



*Office of the City Manager*

DATE: March 10, 2015  
TO: Honorable Mayor and Members of Council  
FROM: Leon Towarnicki, City Manager  
SUBJECT: Review of MHC EDC

At the October 10, 2014 Council meeting, a request was made for a comprehensive review of the Martinsville-Henry County Economic Development Corporation, and to provide this information to Council in time for discussion in regard to Council's economic development philosophy and strategy prior to beginning the FY16 budget process. Specific review points were identified, summarized as follows:

- An evaluation measured against the memorandum of understanding executed between the City and EDC at the time the EDC was formed
- For every item on the MOU, a yearly evaluation of the EDC's performance.
- For each area of responsibility transferred from the City to the EDC, what other resources are available to the City for performing those duties.
- Identify the number of times the EDC has shown City-owned industrial sites each year.
- Identify the EDC's marketing plan for City-owned industrial sites
- Description/schedule of when the City will begin receiving income from the revenue-shared lots in the Henry County industrial parks
- Identify the number of jobs located specifically in the City created by the EDC, each year.
- For the jobs the EDC created, how did the deal transpire? – via EDC-initiated contact; lead forwarded to the EDC from elsewhere; prospect contacts the EDC directly, etc.

**Brief History of the EDC**

The formation of the MHC EDC was first established by City Council and Henry County Board of Supervisor resolutions adopted in March, 1983, and the organization was constituted effective July 1, 1983. The preamble of the bylaws governing the operation of the EDC states the MHC EDC is **“charged with the official responsibility of expanding the tax base and providing**

**jobs by encouraging local businesses and industries to expand and new businesses to locate in Martinsville and Henry County.”** Initial leadership of the newly-formed EDC was comprised of 10 directors – 4 appointed by the City and 6 appointed by HC. The business trade name, “Patrick-Henry Development Council” was adopted in August, 1995, but the original charge/functions of the EDC remained intact.

Desiring a different and more-focused approach on economic development, Henry County established an Office of Commerce in 2002 and the City shortly followed suit, establishing its own economic development office and bringing on board its own economic development director. In addition to funding the City’s office at that time, the City also contracted with Henry County (\$100K/year) for regional efforts through the HC office of Commerce. There was a three year contract for this service from 11/1/2001 through 10/31/2004.

The role of the City’s Economic Development Office was as summarized below:

- Work to expand or retain existing business
- Market the City’s central business district
- Redevelop previously occupied sites – Rives Road, etc.
- Pursue grants for property upgrades

During operations of both the City’s Economic Development Office and the County’s Office of Commerce, PHDC continued operations although with the City and County now conducting their own operations, the efforts and identity of the PHDC were arguably limited in effectiveness.

As a result of the departure in May, 2003 of the CEO of the HC Office of Commerce, both City and County administrations, elected officials, and business leaders took the opportunity to re-evaluate cooperative efforts and the concept of resuming a joint/cooperative economic development office emerged. From these discussions, a joint group – Coalition for Economic Progress - was formed with the first meeting in September, 2003.

In early 2004, the PHDC Director and Board resigned. In April of 2004, City Council heard information and considered a proposal from the Coalition regarding reformation of the EDC and on April 27, 2004, Council voted to fund the organization. The Coalition moved forward with the reformation of the Martinsville-Henry County EDC (in June, 2004), and current EDC President & CEO Mark Heath joined the organization in February, 2006.

Below is an excerpt from meeting notes and minutes of the April 27, 2004 Council meeting:

Martinsville/Henry County has just finished a 6 month study to develop a comprehensive strategy to build a stronger future. The first goal of this strategy is:

*Economic Sustainability: Create a climate where existing and new businesses and local entrepreneurs can effectively create quality local jobs.*

As adopted on April 20, 2004 Martinsville City Council supports this goal and assigning responsibility and authority to accomplishing this goal to the Coalition of Economic Progress. Under this goal, there are four key objectives:

- Support the development and expansion of the identified target business clusters.
- Increase the assistance and resources supporting existing businesses
- Promote entrepreneurial development and small business expansion.
- Build a new public/private partnership structure to ensure ongoing economic growth.

