

Notes from CEDS Committee Meeting 1-18-17

Committee members present: Jes Gearing, Susan Kidd, Michael Miller, Gary Reedy, Jim Flowers, John White, Scott Tate, Diane Akers, Tommy Loflin, Michael Solomon

NRVRC staff/guest speaker: Kevin Byrd, Patrick O'Brien, James Jones, Bart Smith

The New River Valley CEDS Committee met for the first meeting of the 2017 CEDS update process. The meeting began with a review of the CEDS process and brief discussion of CEDS projects that have seen developments over the past year (powerpoint attached). A brief description of these projects appears on page 3. The complete project list appears on page 8.

The group discussed the data dashboard that is now in pilot version on the NRVRC website, to provide a central location for the regional statistical data compiled in the 'New River Valley Regional Data Book' publication (prior version at: <http://nrvc.org/publications/>), and a variety of topic-specific regional 'data dashboards' that highlight a collection of indicators of regional community and economic health. This includes data tracking for issues of importance in the NRV Livability planning initiative (<http://www.nrvlivability.org/>), and an economic development dashboard that tracks data trends related to the NRV CEDS goals and strategies. The CEDS committee discussed important economic trend data and indicators of progress on CEDS strategies to include:

- **Market research data on specific sectors of New River Valley Economic Development Alliance target market strategic planning process.** More info at: http://www.nrvalliance.org/put_it_all_together/for_your_industry/
- **Comparative budget data for each locality to monitor spending and income for specific functions (education, criminal justice, etc.)**
- **Workforce and education data to compare number of job openings to number of students receiving degrees in that field**
- **Firm opening and closings, firms by number of employees- especially in innovation related sectors (see indicators from VT-OED Kauffman report) and 'start-up' businesses**
- **Workforce data on top occupations by # of jobs, growth, wages, etc.- include future projections and skills needs by industry sector (see New River-Mount Rogers WDB quarterly reports on website: <http://nrmrwib.org/business-solutions/regional-workforce-data/regional-economic-indicators/>)**
- **Economic data regarding regionally important industry sectors, such as amount/proportion of 'exports' from the region (i.e., which sectors are bringing new money into the region by selling products elsewhere). Other important sectors include: cybersecurity-related businesses; unmanned systems (pilots, manufacturing, programming)**
- **Amount, sources, and recipients of investment capital for business creation/venture development**
- **Location, speed, price and competition options for broadband/fiber service around the region**
- **Business creation and stability of jobs by sector (some information at www.youreconomy.org).**
- **Information about entry-level jobs in target sectors, to allow low-skill or long-term unemployed residents to begin careers in the local economy**
- **Information about international trade or foreign direct investment in the region**

The committee spent the remainder of the meeting discussing the New River Valley's economic development resources related to small business development and support programs, such as financing and business technical assistance, and the region's efforts to promote entrepreneurship and new business openings in New River Valley communities. The group discussed the results of recent studies and interviews of local experts regarding the availability of small business development services in the region, including a study by the VT Office of Economic Development considering the Roanoke/Blacksburg metro areas (see page 4-5 below), and an NRVRC and Beans and Rice study to interview New River Valley economic development and small business services professionals (see page 6-7).

Bart Smith, Director of the Roanoke Small Business Development Center, discussed the offerings of his organization to support small business businesses through the national SBDC network, and the arrangements to provide these services in the New River Valley after the closure of the Radford Small Business Development Center. More information about the Roanoke SBDC programs and services is available at: <https://roanokesmallbusiness.org/>.

Currently, Bart and the Roanoke SBDC are fundraising to provide support for their expansion of services to the New River Valley, requesting match money to support the US Small Business Administration grant that establishes the regional SBDC network. Bart is also planning to build partnerships with a network of local New River valley experts and teachers to provide small business development training and resources in collaboration with the services of the SBDC. The Roanoke SBDC has already begun providing services to New River Valley businesses, meeting with several business clients for consulting and counseling, and conducting workshop classes and office hours at locations around the New River Valley.

Bart related that the main target for services from the SBDC is a business with 5-10 employees across any sector, who are committed to growing their business. Typically the SBDC works with existing, established businesses to solve technical issues, and does not focus on entrepreneurship 'promotion' activities to try to instigate start-up activity. The SBDC also has a robust program for tracking follow-up visits and results from their business clients to ensure the businesses remain successful over time. The primary tool the SBDC uses to counsel small businesses is the 'Growth Wheel' teaching tool that helps business owners to identify important issues regarding their businesses future in a variety of areas (target markets, marketing, expenses, organizational issues, etc.).

The group discussed several issues related to small business development with Bart, including:

- The group discussed the recent focus in the New River Valley region to promote outdoor recreation, and outdoor tourism-related businesses. The group stressed the importance of coordinating these efforts in order to identify and target specific market opportunities, and maximize the effectiveness of promotion and other marketing efforts.
- The group discussed the possibility of adapting the 'Entrepreneur Guidebook' publication created by the Roanoke SBDC to add supplementary information regarding specific services and contact information for organizations in the NRV and specific cities/towns.
- The group discussed the importance of each community continuing to provide support for business retention and expansion programs through their local economic development staff, and the SBDC supporting this local contact by serving as a referral for businesses with specific,

appropriate needs. Although the SBDC can help, nothing can substitute for the important role of the local economic development to establish a strong relationship with the businesses.

Brief description of CEDS projects with activity in the past year

New River Valley Passenger Rail Station- NRVRC has conducted research on demand analysis and potential station locations. Final report to be completed in January.

Support for agriculture/agribusiness/agritourism- Several community-specific projects to develop shared commercial kitchens and networks of growers to support local farmers. NRVRC and regional partners completed regional agribusiness strategic plan- available soon on NRVRC website (contact me if you would like a copy now).

Unmanned systems 'center of excellence'- Regional economic developers, universities, and unmanned systems businesses meeting regularly to work toward shared interests and brand the region as a hub for unmanned systems technology development.

