

**Work Session Agenda
Staunton City Council
Caucus Room
June 23, 2022
6:00 p.m.**

- | | | |
|------------------|-----------|--|
| 6:00 p.m. | 1. | Consideration of Work Session and Regular Meeting Agendas |
| 6:05 p.m. | 2. | Discussion of a Council Procedure to Notice Public Meetings of Boards and Commissions where Three or More Councilmembers Plan to Attend |
| 6:15 p.m. | 3. | Discussion of a Council Procedure to Respond to Citizen Requests for Information During Matters from the Public |
| 6:30 p.m. | 4. | Roll Call |
| 6:35 p.m. | 5. | Closed Meeting for Interim City Manager Evaluation |
| 7:15 p.m. | | Break |

**Regular Meeting Agenda
Staunton City Council
Rita S. Wilson Council Chambers
June 23, 2022
7:30 p.m.**

Call to Order

Pledge of Allegiance

Invocation/Moment of Silence—Claffey

Mayor's Report

Additional Items by Members of Council

Approval of Minutes

Special Meeting of June 7, 2022

Work Session and Regular Meeting of June 9, 2022

REGULAR MEETING

- A. Public Hearing and Consideration of Stadium License Agreement Between the City and Mary Baldwin University***
- B. Public Hearing and Consideration of Ordinance to Grant an Easement for Fiber Optic Telecommunications Infrastructure on City-Owned Property in Augusta County***
- C. Update on the Centralized Recycling Center Pilot Program**
- D. Presentation by Valley Community Services Board**
- E. Discussion and Consideration of the Staunton Crossing Marketing Plan Strategy**
- F. Consideration of Revised Shenandoah Valley Animal Services Center Memorandum of Understanding**

Matters from the Interim City Manager

Matters from the Public*

Adjournment

***Public Participation**

For instructions on how to participate in a Public Hearing and Matters from the Public portions of the City Council meeting visit www.staunton.va.us/council.

Per **Council Procedure Memorandum No. 5, Grant Applications**, grants that do not require City funds or property to be contributed as a matching share do not require City Council approval. However, Council's procedure requires that the City Manager report all such grants to Council no later than the second meeting of City Council following their approval and submittal by the City Manager. Recently approved and submitted grants include:

Blue Ridge Court Services: The Supreme Court of Virginia is accepting applications for the FY 2023 Drug Court Grant Application for continued funding. This grant provides the funding for our Staunton, Augusta, Waynesboro Drug Court Program. The mission of the Staunton, Augusta and Waynesboro Drug Court Program is to reduce recidivism and drug use within the community by implementing a court-based program that includes supervision, evaluation, treatment, and monitoring for its participants with the goal of promoting a safe and healthy community. This program targets individuals who have been involved in criminal activity arising from their addiction to alcohol or illegal substances.

Grant Amount: \$110,000

This grant requires a 25% match. Match funds from Blue Ridge Court Services are derived from client participant fees: (\$100,000 X 25% = \$25,000). Match funds from Valley Community Services Board are derived from participant fees: (\$10,000 X 25% = \$2,500).

Application Due Date: June 25, 2022

CITY COUNCIL



AGENDA BRIEFING

Staunton, Virginia

Meeting Date:	June 23, 2022	City Council
Item #	1	
Department:	City Council	
Alignment with Staunton Plan (Value/Strategic Area):	Values: Integrity Engagement	
Subject:	Work Session and Regular Meeting Agendas	

Background: Consistent with Procedural Memorandum No. 3, attached are draft meeting agendas for City Council's consideration and for approval as Council prefers.

Suggested Motion: I move to approve the Work Session agenda and the Regular Meeting agenda [as presented] [with the following changes: as to the Work Session, the addition/deletion of _____; as to the Regular Meeting, the addition/deletion of _____].

Interim City Manager: Leslie Beauregard

**Work Session Agenda
Staunton City Council
Caucus Room
June 23, 2022
6:00 p.m.**

- | | | |
|------------------|-----------|--|
| 6:00 p.m. | 1. | Consideration of Work Session and Regular Meeting Agendas |
| 6:05 p.m. | 2. | Discussion of a Council Procedure to Notice Public Meetings of Boards and Commissions where Three or More Councilmembers Plan to Attend |
| 6:15 p.m. | 3. | Discussion of a Council Procedure to Respond to Citizen Requests for Information During Matters from the Public |
| 6:30 p.m. | 4. | Roll Call |
| 6:35 p.m. | 5. | Closed Meeting for Interim City Manager Evaluation |
| 7:15 p.m. | | Break |

**Regular Meeting Agenda
Staunton City Council
Rita S. Wilson Council Chambers
June 23, 2022
7:30 p.m.**

Call to Order

Pledge of Allegiance

Invocation/Moment of Silence—Claffey

Mayor's Report

Additional Items by Members of Council

Approval of Minutes

Special Meeting of June 7, 2022

Work Session and Regular Meeting of June 9, 2022

REGULAR MEETING

- A. Public Hearing and Consideration of Stadium License Agreement Between the City and Mary Baldwin University***
- B. Public Hearing and Consideration of Ordinance to Grant an Easement for Fiber Optic Telecommunications Infrastructure on City-Owned Property in Augusta County***
- C. Update on the Centralized Recycling Center Pilot Program**
- D. Presentation by Valley Community Services Board**
- E. Discussion and Consideration of the Staunton Crossing Marketing Plan Strategy**
- F. Consideration of Revised Shenandoah Valley Animal Services Center Memorandum of Understanding**

Matters from the Interim City Manager

Matters from the Public*

Adjournment

***Public Participation**

For instructions on how to participate in a Public Hearing and Matters from the Public portions of the City Council meeting visit www.staunton.va.us/council.

Per **Council Procedure Memorandum No. 5, Grant Applications**, grants that do not require City funds or property to be contributed as a matching share do not require City Council approval. However, Council's procedure requires that the City Manager report all such grants to Council no later than the second meeting of City Council following their approval and submittal by the City Manager. Recently approved and submitted grants include:

Blue Ridge Court Services: The Supreme Court of Virginia is accepting applications for the FY 2023 Drug Court Grant Application for continued funding. This grant provides the funding for our Staunton, Augusta, Waynesboro Drug Court Program. The mission of the Staunton, Augusta and Waynesboro Drug Court Program is to reduce recidivism and drug use within the community by implementing a court-based program that includes supervision, evaluation, treatment, and monitoring for its participants with the goal of promoting a safe and healthy community. This program targets individuals who have been involved in criminal activity arising from their addiction to alcohol or illegal substances.

Grant Amount: \$110,000

This grant requires a 25% match. Match funds from Blue Ridge Court Services are derived from client participant fees: (\$100,000 X 25% = \$25,000). Match funds from Valley Community Services Board are derived from participant fees: (\$10,000 X 25% = \$2,500).

Application Due Date: June 25, 2022

CITY COUNCIL



AGENDA BRIEFING

Staunton, VA

Meeting Date:	June 23, 2022	Councilmember Brenda Mead
Item #	2	
Department:	City Manager’s Office	
Alignment with Staunton Plan (Value/Strategic Area):	Value: Inclusion Strategic Area: Responsive, Efficient Government	
Subject:	Discussion of a Council Procedure to Notice Public Meetings of Boards and Commissions where Three or More Councilmembers Plan to Attend	

Background: Councilmember Brenda Mead has requested that City Council have a discussion about a Council procedure to provide public notice of meetings where three or more Councilmembers plan to attend. This proposed amendment would permit more than two Councilmembers to attend a School Board or other public meeting without violating the Freedom of Information Act.

Attachment: Not applicable.

Interim City Manager's Recommendation: Not applicable.

Suggested Motion: Not applicable.

Interim City Manager: Leslie Beauregard

CITY COUNCIL



AGENDA BRIEFING

Staunton, VA

Meeting Date:	June 23, 2022	Councilmember Brenda Mead
Item #	3	
Department:	City Council	
Alignment with Staunton Plan (Value/Strategic Area):	Strategic Area: Responsive, Efficient Government	
Subject:	Discussion of a Council Procedure to Respond to Citizen Requests for Information During Matters from the Public	

Background: Councilmember Brenda Mead has requested that City Council have a discussion about a Council procedure to respond to citizen requests for information during Matters from the Public.

Attachment: Not applicable.

Interim City Manager's Recommendation: Not applicable.

Suggested Motion: Not applicable.

Interim City Manager: Leslie Beauregard

CITY COUNCIL



AGENDA BRIEFING

Staunton, VA

Meeting Date:	June 23, 2022	City Attorney John Blair City Council
Item #	5	
Department:	City Council City Manager’s Office	
Alignment with Staunton Plan (Value/Strategic Area):	Value: Excellence Strategic Area: Responsive, Efficient Government	
Subject:	Closed Meeting for Interim City Manager Evaluation	

Suggested Motion:

- **Before the closed meeting:** I move to enter a closed meeting pursuant to Virginia Code Section 2.2-3711(A)(1) to discuss and evaluate the performance of the City of Staunton's Interim City Manager.

Second. Discussion. Vote – Clerk of Council to poll members of Council.

After the closed meeting: I move that Council reconvene in an open meeting and certify to the best of each member's knowledge that only lawfully exempted public business matters were discussed and that only public business matters as identified in the closed meeting motion were heard, discussed or considered in the meeting.

SPECIAL MEETING OF STAUNTON CITY COUNCIL
Caucus Room
Tuesday, June 7, 2022
6:00 p.m.

PRESENT: Mayor Andrea Oakes
 Vice Mayor Mark Robertson
 Stephen W. Claffey
 Amy G. Darby
 Carolyn W. Dull (remote participant)
 R. Terry Holmes
 Brenda O. Mead

ABSENT: Leslie Beauregard, Interim City Manager

ALSO PRESENT: John Blair, City Attorney / Acting City Manager
 Kiley Kesecker, Clerk of Council

Mayor Oakes called the meeting to order: Mayor Oakes called the meeting of Staunton City Council to order.

Mayor Oakes stated, “On June 5, 2022, I received a request from Councilor Dull to participate remotely in the June 7, 2022 Staunton City Council special called meeting due to a temporary medical condition that prevents her physical attendance at the meeting. I will now entertain a motion to allow Councilor Dull’s remote participation in this meeting pursuant to Staunton City Council Procedural Memorandum Number Three.”

Ms. Mead said, “Pursuant to Staunton City Council Procedural Memorandum Number Three, I move to allow Councilor Dull to remotely participate in the June 7, 2022, Staunton City Council special called meeting due to a temporary medical condition.”

The motion was seconded by Mr. Claffey and carried as follows:

Ms. Darby	aye	Mr. Claffey	aye
Ms. Mead	aye	Vice Mayor Robertson	absent
Mr. Holmes	absent	Mayor Oakes	aye

Mayor Oakes asked Councilor Dull to state the location from which she was participating. Ms. Dull responded that she was at 1003 East Beverley Street. Mayor Oakes asked Council and the audience if they could hear Councilor Dull. The response was affirmative.

Mr. Holmes arrived at 6:04 p.m.

2. **Closed Meeting for Consultation with Legal Counsel Concerning Contractual, Litigation, and Negotiation Matters Related to Staunton Circuit Court Case CL21-500 and Virginia Code Section 2.2-3711 (A)(7) to Consult with Legal Counsel Pertaining to Actual Litigation in the Matter of Staunton Circuit Court Case CL21-500.**

Ms. Mead moved to enter a closed meeting pursuant to Virginia Code Section 2.2-3711(A)(8) for consultation with legal counsel concerning contractual, litigation, and negotiation matters related to Staunton Circuit Court case CL21-500 and Virginia Code Section 2.2-3711 (A)(7) to consult with legal counsel pertaining to actual litigation in the matter of Staunton Circuit Court case CL21-500.

The motion was seconded by Mr. Holmes and carried as follows:

Vice Mayor Robertson	absent	Ms. Dull	aye
Ms. Mead	aye	Ms. Darby	aye
Mr. Holmes	aye	Mayor Oakes	aye
Mr. Claffey	aye		

Vice Mayor Robertson arrived during the closed session.

Mr. Claffey moved that Council reconvene in an open meeting and certify to the best of each member's knowledge that only lawfully exempted public business matters were discussed and that only public business matters as identified in the closed meeting motion were heard, discussed or considered in the meeting.

The motion was seconded by Mr. Holmes and carried as follows:

Mr. Claffey	aye	Vice Mayor Robertson	aye
Ms. Dull	aye	Mr. Holmes	aye
Ms. Darby	aye	Ms. Mead	aye
Mayor Oakes	aye		

The meeting adjourned at 8:33 p.m.

Kiley A. Kesecker
Clerk of Council

City Council
WORK SESSION
June 9, 2022
4:30 p.m.

Council Members Present: Mayor Oakes, Vice Mayor Robertson and councilmembers Claffey, Darby, Holmes and Mead. Councilmember Dull participated remotely.

1. Annual visit to Betsy Bell

Mayor Oakes called the meeting to order: Mayor Oakes called the meeting of Staunton City Council to order.