In order to accomplish these objectives and help leverage public and private monies, Martinsville City Council in regular session on Tuesday April 27, 2004 agrees to the following:

1. All duties of the Office of Economic Development as they are currently performed will be transferred to the responsibility of the Coalition.
2. All expenses including lease, phone and utilities of the current office location will become the responsibility of the Coalition and paid for by funds outlined in this agreement. The use of this space and current terms of lease are responsibility of the Coalition.
3. Current personnel in the Martinsville Economic Development will remain on payroll of the city for service and benefits. Reporting responsibility of these employees will be assigned to the Coalition and the structure it deems necessary.
4. 2005 Budget will be raised to \$340,000.

5. The City's current payments to MURA (\$30,000), West Piedmont Business Incubator (\$20,000), and Longwood Development (\$10,000) center will be given to the coalition. The coalition is free to use these funds any way it deems necessary.

The total commitment from the City to the Economic Sustainability Goal to \$400,000.

Adopted: 4/27/2004

A later decision by Council committed the full \$400,000 exclusively to EDC funding, with the \$60,000 commitment to MURA, WPBDC, and Longwood budgeted separately.

It should be noted the 6 month study referred to above was completed with the assistance of a professional development firm, Market Street Services and there were three other key goals – Education and Workforce Development; Leadership, Vision, and Community Outlook; and Quality of Life.

In June, 2007, as a result of additional planning, the EDC adopted a three year strategic plan with 8 specific goals:

- Job Creation and Tax Base Expansion
- Workforce Training
- Product Development
- Existing Industry and Support Development
- Organizational Management
- Small Business Development
- Tourism
- Communications

The EDC has continued to operate focusing on these goals since that time and has consolidated operations into three main areas – traditional economic development, tourism, and small business development. The EDC currently has a staff of 10 including a receptionist; traditional economic development headed by Mark Heath - President & CEO, Lisa Lyle – Director of Marketing & Recruiting, and Spencer Johnson – Director of Research & Operations; tourism headed by Jennifer Doss – Director, Beth Stinnett – Tourism and Film Coordinator, and Heather Hoffman, Ian Bishop, and Courtney Puckett with the Visitor's Center; and small business headed by Valerie Harper – Coordinator.

While many consider the sole function of the EDC to be centered around traditional economic development, tourism and small business development are also integral components of the total EDC effort, as indicated by assignment of a majority of the staff to those functions.

In response to the specific questions/requests for additional information:

- **An evaluation measured against the memorandum of understanding executed between the City and EDC at the time the EDC was formed**
- **For every item on the MOU, a yearly evaluation of the EDC's performance.**
- **For each area of responsibility transferred from the City to the EDC, what other resources are available to the City for performing those duties.**

At the time of the original formation of the EDC in 1983, there was no detailed memorandum of understanding that outlined specific goals or tasks. As noted, the preamble of the original bylaws simply states the MHC EDC is “**charged with the official responsibility of expanding the tax base and providing jobs by encouraging local businesses and industries to expand and new businesses to locate in Martinsville and Henry County.**” Over a period of time the EDC through input from its Board, government leaders, and consultants, has developed and adopted a number of specific goals and objectives related to the original mission of the EDC.

At the time the EDC was re-established in its present format (2004), it was noted that all duties of the City's Economic Development office would be transferred to the Coalition, which included; work to expand or retain existing business; market the City's central business district; redevelop previously occupied sites – Rives Road, etc.; and pursue grants for property upgrades. The City's office also included under its umbrella, collaboration with MURA (Martinsville Uptown), the West Piedmont Business Development Center, and Longwood Small Business Development Center, although as noted, those operations were eventually funded (and operated) as separate entities outside of the operation of the Coalition/EDC.

In regard to the EDC's yearly performance related to expansion or retention of existing business, the attached Table 1 “*MHC EDC Traditional Announcements in the City of Martinsville Since FY2007*” outlines annual announcements, job creation, and capital investment.

Since 2004, a multi-faceted approach has evolved regarding a number of partners in achieving economic development goals, including the functions previously handled through the City's Economic Development office. The MHC EDC office typically takes the lead on larger projects involving new or expanding business or industry and has the ability to dedicate needed resources to such projects. MURA/Martinsville Uptown along with the City's Community Development Office and Chamber of Commerce are all involved in some capacity in promoting and marketing the City's central business district. Efforts to bring new development to previously occupied

sites such as Rives Road are handled and marketed through the EDC, and the City's Community Development office regularly pursues grants for property upgrades.