Improved broadband infrastructure/accessibility Multiple projects including pilot projects in Blacksburg for 'last mile' development and potential to expand for projects to reach rural areas.

Downtown redevelopment/revitalization- Continued investment and planning in many towns around the region, including Blacksburg, Pulaski, Pembroke and Narrows.

Support for entrepreneurship/small business development- Regional business plan competitions and associated small business skills training in Floyd and Pulaski. Potential to expand these programs to other localities in the upcoming year. (Info on the Pulaski program at: http://www.roanoke.com/news/local/pulaski_county/pulaski-s-beans-and-rice-to-administer-investment-grant/article_b96ffb13-a437-52fd-af0c-68c2dac5d40d.html)

Develop an integrated workforce curriculum- NR-MR Workforce Development Board beginning 'sector strategy' project to engage regional businesses in process of identifying the training programs they need to get the skilled workforce that is necessary for their industry.

In addition, several committee members brought information about new or growing programs that are important to regional economic development efforts:

The '**Community in Schools**' counseling and referral program for K-12 students in Floyd and Pulaski to access resources- Roanoke Times article available at: http://www.roanoke.com/news/education/floyd_county/pulaski-and-floyd-county-schools-partner-for-new-program/article_9cee6a43-fcd7-57df-8e7e-71b20af4c47f.html

ACCE (Access to Community College Education) program to provide free tuition to Giles County high school students who meet certain requirements- flier attached below.

Virginia Tech Kauffman Entrepreneurship study draft findings-- This study examined the Roanoke-Blacksburg entrepreneurial ecosystem through interviews, a survey and network analysis. We paid particular attention to the needs of main street/lifestyle businesses (SMEs) and high growth firms (IDEs). We then made an inventory of ecosystem metrics that could help to monitor the region's progress, its strengths and weaknesses.

General strengths within the ecosystem.

"The region is hungry for anything. We've gotten a lot of attention and praise."

Recent years have brought a plethora of new resources and hype about entrepreneurship to the region. There are more organizations focused on supporting entrepreneurs, more business plan and pitch competitions, more education programs meant to train entrepreneurs, and more spaces to network, ideate, and develop the entrepreneurial culture. Regional stakeholders also highlighted the existing soft and hard infrastructure within the region, including human capital and expanding broadband.

Observed Strengths (SMEs). Quality of life including outdoor recreation assets, small town amenities, and good place to raise a family and retire – helpful Chambers of Commerce adapting to needs of small business – economic development efforts are turning more to economic gardening techniques – skilled workforce – and higher education institutions.

Observed Strengths (IDEs). The region has potential for improvement – there are more mentors, serial and cashed out entrepreneurs than in previous years – quality of life – low cost of living – higher education institutions for research, resources and talent – and many beneficial incubation and coworking spaces.

General weaknesses within the ecosystem.

"Ecosystem flaws add up."

Stakeholders identified a lack of mentorship within the region, specifically from people who have "done it recently." The observation was made that existing programs seem geared towards traditional industries and that early stage funding is lacking. They also noted a lack of a regional media strategy, which would help with regional branding, publicizing success stories, and helping to shape the entrepreneurial culture of the region. To this point, the region is fragmented; Blacksburg versus Roanoke and urban versus rural.

Observed Challenges (SMEs). Local government lacks transparency. As one SME noted, *"Entrepreneurs go to the municipal building and are sent around everywhere like yoyos"* – limited interagency collaboration and information sharing – few resources for microbusiness and successful startups providing livable wage jobs – lack of minority business engagement.

Observed Challenges (IDEs). The region is slow to adopt new ideas – limited Angel and Venture capital -- investors are risk averse – little coordinated effort and few support resources to help firms scale up – too much focus on young, university-based entrepreneurs – so many "spaces of collision" do not translate to startups and spinoffs.

Entrepreneurial Resources.

Entrepreneurs cited using office and coworking spaces such as Grandin CoLab, TechPad and the Virginia Tech Corporate Research Center. Both entrepreneur types also cited engaging in networking events as well as legal and tax services, although IDEs to a greater degree.

Used Resources by SMEs. Local banking – entering competitions more, but many still unaware of these events – 49% surveyed use entrepreneurial education programs and want more.

Used Resources by IDEs. Seed, angel and venture funding -- IDE's are more aware of resources and their needs vary more, particularly during the product development stage – IDE's use more of the following: incubate/accelerator services, R&D space, product design support, mentoring and consulting services, and technical or subject matter expertise.

While the degrees to which they emphasized their needs differed, SME and IDE businesses cited several of the same resource needs.

1. More collaboration among resource providers to create a unified front and facilitate easier access for businesses. SME businesses emphasized a need for a hub that is not limited to providing services to tech businesses, but can also service microenterprises and sole-proprietors.
2. More financial resources. IDEs emphasized the need to attract and raise more venture capital in the region. Both SMEs and IDEs wished for advocacy efforts to elected officials concerning taxes on small and medium businesses that inhibit their growth.
3. More openness from higher education institutions, particularly Virginia Tech. Both business types are aware of the resources that the universities have to offer, but entrepreneurs are under the impression these institutions may not want to help. While some urged the university to invest in and incentivize translational research to support the entrepreneurial ecosystem, others cautioned that the university should not be the entire face of the region because some entrepreneurs do not trust university infrastructure due to IP issues and legal complications.
4. Need to cultivate the power of cashed out entrepreneurs by retaining and attracting them to the region. This includes improving quality of life measures such as better broadband service throughout the region. In addition to bringing their experience and mentoring capabilities back to the region, they can also become sources of capital by recycling funds from their sales back into the local ecosystem and can contribute to an innovative and productive local community of entrepreneurship that is based on reality and recent experience.
5. More meetups or forums designed for industry-specific businesses/entrepreneurs. These meetings need to be for actual businesses and aspiring entrepreneurs. Several of the existing meetings offered by membership organizations are overly populated by service providers, not businesses.