Mayor Oakes stated, “On June 8, 2022, I received a request from Councilor Dull to participate remotely in the June 9, 2022 Staunton City Council meeting due to a temporary medical condition that prevents her physical attendance at the meeting. I will now entertain a motion to allow Councilor Dull’s remote participation in this meeting pursuant to Staunton City Council Procedural Memorandum Number Three.”

Ms. Mead stated, “Pursuant to Staunton City Council Procedural Memorandum Number Three, I move to allow Councilor Dull to remotely participate in the June 9, 2022 Staunton City Council meeting due to a temporary medical condition.”

The motion was seconded by Mr. Holmes and carried as follows:

Vice Mayor Robertson	aye	Ms. Mead	aye
Mr. Holmes	aye	Mr. Claffey	aye
Mayor Oakes	aye	Ms. Darby	aye

Mayor Oakes asked Ms. Dull to state the location from which she was participating. Ms. Dull responded that she was at 1003 East Beverley Street. Mayor Oakes asked Council and the audience if they could hear Ms. Dull. The response was affirmative.

2. Consideration of Work Session and Regular Meeting Agendas

Consistent with Procedural Memorandum No. 3, the agendas were presented for Council consideration.

Ms. Mead moved to amend the work session agenda to remove item 4.

The amendment was seconded by Mr. Holmes and carried as follows:

Mr. Holmes	aye	Mayor Oakes	aye
Mr. Claffey	aye	Vice Mayor Robertson	aye
Ms. Dull	aye	Ms. Mead	aye
Ms. Darby	aye		

Vice Mayor Robertson moved to approve the work session and regular meeting agendas as amended.

The motion was seconded by Ms. Darby and carried as follows:

Mr. Holmes	aye	Mayor Oakes	aye
Mr. Claffey	aye	Vice Mayor Robertson	aye
Ms. Dull	aye	Ms. Mead	aye
Ms. Darby	aye		

3. Update on City Manager Search Process

Anne Lewis of Baker Tilly Public Sector Executive Recruiting provided an update to City Council on the process for the recruitment of a city manager. It was decided by Council to move forward immediately with the recruitment process, and they instructed staff and Ms. Lewis to do so.

The work session adjourned at 6:26 p.m.

Kiley A. Kesecker
Clerk of Council

REGULAR MEETING OF STAUNTON CITY COUNCIL**Thursday, June 9, 2022****7:30 p.m.****Rita S. Wilson Council Chambers**

PRESENT: Mayor Andrea Oakes
Vice Mayor Mark Robertson
Stephen W. Claffey
Amy G. Darby
Carolyn W. Dull (remote participant)
R. Terry Holmes
Brenda O. Mead

ABSENT: Leslie Beauregard, Interim City Manager

ALSO PRESENT: John Blair, City Attorney / Acting City Manager
Kiley Kesecker, Clerk of Council

Mayor Oakes called the meeting to order: Mayor Oakes called this meeting of Staunton City Council to order.

The Pledge of Allegiance was recited in unison.

The invocation/moment of silence was given by Vice Mayor Robertson.

MAYOR'S REPORT

**City of Staunton, Virginia
Proclamation
Juneteenth
June 19**

WHEREAS, it is well documented that Africans were enslaved and forcibly brought to a land that would later become the United States beginning in the early 1600s and continuing for over 200 years becoming the main cause of the Civil War; and

WHEREAS, although President Abraham Lincoln's Emancipation Proclamation was issued on January 1, 1863, in Texas, many slaveholders continued to enslave Black people after the announcement; and

WHEREAS, on June 19, 1865, Union soldiers, led by Major General Gordon Granger, arrived in Galveston, Texas, with news that the Civil War had ended; and

WHEREAS, African Americans who had been enslaved, celebrated June 19 – also known as Emancipation Day, Freedom Day, Jubilee Day, Juneteenth Independence Day and Black Independence Day – as a symbolic date representing African American freedom; and

WHEREAS, Juneteenth also serves as a reminder of the work yet to come that will be necessary in order to ensure a more equitable world for future generations; and

WHEREAS, Juneteenth has been celebrated by Texans since 1866, it became a Virginia state and federal holiday in 2021; and

WHEREAS, the Shenandoah Valley Juneteenth Celebration Committee began hosting an annual celebration of Juneteenth in Staunton, Virginia in 2017; and

WHEREAS, Staunton City Council recognizes that the observance of the end of American slavery is a part of the history and heritage of the United States and acknowledges the significance of Juneteenth as a federal, state and citywide day of celebration.

NOW, THEREFORE, BE IT PROCLAIMED by Staunton City Council that June 19, 2022, is hereby recognized as **Juneteenth** in the City of Staunton, and Council encourages all residents to join together in celebration and solidarity, and urges all residents to actively raise their own awareness of the significance of this celebration in African American History and in the heritage of our nation and City.

Adopted this 9th day of June, 2022.

/S/ Andrea W. Oakes, Mayor

George Hunter, co-coordinator and events director of the Shenandoah Valley Juneteenth Celebration was present to receive the proclamation and shared some words on freedom, humanity and equality.

City of Staunton, Virginia

Proclamation

LGBTQ+ Pride Month & The Shenandoah LGBTQ Center

WHEREAS, our nation was founded on the principle of equal rights for all people, but the fulfillment of this promise has been long in coming for many Americans; and

WHEREAS, the historical riot at Stonewall in New York City on June 28, 1969 is recognized as the beginning of the modern-day LGBTQ+ civil rights movement and, as a result, for more than 50 years, June has been celebrated as LGBTQ+ Pride Month nationwide; and

WHEREAS, everyone should be able to live without fear of prejudice, discrimination, violence, and hatred based on race, ethnicity, religion, class, gender identity, sexual orientation, age, mental or physical disability and to be supported by their peers, educators, and community leaders; and

WHEREAS, the fabric of our community is strengthened when we center the values of equity, inclusion, justice, diversity, acceptance and kindness, not only during this month of remembrance, patronage and recognition, but throughout the year and beyond; and

WHEREAS, Staunton has a diverse LGBTQ+ community and is committed to uplifting the

voices and dignity for all people in the community; and

WHEREAS, the Shenandoah LGBTQ Center of Staunton, Virginia was established in July 2018, by Christopher Wood to address the unique challenges faced by the rural LGBTQ+ community and is a community-based organization that strengthens this community through advocacy, education, programs and safe spaces; and

WHEREAS, the Center has served countless members of the community since its inception, and continues to offer programs and support for individuals of any age, through all phases of their journey as LGBTQ+ people; and

WHEREAS, consistent with the efforts of the Center, the City of Staunton strives to be a community where everyone is celebrated for our differences, rather than limited by what might divide us.

NOW, THEREFORE, BE IT PROCLAIMED by Staunton City Council that the entire month of June 2022, is hereby designated as **LGBTQ+ Pride Month** in the City of Staunton, and Council honors The Shenandoah LGBTQ Center and its work to serve the LGBTQ+ community, encourages the citizens of Staunton to celebrate their diverse community, and joins our LGBTQ+ community in celebrating the resiliency of LGBTQ+ people of all ages.

Adopted this 9th day of June, 2022.

/S/ Andrea W. Oakes, Mayor

AnhThu Nguyen, Director of the Shenandoah LGBTQ Center was present to receive the proclamation and shared some words on Pride Month and the efforts of the Shenandoah LGBTQ Center. Mayor Oakes added that Ms. Nguyen is a member of the newly formed Equity and Diversity Commission.

Mayor Oakes noted that it was the birthday of the Clerk of Council Kiley Kesecker.

ADDITIONAL ITEMS BY MEMBERS OF COUNCIL

Vice Mayor Robertson described what he thought constitutes democracy at its best.

APPROVAL OF MINUTES

Ms. Mead moved to approve the special called meeting minutes of May 23, 2022 as presented.

The motion was seconded by Vice Mayor Robertson and carried as follows:

Mayor Oakes	aye	Ms. Dull	aye
Ms. Mead	aye	Ms. Darby	aye
Mr. Holmes	aye	Mr. Claffey	abstain
Vice Mayor Robertson	aye		

Ms. Mead moved to approve the work session and regular meeting minutes of May 26, 2022 as presented.

The motion was seconded by Ms. Darby and carried as follows:

Ms. Dull	aye	Ms. Mead	aye
Ms. Darby	aye	Mr. Holmes	abstain
Mayor Oakes	aye	Mr. Claffey	abstain
Vice Mayor Robertson	aye		

REGULAR MEETING

A. Consideration of Ordinance to Amend the FY2022 Budget Ordinance for the City of Staunton by Adding Budget Amendment Number Four

Interim Chief Financial Officer Jessie Moyers reviewed the fourth budget amendment for fiscal year 2022. She stated that the total budget amendment equals \$2,775,299.

City Budget Amendment—\$2,699,160

1. General Fund amendment of \$61,186 includes the following:
 - \$20,378 law enforcement grants for US Marshalls task force operations and selective enforcement.
 - 25,349 for Firehouse Subs grant for computer equipment within the Staunton police department
 - \$6,890 for insurance recoveries.
 - \$8,569 for donations supporting parks and recreation, the library, and horticulture.
2. CIP Fund appropriation of \$2,000,000 for appropriations of emergency radio project via American Rescue Plan Act proceeds.
3. Community Development Fund appropriation of \$100,000 to appropriate the Arcadia Project grant.
4. Grant Fund appropriation of \$5,474 for Local Law Enforcement block grants.
5. Water Fund appropriation of \$368,000 for Virginia Community Ready Sites Program grants to support enhanced water system design work for the eastern sector of the City to Staunton Crossing.
6. Sewer Fund appropriation of \$164,500 for Virginia Community Ready Sites Program grants to support enhanced waste water system design work for the eastern sector of the City to Staunton Crossing.

School Budget Amendment—\$76,140

1. The Education Fund 900 amendment totaling \$64,868 includes the following:
 - \$24,405 for appropriations for the Thacker Fund at Bessie Weller, band instrument replacements and equity fund support.

- \$3,800 VRSA grant award
- \$26,326 to appropriate the McKinney-Vento ARP Homeless grant award
- \$10,337 for insurance recoveries

2. The Cafeteria Fund 930 appropriates a total \$11,272 – \$8,209 in donations to support school cafeteria operations and \$3,063 in Federal Funds to support EBT administration costs.

Vice Mayor Robertson moved to adopt an ordinance amending the fiscal year 2022 budget by adding Budget Amendment Number Four, totaling \$2,775,299, as presented.

The motion was seconded by Ms. Darby and carried as follows:

Ms. Darby	aye	Mr. Holmes	aye
Mayor Oakes	aye	Mr. Claffey	aye
Vice Mayor Robertson	aye	Ms. Dull	aye
Ms. Mead	aye		

(ATTACHMENT A)

B. Public Hearing and Consideration of a Request by the City of Staunton for a Special Use Permit at Gypsy Hill Park, 600 Churchville Avenue, Under the Provisions of Section 18.30.030(1), for the Purpose of Constructing a New Bathroom Facility

Senior Planner Rodney Rhodes stated that the City of Staunton Parks and Recreation Department has requested a Special Use Permit to demolish, relocate and build a new bathroom building at Gypsy Hill Park, 600 Churchville Avenue. Gypsy Hill Park was established by an act of City Council in 1889. The park contains approximately 136 acres and is located at the intersection of Churchville Avenue and Thornrose Avenue. The project's scope of work includes renovation of the bathrooms located adjacent to the park pool and the Kiwanis ball-fields, demolition of the bathrooms at the north end and construction of new bathrooms adjacent to the picnic pavilion near the north entrance.

Mayor Oakes stated the following:

"In a moment, I will open up the Public Hearing. It is a time that Council sets aside to hear from citizens and others about a specific topic.

We ask that you please give your name, your address, and then keep your remarks at 5 minutes or less. When you reach the 5-minute time limit, I will let you know that your time limit has expired.

For our Zoom participants, please raise your hand now if you wish to speak on this particular Public Hearing. If you raise your hand during this Public Hearing, you will also be able to raise your hand during this Council meeting for other Public Hearings and Matters of the Public. Please keep your comments to five minutes as well.

Once everyone who wishes to speak has had an opportunity, I will then close the Public Hearing.

I will now open the Public Hearing so if you wish to speak, please approach the podium. We will alternate between individuals physically present and those that have their hands raised via the Zoom platform.”

The public hearing was opened.

With there being no one wishing to speak, the public hearing was closed.

Mr. Holmes moved that Council approve the Special Use Permit as recommended by the Planning Commission.

