accomplished through the introduction of operational modifications, new innovations, new technologies, or new production equipment.	Source of Funds: Hampton Economic Development Authority
<b>Timeframe for Qualification:</b> Apply anytime, application must be received prior to starting a project.	
Action to Implement:  Local Ordinance Approval by Hampton EDA Other: Hampton EDA	Annual Budget Allocation Pending Approval: No

Incentive Name: NASA Langley Research Center Technology Commercialization		
Grant		
New Incentive Amended Incentive Existing Incentive Provider: Hampton Economic Development Authority	Localities included in this incentive: City of Hampton	
Name: NASA Langley Research Center Technology Commercialization Grant Description: The grant is structured to stimulate technology transfer, commercialization opportunities and new business creation tied to the NASA Langley Research Center (LaRC). The grant can be leveraged to assist businesses with their licensing agreement application efforts and processing fees in accordance with the NASA LaRC. The grant is also available for companies pursuing a Space Act Agreement (SAA) with LaRC or companies seeking to bring a product or developed technology to the marketplace.	Exclusive to Zone Properties/Businesses:  Yes  No, if no please explain how it will be tailored to zone.	
	Period of Availability: Life of the Zone  Effective date: Currently available	
Qualification Requirements for Incentive: Must be located in a Hampton Enterprise Zone or actively establishing a location in a Hampton Enterprise Zone.	<b>Financial Value of Incentive:</b> Grant awards in amounts from \$1,000 to a maximum of \$20,000.	
Must have commenced either a Licensing Application or a Space Act Agreement (SAA), been awarded a SBIR/STTR contract with NASA Langley Research Center (LaRC), or a current or former civil servant employed with NASA LaRC seeking to commercialize aerospace technologies similar to those developed at LaRC and the majority owner of the business.		
	Source of Funds: Hampton Economic Development Authority	
Timeframe for Qualification: Apply anytime		
Action to Implement:  Local Ordinance Approval by Hampton EDA Other: Hampton EDA	Annual Budget Allocation Pending Approval: No	

Incentive Name: Enterprise Zone Loan Program		
<ul><li>New Incentive</li><li>☐ Amended Incentive</li><li>☑ Existing Incentive</li></ul>	Localities included in this incentive: City of Hampton	
Provider: Hampton Economic Development Authority Name: Enterprise Zone Loan Program Description: Loan proceeds must be used for one or more of the following:	Exclusive to Zone Properties/Businesses:  Yes  No, if no please explain how it will be tailored to zone.	
Costs associated with acquisition, construction, expansion or the rehabilitation of a commercial or industrial facility. Projects involving construction shall be in compliance with state and local codes and	Period of Availability: Was to be life of the Zone	
regulations.  Machinery and other equipment, and the associated installation costs.	Effective date: January 2005	
Working capital to finance inventory, accounts receivable, mobilization, wages, seasonal business fluctuation and the like.		
Qualification Requirements for Incentive: Participation is limited to businesses located in the Enterprise Zone. Program is for businesses who have difficulty securing loans through commercial banks. The applicant should have an equity ratio of 25% or more in the proposed project. Except at the discretion of the Hampton IDA Directors, the maximum loan-to-project costs shall not exceed	Financial Value of Incentive: The minimum loan amount will be \$5,000 and the maximum will be \$100,000.	
75%.  Timeframe for Qualification: Apply anytime	Source of Funds: Hampton Economic Development Authority	
Action to Implement:  Local Ordinance Approval Hampton EDA Other: :	Annual Budget Allocation Pending Approval: None	