METRICS. We use the Kauffman Foundation's ecosystem typology to organize our metrics.

	Density	Fluidity	Connectivity	Diversity
Definition	Relative density of entrepreneurship and resources	The accessibility and easy flow of assets	Connections among elements: programs, companies, individuals	An assortment of economic specializations, people and opportunities
Inputs	Resources contributing to firm growth: Finance, Support, Policy, Markets, Human Capital, Infrastructure, Research & Development, and Culture			
	Density of resources (often %)	# and movement of resources available and used	Resource connections and information sharing	Diversity of resources or all types of entrepreneur
Outputs	Growth and development of the ecosystem: Businesses, Employment, Increased interactions among EE actors			
	Density of firms and employment	# of firms and employment	Change in program connectivity, company interactions or memberships	Company and employment diversity
Outcomes	Macroeconomic indicators illustrating overall regional prosperity: Unemployment Rate, GDP, Income Inequality, Median Household Income, Job Growth, Cost of Living			

Recommendations

Explore opportunities to ‘regionalize’ promising local entrepreneur support and small business development programs. Similar to the process for this grant, the NRVRC or other regional organizations can provide a forum for representatives from community programs to inform their peers in neighboring jurisdictions about the process and resources they used to develop their program, and provide support to communities seeking to develop similar programs. Several local programs have shown promising results, and have generated interest from neighboring communities about the possibility of implementing similar services or programs. These include:

- Youth entrepreneurship programs such as Young Entrepreneur Academy (YEA) in Pulaski and Junior Achievement entrepreneurship-focused summer camp in Floyd
- Community Business Launch business competition and entrepreneur training programs in Pulaski and Floyd. Giles County towns have expressed interest in this program.
- Entrepreneur Express, Entrepreneur Boot Camp, and other one-day workshops and training sessions to promote small business development and entrepreneurship.
- Small business-focused revolving loan funds in Floyd, Pulaski, and Montgomery, and regionally through the New River Valley Development Corporation. Several communities have expressed interest in developing loan funds for specific purposes, such as attracting outdoor recreation businesses, or providing assistance for new businesses to locate in underused commercial properties in downtown areas.
- Grant and loan programs to assist with small business expansion through Giles County Industrial Development Authority.
- Workshops and counseling on marketing plans and digital media in Pulaski and Floyd.
- Economic gardening programs in Floyd County, such as purchasing and leasing equipment to small businesses to allow expansion, or providing assistance with website development and marketing

Coordinate local and regional organizations to provide comprehensive, region-wide small business assistance services. Although many local, regional, and state resources exist to support small businesses and encourage entrepreneurship in the New River Valley, capacity and available resources vary greatly among local communities. Business owners must navigate among a variety of support organizations that specialize in certain types of services, or serving certain types of businesses, making it difficult for business owners to understand and access all the resources available to help their business succeed and grow. Strategies to help address this issue include the following:

- Raise awareness among local business service providers about existing state and regional resources available to develop local small business assistance capacity, such as SourceLink and the Accion loan program, and online resources and support staff from the US Small Business Administration, the Virginia Small Business and Supplier Diversity, VTKnowledgeWorks, and the Roanoke Small Business Development Center.

- Systematize the process for local small business development service providers to provide referrals to appropriate assistance resources to meet client development needs. This includes both public and private partners, such as banks, economic development staff, incubator staff, Chambers of Commerce, etc. Each organization provides information about the types of services they offer, and the types of business owners or prospective entrepreneurs that they are willing and able to serve.
- Track outcomes for recipients of small business development programs, and provide regular follow-up to identify any additional resources the business may need to stay successful, and to keep their location in the New River Valley if possible.
- Develop uniform application requirements for entrepreneur assistance programs, such as loan funds, incubators, etc., so business owners and service providers have a consistent 'case file' of business plans, financial records, etc. that allow for smooth referrals to other service providers as they develop their business.
- Explore options for reinstating a local chapter of the statewide network of Small Business Development Centers. Identify an appropriate host organization and sources of funding to support operations. In the interim, expand offerings by the Roanoke Small Business Development Center or other appropriate service providers to ensure that businesses in all localities in the New River Valley have ready access to the types of counseling and education services offered by the SBDCs.

Implement new or expanded programs to provide entrepreneur and small business development services and attract new businesses. Blacksburg and Virginia Tech have embraced entrepreneurship and start-up businesses related to university technology and expertise, and Floyd County has pursued an 'economic gardening' approach to growing local businesses for many years. Many other communities throughout the New River Valley have less experience with programs and resources to support small business development, and have identified several services that may help them to serve small businesses and encourage new businesses.

- Develop online platform to consolidate listings of available commercial space and land focused on small businesses in target industries (technology, tourism, etc.) and targeted locations (underused downtown properties, facilities with broadband access) to help small or growing businesses find suitable properties in the New River Valley.
- Pursue grants or local IDA/EDA funding for targeted loan funds to provide financing for small businesses in targeted areas or properties. Partner with local and regional banks to supplement public loan funds that carry restrictions on the types of businesses that can be served or the terms of the loans.
- Convene small businesses in similar sectors from across the region to develop collaborative strategies, such as cooperative marketing and purchasing, cross promotion, and peer mentoring/networking. Regional initiatives to encourage this collaboration are strong in tourism and hospitality businesses, technology businesses, and businesses in downtown districts across the region.