The motion was seconded by Vice Mayor Robertson and carried as follows:

Mayor Oakes	aye	Ms. Dull	aye
Ms. Mead	aye	Ms. Darby	aye
Mr. Holmes	aye	Mr. Claffey	aye
Vice Mayor Robertson	aye		

C. Public Hearing and Consideration of Amendments to Various Sections of Title 18, Zoning, of the Staunton City Code Including: Chapter 18.83, Entrance Corridor Overlay District, Chapter 18.140, Signs Billboards and Advertising Structures, Chapter 18.175 Landscaping and Screening, Chapter 18.10, Definitions, as well as the Entrance Corridor Overlay District Guidelines to Provide Specific Requirements for Automobile Sales Lots

Senior Planner Rodney Rhodes stated that at its meeting of March 10, 2022, City Council considered an appeal by McDonough Toyota of a Planning Commission decision to not allow the McDonough Toyota entrance portal to be internally illuminated. City Council delayed action on the request until June and directed staff to prepare amendments to the Zoning Code to allow more flexibility for auto sales lots regarding the internal illumination of entrance portals which have become a very common architectural element for these types of businesses. Furthermore, City Council directed staff to draft additional text amendments to address lighting, landscape and parking requirements for automobile sales lots. There are 15 businesses in the Entrance Corridors that have a license (City and DMV) to sell vehicles. All of them would be subject to the zoning text amendments.

He also stated that at its May 19, 2022 meeting, the Planning Commission conducted a public hearing on the zoning text amendments. In advance of the public hearing, emails were received from 22 people noting their opposition to the amendments. During the public hearing six people spoke in opposition to the request. On a 5-0 vote, the Commission unanimously voted to not recommend approval of the amendments, noting that the amendments would not serve the interests of public necessity, convenience, general welfare or be good zoning practice. The commissioners stated that the zoning text amendments:

1. Should be addressed in accordance with the City’s Comprehensive Plan which lays out the City’s goals, vision and objectives moving forward;

- 283
284 2. Should not be considered separate from the ongoing Entrance Corridor Overlay District
285 Design Guidelines update; and
286
287 3. Should not be carved-out for one industry. (It was noted that none of the other 14 auto
288 dealerships in the Entrance Corridor Overlay had raised concerns about lighting of signs.)
289
290

291 Mr. Holmes asked if just the lighting amendments were approved, could the lights be turned off
292 when the dealerships close. Mr. Blair stated that yes, Council does have the authority to establish
293 a time limit for illumination of signs.
294

295 Mayor Oakes stated the following:
296

297 "I will now open the Public Hearing so if you wish to speak, please approach the podium. We will
298 alternate between individuals physically present and those that have their hands raised via the
299 Zoom platform."
300

301 The public hearing was opened.
302

303 Ciny Connors, 106A Skyline Avenue, stated opposition to the ordinance, resolution and
304 amendments.
305

306 Ingrid Blanton, 217 North Madison Street, stated opposition to the ordinance, resolution and
307 amendments.
308

309 Mary Miller, no address given, stated that the people of Staunton want to see the night sky.
310

311 Linda Sallash, 1908 Spring Hill Road, stated opposition to the ordinance, resolution and
312 amendments.
313

314 Yvonne Wilson, 2017 First Street, expressed support of the ordinance, resolution and amendments.
315

316 David Verde, 125 College Circle, stated opposition to the ordinance, resolution and amendments.
317

318 John Wilson, 701 Gypsy Avenue, expressed support of the ordinance, resolution and amendments.
319 He also stated that the additional lighting is an important security measure for dealerships.
320

321 Gretchen Bishop, 220 Institute Street, stated opposition to the ordinance, resolution and
322 amendments.
323

324 Mark Brooks, an employee of McDonough Toyota, stated some information about the portal and
325 that it is more subtle than many people think it is.
326

327 Sara Hollberg, 24 Church Street, stated opposition to the ordinance, resolution and amendments.
328

Dave Metz, 15 North Augusta Street, stated opposition to the ordinance, resolution and amendments.

Albino Fossa, 401 Bowling Street, stated opposition to the ordinance, resolution and amendments.

With there being no one else wishing to speak, the public hearing was closed.

Ms. Mead moved that Council **deny the ordinance**, resolution and amendments as recommended by the Planning Commission.

The motion was seconded by Ms. Dull and failed as follows:

Mayor Oakes	no	Ms. Dull	aye
Ms. Mead	aye	Ms. Darby	no
Mr. Claffey	no	Mr. Holmes	aye
Vice Mayor Robertson	no		

Mr. Claffey moved that Council **adopt the ordinance**, resolution and approve the amendments as drafted by staff.

The motion was seconded by Ms. Darby.

Ms. Mead stated that Staunton could be a leader in promoting dark skies initiatives and asking the Newtown Neighborhood Association to continue making presentations on community friendly lighting programs would be hypocritical if the proposed amendments were approved. She also stated that allowing all dealerships to build portals, increase lighting and reduce landscaping would not be good for the city, specifically the West End, and would have a lasting negative impact. Vice Mayor Robertson disagreed.

Mr. Holmes again asked if a time limit could be placed on when signage portals could be illuminated and suggested 9:00 p.m. Mr. Blair stated that that would be up to Council.

Vice mayor Robertson stated that the illuminated McDonough Toyota portal was not nearly as bright as it was being made out to be, and he thought the recommendation from the Planning Commission was incorrect.

Mr. Claffey stated that businesses were hesitant to move to Staunton because of its tendency to say “no” to developers, and that approving the proposed amendments would send a more business-friendly message.

Ms. Darby stated that the McDonough Portal is pleasing to the eye when illuminated and other localities in Virginia have dealerships with the same types of signage. She also stated that dealerships are good contributors to the City’s economy and are good community partners.

Mr. Holmes asked Mr. McDonough if he would have an issue with turning the sign off at a certain time at night. Discussion ensued and 10 pm was decided on as the proposed shutoff time. Mr. Blair

stated that the ordinance could be amended to add a sentence stating that automobile sales lot entrance portals shall not be lit between the hours of 10 p.m. and 8 a.m. and asked Mr. Rhodes if such a measure could be enforced. Mr. Rhodes replied in the affirmative and added that they handle violations on a complaint business.

Vice Mayor Robertson moved to amend the motion by adding a sentence to the ordinance that would prohibit the illumination of automobile sales lot entrance portals between the hours of 10 p.m. and 8 a.m.

The amendment was seconded by Mr. Holmes.

Ms. Mead stated that at the Planning Commission meeting, Frank Strassler closed his remarks by stating if business is friendly to the entire community and to the entire community's wishes, that's good for business. If it's business versus the community, that can't be good for business.

The amendment carried as follows:

Ms. Dull	no	Mayor Oakes	aye
Ms. Mead	no	Ms. Darby	aye
Mr. Holmes	aye	Mr. Claffey	aye
Vice Mayor Robertson	aye		

Ms. Dull stated that the only message being sent was that business is more important than the people.

The amended motion carried as follows:

Ms. Dull	no	Mayor Oakes	aye
Ms. Mead	no	Ms. Darby	aye
Mr. Holmes	aye	Mr. Claffey	aye
Vice Mayor Robertson	aye		

McDonough Toyota: Consideration of an Appeal of Decision of Planning Commission Under Staunton City Code § 18.83.070(1) of Chapter 18.83, Entrance Corridor Overlay District, Specifically Regarding the Internal Illumination of a Stand-Alone Entrance Portal as a Sign

Ms. Darby moved to overturn the decision of the Planning Commission and grant McDonough Toyota's appeal and permit the internal illumination of the cabinet portal sign, to the greatest extent possible within the limitations of SCC 18.140.040(4)(c).

The motion was seconded by Vice Mayor Robertson and carried as follows:

Mr. Claffey	aye	Vice Mayor Robertson	aye
Ms. Dull	no	Ms. Mead	no
Ms. Darby	aye	Mr. Holmes	aye
Mayor Oakes	aye		

Ordinance No. 2022-____

**AN ORDINANCE AMENDING CHAPTERS
18.10, DEFINITIONS, 18.140, SIGNS, BILLBOARDS, AND OTHER
ADVERTISING STRUCTURES,
18.175, LANDSCAPING AND SCREENING, and
18.83, ENTRANCE CORRIDOR OVERLAY DISTRICT,
OF TITLE 18, ZONING, OF THE STAUNTON CITY CODE
TO PROVIDE SPECIFIC REQUIREMENTS FOR AUTOMOBILE SALES LOTS**

Recitals

- A. Staunton City Council has determined that the Zoning Code contains certain requirements that are burdensome to automobile sales lots and has directed staff to prepare amendments to provide relief;
- B. In an effort to achieve this goal, staff has reviewed the Zoning Code and has identified certain chapters for potential change;
- C. The drafted amendment would provide specific requirements related to signs, lighting, landscaping, and parking for automobile sales lots;
- D. The Planning Commission of the City of Staunton, after study and review, has properly heard the matter;
- E. This matter has been properly advertised, heard, and considered; and
- F. These recitals are an integral part of this ordinance.

NOW, THEREFORE, BE IT ORDAINED by the Council of the City of Staunton, Virginia, that Chapters 18.10, Definitions, 18.140, Signs, Billboards, and Other Advertising Structures, 18.175, Landscaping and Screening, and 18.83, Entrance Corridor Overlay District, of Title 18, Zoning, of the Staunton City Code, are **HEREBY AMENDED, RESTATED, AND REORDAINED** as follows:

18.10 Definitions

“Parking area” means an open, occupied space used or required for use for parking of automobiles or other private vehicles exclusively and in which no gas or automobile accessories are sold, no other business is conducted, and no fees are charged. For Automobile sales lot uses permitted under 18.60.020, the area used to display automobiles for sale shall not be considered part of a parking area.

“Parking lot” means an off-street facility, including parking spaces, along with adequate provision for drives and aisles for maneuvering and giving access, and for entrance and exit, all laid out in a way to be usable for parking. For Automobile sales lots uses permitted under 18.60.020, the area used to display automobiles for sale shall not be considered part of a parking lot.

“Parking space” means an off-street space available for parking of one motor vehicle and having an area of not less than nine feet wide and 18 feet long exclusive of passageways and driveways appurtenant thereto, and having direct access to a street or alley. For Automobile sales lot uses

permitted under 18.60.020, the area used to display automobiles for sale shall not be considered as parking spaces.

“Portal” means an architectural structure providing a large and imposing entrance to a building.

18.175 Landscape and Screening

18.175.070 Exceptions

(1) In lieu of planting new materials, existing trees and vegetation may satisfy landscaping and screening requirements, subject to the agent’s approval. The landscaping plan shall indicate the trees to be saved, limits of clearing, location and type of protective fencing, grade changes requiring tree wells, or walls and trenching. Upon review of the site and/or site plan, the agent, or the reviewing authority, may reduce or suspend any of the requirements of this chapter, if the site presents special circumstances whereby the strict compliance of this chapter will produce an undue hardship or if the spirit of the chapter has been met and deviation has been deemed to be in the best interest of the city.

(2) Automobile Sales Lots permitted under 18.60.020

(a) the area used to display automobiles for sale shall be exempt from the parking lot perimeter planting and street tree planning requirements.

(b) The area used to display automobiles for sale shall not be counted when calculating interior planting requirements.

18.83 Entrance Corridor Overlay District

18.83.030 Applicability

(1)

(2)

(3)

(4)

(5) Exemptions. The following are exempt from the requirements of this chapter:

(a) Automobile Sales Lots Permitted under section 18.60.020, the area used for the display of automobiles for sale shall be exempt from the following:

(i) Alternative surface treatment shall not be required to be provided for parking in excess of the minimum number of spaces required;

(ii) lighting levels at the right-of-way boundary shall not be subject to the 0.5 footcandle limitation. Automobile Sales Lots may have light levels at the right-of-way boundary not to exceed two footcandles; however, lighting at the side and rear property lines shall not exceed 0.5 footcandles;

(iii) Entrance Corridor internal planting requirements.

(b) The construction or alteration of detached single-family dwellings and accessory structures on existing individual lots or parcels within the entrance corridor overlay district, provided the lots or parcels have been created and legally recorded prior to the date of the adoption of this chapter;

(c) Agricultural and forestal buildings where no site plan review is required;

(d) Interior alterations to a building or structure having no effect on exterior appearance of the building or structure;

(e) General Maintenance. Activity where no change in design, material, or color is proposed for any built or planted element on the site;

(f) The construction of ramps and other modifications to serve the handicapped; and

(g) All federal and state government facilities.

18.83 Entrance Corridor Overlay District

18.83.090 Design Standards

(1) ...

(2) ...

(3) ...

(4) ...

(5) ...

(6) ...

(7) Requirements for Signs, Billboards, and Other Advertising Structures. The requirements of Chapter 18.140 SCC, Signs, Billboards and Other Advertising Structures, shall apply with the following exceptions:

(a) Each parcel of property occupied by a building shall be permitted one freestanding sign, which shall not exceed 30 square feet on each face. Automobile service stations shall be permitted an additional twenty square feet on each face to advertise the price of fuel.

(b) Freestanding signs shall be mounted on bases a maximum of three feet high. If the specific location of the sign requires a base of more than three feet to provide adequate visibility, the planning commission may approve a taller base. No freestanding sign shall exceed 15 feet in height from grade.