Incentive Name: CAPITAL INVESTMENT GRANT	
<ul> <li>New Incentive</li> <li>Amended Incentive</li> <li>Existing Incentive</li> </ul>	Localities included in this incentive: City of Hampton
Provider: Hampton Economic Development Authority Name: Capital Investment Grant Description: A three (3) year capital investment grant based on business personal property and machinery and tools taxes paid by a qualified Enterprise Zone business.	Exclusive to Zone Properties/Businesses:  Yes  No, if no please explain how it will be tailored to zone.
	Period of Availability: Life of the Zone  Effective date: January 2005
Qualification Requirements for Incentive: Grant eligibility is limited to manufacturing and office businesses within the Zone.  Create at least 25 net new full-time jobs within 18 months paying a minimum average wage equal to twice the federal minimum wage rate.  Make a minimum investment of \$500,000 in machinery and tools or (if a non-manufacturer) in business personal property within 18 months.  Grants apply only to machinery and tools or business personal property that are newly purchased, newly leased, or transferred from outside of the City of Hampton.  Timeframe for Qualification:	Financial Value of Incentive: Grants equal to (100%) for three years based on the net new revenue to the City of Hampton as determined by the Commissioner of the Revenue. Maximum benefit is \$50,000 annually.  Example: M&T is \$3.50/\$100 & Bus Personal Prop \$4.5/\$100 Manufacturer makes a \$500k equipment purchase [\$500k/\$100 = \$5,000 x \$3.50 = \$17,500} company would receive max of \$10,000.  Office company makes a \$500k personal property investment [\$500k/\$100 = \$5,000 x \$4.50 = \$22,500} company would receive max of \$10,000.  Source of Funds: Hampton Economic Development Authority
Action to Implement:  Local Ordinance  Approval by  Other:	Annual Budget Allocation Pending Approval: Funds are based on taxes paid and then are allocated to the EDA for payment

Incentive Name: BUSINESS LICENSE TAX REFUND		
☐ New Incentive ☐ Amended Incentive ☐ Existing Incentive  Provider: Hampton Economic Development Authority	Localities included in this incentive: City of Hampton	
Name: Business License Tax Refund  Description:	Exclusive to Zone Properties/Businesses:  Yes  No, if no please explain how it will be tailored to zone.	
	Period of Availability: Life of the Zone  Effective date: January 2005	
Qualification Requirements for Incentive: Existing Businesses  Must increase the number of full-time employees in the enterprise zone by ten percent (10%) and the increase must constitute at least three (3) net new full-time employees to the City whichever is greater.  Make an added capital investment in the Enterprise Zone of at least fifty thousand dollars (\$50,000).  New Businesses  Create a minimum of ten (10) full-time jobs and make an investment of at least one hundred thousand dollars (\$100,000) in the Enterprise Zone.  For both new and existing businesses the wages paid to new full-time employees must be equal to twice the federal minimum wage rate.  Timeframe for Qualification: Anytime	Financial Value of Incentive: Refund equal to: (100%) in 1st year, (80%) in 2nd year, (60%) in 3rd through 5th year.  Example: Business license taxes are generally based on gross receipts. Tax rates vary depending on business category.  Maximum benefit is \$10,000 annually.  Source of Funds: Hampton Economic Development Authority	
Action to Implement:  Local Ordinance  Approval by  Other:	Annual Budget Allocation Pending Approval: Funds are based on taxes paid and then are allocated to the EDA for payment	

Incentive Name: REFUND OF LOCAL UTILITY TAXES		
<ul> <li>New Incentive</li> <li>Amended Incentive</li> <li>Existing Incentive</li> <li>Provider: Hampton Economic Development Authority</li> </ul>	Localities included in this incentive: City of Hampton	
Name: Refund of Local Utility Taxes  Description: A five (5) year refund in local utility taxes including electric consumer utility tax, gas consumer utility tax and local telephone exchange services tax.	Exclusive to Zone Properties/Businesses:  Yes  No, if no please explain how it will be tailored to zone.	
	Period of Availability: Life of the Zone	
	Effective date: January 2005	
Qualification Requirements for Incentive: Existing Businesses  Must increase the number of full-time employees in the enterprise zone by ten percent (10%) and the increase must constitute at least three (3) net new full-time employees to the City whichever is greater.  Make an added capital investment in the Enterprise Zone of at least fifty thousand dollars (\$50,000).  New Businesses  Create a minimum of ten (10) full-time jobs and make an investment of at least one hundred thousand dollars (\$100,000) in the Enterprise Zone.  For both new and existing businesses the wages paid to the minimum number of new full-time employees	Financial Value of Incentive: Refund equal to: (100%) in 1st year, (80%) in 2nd year, (60%) in 3rd through 5th year.  Example: Assume annual Electric consumer utility, gas consumer utility and local telephone taxes total \$5,000 then in year one they would receive 100% and a total of \$18,000 over five years.  Source of Funds: Hampton Economic Development Authority	
needed to qualify must be equal to twice the federal minimum wage rate.  Timeframe for Qualification: Anytime		
Action to Implement:  Local Ordinance  Approval by  Other:	Annual Budget Allocation Pending Approval: Funds are based on taxes paid and then are allocated to the EDA for payment	