Regarding other resources available to the City in performing the functions of the EDC, there are currently a number of resources that complement the work of the EDC but it is unlikely any one entity in its current form (without additional resources, staffing, etc.) could completely assume all functions of a particular component of work performed by the EDC. Other resources could possibly include MURA, the Chamber of Commerce, West Piedmont Business Development Center, and Longwood Small Business Development Center.

- **Identify the number of times the EDC has shown City-owned industrial sites each year.**

Over the past 5 years, the following table lists the number of City-site inquiries and showings:

Year	# of Inquiries	# Showings
2010	9	4
2011	11	5
2012	7	4
2013	3	3
2014	7	4

(The number of showings is included in the number of inquiries.)

It should be noted the City has a limited inventory of industrial sites with only one actually being City-owned – Rives Road. Clearview Business Park contains smaller sites and although could be used for industrial purposes, realistically the sites are more suited for a business-park concept. There are other industrial sites within the City but those sites are privately-owned and controlled, and in most cases the sites are occupied by older buildings previously used in furniture or textile manufacturing.

Rives Road is a uniquely-shaped 42 acre parcel with rail access, surrounded by residential properties, but unfortunately has shown to have a very limited appeal when compared with sites in a dedicated industrial park. Industrial prospects visiting this area typically have site criteria and/or a desired specific location criteria already in their plans and sites that do not meet that criteria generally are not shown nor heavily promoted. That would include both City and County sites.

- **Identify the EDC's marketing plan for City-owned industrial sites**

The EDC markets all available industrial sites/parks in both the City and the County on its website and also in materials developed for trade shows or trade magazines. Information regarding Rives Road and Clearview is included within these materials for the entire MHC area and the intent is always to match the best site to the client's desired needs and use regardless of location.

To view the marketing information available, visit the EDC's website @ [www.yesmartinsville.com](http://www.yesmartinsville.com) , scroll over to the Sites & Buildings tab, and then down to Sites, and note that both Clearview and Rives Road are listed along with maps and related information. Additionally under "Retail" are links to five commercial real estate developers, four with offices located in the City. Under the "Office Buildings" tab, detailed information on 8 sites is provided for the MHC area, 6 of which are specifically located in the City. Under the "Industrial Buildings" heading is information on 10 industrial building sites, 2 of which are located in the City.

Printed materials developed by the EDC for City sites are included with marketing materials for all sites and includes Clearview Business Park, Commonwealth Centre/Clocktower Building, Hooker Furniture Complex, the Food Lion Building, and Rives Road Industrial Site. These materials are available in print, on-line, and can be mailed/e-mailed in response to marketing efforts and/or inquiries.

- **Description/schedule of when the City will begin receiving income from the revenue-shared lots in the Henry County industrial parks**

### **Background**

The Revenue Sharing agreement between the County and City was first approved in April, 2002 and included approximately 239 acres in the Patriot Centre generally bounded by Barrows Mill Road, Nautica Way, and Beaver Creek Drive (parcels 4, 5, 6, 8, 9, 10, 14, and 17). The general conditions of the agreement stipulate that the City will receive one third of all revenues generated by real estate, personal property, machinery & tools, and utility taxes collected by the County. Payments begin after the County is reimbursed for infrastructure costs in excess of grant funds and after recovery of cash incentives that may be paid by the County. The original 2002 agreement was superseded by an agreement executed in August, 2009 that added approximately 154 acres of new property to the Patriot Centre revenue sharing agreement, bringing the total to approximately 393 acres. The attached Industrial Park map dated May 14, 2013 reflects the current configuration of sites/properties within the Patriot Centre.

It should be noted the City has made no up-front financial investment in the Patriot Centre and the City's cooperation in the Park under a revenue sharing agreement has essentially enabled a unified community approach toward industrial development, enhancing the opportunities for

obtaining outside funding through sources such as the Tobacco Commission, Governor's Opportunity Fund, and the Virginia Economic Development Partnership. The unified approach has allowed this community through the EDC to effectively compete with much larger communities statewide, regionally, and nationally.

Additionally, the City and County executed in September, 2007 a new Revenue Sharing Agreement covering the 620 acre Route 220 south industrial site now designated as Commonwealth Crossing, as well as the 1206 acre site across Barrows Mill Road from the Patriot Centre, often referred to as the Bryant property. These agreements parallel the previous agreements, outlining a 1/3 City and 2/3 County sharing of real estate, personal property, machinery & tools, and consumer utility taxes once development costs are recovered.