(c) Freestanding signs for shopping centers shall be allowed 10 square feet of area per business establishment. An additional 25 square feet shall be allowed to identify the shopping center as a whole. If individual businesses located within the shopping center are not included on the

freestanding sign, the sign identifying the shopping center may be 45 feet in area. For the purposes of this chapter, shopping center shall be defined as:

(i) Groups of two or more stores, personal service shops or restaurants connected by party walls, partitions, canopies or similar features; or

(ii) Some or all of the stores, personal service shops or restaurants located in separate buildings designed as a single commercial group sharing common parking areas, vehicular travelways, and walkways designed to encourage customer interchange between the buildings and present the appearance of a continuous commercial area.

(d) If the nearest point of a freestanding sign is located within five feet of the street right-of-way, its location must be approved by the city's director of public works or designee, who will evaluate the location for site line and other traffic safety considerations.

(e) The following sign types shall be permitted in the entrance corridor overlay district:

(i) Externally illuminated signs provided the light source is directed downward;

(ii) Internally illuminated channel letters; and

(iii) Internally illuminated cabinet signs if the background of the cabinet sign is opaque and appears black at night;

(iv) Automobile sales lot entrance portals may be permitted. If the portal is internally illuminated it will be considered as a sign. Entrance portal illumination may not exceed five footcandles measured at any point in front of or to either side of the portal. The entrance portal will be treated as a building mounted sign if any portion of the portal is located within five feet of the building. If all portions of the portal are located more than five feet from the building, the portal shall be treated as a freestanding sign.

(v) Additional types of signs shall be considered.

(f) No wall sign shall project beyond the surface of the building or above the roofline of the building; signs shall be appropriately scaled to the building or portion of the building served and should be coordinated with the architecture.

(g) Inflatable figures and/or signs (still or animated) are not permitted in the entrance corridor overlay district.

(8) Lighting Requirements for Site and Building Exteriors.

(a) Lighting shall be wholly contained within the site.

(b) Light poles shall not exceed 24 feet in height.

(c) Lighting shall be limited to that which is necessary for safety; lighting shall not be used as signage such as up-lighting or down-lighting building elevations, decorative light fixtures, moving or sweeping lights directed towards the sky among other types.

(d) Automobile Sales Lots may have illuminated entrance portals as permitted under section 18.83.090(7)(e)(iv) of this chapter.

18.140 Signs, Billboards, and other Advertising Structures

18.140.020 General Regulations

In any zoning district where signs are permitted, the following general regulations shall apply:

(1) ...

(2) ...

(3) ...

(5) ...

(6) ...

(7) ...

(8) ...

(9) ...

(10) ...

(11) ...

(12) ...

(13) ...

(14) ...

(15) ...

(16) ...

(17) Automobile sales lot entrance portals may be permitted. If the portal is internally illuminated it will be considered as a sign. Entrance portal illumination may not exceed five footcandles measured at any point in front of or to either side of the portal. The entrance portal will be treated as a building mounted sign if any portion of the portal is located within five feet of the building. If all portions of the portal are located more than five feet from the building, the portal shall be treated as a freestanding sign.

(18) A zoning permit is required prior to erecting any permanent sign

In all other respects, the provisions of Title 18, Zoning, of the Staunton City Code remain the same and are hereby restated, confirmed and reordained.

Introduced:

Adopted:

Effective Date:

Andrea W. Oakes, Mayor

ATTEST: _____

Kiley A. Kesecker,
Clerk of Council

**A RESOLUTION
OF THE COUNCIL OF THE CITY OF STAUNTON, VIRGINIA
AMENDING THE ENTRANCE CORRIDOR OVERLAY DISTRICT GUIDELINES
ASSOCIATED WITH AUTOMOBILE SALES LOTS AND ENTRANCE PORTALS**

Recitals

- A. Staunton City Council has determined that the Zoning Code contained certain requirements that are burdensome to automobile sales lots and directed staff to prepare amendments to provide relief;
- B. In an effort to achieve this goal, staff reviewed the Zoning Code and identified certain chapters for potential change;
- C. The amendments drafted by Staff would provide specific requirements related to signs, lighting, landscaping, and parking for automobile sales lots;
- D. The drafted Zoning Code amendments would require changes to the Entrance Corridor Overlay District Guidelines (Guidelines) in order for the Guidelines to conform to the Zoning Code (the amendments are annexed and incorporated by reference as **Exhibit A**);
- E. This matter has been properly advertised, heard, and considered; and
- F. These recitals are an integral part of this resolution.

NOW, THEREFORE, BE IT RESOLVED that the Council of the City of Staunton, Virginia hereby adopts and ratifies the drafted amendments to the Entrance Corridor Overlay District Guidelines.

Introduced:

Adopted:

Effective Date:

Andrea W. Oakes, Mayor

ATTEST: _____
Kiley A. Kesecker, Clerk of Council

MATTERS FROM THE ACTING CITY MANAGER

There were no matters from the Acting City Manager.

MATTERS FROM THE PUBLIC

Mayor Oakes read the following statement:

“This part of City Council's agenda is entitled matters from the public. It is a time that council sets aside to hear from citizens and others about a wide variety of subjects. A copy of the Staunton City Council's ‘Matters from the Public’ rules are available in paper form at the clerk's desk and online at the City of Staunton webpage. You are asked to familiarize yourself with those rules before commenting. Please come to the podium or begin your call, identify yourself and complete your remarks within five minutes.”

Mary Miller, no address given, shared information about the COVID-19 pandemic.

Ingrid Blanton, 217 North Madison Street, expressed concern for the future of Staunton.

Ciny Connors, 106A Skyline Avenue, described her disapproval with the whole process of item C that evening and her concern about the implications it will have on the West End

Yvonne Wilson, 2017 First Street, expressed support of the ordinance, resolution and amendments and urged Council to stop letting one's ideology make the decisions.

Dan Bates, 411 Austin Avenue, shared about the success of Staunton Jams.

ADJOURNMENT

There being no further business to come before Council, the meeting adjourned at 9:19 p.m.

Kiley A. Kesecker
Clerk of Council

CITY COUNCIL



AGENDA BRIEFING

Staunton, Virginia

Meeting Date:	June 23, 2022	John C. Blair, II City Attorney Chris Tuttle Parks and Recreation Director
Item #	A	
Department:	City Attorney	
Alignment with Staunton Plan (Value/Strategic Area):	Value: Engagement	
Subject:	Public Hearing and Consideration of Stadium License Agreement Between the City and Mary Baldwin University	

Background: The City owns and operates John Moxie Memorial Baseball Stadium in Gypsy Hill Park. Mary Baldwin University (MBU) has requested the use of the stadium for the purpose of playing baseball in preparation for and during the collegiate baseball fall and spring seasons. The attached draft license agreement sets forth the terms and conditions for MBU's use of the stadium.

A public hearing is required, as properly noticed in *The News Leader* (Attachment 1). Subsequent to the public hearing, Council may consider the proposed license agreement (Attachment 2).

Attachments:

Attachment 1—Notice of Public Hearing
Attachment 2—Draft License Agreement

Interim City Manager's Recommendation: Authorize the license agreement between the City and Mary Baldwin University for the use of John Moxie Memorial Baseball Stadium as noted in the license agreement and further authorize and direct the City Manager to sign the license agreement with such modifications as in final form as approved by the City Attorney.

Suggested Motion: I move that City Council authorize the license agreement between the City and Mary Baldwin University for the use of John Moxie Memorial Baseball Stadium as noted in the license agreement and further authorize and direct the City Manager to sign the license agreement with such modifications as in final form as approved by the City Attorney.

Interim City Manager: Leslie Beauregard

The News Leader

Classified Ad Receipt (For Info Only - NOT A BILL)

Customer: STAUNTON CITY OF

Ad No.: 0005300949

Address: 116 W BEVERLEY ST
STAUNTON VA 24401
USA

Pymt Method Invoice

Net Amt: \$297.52

Run Times: 1

No. of Affidavits: 1

Run Dates: 06/16/22

Text of Ad:

**NOTICE OF PUBLIC HEARING
REGARDING A NON-EXCLUSIVE LICENSE AGREEMENT
BETWEEN
THE CITY OF STAUNTON
AND
MARY BALDWIN UNIVERSITY**

At the regular meeting of Staunton City Council to be held at **7:30 p.m. on June 23, 2022**, in the Rita S. Wilson Council Chambers, located on the first floor of City Hall, 116 West Beverley Street, Staunton, Virginia, Council will hold a public hearing to consider an ordinance authorizing the City Manager to enter into an agreement with Mary Baldwin University, for the University to use the John Moxie Memorial Baseball Stadium for and during the collegiate baseball season.

Copies of the proposed agreement and ordinance are available for inspection during normal working hours at the office of the Clerk of Council and at the office of the City Manager. It also will be part of the Council's meeting agenda material posted at <https://www.ci.staunton.va.us/agendas-minutes>.

All persons wishing to be heard at the public hearings are invited to attend. The public may also participate in the public hearings by Zoom, or by phone. Specific instructions to participate by Zoom or by phone can be found at: <https://www.ci.staunton.va.us/government/city-council/access-city-council-meetings>. Those interested in listening to the meeting may do so via live stream from the City's website or by listening to the public access television Channel (Comcast Channel 7). The public may also provide comments to City Council by (i) emailing the Clerk of Council at: keseckerka@ci.staunton.va.us, or (ii) calling 540.332.3812. Voice mail messages are acceptable. Hearing impaired persons desiring to participate in the public hearings should contact the Clerk of Council by email at keseckerka@ci.staunton.va.us, to request an interpreter.

Kiley A. Kesecker
Clerk of Council

0005300949-01

STADIUM NON-EXCLUSIVE LICENSE AGREEMENT

This **NON-EXCLUSIVE STADIUM LICENSE AGREEMENT** (the Agreement) dated as of _____, 2022, for identification, is made by and between **CITY OF STAUNTON, VIRGINIA**, a municipal corporation of the Commonwealth of Virginia (the City), and **MARY BALDWIN UNIVERSITY**, a Virginia corporation (the Licensee) (SCC#00243162).

1. Recitals.

- 1.1 The City owns and operates John Moxie Memorial Baseball Stadium (“Stadium”) in Gypsy Hill Park.
- 1.2 Licensee has requested the use of the Stadium for the purposes of playing baseball in preparation for and during collegiate baseball seasons. A sketch of the stadium area is attached as Exhibit A.
- 1.3 After approval action of the Council of the City of Staunton, Virginia, the City authorizes that the City facilities shown on Exhibit B (“Facilities”) be made available for such use in anticipation of the valued recreational and entertainment opportunities to be provided to the City and its residents by a collegiate baseball program in the City. Nonetheless, it is stipulated that Licensee’s activities, including but not limited to scheduling, programming, and participation, are not sponsored, not directed, and not managed by the City, instead being solely and completely controlled by Licensee. It is also stipulated that any decision-making is within the sole and private, independent control and exercise of discretion of Licensee and any role of the City is minimal, providing merely neutral logistical assistance, with no role whatsoever as to making agreements or adopting or enforcing any requirements.
- 1.4 These recitals are an integral part of this Agreement.

2. License. City grants to Licensee a license for the non-exclusive use of the Facilities.

3. Term. The term of this Agreement shall be from September 1, 2022, to and including April 30, 2023. Licensee shall not be required to pay to City a fee for use of the Facilities. City and Licensee presently anticipate that the Facilities will be used by Licensee during the term of this Agreement for a - fall season from approximately September 1, 2022, through October 31, 2022, and for a spring season from approximately February 1, 2023, through April 30, 2023.

4. Obligations of Licensee.

- 4.1 Licensee is required to perform all restroom cleaning within twelve (12) hours of the conclusion of any use of Facilities by Licensee. The City will provide cleaning supplies and materials for this purpose. Only the restrooms located between the Stadium

and the Winston Wine Memorial Stadium will be available for use during Licensee's use of the Facilities.

4.2 Licensee will have total responsibility for immediate trash pickup during and after each use by Licensee of the Facilities through each season. All trash shall be properly deposited into containers to be readily accessible to the City's refuse service.

4.3 Licensee shall be responsible for the maintenance of the playing field (including, without limitation, marking and dragging the field and provision of marking dust and drying agent), at its sole expense, with the exception that the City shall (a.) paint and maintain outfield boundary lines, and (b.) mow the field, including the infield, at least one (1) time each week during each season. If Licensee reasonably requests additional mowing, the City will complete such additional mowing and invoice Licensee for all costs associated with the use and operation of equipment, the materials and the labor. Such invoice shall be paid within ten (10) days by Licensee, and if not paid within such period, shall bear interest at the rate of 9% per annum.

4.4 Any other special requests by Licensee for the City to provide equipment and services will be invoiced to Licensee for all costs associated with the use and operation of the equipment, materials and labor. Such invoice shall be paid within ten (10) days by Licensee, and if not paid within such period, shall bear interest at the rate of 9% per annum. Notwithstanding the foregoing, Licensee shall have use of the batting net and batting cage owned by the City and stored in the Facilities, at no additional cost.