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
NRV	Preparation of New Graded Building Site at NRV Commerce Park A site to accommodate a graded building pad of a building footprint of 20 to 75 acres.	\$990,000	\$885,000	\$125,000	\$2,000,000	2018	Virginia's First Regional Industrial Facilities Authority
NRV	Development of Broadband Infrastructure and Internet Availability Explore options for higher bandwidth to the end user. Develop wifi availability in downtown areas. Assess feasibility of wireless towers to allow internet service to rural areas with no service. Tower placement studies and streamlining of the zoning process. Implement recommendations of studies in local jurisdictions (Blacksburg, Pulaski)				\$8,000,000	2017	Private Enterprises and NRV Localities, NRV Network Wireless Authority
NRV	Implement 'sector strategies' focus for workforce development programs to meet needs in target industry sectors Develop relationships between regional businesses and education, economic development, and related stakeholder organizations to provide services that ensure success of these industries in the region. Enhance intergrated 'career pathways' workforce curriculum to develop workforce skills that address needs of targeted industry sectors, especially manufacturing, IT, and healthcare.		\$200,000	\$50,000	\$250,000	2018	WDB, Education Providers
NRV	Coordinate NRV entrepreneur and small business development network Convene regional revolving loan fund operators, small business counseling services, and other entrepreneur promotion programs. Develop new collaborative projects. Convene regional stakeholders to reinstate NRV office of SBA Small Business Development Center	\$1,000,000		\$1,000,000 (private)	\$2,000,000	2018	NRVRC, local economic development agencies, small business service providers
NRV	Promote and coordinate the development of a New River Valley passenger rail station Continue to research viability of extending Washington DC Amtrak service to a station in the NRV. Coordinate state and private stakeholders to pursue development of this service by 2020.				\$500,000	2020	NRV Localities, State Agencies, Public/Private Railroad Companies, NRVRC
NRV	Implement recommendations of New River Valley agribusiness/agritourism strategic planning process Identify and pursue projects based on the findings of the 2014-15 regional plan developed by the NRVRC.	\$25,000		\$25,000	\$50,000	2014	New River Valley Development Corporation

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
NRV	Coordinate Regional Destination Marketing Organizations (DMO) and Marketing of the Arts and other regional assets Explore options to increase coordination of regional DMOs and tourism promotion initiatives, and support for the network of artisans, venues and other resources to promote New River Valley assets to visitors.			\$50,000	\$50,000	2016	NRV Localities, Tourism Offices
NRV	Research potential for Center of Excellence related to unmanned systems development and aerospace manufacturing capabilities in the region Develop commercialization of technologies related to automated vehicles, especially the aerial vehicles research of the MAAP at Virginia Tech. Recruit aerospace supplier firms to the region to develop a manufacturing cluster.				\$5,000,000	2015-ongoing	Public universities, economic development organizations, business in target sectors
NRV	Develop shared CEDS goals and economic development initiatives with neighboring regions and EDDs Coordinate with neighboring regions to align CEDS and economic development projects in conjunction with state efforts to regionalize economic development incentive funding		\$50,000	\$50,000	\$100,000	2017	NRVRC, neighboring EDDs
NRV	Develop pilot internship/apprenticeship program for target industry sectors Develop work study, internship placement, on-the-job training, and similar arrangements between businesses and education providers to help local students develop on-the-job skills for careers in local industries		\$100,000	\$100,000	\$200,000	2018	WDB, Education Providers, local economic developers
Giles County	Giles Multi-tenant Business Facility A facility located in the Wheatland Eco Park.				\$2,000,000	2014	Giles County IDA
Radford	City-owned industrial park land improvements Engineering and planning projects to acquire land in Radford industrial park, and upgrade for use by tenants.				\$6,000,000		Radford City government
NRV	Expand financial resources available to small businesses Recapitalize or expand existing local and regional small business loan funds. Develop referral system for small business assistance providers to direct clients to banks, loan funds, etc. with capital available for small business development.			\$25,000	\$25,000	2017	NRVRC, NRV Development Corporation, local economic developers
NRV	Extension of Rail to Commerce Park Rail siding extension from Norfolk Southern mainline about 3,500 feet to the Commerce Park boundary and 3,500 feet to a potential building site.	\$2,300,000	\$750,000	\$1,210,000	\$4,600,000	2018	Virginia's First, Industrial Facilities Authority

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
NRV	Provide technical assistance services to supply chain firms of regional manufacturers Engage university experts and industrial consultants to provide product testing/prototyping, market analysis, process improvement, and other technical assistance services to support the competitiveness of suppliers to large regional manufacturers		\$50,000	\$50,000	\$100,000	2017	
NRV	Small Business Development (Green/Nano/Bio) Program Develop educational program through the community college and university that support the development and/or recruitment of small businesses/industries in the green, nano and/or bio technology fields.	\$500,000		\$500,000	\$1,000,000	2017	Universities, NRCC, School Divisions
NRV	Develop 'data dashboard' of regional economic and community health indicators Compile data from Federal and local sources to track the performance of the regional economy on selected CEDS and Livability Initiative goals. Develop user-friendly online platform to make the information easily accessible.				\$100,000	2017	NRVRC, state agencies, economic and workforce development organizations
Floyd County	Phase II Floyd Innovation Center	\$1,000,000	\$1,000,000	\$200,000	\$2,200,000	2017	Floyd County EDA
Montgomery County	Development of Route 177 Corporate Park	\$15 M	\$4 M	\$1M	\$20M	TBD	Montgomery County EDA
NRV	Regional Food Aggregating/Processing Center Value-added processing center for local produce and potentially local milk. The facility would serve as aggregator for larger buyers, as well as provide co-packing facilities and a commercial kitchen. Current or proposed projects in Floyd County and Montgomery County (Prices Fork)	\$1,000,000	\$500,000	\$500,000	\$200,000	2018	Floyd County, Sustain Floyd, Montgomery County, NRVRC
Montgomery County	Rt. 114 Widening From Christiansburg Town limits to Radford Army Ammunition Plant	\$50M	\$12.6M		\$63M	2018	VDOT, Montgomery County
NRV	Increase modern building stock through retrofits and new construction Modernize existing building stock through new construction or through retrofits to meet the needs of 21st century businesses.					2018	NRV Economic Development Alliance, local ED authorities
Floyd County	Jacksonville Center E-Commerce Project (Floyd Co) Establishment of an e-commerce catalog of crafts and products.	\$75,000	\$75,000	\$10,000	\$160,000	2016	Jacksonville Center, Inc.