### **Patriot Centre:**

As of the date of this report, four of the revenue sharing sites in the Patriot Centre have been developed and three are currently occupied: RTI International Metals, Inc., ICF International, and Commonwealth Laminating & Coating, Inc./Eastman Chemical Company.

In September, 2014, a new 95,000 sf shell building project was completed adjacent to Commonwealth Laminating. Although there has been interest in the shell building site, it remains vacant and no revenue is currently being generated that impacts the revenue sharing schedule. One third of the construction cost, however, does accrue to the City's revenue sharing expense side for calculation purposes until the building is sold, at which point one third of the sale price is then accounted for/credited as revenue.

In addition to the 4 sites mentioned above, the January, 2014 announcement regarding Kilgour Industries commits development of a 5<sup>th</sup> revenue sharing site located between the RTI complex and Barrows Mill Road, leaving 12 remaining undeveloped revenue sharing sites in the Patriot Centre.

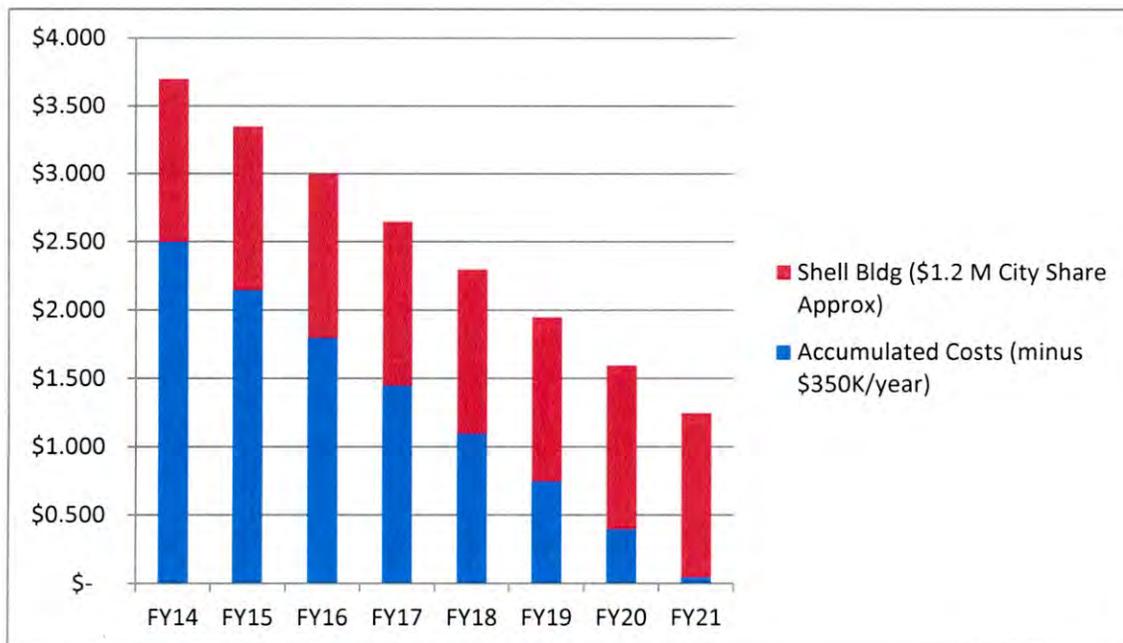
Revenue from real estate, personal property, and utility taxes began accumulating in FY2009 with the RTI site; in FY2012 with the ICF site; and in FY2013 with the Commonwealth Laminating site. The attached Table 2 "***Cumulative County Revenue Related to Revenue Sharing Lots as of June 30, 2014***" shows in detail the accumulation of revenue for the three sites noted. Of particular note is the accumulated total through June 30, 2014 of the City's share of revenue at \$660,443.59, and the single-year FY2014 amount of \$350,122.84.

Tables 3 and 4 titled "***Cumulative Revenue Sharing Status Patriot Centre Industrial Park as of June 30, 2014***" (Table 3) and "***Cumulative Revenue Sharing Status Patriot Centre Industrial Park as of June 30, 2013***" (Table 4) shows status of both revenues and expenditures relative to the revenue sharing agreement for the past two fiscal years. You will note from FY13 to FY14, the "Total City Share of Revenue Sharing Expenses" increases by approximately \$1.2 million, while the "Net Unrecovered City Share of Revenue Sharing Costs" increases by approximately

\$850,000. The change from FY13 to FY14 results from an increase in cost/expense due to the City's share of the shell building project coupled with the FY14 revenue sharing credit of approximately \$350,000.