4.5 Licensee shall comply with all applicable laws and regulations including those regarding signs.

5. Water and Electricity. The City will furnish at the City's cost and expense water and electricity from the presently installed hookups for the use of Licensee.

6. Use and Restrictions. Licensee's use of the Facilities during each season is subject to the following additional conditions:

6.1 The City hereby expressly reserves and excepts the use of the Facilities during each season when, in the sole discretion of the City, the Facilities are needed for civic purposes, scheduled community recreation events, or other purposes. Staunton City Schools and youth league teams shall have the right, as a matter of priority, to practice and play games during their respective seasons. The City shall, when practicable, give at least twenty-four (24) hours' notice to Licensee of any conflict of events. In case of emergency or necessity, to be determined in the City's sole discretion, the City may take control of and use the Facilities without Licensee receiving notice.

6.2 Licensee will provide the City with a fixed schedule for each season at least ninety (90) days prior to the commencement of such season. After the schedule is

submitted to the City, all changes of dates and times must be submitted for approval by the City at least twenty-four (24) hours prior to such changes being made.

6.3 All games played at Facilities must end and the crowds dispersed no later than 11:30 p.m. local time.

6.4 The Facilities, and equipment therein, shall continue to be available at all times for the use of the City or its agents, or assignees, at all times other than those when in actual use by Licensee or otherwise permitted under the terms of this Agreement.

6.5 The City will be responsible for having Facilities, including the playing field, in a reasonable condition prior to the first scheduled home game of each season; provided, however, the City disclaims any warranty about the condition of the Facilities, which are provided AS IS, and Licensee shall have the sole obligation to inspect and correct any deficiencies prior to each use by the Licensee. Thereafter, the City will be responsible only for mowing the grass portions of the baseball field, one (1) time each week, during each season. The infield portion of the baseball field will be otherwise maintained by Licensee to the satisfaction of the City's Superintendent of Parks. Should the maintenance otherwise of the infield portion of the Facilities not be performed satisfactorily, the City's grounds crew will perform the maintenance and invoice Licensee for the associated cost, which must be paid by Licensee within ten (10) days of such invoice and if not paid within such period shall bear interest at the rate of 9% per annum.

6.6 Licensee shall have no right to conduct concession operations in the Facilities, other than the sale of licensed collegiate apparel. Nor shall Licensee display, or permit the display, of any signs in the Facilities, with the exception of such signs as approved by the City indicating Licensee's name, mascot and colors. Licensee shall not sell advertising or marketing space to or for the benefit of third parties or for licensee.

7. Environmental Indemnification.

7.1 Subject to the terms of subsections 7.1 through 7.5 of this Agreement, Licensee shall, at all times, indemnify, defend and hold harmless the City, its members of Council, officers, directors, agents and employees, against any and all demands, investigations, proceedings, claims, liens, suits, actions, debts, damages, costs, losses, obligations, judgments, and expenses (including reasonable attorney and other professional and non-professional fees) of any nature whatsoever, arising from or relating to any statutory or common law action based on a Release of any Hazardous Wastes or Toxic Substances (as hereinafter defined) unless due to the conduct of the City or a third party unaffiliated with Licensee; the threat of a Release of any Hazardous Wastes or Toxic Substances as set forth in CERCLA (as hereinafter defined) unless due to the conduct of the City or a third party unaffiliated with Licensee; or the presence of any Hazardous Wastes and/or Toxic Substances affecting Facilities, including without limitation any loss of value of, loss of use of or loss of income from Facilities as a result of any of the foregoing unless due to the conduct of the City or a third party unaffiliated with Licensee. Licensee's obligation under this Agreement shall arise whether or not any governmental authority or individual

has taken or threatened any action in connection with the presence of any Hazardous Wastes or Toxic Substances.

7.2 In the event the City or Licensee becomes aware of the presence of any Hazardous Wastes or Toxic Substances affecting Facilities in violation of any federal, state or local statute or regulation related to the protection of the environment, the management of Hazardous Wastes or the control of Toxic Substances, or Licensee's failure to comply with any of the requirements of any federal, state or local statute or regulation related to the protection of the environment, the management of Hazardous Wastes or the control of Toxic Substances, the City or Licensee, as applicable, shall immediately notify the other party orally, to be followed immediately by written confirmation.

7.3 In the event of any Release or the presence of any Hazardous Wastes or Toxic Substances affecting Facilities, or in the event Licensee shall fail to comply with any of the requirements of any federal, state or local statute, ordinance, or regulation related to the protection of the environment, the management of Hazardous Wastes or the control of Toxic Substances, unless any of the aforesaid is due solely to the conduct of the City or a third party unaffiliated with Licensee, Licensee shall, using commercially reasonable, good faith efforts, diligently proceed to restore the Facilities to the original condition existing as of the date of this Agreement. If Licensee fails to use its commercially reasonable, good faith efforts or to diligently pursue restoration of the Facilities, the City may, at its election, and at Licensee's cost and expense, but without the obligation to do so, give such notice and/or cause such work to be performed at the Facilities and/or take any and all other actions as the City shall deem necessary to restore the Facilities to the original condition existing as of the date of this Agreement.

7.4 "Hazardous Wastes" shall have the same meaning as set forth in the Resource Conservation and Recovery Act ("RCRA"), 42 U.S.C. § 6901 et seq. and the regulations promulgated thereunder and in the Virginia Hazardous Waste Management Regulations, all as amended from time to time. The term "Toxic Substances" shall include all substances defined pursuant to Section 101(14) of the Comprehensive Environmental Response, Compensation and Liability Act of 1980 ("CERCLA"), 42 U.S.C. § 9601(14), as amended from time to time, without limitation, however, as to the quantity of substances released. Further, the term "Toxic Substances" shall also include petroleum as defined at 42 U.S.C. § 6991(8), whether contained above or below ground, and shall include asbestos contained in or comprising building materials or building components. The term "Release" shall have the same meaning as set forth at 42 U.S.C. § 9601(22).

7.5 The obligations of both the City and Licensee under this section shall survive termination or expiration of the Agreement.

8. General Indemnity and Hold Harmless. Licensee shall indemnify, defend and hold harmless the City, its members of Council, officers, directors, agent and employees, against and from any and all demands, claims, liens, suits, actions, debts, damages, costs, losses, obligations, judgments and expenses (including reasonable attorney and other

professional and non-professional fees) arising out of, or resulting from, any and all injuries to persons or property by reason of Licensee's use of the Facilities and by reason of the use or act of any person, firm, or corporation operating upon the Facilities with Licensee's permission. The term "Licensee's use of the Facilities" means all those activities, events, equipment, displays, performances, and concessions constituting the uses referred to in this Agreement. This provision shall survive termination or expiration of this Agreement.

9. Insurance.

9.1 Licensee shall, at all times during the term hereof, at its own expense, maintain and keep in effect a comprehensive general liability insurance policy. The amount of such insurance shall not be less than \$1,000,000.00, combined single limit for personal injury or property damage. The policy shall name the City as an additional insured, as its interest may appear. No policy may be cancelled or materially amended without at least thirty (30) days' prior written notice to the City.

9.2 The policy shall contain an endorsement or agreement by the insurer that any loss shall be payable in accordance with the terms of such policy notwithstanding any act or negligence of the City or Licensee which might otherwise result in the forfeiture of the insurance and the further agreement of the insurer waiving all rights of setoff, counterclaim or deduction against the City or Licensee.

9.3 The insurance required by this section shall be carried with an insurance company licensed to do business in the Commonwealth of Virginia and rates no less than A- by A.M. Best. A certified copy of the insurance policy or other evidence of current coverage reasonably satisfactory to the City shall be delivered to the City prior to entering or occupying the Facilities. In the event of the failure of Licensee to procure the required insurance, to pay the premiums thereon, or to properly maintain and keep the insurance in force, the City shall have the right and privilege, but not the obligation, to procure the insurance and to pay the premiums thereon, which amounts shall be due and payable within ten (10) days of written demand from the City to Licensee and if not paid within such period shall bear interest at the rate of 9% per annum.

10. Damage or Destruction of Facilities.

10.1 If Facilities are damaged by fire or other casualty, this Agreement, and all obligations hereunder, shall immediately terminate.

10.2 All insurance proceeds shall be paid to and become the sole property of the City.

11. Notices. All notices, requests, claims, demands and other communications hereunder shall be in writing and shall be given by delivery in person, mailed by courier or sent by facsimile and confirmed by telephone, or by registered or certified mail (postage prepaid, return receipt requested) or as subsequently designated otherwise as follows:

To the City: The City of Staunton
 Attention: City Manager and
 Chief Finance Officer
 116 W. Beverley St. (24401)
 P. O. Box 58
 Staunton, VA 24402-0058
 Fax: (540) 851-4000

with a copy to: City Attorney
 116 W. Beverley St. (24401)
 P. O. Box 58
 Staunton, VA 24402-0058
 Fax: 540-851-4001

To Licensee: Mary Baldwin University
 Attention: Sean Simplicio
 101 East Frederick Street
 Staunton, VA 24401

12. Termination. The City reserves the right to terminate this Agreement at any time on at least twenty-four (24) hours' written notice to Licensee upon default of Licensee on any condition herein set forth, or upon violation by Licensee of any ordinances of the City or any laws of the Commonwealth of Virginia or of the United States. It is expressly understood that the City shall have the right to terminate this Agreement if it reasonably believes Licensee to be in violation of any ordinances or laws as aforesaid, and Licensee hereby waives any claim for any damages resulting from termination of this Agreement as aforesaid even though it should subsequently be shown that Licensee was not, in fact, in violation.
13. Successors and Assigns. This Agreement shall be binding upon and inure to the benefit of successors in interest and permitted assigns of the City and Licensee. Licensee assures the City that this transaction is authorized. This Agreement may not be assigned, nor any performance of any duty hereunder be delegated by either the City or Licensee, without the prior written consent of the other.
14. Severability. If any provision, clause or part of this Agreement or the application hereof under certain circumstances is held invalid or unenforceable for any reason, the remainder of this Agreement, or the application of such provision, clause or part under other circumstances, shall not be affected thereby.
15. Immunity. Nothing in this Agreement shall be construed or interpreted to be a waiver of any sovereign or other immunity of the City, its members of Council, officials, employees, agents or responsible parties or of Licensee.

16. No Third-Party Beneficiary. This Agreement is not intended to and shall not be construed to create any third-party beneficiary.
17. Waiver of Trial by Jury. The City and Licensee each hereby waive any and all right to trial by jury in any matter arising out of or in any way connected with this Agreement.
18. Appropriations. The obligations of the City are subject to and contingent upon sufficient annual appropriations of funds by the City Council for the purpose of this Agreement.
19. Governing Law and Forum Selection. This Agreement shall be governed by and construed under the laws of the Commonwealth of Virginia, without reference to its conflicts of laws rules or principles. The City and Licensee agree that any proceeding connected with the subject matter of this Agreement or otherwise related to the rights of either party, contractual or extra-contractual, shall be instituted or filed and maintained by each and both of them, unless required otherwise by law, solely in the General District or Circuit Court of the City of Staunton, Virginia.
20. Applications, Construction and Interpretation; Captions. This Agreement will be applied, construed and interpreted without any regard to any rule or principle of construction concerning the drafting or authorship of the Agreement. The headings or captions in this Agreement are for convenience of reference only and shall not affect the construction or interpretation of the provisions.
21. Entire Agreement; Amendments. The City and Licensee acknowledge that no representation, promise, inducement or agreement not herein expressed has been made in connection with this Agreement. No oral understandings, statements, promises or inducements contrary to the terms of this Agreement exist. They acknowledge that this Agreement and any documents which are to be executed in connection herewith pursuant to the terms of this Agreement contain the entire agreement between them regarding the subject matter hereof and supersede and replace any and all prior oral and written agreements, arrangements or understandings between them hereto relating to the subject matter hereof. This Agreement may be amended only by a written instrument signed on behalf of the City, as duly authorized, and by Licensee.

WITNESS the following signatures:

CITY:

CITY OF STAUNTON, VIRGINIA

By:_____

Leslie M. Beauregard ,
Interim City Manager

LICENSEE:

MARY BALDWIN UNIVERSITY

By:_____

Sean Simplicio
Chief Financial Officer and Treasurer

CITY COUNCIL



AGENDA BRIEFING

Staunton, Virginia

Meeting Date:	June 23, 2022	Staff Member: Jeff Johnston
Item #	B	
Department:	Public Works	
Alignment with Staunton Plan (Value/Strategic Area):	Strategic Area: Responsive, Efficient Government Value: Excellence	
Subject:	Ordinance to Grant an Easement for Fiber Optic Telecommunications Infrastructure on City-Owned Property in Augusta County	

Background: Shenandoah Valley Electric Cooperative has requested a utility easement to place fiber optic communications infrastructure across a parcel of land in Augusta County owned by the City. The 15-acre parcel was purchased by the City in 1935 for \$1,000, and lies along the Middle River, across from the City's Gardner Springs Pump Station. It is land-locked and effectively undevelopable, but does serve as a buffer between future development and a critical raw water source for the City. The proposed easement will not impact City water system operations, nor will it constrain any future development plans.