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
NRV	Support Farms to School program throughout the region Create education opportunities for students and support a supply of fresh foods from local farmers.				\$20,000	2014-2014	
NRV	Creation of Utility Standards Create utility standards for service providers to follow while coordinating digging between localities and service providers to install conduits or other uses						
NRV	Connectivity of Trails, Regional Trail System Interconnect various local, state and federal trails to create a continuous network in southwest Virginia.	\$400,000		\$400,000	\$800,000	2014	Trail Operators
NRV	Interstate-81 Interchange Improvements Exits 89, 94, 98, 105, and 114.				TBD	2014-2020	VDOT
NRV	Route 100 Widening between Pulaski County and Giles County				TBD	2014-2020	VDOT
Pulaski Town	Town of Pulaski Business Park Expansion The acquisition and site preparation of greenspace for industrial growth.	\$1,000,000		\$1,000,000	\$2,000,000	2015	EDA, Town of Pulaski
NRV	Support Public Private Partnerships for Agriculture Infrastructure Needs					2014	
Pulaski County	Shell Building-Industrial Park Construction of a shell building at the New River Valley Commerce Park	\$750,000	\$750,000		\$1,500,000	2014	Pulaski County
Pulaski Town	Acquisition/development of industrial sites (greenfields)					2018	Town of Pulaski
Rich Creek	Rich Creek Downtown Enhancement Project Ensure the stability and success of downtown Rich Creek.		\$1M	\$250,000	\$1,250,000	2014	Rich Creek Town
Floyd County	Phase II Development of Floyd Regional Commerce Center Grade lots 1 and 2.	\$1,000,000		\$500,000	\$1,500,000	2014	Floyd County, Floyd County EDA
NRV	Create Regional Revolving Loan Fund for Energy Audits and Retrofits Fund for New River Valley businesses and residents.						
NRV	Regional Conference/Civic Center Determine feasibility and appropriate site, engineering and architectural plans for regional conference center.	\$7,000,000		\$8,000,000	\$15,000,000	2016	Virginia's First and Partners
Pulaski Town	Brownfields Redevelopment Redevelopment of existing industry and housing.	\$500,000		\$500,000	\$1,000,000	2014	Pulaski Town and EPA

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
Pulaski County	Exit 101 Interchange Improvements and Connector Route 11 Provide interstate access to the proposed Veteran's Cemetery and Route 11 with an urban 3 lane typical on 4 lane right of way.	\$2M	\$1M		\$16.5M	2020	Virginia's First/Army
NRV	Develop a Slaughterhouse or Regional Meat Processing Plant for Meat Processing and Production Develop facility to support local farmers					2014-15	Rural Development-
NRV	Support Carpooling Efforts/Initiatives throughout the New River Valley Support the expansion and marketing of Ride Solutions while exploring potential for carpooling app						
NRV	Create a Network of Growers and Producers in the Region Link New River Valley farmers markets to increase profitability.						
NRV	Intermodal Transportation Center Further explore the possibility of developing an intermodal transportation site on under-utilized US Army property near Dublin, Virginia.	\$4,000,000		\$4,000,000	\$8,000,000	2014	VA's First/US Army
NRV	Centralize Marketing of Energy Efficiency Options Create a "one stop shop" where people can evaluate typical "payback" on upgrades, find a qualified energy auditor/retrofitter, navigate various financing options.						
Blacksburg	Huckleberry Trail Extension Assist in the construction of the Huckleberry Trail extension from Prices Fork to Glade Road. Grading, site amenities, and surfacing are needed.			\$100,000	\$100,000	2014	Town of Blacksburg
NRV	Develop Region-Wide Bike Paths, Walking Used as both a tourism asset and an alternative/green method of transportation.	\$5,000,000		\$5,000,000	\$10,000,000	2014	NRVPDC, Localities
NRV	Access to Capital Host workshops to educate businesses on capital access opportunities in the region, i.e. 460 Angels						
NRV	Network of Manufacturing Companies Corporate roundtable headed by NRV Economic Development Alliance.	\$500,000	\$250,000	\$250,000	\$1,000,000	2014	NRVPDC
NRV	Tap into Additional Networks and Professional Organizations Research and encourage "continuing ed" requirements or periodic recertification so that the workforce can build their skill sets around emerging economic sectors.					2014	WIB, Local Businesses

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
Floyd County	Blue Ridge Center for Chinese Medicine Expand the Appalachian Medicinal Herb program to include more farmers and move toward scalable processing and sales of medicinal herbs.	\$1,000,000	\$1,000,000	\$250,000	\$2,250,000	2016	Blue Ridge Center for Chinese Medicine
Floyd County	Value-Chain Enhancement Program This program would provide assessment and assistance for agricultural and forestry businesses in Floyd County from production to processing, marketing and sales, including the possible collaborative marketing opportunities including branding, agri-tourism, and shared e-commerce. The program, if funded, will also assess additional processing equipment/facility needs locally and options for meeting those needs.		\$75,000	\$10,000	\$85,000	2016	Floyd County, Economic Development Authority of Floyd County, Floyd County Tourism
Floyd County	Developing Lots 4 and 8 at the Floyd Regional Commerce Center Engineering and site work to get these sites "shovel ready" for business.	\$200,000	\$400,000	\$100,000	\$700,000	2016	Floyd County, Economic Development Authority of Floyd County
NRV	Implement K-12 Curriculum on Organic Food Production				\$50,000	2014	
NRV	Tap into Additional Networks and Professional Organizations Research and encourage "continuing ed" requirements or periodic recertification so that the workforce can build their skill sets around emerging economic sectors.					2014	WIB, Local Businesses
NRV	Implement K-12 Curriculum on Organic Food Production				\$50,000	2014	
Christiansburg	Truman Wilson Land Park Development Does not include Connector Route				\$29,000,000	2018-2028?	Christiansburg
NRV	Promote Civil War Historical Sites To promote civil war historical sites throughout the NRV.					2014	Southwest Virginia Cultural Heritage Foundation
NRV	Study Data from Various Wind/Solar Demonstration Projects around the NRV Evaluate effectiveness of wind and solar projects to inform potential future projects.						