In response to the original question of when the City will begin receiving income, payments will occur when the net unrecovered City share of costs goes to zero. Over time, tax revenue accruing to the revenue sharing agreement schedule will increase as new sites are developed, while the expenditures decrease as the Park development expenses are being paid down.

For example, assuming no other development of revenue sharing sites occurs and the shell building is sold and the approximate \$1.2 million City share of the cost is backed out of the City's expense side, what remains is approximately \$2.5 million of net unrecovered Park costs, with approximately \$350,000 in annual revenue going toward those costs, which results in an approximate 7 year payback schedule. Consequently, the City could expect revenue in a 7 to 8 year timeframe (approx. FY21) under that assumption. It should be noted, however, there remains a number of undeveloped revenue sharing lots in the Patriot Centre; as those lots are developed the annual revenue from taxes will increase; the fixed costs associated with development of the Patriot Centre (land acquisition, infrastructure construction, etc.) could also possibly increase but to date have generally been accounted for, all of which could translate to an accelerated payback schedule, substantially more revenue than noted, and sharing of revenue as outlined in the agreement occurring sooner. The chart below depicts a possible schedule showing the City's share of cost related to the new shell building being carried forward, while annual revenue sharing credits in the amount of \$350K are being used to pay down expenses. Assuming the shell building is sold, the expense goes away and the annual \$350K in revenue sharing credit likely increases, resulting in an accelerated schedule.



## **Commonwealth Crossing**

The Commonwealth Crossing site, up to this point has been handled differently than the Patriot Centre in that the City has been involved financially in the project from the onset and contributed funding on a “pay-as-you-go” approach, funding a share of costs as the costs are incurred. Henry County purchased the property in 2007 at a cost of approximately \$2.5 million, and the County through its IDA fully funded the property acquisition. Since that time, the water/sewer infrastructure project has been completed, extending water and sewer service to the site, with water service to be provided by the Henry County PSA and sewer service to be provided by the City through its wastewater treatment plant. The water/sewer infrastructure project cost approximately \$3.4 million and was funded by a \$1.72 million Tobacco grant, with the balance (approximately half) covered equally by a Harvest grant and 1/3: 2/3 split of the remaining cost between the City and County. The City contributed \$292,400 to this project.

Grading of the site was estimated to be a \$16.5 million project, funded by a \$5 million Tobacco grant, \$5 million Harvest grant, \$1.5 million grant from the Virginia Economic Development Partnership, and the remaining \$5 million split 1/3 City and 2/3 County. The City’s 1/3 share of the \$5 million obligation (\$1.67 million) will be paid in two installments in FY16. To this point in the project, excluding land acquisition, \$19.9 million in infrastructure and grading is accounted for or projected, funded by Tobacco \$6.72 million (34%); Harvest \$5.86 million (29%); VEDP \$1.5 million (7%), Henry County \$3.9 million (20%), and City \$1.96 million (10%).

In 2008, the EDC committed to contributing \$2 million on behalf of both the City and County over a 10 year period to help offset development costs, which will result in \$1 million each for the City and County. At present, \$700,000 each for the City and County has been accumulated, with the remaining annual contributions concluding in 2017. The City’s financial contribution on the front end of development coupled with the EDC’s City/County escrow will impact the revenue sharing schedule in a positive manner, allowing revenue sharing payments to occur sooner. Once development occurs and any other development and/or incentive costs are recovered, revenue sharing payments could begin. Obviously a number of years would be required for the City to fully recover its investment, but nevertheless, it will occur as development occurs.

## **Bryant Property (Patriot Centre Phase II)**

This is the 1206 acres tract across Barrows Mill Road from the Patriot Centre purchased by Henry County at the same time the Commonwealth Crossing site was acquired. Purchase price was approximately \$2.3 million. Preliminary engineering and site design work have occurred but there is no firm schedule for commencement of site development. The Patriot Centre still has a number of tracts available for development and work on Phase II will most likely be driven in the future by demand for additional development space, or development needs based on tract

size/configurations that cannot be accommodated elsewhere. Given that, there is insufficient information currently available to determine when revenue sharing for Phase II will occur.