Incentive Name: REAL PROPERTY IMPROVEMENT TAX CREDIT		
New Incentive	Localities included in this incentive: City of Hampton	
Amended Incentive Existing Incentive  Provider: Hampton Economic Development Authority Name: Real Property Improvement Tax Credit Description: Qualifying property owners receive a reduction of the assessed value of real estate tax over a	Exclusive to Zone Properties/Businesses:  Yes	
	No, if no please explain how it will be tailored to zone.  Qualification was reduced from structures 25 years or older to 15 years or older if located in the Enterprise Zone.	
period of six years.	Period of Availability: Life of the Zone  Effective date: January 2005	
Qualification Requirements for Incentive: Commercial & industrial properties within the enterprise zone no less than fifteen (15) years of age.	Financial Value of Incentive: The exemption commences on July 1 <sup>st</sup> of the taxable year following completion of the rehabilitation or replacement. The exemption is equal to (100%) in years one through three; and (50%) in years four	
Improved as to increase the assessed value of the structure by no less than sixty (60%) percent, without increasing the total square footage of the structure by more than twenty-five (25%) percent.  Timeframe for Qualification: Anytime	through six. <b>Example:</b> Existing assessment is \$100,000 and the new assessment is \$160,000 [\$160,000 - \$60,000/\$100 = \$36,000/\$100 = \$360 x \$1.24 = \$446.40] Total over six years is \$2,008.8.	
	Source of Funds: Hampton Economic Development Authority	
Action to Implement:  Local Ordinance Approval Hampton EDA Other:	Annual Budget Allocation Pending Approval: Incentive is credited to the annual property tax bill.	

Incentive Name: REDEVELOPMENT COST WRITE DOWN		
<ul> <li>New Incentive</li> <li>Amended Incentive</li> <li>Existing Incentive</li> <li>Provider: Hampton Economic Development Authority</li> </ul>	Localities included in this incentive: City of Hampton	
Name: Redevelopment Cost Write Down Description: Industrial and commercial redevelopment sites assembled by the City of Hampton, the Hampton EDA will be sold at or below market rates, with the public sector absorbing the cost of redevelopment. Federal EDA Grants and Brownfield Grants may be used to defray some of the redevelopment costs.	Exclusive to Zone Properties/Businesses:  Yes  No, if no please explain how it will be tailored to zone.	
	Period of Availability: Life of the Zone	
	Effective date: January 2005	
Qualification Requirements for Incentive: Sale of land will be evaluated on a case-by-case basis and provided to firms fulfilling specific redevelopment goals. Provision of this incentive shall be at the discretion of the assembling authority.  Timeframe for Qualification: Anytime	Financial Value of Incentive: Case-by-case basis and depends on property  Example: Industrial property valued at \$90,000/ac. and we are working with a light manufacturing prospect and the site needs environmental remediation and site soils are not good. May discount the land by \$10,000 to \$20,000/ac. To make the project feasible to redevelop the site.  Source of Funds: Hampton Economic Development Authority	
Action to Implement:  Local Ordinance Approval Hampton EDA Other:	Annual Budget Allocation Pending Approval: None	