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
NRV	Conduct Farming Visioning with Agriculture Stakeholders, Farm Bureau and Extension						
Floyd County	Marketing Floyd County Regional Commerce Center As a locality that already has advanced telecommunications infrastructure, access to higher education opportunities, available and affordable workforce, and available industrial space, Floyd County is seeking funding to create a model of promotion for Southwest Virginia.			\$50,000	\$50,000	2014	Floyd County
Giles County	Public Transportation Connections to Blacksburg, Virginia Tech, and other major employment centers. Specific projects in local transit plans and 2016 Regional Transit Study.	\$1,600,000		\$400,000	\$2,000,000	2014	Giles County
Montgomery County	Expansion of Falling Branch Industrial Park Water, sewer, roads, and grading improvements	\$19,500,000	\$5,200,000	\$1,300,000	\$26,000,000	2015	Montgomery County EDA
Floyd County	Route 8 Improvements Road Improvements on Route 8 between I-81 and Floyd Town		\$1,500,000		\$1,500,000	2014	VDOT
Pulaski Town	Route 99 Retail Corridor Improvements Implement recommendations of 2013 feasibility study					2020	Town of Pulaski, Pulaski County, VDOT
Montgomery County	Shawsville Area Route 11/460 access management improvements Implement recommendations of 2012 corridor study					2020	VDOT, Montgomery County
Christiansburg	Interchange ramp at Route 460 Bypass and N. Franklin Street Connection of east bound 460 Bypass to west bound Business 460		\$2,081,907	\$42,488	\$2,124,395	2017-2022	VDOT, Christiansburg
Christiansburg	I-81/Route 8 (Exit 114) Interchange Reconstruction Not in draft SYIP	\$61,147,001			\$61,147,001	2023	VDOT, Christiansburg
Narrows	Upgrades and improvements at Mill Creek Nature Park					2015	Town of Narrows
NRV	Incorporate "Green" Training into Secondary and Post-secondary Vocational Construction Programs Change current curriculum in Construction Trades to include "retro fitting" remodeling for energy efficiency in homes.				\$500,000	2014	CTE Directors, Community College Workforce Departments

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
NRV	Develop and Implement a Program to Support Small Family Farms Using "Cultivating Success" Farm Mentoring Project as a model. This will also include a revolving loan fund for farm start-ups and networking between local farmers and buyers.					2014	
Pulaski Town	Downtown/Main Street Renewal projects					2018	Town of Pulaski
Pulaski Town	Broadband expansion in downtown area					2018	Town of Pulaski
Floyd County	Floyd County Technical Skills Center For youth and adults, this workforce center would include a Mechatronics Program and other certificate programs for high school students and adults. Mechatronics includes mechanics, electronics, and computer and control engineering.	\$ 1,000,000	\$1,000,000	\$200,000	\$2,200,000	2017	Floyd County Public Schools and Floyd County
Floyd County	Floyd County EDA Revolving Loan Fund Expand revolving loan pool as all funds currently loaned out due to high demand.	\$100,000	\$100,000		\$200,000	2016	Economic Development Authority of Floyd County
Giles County	Hoges Chapel Water Tank Replacement Project Replacement of 40 year old water tank and 23,000 feet of 10 inch water line		\$2,600,000		\$2,600,000	2014	Giles County
Glen Lyn	Glen Lyn Regional Wastewater Facility To combine wastewater from Rich Creek and Glen Lyn into a single operation. The Towns will undertake the project.				\$3,000,000	2014	Glen Lyn
Christiansburg	Farmers' Market Structures New permanent structures				\$250,000	2017	Christiansburg
Pearisburg	Pearisburg Farmers Market – Development of a permanent structure to house the new Farmers Market. This is to include restrooms, kitchen facility, and entertainment venue.	\$160,000		\$40,000	\$200,000	2017	Town of Pearisburg
Narrows	Upgrades/improvements to Lurich Road ballfields				\$1,100,000		Town of Narrows
NRV	Implement the National Energy Education Development (NEED) Program in Regional K-12 Schools Energy education in our schools.				\$100,000	2014	
Pulaski County	New River Trail Extension				\$5,000,000		VDOT, Pulaski County

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
Pulaski Town	Public safety facility					2018	Town of Pulaski
Pulaski Town	Implement Gatewood Park Master Plan					2018	Town of Pulaski
Floyd County	Floyd County Innovation Program Business develop/plan competition.		\$60,000	\$10,000	\$70,000	2016	Economic Development Authority of Floyd County
Giles County	Eggleston Boat Ramp/River Access (Continued Development of New River Water Trail)	\$130,000	\$40,000	\$30,000	\$200,000	2016-17	Giles County
Giles County	Shumate Falls Boat Ramp/River Access (Continued development of New River Water Trail)	\$130,000	\$40,000	\$30,000	\$200,000	2016-17	Giles County
Giles County	Stateline Boat Ramp/River Access (Continued development of New River Water Trail)	\$130,000	\$40,000	\$30,000	\$2,000,000	2016-17	Giles County
Narrows	Downtown improvements for tourism Façade and infrastructure improvements to encourage visitors and business development		\$400,000	\$400,000	800,000	2018	Narrows, Giles County, NRVRC
Pearisburg	Pearisburg Wastewater Treatment Plant UVA Project – Replace chlorine gas disinfection with UVA disinfection to eliminate safety concern with current treatment method.			\$150,000	\$150,000	2018	Town of Pearisburg
Pearisburg	Old Town Shop Property Redevelopment – Adaptive reuse of former public works building and property.					2018	Town of Pearisburg
Pembroke	Downtown improvements for tourism Façade and infrastructure improvements to encourage visitors and business development		\$400,000	\$400,000	800,000	2018	Pembroke, Giles County, NRVRC
Floyd County	Science Technology Engineering and Math (STEM) Program for 8th-12th graders				\$300,000	2014	Floyd County Public Schools
Floyd County/Floyd Town	Affordable Housing Implementation Construction and rehabilitation of affordable housing within Floyd County and Town.	\$340,000			\$340,000	2014-15	Floyd County, Floyd Town, and HOME
NRV	Support “Communities in Schools” Program Connect community resources with schools to help students achieve success.						
Christiansburg	Farmers' Market Structures New permanent structures				\$250,000	2017	Christiansburg