- **Identify the number of jobs located specifically in the City created by the EDC, each year.**
- **For the jobs the EDC created, how did the deal transpire? – via EDC-initiated contact; lead forwarded to the EDC from elsewhere; prospect contacts the EDC directly, etc.**

The attached Table 1 “*MHC EDC Traditional Announcements in the City of Martinsville Since FY2007*” lists information related to the specific year, company name, type of business, location, job creation, investment, and source. Source is an indication of how the deal transpired and is shown as either direct, website, or VEDP. VEDP indicates a lead, contact, or information related to an expression of interest by a prospect was forwarded to the EDC directly from VEDP, and the EDC followed up on that lead. Website indicates a contact was made by a prospect with the EDC via information available on the EDC’s website. Direct indicates a contact was directly made by the EDC to a prospect, or prospect to the EDC, and development details were coordinated resulting in an announcement.

### **Concluding Comments**

In the FY15 adopted budget, the City is providing EDC funding in the amount of \$279,500, and the same was budgeted in both FY13 and FY14. The FY12 budget provided \$339,500. The current level of funding represents the lowest level of City funding for economic development since FY2003, when the City established its own Economic Development Department with a total budget of \$634,070 (\$336,416 for the Economic Development office, personnel, etc.; and \$297,654 for miscellaneous development expenses). Additionally, the EDC has committed to providing funding for both the City and County toward revenue sharing site development costs in the amount of \$100,000 related to the 2007 revenue sharing agreement since 2008 (and extending through 2017) which will result in \$1 million each for the City and County applied toward revenue sharing site development costs. Excluding the \$100,000 allocation being made by the EDC on behalf of both the City and County, the current level of funding by both the City and County represents an approximate 1/3 to 2/3 ratio, the same ratio as outlined in the revenue sharing agreements.

In recent years, the EDC has expanded the scope of work beyond traditional economic development centering around manufacturing and industrial projects, to also include tourism and small business development. Given the City’s previous experience with operation of its own ED office, it is reasonable to conclude the City cannot provide a comparable level of effort toward economic development, tourism, and small business development at or even close to the same level of funding currently allocated to the EDC.

With that being said, however, there are several suggested areas for possible discussion with the EDC as follows:

- Regarding privately owned/controlled industrial sites within the City, determine if those sites are “on the market”; obtain information related to the specific site(s) such as location, size, building information, zoning, etc., and consider including that information along with the inventory of other available sites within the EDC database.
- The EDC through its Small Business Development office conducts a number of workshops throughout the year. Determine if there are ways to better communicate the programs and services offered through Small Business Development to encourage greater participation; determine if there are needs not currently being addressed through Small Business Development; and determine what level of collaboration is appropriate between the EDC, the Chamber of Commerce/CPEG/Incubator, MURA, Workforce Development, Longwood, and others to minimize or eliminate gaps in coverage.



Leon Towarnicki  
City Manager



M-HC EDC Traditional Announcements in the City of Martinsville since FY2007

Company Name	Source	Industry	Fiscal Year	Announced Date	Potential Location(s)	City/County	Total New Jobs	Total Cap Inv
LifePoint	Direct	Office	2008	8/1/2007	BB&T Building	Martinsville	23	\$0
Cougar Paws, Inc	Website	Distribution	2008	12/10/2007	Memorial Boulevard	Martinsville	3	\$0
Sparta, Inc./Cobham PLC	Direct	Office	2009	10/27/2008	Commonwealth Centre	Martinsville	25	\$1,000,000
Faneuil, Inc.	VEDP	Office	2010	4/28/2010	Clock Tower	Martinsville	250	\$2,400,000
Southern Finishing Company	Direct	Manufacturing	2011	11/30/2010	Hooker 56k	Martinsville	67	\$1,700,000
Tax Authority Consulting Services	Direct	Office	2013	12/18/2012	BB&T, Clocktower	Martinsville	17	\$25,000
Faneuil, Inc.	Direct	Office	2013	1/23/2013	Clocktower	Martinsville	100	\$1,000,000
Shine Systems and Technologies	Direct	Office	2013	1/31/2013	Patrick Henry Mall	Martinsville	50	-
Stone Dynamics	Direct	Manufacturing	2013	6/11/2013	Former Coke Building	Martinsville	44	\$1,000,000
Solid Stone Fabrics	Direct	Manufacturing	2013	12/10/2013	AOM Headquarters	Martinsville	16	\$1,000,000
<b>CITY TOTALS (10 announcements)</b>							<b>595</b>	<b>\$8,125,000</b>