At Council's regular meeting, it is anticipated that, consistent with the provisions of Virginia Code §§ 15.2-2100, 15.2-2101 and 15.2-2102, the Mayor will open all bids, read the bids or a summary aloud, and conduct a public hearing, as properly noticed in *The News Leader* (Attachment 1). Council will then receive any preliminary recommendations from the staff relative to any bids. Bids will be further reviewed by staff subsequent to the regular meeting or as otherwise directed by Council. Council could adopt an ordinance (Attachment 2), authorizing a franchise to the successful bidder, at the regular meeting or the next scheduled regular meeting.

Attachments:

Attachment 1—Notice of Invitation for Bids and Public Hearing

Exhibit A to Attachment 1—Deed

Exhibit B to Attachment 1—Utility Services Easement

Attachment 2—Draft Ordinance

Interim City Manager's Recommendation: The Mayor (i) open all bids received for the utility easement, (ii) read the bids or a summary of them, (iii) inquire if any other bids are offered, (iv) receive further bids if offered, (v) declare the bidding closed, (vi) conduct a public hearing, and (vii) grant the easement if only one bid is received or, alternatively, if more than one bid is received, take the matter under advisement until Council's next meeting on July 28, 2022.

Alternative Motions (to be made after the public hearing):

If only one bid is received: I move that City Council adopt the ordinance as presented, granting to _____ an easement to place telecommunications equipment and other facilities within property owned by the City within Augusta County, as set forth in the ordinance and easement.

If more than one bid is received: I move that Council continue this matter until its July 28, 2022 regular meeting, and that staff review the matter in the meantime for any other recommendations to Council to be made at that time when Council may adopt a proposed ordinance to grant the finalized easement.

Interim City Manager: Leslie Beauregard

NOTICE OF INVITATION FOR AND PUBLIC OPENING OF BIDS AND
PUBLIC HEARING FOR GRANT OF
UTILITY EASEMENT ON CITY OWNED PROPERTY
LOCATED IN THE COUNTY OF AUGUSTA
TO PLACE COMMUNICATION INFRASTRUCTURE AND OTHER FACILITIES
ACROSS CITY-OWNED PROPERTY

Notice is hereby given of the invitation for and the receipt and for the opening of bids and public hearing on a potential 40-year easement to be granted by the following referenced ordinance to be considered by the Staunton City Council at its regular meeting, in the Rita S. Wilson Council Chambers on June 23, 2022 at 7:30 p.m. This notice is occasioned by the request of Shenandoah Valley Electric Cooperative to be granted a utility easement to place communication infrastructure and other facilities across City-owned property located in the County of Augusta designated as Tax Map No. 035-9, consisting of 15 acres.

After the Mayor or other presiding officer of City Council receives and opens and reads aloud such bids, the Council will proceed with the continued consideration of the granting of the proposed easement in the mode prescribed by law and will conduct a public hearing.

All bids must be in writing and shall include reference to the City's preferred form of any proposed agreement. All bids must be submitted by not later than 5:00 p.m., local time, June 22, 2022, to the office of the Clerk of Council, 116 W. Beverley St., 3rd Floor, Staunton, VA 24401. The right is hereby expressly reserved to reject any and all bids and to proceed as prescribed by law, as may be permitted by law. A descriptive notice of the proposed easement ordinance, including the full text of this advertised notice, includes the foregoing and following:

To grant to _____, a public service corporation doing business in the Commonwealth of Virginia (SCC# _____), its successors and assigns, under the Code of Virginia, the right, for the term and upon the conditions stated in this ordinance and incorporated agreement, an easement authorizing the construction, extension, operation, and maintenance of overhead and underground

electric and other utility service lines, communication infrastructure, facilities, conduits and cables with accessories and appurtenances for transmitting and distributing electric power, other utility services, broadband, other communication services, and data across Tax Map No. 035 9, located in the County of Augusta.

The proposed ordinance is authorized by, among other considerations, the Staunton City Charter, Chapter II, Section 11; Staunton City Code § 2.10.190; and by Virginia Code Sections §§ 15.2-2100, 15.2-2101.

A true and complete copy of the proposed ordinance and form of agreement, including all of its terms and conditions, is on file and available for inspection during normal working hours at the office of the Clerk of Council.

All persons wishing to be heard at the public hearings are invited to attend. The public may also participate in the public hearings by Zoom, or by phone. Specific instructions to participate by Zoom or by phone can be found at: <https://www.ci.staunton.va.us/government/city-council/access-city-council-meetings>. Those interested in listening to the meeting may do so via live stream from the City's website or by listening to the public access television Channel (Comcast Channel 7). The public may also provide comments to City Council by (i) emailing the Clerk of Council at: keseckerka@ci.staunton.va.us or (ii) calling 540.332.3812. Voice mail messages are acceptable. Hearing impaired persons desiring to participate in the public hearings should contact the Clerk of Council by email at keseckerka@ci.staunton.va.us to request an interpreter.

Kiley A. Kesecker,
Clerk of Council

Please publish twice on Wednesday, June 8, 2022 and Wednesday, June 15, 2022 as a boxed ad in the classified "Legal Notice" section of the paper.

W. Barger & Company, Waynesboro, Virginia. The Grantors covenant that the statutory short form provisions following are incorporated in this deed of trust as a part thereof, namely: (c) exemptions waived, (d) subject to all upon default, and (h) fire insurance required \$600.00, for a breach of any one of which said covenants, or for a failure to perform any of the duties and obligations imposed by law, then upon notice, the Trustee shall make sale of the real estate hereby conveyed, pursuant to Section 5167 of Michie's 1930 Code of Virginia, and the Acts amendatory thereof. WITNESS the following signatures and seals.

S. B. Shumate (SEAL)

Viola Shumate (SEAL)

STATE OF VIRGINIA,

COUNTY OF AUGUSTA, To-wit:

I, Miriam E. Mohler, a Notary Public in and for the county of Augusta, in the State of Virginia, do hereby certify that S. B. Shumate and Viola Shumate, his wife, whose names are signed to the foregoing writing, bearing date on the 29th day of May, 1935, have each acknowledged the same before me in my county and state aforesaid. My term of office expires June 29, 1937. Given under my hand this the 29th day of May, 1935.

Miriam E. Mohler.
Notary Public.

VIRGINIA * In the Clerk's Office of the Circuit Court for Augusta County. May 30th, 1935. 9 A. M. The foregoing Deed of Trust from S.B. Shumate & wife to G. H. Branaman, Trustee, was this day presented in the office aforesaid, the State Tax of 72-cents being paid thereon, it is with the certificate of acknowledgement annexed, admitted to record.

TESTE. *Harry B. Burnett*Clerk.

Examined + Del
to
E. H. Stockdon
for Grantor
Dec 11, 1936
Teste
Harry Burnett
ck

(52747) THIS DEED made this 14th day of May, in the year 1935, between S. H. Gardner and S. Katie Gardner, his wife, and Nettie B. Cook and F. B. Cook, her husband, parties of the first part, and City of Staunton, Virginia, a municipal corporation, party of the second part, WITNESSETH: That for and in consideration of the sum of One Thousand Dollars (\$1,000.00) cash in hand paid by the said party of the second part to the said parties of the first part, the receipt whereof is hereby acknowledged, the said S. H. Gardner and S. Katie Gardner, his wife, and Nettie B. Cook and F. B. Cook, her husband, do hereby grant and convey, WITH GENERAL WARRANTY OF TITLE, unto the City of Staunton, Virginia, a municipal corporation, all of that certain tract or parcel of land, situate in Pastures District, Augusta County, Virginia, lying on Middle River, adjoining the lands of William Dudley, Joseph Wanger and others, and bounded as follows: BEGINNING at a stone on the N. W. side of the old Hundley Mill road, a corner to Flippo's land and with lines of same S. 47-1/2 E. 5.59 ch. to a large W. O., thence S. 23-1/2 E. 3.31 ch. to a R. O. Snag, thence S. 43-1/2 E. 5.92 ch. to a stone in a line of Jos. Wanger's lands, thence with same N. 47-3/4 E. 3.41 ch. to a stone, thence N. 33-1/4 E. 3.59 ch. to a large W. O. corner to William Dudley's land, thence with same N. 31 E. 3.63 ch. to a post, N. 65-1/2 E. 38.00 ch. to a point at a R. O. Lynn and spruce pointers at a spring, thence as nearly as possible with old calls N. 46 E. 1.50 ch. to a point in Middle River, thence up the river taking in more than half of same

S. 65 W. 10.00 ch. and S. 79 W. 30.00 ch. to a point at south edge of river, thence N. 82 W. 6.25 ch. to a point at upper edge of the Old Hundley Bridge, thence along the west side of the old road S. 49 W. 3.50 ch. and S. 46 W. 3.75 ch. to the Beginning, containing Twenty-seven (27) acres, and being the same land which was conveyed to S. H. Gardner and F. B. Cook by deed from T. N. Wilson and wife, dated September 21, 1929, and duly of record in the clerk's office of Augusta County in D. B. 245, p. 293, and the same land in which the said F. B. Cook subsequently conveyed his one-half undivided interest to Nettie B. Cook by deed dated September 10, 1932, and duly of record in said clerk's office in D. B. 256, p. 107, and reference is here made to both of said deeds and the deeds mentioned in them for a fuller and more particular description of the tract of land hereby conveyed. WITNESS the following signatures and seals.

S. H. Gardner (SEAL)

S. Katie Gardner (SEAL)

Nettie B. Cook (SEAL)

F. B. Cook (SEAL)

\$1.00 Revenue Stamp attached to original and cancelled.

COUNTY OF AUGUSTA, to-wit:

I, Anne C. Bosserman, a notary public for the county aforesaid, in the State of Virginia, do hereby certify that S. H. Gardner and S. Katie Gardner, his wife, Nettie B. Cook and F. B. Cook, her husband, whose names are signed to the above writing, bearing date on the 14th day of May, 1935, have each acknowledged the same before me in my county aforesaid. My commission expires July 5, 1936. Given under my hand this 14th day of May, 1935.

Anne C. Bosserman,
Notary Public.

VIRGINIA - In the Clerk's Office of the Circuit Court for Augusta County. May 30, 1935. 4:25 P. M. The foregoing Deed from S. H. Gardner et als to City of Staunton was this day presented in the office aforesaid, and is with the certificate of acknowledgement annexed, admitted to record.

TESTE.....*Harry Burnett*.....Clerk.

(52743) THIS DEED made this 25th day of May, 1935, by and between H. R. Hamilton and L. M. Hamilton, his wife, of West Augusta, Virginia, parties of the first part, and the United States of America, party of the second part, WITNESSETH: That for and in consideration of the sum of One Hundred Eighty-five Dollars (\$185.00), cash in hand paid, the receipt whereof is hereby acknowledged, the parties of the first part do hereby bargain and sell, grant and convey, WITH GENERAL WARRANTY OF TITLE, unto the United States of America and its assigns forever, all that certain tract or parcel of land lying and being in Augusta County, Virginia, on the watershed of Steel Lick Branch and Charlie Lick Branch, tributaries of the Calf Pasture River and covered by the Thomas Douthat 250 acre (1799) grant, and being a part of the same real estate, one-third of which was devised to the parties of the first part by the will of John W. Hamilton, dated September 5, 1918, and recorded in the Clerk's Office of Augusta County, Virginia, in Will Book 67, page 216, and the residue was acquired by the said parties of the first part from W. W. Hamilton and wife by deed dated November 7, 1925, and recorded in the Clerk's Office of Augusta County, Virginia, in Deed Book 230, page 42, and more particularly described by a survey made by the engineers of the U. S. Forest Service

Examined + Del.
to
H. R. Echols
Atty for Grantee
June 10, 1935
Teste:
Harry Burnett
clerk.

Attachment #1
Exhibit B

Prepared by: Dale A. Davenport, Attorney/VSB#16268
Hoover Penrod PLC
342 S Main St, Harrisonburg VA 22801
Consideration: \$1.00

Return to: SVEC, Regional Office

UTILITY SERVICES EASEMENT

THIS DEED OF EASEMENT, made this 15 day of August, 2015, between City of Staunton Public Works, "Grantor" and SHENANDOAH VALLEY ELECTRIC COOPERATIVE, a Virginia utility consumer services cooperative, "Grantee".