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
NRV	Creation of a Fund to Remove Derelict Structures Tax advantages to remove structures alongside an education program on "how to"						
NRV	Support Co-Working Spaces for Businesses Utilization of underused facilities						
Pulaski County	Pulaski County Dispatch/Communications To upgrade Pulaski County's dispatch/communications system.				\$1,600,000	2014	Pulaski County
Christiansburg	Phase III of the Downtown Enhancement Project N. Franklin Street – new sidewalks, planting, paving.		\$1,280,000	\$320,000	\$1,600,000	2017	Town of Christiansburg
Pulaski Town	Dora Hwy Neighborhood Revitalization This neighborhood project grant is under consideration by the Department of Housing and Community Development; Comprehensive community project-sewer, water, street, new housing infill.				\$3,000,000	2014	Town of Pulaski, DHCD, CHP
Christiansburg	Christiansburg Institute Cultural Experience, Cultural Learning Curriculum, Oral History, and Site preservation.	\$1,500,000		\$1,500,000	\$3,000,000	2014	Christiansburg Institute
Dublin	Dublin Fire Department Expansion To add two bays.	\$750,000			\$750,000	2014	Dublin Town/Pulaski County
Pulaski County	New Facility, Sheriff's Department New Sheriff's Department facility for Pulaski County.				\$900,000	2014	Pulaski County - Sheriff
Pulaski County	Snowville Fire Department Fire Station replacement	\$1,680,000		\$420,000	\$2,100,000	2014	Pulaski County
Pulaski Town	Calfee Park Renovations (Pulaski Town) Improvements to bring the facility up to baseball standards. Visitor dugouts, dressing rooms, and infrastructure improvements are needed.	\$1,000,000			\$1,000,000	2018	Pulaski Town
NRV	Create Formal Regional Leadership Organization Create formal leadership organization, hold community awareness workshop, and establish certified leadership development program.				\$20,000	2014	Leadership Organizations
Radford	High Meadows Development (Radford) Improve the water system to include line work and a water tank.			\$806,000	\$806,000	2014	Radford
Floyd Town	Floyd Town Trails Program (final phase) New and upgraded sidewalks within the town.	\$240,000		\$60,000	\$300,000	2014	Floyd Town

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
Montgomery County	Route 8 Widening Project Widening Route 8 from the Montgomery and Floyd County line to the Town of Christiansburg.	\$60,000,000	\$15,000,000		\$75,000,000	TBD	VDOT
Narrows	Replace Existing Water Lines and Collection System Piping and Upgrade Wastewater Plant The Town went online with the Giles County Public Service Authority and in response to the increased cost of purchasing water from the GCPA, the Town has invested millions in improvements to their system to bring water loss down. Existing collection system piping is leaking and/or broken.				\$2,300,000		Town of Narrows
Pulaski Town	Intensifying Blight Elimination Program The Town was awarded an EPA Brownfields Grant application in 2010.	\$200,000			\$200,000	2014	Town of Pulaski, EPA
Pulaski Town	Rt. 99 Water/Sewer Extension Extend water and sewer lines to Exit 94, to encourage commercial development.	\$1,500,000			\$1,500,000	2014	Town of Pulaski, Pulaski County
Radford	Radford Village Water Line Replacement 3,225 linear feet of 6" main water line would be replaced with an 8" service throughout the Radford Village residential area improving service reliability and water flow to forty homes.				\$117,500	2014	City of Radford
Radford	Wildwood Park Entrance Improve the Park entrance with parking facilities, a kiosk, pergola, new gate, and interpretive exhibits.	\$100,000		\$50,000	\$150,000	2014	Radford
Floyd County	Trails for Floyd (pedestrian, biking, and hiking) Extension of trail corridors from the town to the county as outlined in the comprehensive plan.	\$2,500,000		\$2,500,000	\$5,000,000	2014	Floyd County
Christiansburg	Phase IID, Huckleberry Trail Extension Extension of the existing Huckleberry Trail from the present terminus to Christiansburg High School		\$320,000	\$80,000	\$400,000	2017	Montgomery County and Town of Christiansburg
Floyd County	Groundwater and surface monitoring to help identify groundwater resources and calculate carrying capacity. Map recharge areas and other important water resource areas. To identify groundwater resources and calculate carrying capacity. Recharge areas and other important water resource areas would be mapped.	\$250,000			\$250,000	2014	Floyd County
Narrows	Replace existing collection system piping and upgrade wastewater plan			\$2,500,000	\$2,500,000		Town of Narrows