<b>Incentive Name: COLISEUM PHYSICAL</b>	IMPROVEMENT GRANT
<ul> <li>New Incentive</li> <li>Amended Incentive</li> <li>Existing Incentive</li> </ul>	Localities included in this incentive: City of Hampton
Provider: Hampton Economic Development Authority Name: Coliseum Physical Improvement Grant Description: Grant is provided to encourage business owners in the Coliseum Central Business District to make enhancements to the appearance of their businesses and public spaces. Funds can only be used for exterior painting, landscaping, planter boxes,	Exclusive to Zone Properties/Businesses:  Yes  No, if no please explain how it will be tailored to zone.
	Period of Availability: Life of the Zone
awnings, garbage cans, benches, fountains, exterior artwork, and other approved exterior improvements.	Effective date: January 2005
Qualification Requirements for Incentive:	Financial Value of Incentive: Funding cannot exceed 50% of
Limited to businesses located in the Coliseum Central Business District.	the total improvement cost with a maximum grant up to \$10,000.
Project should be well designed and consistent with District design guidelines.	<b>Example:</b> Value of the improvements is \$100,000 x 30% = \$30,000.
The enhancements should be lasting and not merely	
temporary.	Source of Funds: Coliseum Central BID
Must comply with Hampton City Codes and regulations.	
Timeframe for Qualification: Anytime	
Action to Implement:  Local Ordinance Approval by Coliseum Central BID Other:	Annual Budget Allocation Pending Approval: None

Incentive Name: COLISEUM CENTRAL COOPERATIVE ADVERTISING PROGRAM	
<ul> <li>New Incentive</li> <li>Amended Incentive</li> <li>Existing Incentive</li> </ul>	Localities included in this incentive: City of Hampton
Provider: Hampton Economic Development Authority Name: Coliseum Central Cooperative Advertising Program Description: Grant to assist Coliseum businesses with advertising and promotional activities.	Exclusive to Zone Properties/Businesses:  Yes  No, if no please explain how it will be tailored to zone.
	Period of Availability: Life of the Zone  Effective date: January 2005
Qualification Requirements for Incentive: Limited to businesses located in the Coliseum Central Business District.  Grant funding must be matched by non-district funding.	Financial Value of Incentive: Funding cannot exceed 10% of the total advertising cost.  Example:
Advertisement design should incorporate the words Coliseum Central.	Source of Funds: Coliseum Central BID
Timeframe for Qualification:	
Action to Implement:  Local Ordinance  Approval by Coliseum Central BID  Other:	Annual Budget Allocation Pending Approval: None

Incentive Name: COLISEUM CENTRAL SECURITY IMPROVEMENT GRANT	
PROGRAM	
<ul> <li>New Incentive</li> <li>Amended Incentive</li> <li>Existing Incentive</li> <li>Provider: Hampton Economic Development Authority</li> </ul>	Localities included in this incentive: City of Hampton
Name: Coliseum Central Security Improvement Grant Program  Description: Grant provided to encourage business owners in Coliseum Central to make physical improvements to enhance the level security and safety of their businesses or public spaces. Eligible projects include lighting enhancements, landscape or structural enhancements, installation of security alarms or cameras, or other improvements to improve safety and security in the District.	Exclusive to Zone Properties/Businesses:  Yes  No, if no please explain how it will be tailored to zone.
	Period of Availability: Life of the Zone  Effective date: January 2005
Qualification Requirements for Incentive: Limited to businesses located in the Coliseum Central Business District.	<b>Financial Value of Incentive:</b> Funding cannot exceed 50% of the total improvement cost or a maximum of \$2,500 whichever is less.
Improvements must be based on Hampton Police – Crime Prevention through Environmental Design assessment.	<b>Example:</b> \$2,500 for new security system costing \$5,000.
Project should enhance the level of security and be consistent with District design guidelines.	Source of Funds: Hampton Economic Development Authority
The enhancements should be lasting and not merely temporary.	
Timeframe for Qualification: Anytime	
Action to Implement:  Local Ordinance Approval by Coliseum Central BID Other:	Annual Budget Allocation Pending Approval: None