WITNESSETH:

That for good and valuable consideration, the receipt whereof is hereby acknowledged, Grantor grants unto Grantee, its successors and assigns, the right, privilege, and easement to construct, extend for future requirements of Grantor or others and onto other properties, operate, and maintain overhead and underground electric and other utility service lines, communication infrastructure, facilities, conduits and cables with accessories and appurtenances for transmitting and distributing electric power, other utility services, broadband, other communication services, and data delivery and receipt services, over, under, through, upon, above and across the lands of Grantor containing 15 acres, more or less, identified by Tax Map No. 0359 within the town/city of Staunton in North Shenandoah County, within North Shenandoah Magisterial District, the specific location of which easement is shown on the attached plat or sketch, or if none, the center line shall be located and fixed where the lines, conduits and cables are actually constructed. Grantee shall have the right to license, permit, or otherwise agree to the joint use or occupancy of any overhead space or trench and related underground facilities, by any other person, association, or corporation. "Communication infrastructure" includes fiber optic cable, coaxial cable, small cell base stations, and related facilities and equipment for broadband, other communication services, data delivery and receipt services, and the right to grant rights in, lease, license, or permit the use of such infrastructure to or from third parties for the same or similar purposes.

The facilities erected hereunder shall remain the property of Grantee, removable at the option of Grantee. Grantee shall have the right to inspect, rebuild, remove, repair, improve, relocate on the easement above described, including but not limited to the airspace above the property controlled by Grantor, and make such changes, alterations, substitutions, additions to or extensions of its facilities as Cooperative may from time to time deem advisable, including the right to increase or decrease the number of wires, conduits, cables, handholes, connection boxes, transformers, transformer enclosures, and communication infrastructure equipment.

For the purpose of exercising its rights hereunder, Grantee further shall have the right of access to the easement over the lands adjacent to the easement or lying between public or private roads and the easement, in such manner as shall occasion the least practicable damage and inconvenience to Grantor.

Grantee shall repair damage it causes to roads which would not have been similarly damaged by Grantor or Grantor's contractors during any construction project on lands served by the line or system. Grantee shall repair damage it causes to fences or other improvements and shall pay Grantor for any other damage it causes in the exercise of its rights hereunder, including its right of access; provided Grantor gives written notice thereof to Grantee within thirty days after any damage occurs.

Grantee shall have the right to cut, trim, and control the growth, by machinery, herbicide, or otherwise, of trees, limbs, undergrowth and shrubbery located within 20 feet of the center line of said easement, or that may interfere with or threaten to endanger the operation and maintenance of said line or system, including the right to cut danger trees or hazard trees, as defined by Grantee, outside the easement. All trees and limbs cut by Grantee at any time shall remain the property of Grantor. Grantor covenants that it will keep the easement clear of all buildings, structures, or other obstructions.

Subject to any prescriptive easement of Grantee upon the lands of Grantor, Grantor covenants that it is seized of and has the right to convey the said easement, rights and privileges; that Grantee shall have quiet and peaceable possession, use and enjoyment of the aforesaid easement, rights and privileges; and that Grantor shall execute such further assurances thereof as may be required. This is an easement in gross; the rights granted to Grantee herein are exclusive rights; and all rights granted herein, including but not limited to rights with respect to communication infrastructure and rights of access to accomplish the purposes of this easement, may be separated from any other such rights, and apportioned for any use by Grantee, its successors and assigns to third parties, whether by grant and assignment or by lease, provided that the third party is a broadband or other communication service provider, including a public utility as defined in Va. Code § 56-265.1, a cable operator as defined in Va. Code § 15.2-2108.1:1, a local exchange carrier, competitive or incumbent, or a subsidiary or affiliate of any such entity. Nothing contained herein shall constitute a waiver or relinquishment of prescriptive easement rights of Grantee arising by virtue of prior use by Grantee or its predecessor in interest of any of the rights granted herein. Nothing contained herein shall constitute a waiver of Grantee's rights pursuant to Va. Code § 55.1-306.1. The individual(s) executing this Deed of Easement expressly covenant that no persons or entities have an interest in the property subject to the rights granted herein, other than themselves and any applicable corporation, limited liability company, trust, decedent's estate, or other entity for which they have lawful authority to bind to the terms hereof and do so hereby, and agree to indemnify Grantor for any loss arising from the breach of this covenant. This covenant shall not apply to any lien upon such property arising from a mortgage, deed of trust, judgment, or tax obligation, or with respect to any leasehold rights in the property.

NOTICE TO LANDOWNER: You are conveying rights to a public service corporation. A public service corporation may have the right to obtain some or all of these rights through exercise of eminent domain. To the extent that any of the rights being conveyed are not subject to eminent domain, you have the right to choose not to convey those rights and you could not be compelled to do so. You have the right to negotiate compensation for any rights that you are voluntarily conveying.

WITNESS the following signatures and seals.

_____(SEAL)

_____(SEAL)

_____(SEAL)

_____(SEAL)

STATE OF _____

CITY/COUNTY OF _____, to-wit:

The foregoing instrument was acknowledged before me this _____ day of _____, 20 _____,

by _____, Grantor(s).

My commission expires: _____.

Notary Registration No: _____.

(Affix visible Seal w/in 0.75" side/bottom margins)

Notary Public

SURPLUS POLE INDEMNIFICATION AGREEMENT

I hereby acknowledge receipt and accept full ownership of certain surplus electrical poles from Shenandoah Valley Electric Cooperative (the "Cooperative") upon the following terms and conditions:

1. The surplus poles delivered hereunder consist of the following number and size:

Number # of poles

Size

Put height of pole, or note of 'various' or 'unknown'

Tax Map ID:

2. In consideration for the poles, I agree to abide and be fully bound by the terms of this agreement.
3. **ALL POLES OBTAINED HEREUNDER ARE "AS IS" WITHOUT ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR ANY GENERAL OR PARTICULAR USE OR PURPOSES, INCLUDING STRUCTURAL SUPPORT.**
4. I acknowledge that the Cooperative has advised me that the poles have been treated with preservatives and other chemicals that are subject to regulation by the United States Environmental Protection Agency (the "EPA"), and I have been advised that these poles contain chemicals and materials that are potentially hazardous to me, and any other person or thing, coming into contact with these poles. **I acknowledge receipt of an applicable Consumer Information Sheet approved by the EPA** and acknowledge that I have read and understand it. I have received these poles with the intent to use them only for lawful purposes.
5. I understand specifically that burning a pole will release harmful materials into the environment, and I agree that neither I, nor anyone else, will burn any of the poles that I am receiving from the Cooperative.
6. I specifically agree to indemnify, defend, and hold harmless the Cooperative from any, and all, liability from any cause whatsoever arising out of my ownership and use of these poles. I further agree that in the event that any legal action is brought against the Cooperative arising out of the use of these pole(s) by me, any subsequent owner, or any person, claiming damages by virtue of or in any manner arising out of the future use of the pole(s), or damages therefrom, that I agree to indemnify, defend, and hold harmless the Cooperative from any and all costs, charges, expenses, attorney's fees, and judgments, which may be imposed upon or incurred by the Cooperative in any manner arising out of such claim or such litigation.

Dated: _____

Signature of Person Receiving Poles

Name of Person Receiving Poles (Printed)

Address:

Phone Number:

Shenandoah Valley Electric Cooperative

By:

Authorized Signatory

Write in:

Address of property

Contact property owner at:
(phone number)

Add note here that tells where to put the poles, if known (examples below)

Lay poles behind bam

Leave poles in field

Ordinance No. 2022 - __

AN ORDINANCE

To grant to _____, a public service corporation doing business in the Commonwealth of Virginia (SCC# _____), its successors and assigns, under the Code of Virginia, the right, for the term and upon the conditions stated in this ordinance and incorporated agreement, an easement authorizing the construction, extension, operation, and maintenance of overhead and underground electric and other utility service lines, communication infrastructure, facilities, conduits and cables with accessories and appurtenances for transmitting and distributing electric power, other utility services, broadband, other communication services, and data across Tax Map No. 035 9, located in the County of Augusta.

Recitals

A. By deed dated May 14, 1935, ("Deed") and recorded in Deed Book 270 Page 96, in the Clerk's Office of the Circuit Court of the County of Augusta, S.H. Gardner and S. Katie Gardner and Nettie B. Cook and F.B. Cook conveyed unto the City of Staunton, a municipal corporation of the Commonwealth of Virginia, all of that certain tract or parcel of land, together with all improvements thereon, and all rights, privileges and appurtenances thereunto belonging, situate in Pastures District, Augusta County, Virginia, lying on Middle River, and more particularly described in the Deed, a copy of which is annexed and incorporated by reference (**Exhibit A**).

B. Shenandoah Valley Electric Cooperative is installing a new fiber network in Augusta County and has requested a utility easement across a portion of City-owned property located at Tax Map No. 035 9, in the form of a Utility Services Easement (Easement), annexed and incorporated by reference (**Exhibit B**);

C. Consistent with Chapter II, Section 11, of the City Charter, Staunton City Code § 2.10.190 and the provisions of Virginia Code Sections §§ 15.2-2100, 15.2-2101, the City may grant easements for a period of not longer than forty years;

D. Pursuant to § 15.2-2101(A) of the Code of Virginia, before granting any franchise, privilege, lease or right of any kind to use any public property described in § 15.2-2100 or easement of any description, for a term in excess of five years, except in the case of and for a trunk railway, the city or town proposing to make the grant shall advertise a descriptive notice of the ordinance proposing to make the grant once a week for two successive weeks in a newspaper having general circulation in the city or town;

E. This matter was properly advertised once a week for two successive weeks in the *Staunton News Leader* on June 8, 2022 and June 15, 2022;

47 **F.** The Staunton City Council, at its June 23, 2022 meeting, conducted an
48 opening of any bid(s);
49

50 **G.** The Staunton City Council conducted a public hearing on June 23, 2022, on
51 the proposed ordinance and Agreement and any bid(s);
52

53 **H.** The provisions of Virginia Code § 15.2-2100 and Staunton City Code §
54 2.10.190 require a recorded affirmative vote of three-fourths of all the members elected to
55 Council to grant, lease, sell or otherwise dispose of public property;
56

57 **I.** These recitals are deemed an integral part of this ordinance.
58

59 **NOW, THEREFORE, BE IT ORDAINED** by the Council of the City of
60 Staunton, Virginia, that it authorizes the grant and conveyance of the utility easement as
61 contemplated in the proposed Easement, for a term not to exceed forty years; and
62

63 **BE IT FURTHER ORDAINED** that the City Manager of the City of Staunton,
64 Virginia, is authorized to make minor modifications to the Easement and to execute such
65 proposed instrument on behalf of the City of Staunton, Virginia, as advised by the City
66 Attorney of the City of Staunton, Virginia, and take all other reasonable actions in
67 exchange for full execution by the other parties and receipt by the City of Staunton,
68 Virginia, in a form satisfactory as determined in the sole discretion of the City Attorney.
69

70
71 Introduced:

72 Adopted:

73 Effective Date:
74
75

76 _____
77 Andrea W. Oakes, Mayor
78

79 ATTEST: _____

80 Kiley A. Kesecker,
81 Clerk of Council

CITY COUNCIL



AGENDA BRIEFING

Staunton, Virginia

Meeting Date:	June 23, 2022	Staff Member: Jeff Johnston
Item #	C	
Department:	Public Works	
Alignment with Staunton Plan (Value/Strategic Area):	Value: Environmentally Conscious	
Subject:	Update on the Centralized Recycling Center Pilot Program	

Background: During Council's regular meetings on October 28, 2021 and February 10, 2022, Jeff Johnston, Director of Public Works, provided an update on the centralized recycling center pilot program. This will be the third update received on the pilot program and will include an update through March 31, 2022.

A PowerPoint presentation will be provided prior to the meeting.

Attachment: Not applicable.

Interim City Manager's Recommendation: Not applicable.

Suggested Motion: Not applicable.

Interim City Manager: Leslie Beauregard

CITY COUNCIL



AGENDA BRIEFING

Staunton, VA

Meeting Date:	June 23, 2022	Leslie Beauregard Interim City Manager
Item #	D	
Department:	City Manager’s Office	
Alignment with Staunton Plan (Value/Strategic Area):	Value: Inclusion Strategic Area: Responsive, Efficient Government	
Subject:	Presentation by Valley Community Services Board	

Background: Dr. Kimberley McClanahan, Executive Director of Valley Community Services Board (VCSB), will attend Council's regular meeting on June 23, 2022, to update Council on services VSCB has provided to Staunton clients, budget and finances, the strategic plan and other programs that impact Staunton stakeholders.

Attachment: Not applicable.

Interim City Manager's Recommendation: Not applicable.

Suggested Motion: Not applicable.

Interim City Manager: Leslie Beauregard

CITY COUNCIL



AGENDA BRIEFING

Staunton, Virginia

Meeting Date:	June 23, 2022	Staff Members: Billy Vaughn Amanda DiMeo
Item #	E	
Department:	Economic Development	
Alignment with Staunton Plan (Value/Strategic Area):	Strategic Area: Economic Development Value: Excellence	
Subject:	Staunton Crossing Marketing Plan Strategy	

Background: Last year, City Council approved funding for the preparation of the Staunton Crossing Marketing Plan Strategy. This past December, the City issued a Request for Proposal (RFP) seeking proposals for a marketing plan and communications strategy. A total of five proposals were received, and the RFP panel selected two entities for interviews. Eventually, the City's Procurement office successfully negotiated and awarded the project to the team of Timmons Group and Hunton-Andrews-Kurth.