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
Pulaski Town	Public Safety Facility A modern centralized facility located out of the flood plain and away from rail tracks.	\$5,000,000			\$5,000,000	2015	Town of Pulaski
Giles County	Eggleston Water Extension Phase 2 (Giles Co) Extend water service to 160 residences.	\$1,400,000			\$1,400,000	2014	Giles County
Giles County	Route 635 Water Extension (Giles Co) Provide public water to approximately 150 residents in the Big Stoney Community of Giles County.	\$2,000,000	\$1,000,000		\$3,000,000	2014	Giles County
Glen Lyn	Glen Lyn Park Modern bathhouse, wastewater hook ups, information center, and open-air theater. Water and sewer to each campsite at the park. Also a new location for a boat ramp and sidewalk connecting the Park to the Municipal Building.				\$800,000	2015	Glen Lyn
Pulaski County	Skyview Subdivision/Fairgrounds Area Sewer (Pulaski Co) Provide sewer to NRV Fairgrounds & 148 residences.	\$500,000			\$500,000	2014	Pulaski County
Pulaski County	Newbern Area Enhancements Creation of Wilderness Road Exhibit and other area enhancements.		\$53,387	\$21,613	\$75,000	2014	Pulaski County
Radford	University Drive Bridge Improvements and repairs needed to the 25 year old University Drive Bridge which includes deck repairs, waterproofing, painting, fencing, and sidewalk repairs and corrosion maintenance.				\$531,000	2014-15	Radford
Christiansburg	Quin W. Stuart Blvd. Traffic Signal Revenue Sharing Project with \$200,000 Private Funds		\$411,000	\$211,000	\$811,000	2017	VDOT, Christiansburg
Christiansburg	Falling Branch Road Intersection/Traffic Signal Revenue Sharing Project with \$150,000 Private Funds		\$413,000	\$263,000	\$826,000	2017	VDOT, Christiansburg
Christiansburg	N. Franklin Street - Cambria Street Intersection and N. Franklin Street Corridor Highway Project Being included in the Six-Year Improvement Program		\$8,319,743	\$169,791	\$8,489,534	2017-2022	VDOT, Christiansburg
Christiansburg	N. Franklin St. - Peppers Ferry Road Connector Route Phase I Not in draft SYIP		\$9,803,920	\$200,080	\$10,004,000	2023	VDOT, Christiansburg
Christiansburg	N. Franklin St. - Peppers Ferry Road Connector Route Phase II Not in draft SYIP		\$9,153,200	\$186,800	\$9,340,000	2025	VDOT, Christiansburg
Floyd County	Floyd County Health and Human Services Complex One-stop-shop in Floyd that would enable citizens to access needed services				\$2,000,000	2015	Floyd County

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
Floyd County	Engineering Studies on Extending Water and Sewer to areas of Floyd Co. Determine priority areas for extension of public water and sewer, and begin extending system. Need to protect recharge and well-head areas.	\$1,200,000	\$200,000	\$100,000	\$1,500,000	2017	Floyd County
Floyd County	Improving Access to the Floyd Regional Commerce Center from Route 8 Remove sharp turns to improve truck access.	\$400,000	\$400,000		\$800,000	2017	Floyd County, Economic Development Authority of Floyd County, VDOT
NRV	Youth Planning Council Involve youth in discussing community development issues across the region.	\$10,000		\$10,000	\$20,000	2014	NRVPDC
Pearisburg	Community Center Renovation of Old School for Community Center Including New Electrical, Mechanical and Plumbing	\$2,000,000				2020	Town of Pearisburg
Pulaski County	Indoor Recreation - Wellness Center Indoor Recreation-Wellness Center for the citizens of Pulaski County.			\$7,000,000	\$7,000,000	2014	Pulaski County-Recreation
Floyd County	Trail Around Floyd Commerce Center To develop a walking trail around the new Commerce Center in Floyd.	\$200,000		\$200,000	\$400,000	2014	Floyd County
Christiansburg	Public Works Complex Moving current complex out of the floodplain	\$10,000,000			\$10,000,000	2020	Christiansburg
Christiansburg	Upgrade of Waste Water Plant Upgrade waste water plant to accommodate 8 million gallons per day			\$10,000,000	\$10,000,000	2017	Christiansburg
Christiansburg	Emergency Services Station New Roanoke Street substation			\$4,000,000	\$4,000,000	2020	Christiansburg
Giles County	Clendennin Water Extension (Giles Co) Provide public water to approximately 50 residents in the Clendennin community of Giles County.	\$2,000,000			\$2,000,000	2014	Giles County
Montgomery County	Route 177 Water and Sewer Improvements	\$4,800,000	\$1,200,000		\$6,000,000	2014	PSA
Pulaski Town	Enhance Bob White Boulevard and East Main Street Intersection						

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
Radford	Amphitheater Planning, design & construction, 200 seats & stage			\$1,500,000	\$1,500,000	2018	City of Radford
Floyd Town	Lineberry Memorial Park Development Design and construction of stage for performances.	\$725,000		\$725,000	\$1,500,000	2014	Floyd Town
Giles County	Ingram Village Sewer (Giles Co) Put in sewer lines.	\$750,000		\$1,250,000	\$2,000,000	2015	Giles County
Pulaski Town	Sewer Collection/Pump Station Improvements Infrastructure improvements at Stations 4A and 4B		\$1,500,000	\$500,000	\$2,000,000	2014	Town of Pulaski, Peppers' Ferry Regional Wastewater Treatment Authority
Pulaski Town	Water Filtration Plant Improvements Modernatization of the current water filtration plant.	\$500,000		\$500,000	\$1,000,000	2014	Town of Pulaski
Radford	Third Avenue Parking Lot The public parking lot located adjacent to Grove Avenue and Third Avenue would be improved to include a stormwater system, paving, landscaping, traditional light poles and hanging baskets. This project is needed to improve the lot's aesthetic appeal.				\$250,000	2014	City of Radford
Pulaski Town	Bicycle Lane and Trail Improvements Improving bike accessibility for critical pathways throughout the Town.		\$750,000	\$250,000	\$1,000,000	2015	Town of Pulaski
Floyd County/Town	Floyd Public Transit Study viability of public transit in county/town		\$20,000	\$5,000	\$25,000	2014	Floyd County/Town

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Area	Description	Fed. \$	State \$	Local \$	Total Funding	Const. Date	Responsible Agency
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