Table 1

**COUNTY OF HENRY**  
**CUMULATIVE COUNTY REVENUE RELATED TO REVENUE SHARING LOTS**  
**AS OF JUNE 30, 2014**

Fiscal Year	Real Estate Taxes	Personal Property Taxes	Utility Taxes		Total Taxes	City %	County Share	City Share
			AEP	SWVaGas				
2009	\$ 8,985.97	\$ -	\$ -	\$ -	\$ 8,985.97	33.33%	\$ 5,990.95	\$ 2,995.02
2010	\$ 14,245.74	\$ 69.91	\$ -	\$ -	\$ 14,315.65	33.33%	\$ 9,544.24	\$ 4,771.41
2011	\$ 43,337.98	\$ 59.08	\$ 1,318.45	\$ 1,405.68	\$ 46,121.19	33.33%	\$ 30,749.00	\$ 15,372.19
2012	\$ 50,479.61	\$ 271.28	\$ 12,980.78	\$ 14,104.15	\$ 77,835.82	33.33%	\$ 51,893.14	\$ 25,942.68
2013	\$ 180,978.72	\$ 511,561.27	\$ 27,018.76	\$ 64,237.97	\$ 783,796.72	33.33%	\$ 522,557.27	\$ 261,239.45
2014	\$ 220,154.37	\$ 722,339.91	\$ 30,021.45	\$ 77,957.83	\$ 1,050,473.56	33.33%	\$ 700,350.72	\$ 350,122.84
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	\$ 518,182.39	\$ 1,234,301.45	\$ 71,339.44	\$ 157,705.63	\$ 1,981,528.91		\$ 1,321,085.32	\$ 660,443.59

Table 2

**COUNTY OF HENRY  
CITY OF MARTINSVILLE CUMULATIVE REVENUE SHARING STATUS  
PATRIOT CENTRE INDUSTRIAL PARK  
AS OF JUNE 30, 2014**

<b>CITY SHARE</b>
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**REVENUES:**

City Share of Revenue Related to Revenue Sharing Lots	\$ <u>660,443.59</u>
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**EXPENDITURES:**

Original Land Acquisition Costs	\$ 982,183.03
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#31394300 584072 Patriot Centre Wetland Mitigation	\$ 23,076.27
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#31394300 584042 Patriot Centre Road	\$ 503,119.17
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#31302400 424420 VDOT Industrial Road Grants	\$ (187,810.89)
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#31343760 Maintenance Patriot Centre Property	\$ 46,459.06
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#31394300 584043 Patriot Centre Improvements	\$ 387,768.46
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Fund #34 Economic Development Opportunity Fund	\$ 22,188.38
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Fund #35 Industrial Park Fund	\$ 8,793.67
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Fund #45 Henry County Industrial Authority Fund	\$ 2,571,977.44
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Total City Share of Revenue Sharing Expenses	\$ <u>4,357,754.59</u>
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Net Unrecovered City Share of Revenue Sharing Costs	\$ <u><u>3,697,311.00</u></u>
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**COUNTY OF HENRY  
CITY OF MARTINSVILLE CUMULATIVE REVENUE SHARING STATUS  
PATRIOT CENTRE INDUSTRIAL PARK  
AS OF JUNE 30, 2013**

<b>CITY SHARE</b>
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**REVENUES:**

City Share of Revenue Related to Revenue Sharing Lots	\$ <u>310,320.75</u>
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**EXPENDITURES:**

Original Land Acquisition Costs	\$ 982,183.03
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#31394300 584072 Patriot Centre Wetland Mitigation	\$ 23,076.27
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#31394300 584042 Patriot Centre Road	\$ 503,119.17
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#31302400 424420 VDOT Industrial Road Grants	\$ (187,810.89)
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#31343760 Maintenance Patriot Centre Property	\$ 46,459.06
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#31394300 584043 Patriot Centre Improvements	\$ 387,768.46
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Fund #34 Economic Development Opportunity Fund	\$ 22,188.38
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Fund #35 Industrial Park Fund	\$ 8,793.67
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Fund #45 Henry County Industrial Authority Fund	\$ 1,370,252.28
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Total City Share of Revenue Sharing Expenses	<u>\$ 3,156,029.43</u>
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Net Unrecovered City Share of Revenue Sharing Costs	<u><u>\$ 2,845,708.68</u></u>
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