The marketing plan and communications strategy schedule included a kickoff meeting in January, with a work session in mid-February. Stakeholders involved in the process included representatives from the Virginia Economic Development Partnership, Shenandoah Valley Partnership, Shenandoah Valley Airport, Buckingham Branch Railroad, Staunton Crossing Partners, LLC, and the Staunton Economic Development Authority.

On June 23, Tim Davey of the Timmons Group, and Lee Downey with Hunton-Andrews-Kurth will present the draft marketing plan to the Economic Development Authority for consideration. Later that evening, a presentation will be made to City Council for its consideration. The results of the EDA's deliberation will also be shared with the City Council.

City Council has previously been briefed that the \$100,000 for the plan could be allocated from the American Rescue Plan Act funds. The introduction of that budget amendment will be in front of Council at their July 28, 2022 meeting.

Attachment: Draft Staunton Crossing Marketing Plan Strategy

Interim City Manager's Recommendation: Recommend that City Council approve the attached draft Staunton Crossing Marketing Plan Strategy.

Suggested Motion: I move that City Council approve the draft Staunton Crossing Marketing Plan Strategy.

Interim City Manager: Leslie Beauregard

MARKETING ROADMAP



Contact: Tim Davey | Principal in Charge
1001 Boulders Parkway, Suite 300, Richmond, Virginia 23225
804.200.6954 | tim.davey@timmons.com
www.timmons.com

TABLE OF CONTENTS

Table of Contents	2
Introduction	3
Description of Staunton Crossing	4
Target Industries	5
Competitor Sites.....	6
Recent Announcements Throughout Region.....	12
Site Challenges and Opportunities	14
Site Selector Feedback.....	16
Historical Proposal Submissions.....	17
Needs for Site Readiness by Target Industry	18
Issues to Address in Marketing Efforts	18
Marketing Targets	19
Marketing Approaches for Staunton Crossing	20
Action Recommendations	22
Action Recommendation Implementation	24
Metrics of Success	27
Appendices.....	28
Appendix A—Staunton Crossing Competitor Sites	29
Appendix B—Staunton Crossing Other Rail Served Sites	30
Appendix C—Northern Shenandoah VEDP Announcements 2017 – 2022	31
Appendix D—Shenandoah VEDP Announcements 2017 – 2022	32
Appendix E—Roanoke Region VEDP Announcements 2017 – 2022	34

INTRODUCTION

Simply put, a site such as Staunton Crossing can possess the qualities of a world-class location for business and industry, however, if information about the site is unknown to site selection decision-makers, the site's chances for success are severely hindered. Not only must an economic development organization ensure that information gets into the hands of decision-makers, it must make sure that the information reaches the correct individuals, is targeted, contains correct and useful information, is current and allows the site to stand out among strong competition.

To create an effective marketing strategy, it is necessary to understand the following:

- What is being marketed?
- What is the competition and why are they competitors?
- What are the site attributes that are unique, or make the site stand out among its competitors?
- What are the positive and negative attributes of the site, whether real or perceived?
- Who is the target audience?
- What types of economic development successes are historically being realized in the market area?
- How effective are current efforts to get the site in front of prospects?
- What are the most effective, and desired, methods of relaying information?



This plan provides the results of research done to answer these questions. Information and data collected utilizing in-person interviews, group discussions, database analysis and online research provide significant background on past and present activities related to Staunton Crossing, local and regional economic development efforts and historical successes. The report looks at potential opportunities and issues related to the site as seen through the eyes of supporting partners, stakeholders, site selection professionals, decision-makers and potential prospects. The results of this research provide a path to recommendations for creating a comprehensive and fact-driven guide to marketing strategies.

The purpose of the plan is to recommend marketing strategies that will highlight the significant opportunity that Staunton Crossing offers, create an awareness of its competitive site attributes, promote awareness of the site, keep the site “top of mind” in site selection efforts and build support for the continuing development of the site. Building upon the marketing efforts already completed and underway, recommendations are provided to expand and enhance Staunton’s ability to reach a broader audience and to increase the visibility and prospect traffic for the site.

Staunton Crossing possesses the attributes of a world class destination for economic growth, and ensuring that message intentionally and effectively reaches the decision-makers of today’s business world is imperative for its success.

DESCRIPTION OF STAUNTON CROSSING



The City of Staunton owns almost 300 acres of property located very close to the Interstate 81/64 Interchange with a signalized intersection along Route 250 at the Gateway to the City. The first phase of development branded the site Staunton Crossing and installed the road, sewer, and water infrastructure necessary to launch this exciting development. The City the partnered with a local developer and has built tremendous momentum along the retail gateway corridor.

The City of Staunton has been diligently working to make the remaining 275 acres of Staunton Crossing more marketable for economic development, including demolishing the dilapidated buildings and securing \$8.7 million in VDOT funding for the design and construction of a spine road that extends from the retail gateway through to Valley Center Drive. The City worked with Timmons Group to complete a collaborative Business Planning exercise involving public and private stakeholders from the City and the Region to affirm its recommendations. These recommendations have been approved by the Economic Development Authority and City Council.

The Business Planning effort recommended additional steps that the City is actively pursuing to attract long term jobs and revenue to the City to complement the retail activity along Route 250. Included in those recommendations is advancing the site from its current Tier 2 status to Tier 4. This required the City apply for over \$800,000 in funds from the Virginia Economic Development Partnership to design the utility infrastructure necessary to provide 1 million gallons of sewer and water capacity for this strategically located property. The City received an award in early 2022 and is proceeding with the design of that important infrastructure. Once completed, Staunton Crossing will be one of the highest profile, publicly owned Tier 4 Sites in the Commonwealth of Virginia.

TARGET INDUSTRIES

For the purposes of this marketing plan, the following target industries have been identified for Staunton Crossing:

- Manufacturing
- Logistics/Transportation
- Food & Beverage/ Agricultural
- Professional Services
- Data Centers/IT
- Rail-Oriented Industry

With a solid transportation network, strong workforce and access to large markets along the East Coast and Midwest, Staunton Crossing is well-suited to attract the manufacturing industry. The region and its competitors have historically been very successful in siting manufacturing operations. The presence of rail also raises the site's competitiveness for this type of operation.

Located at the intersection of I-64 and I-81, the site will be attractive to the distribution and logistics industry sector. Easy access to the East Coast and Midwest markets is vital to this sector. Though attractive to this industry sector, Staunton Crossing should be marketed as a potential home for major distribution centers occupied by solid, upscale tenants, not simple, metal speculative developments. The attractiveness of the site for this industrial sector will attract speculative development as other sites with similar attributes have done. It is in the best interest of the park to ensure that development in this sector is held to high standards of quality, both in the type of construction and the tenants that occupy the park.

The food and beverage/agricultural industry sector has a large presence along the I-81 corridor and that interest will continue for properties like Staunton Crossing. Ensuring that any tenants in this industry sector do not negatively affect the buildout of the park will be a necessity.

Professional services is a growing sector for areas such as Staunton. Customer service centers and other businesses that have traditionally been associated with larger urban areas are continuing to expand their presence into areas such as this region. Lower costs of doing business, improved IT infrastructure, and space requirements are driving factors. Events such as the COVID-19 pandemic have taught companies that diversity in locations, outside of major urban areas, is important.

Data center growth has continued to grow in areas like the Shenandoah Valley. Major data center developers are openly discussing their needs and desires to expand into areas outside of regions like Northern Virginia and state and local governments are redefining incentives to make these moves a possibility. Though there have not been many significant announcements for data centers in this region or its adjacent competitor regions, the opportunity becomes clear to market Staunton Crossing as the preferred location for such development in this region.

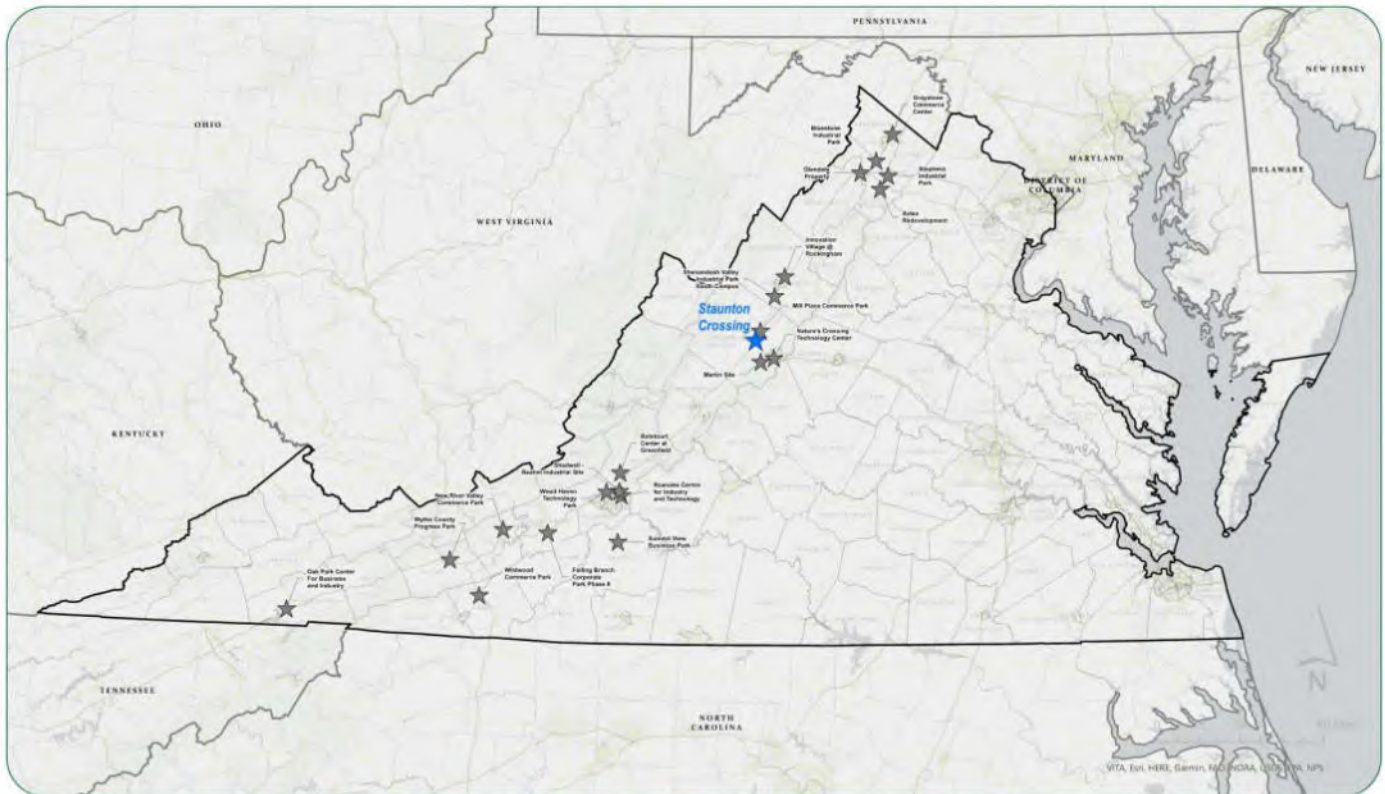
Based on an analysis of economic development activity throughout the region and its competitors, as well as a review of the types of projects actively being worked by site selection professionals, these industry sectors represent the best opportunities for location in Staunton Crossing. With its unique combination of site attributes, Staunton Crossing is well suited to be a strong competitor in these sectors. The analysis of competitors, project types, project announcements, site selector input and stakeholder discussions completed for this report provide the support for targeting these sectors, and proactive marketing efforts should be focused on the site selectors and private sector decision-makers associated with them.

COMPETITOR SITES

To better understand competition for economic development projects, Staunton Crossing's competitor sites were identified and analyzed. Understanding the location, site readiness and site characteristics of other sites that might compete with Staunton Crossing for projects provides significant insight into the issues that need to be addressed in marketing the site and the attributes that must be spotlighted, to ensure that Staunton Crossing remains a viable site for economic development projects in a very competitive market.

Through an analysis of sites with similar characteristics and discussions with professionals familiar with available sites, such as the VEDP Real Estate Solutions team, the following list of competitor sites was developed:

Competitor Sites	Locality
<u>Avtex Redevelopment</u>	Front Royal
<u>Bluestone Industrial Park</u>	Stephens City
<u>Botetourt Center at Greenfield</u>	Daleville
<u>Falling Branch Corporate Park Phase II</u>	Christiansburg
<u>Glendale Property</u>	Strasburg
<u>Graystone Commerce Center</u>	Winchester
<u>Innovation Village @ Rockingham</u>	Harrisonburg
<u>Martin Site</u>	Stuarts Draft
<u>Mill Place Commerce Park</u>	Verona
<u>Nature's Crossing Technology Center</u>	Waynesboro
<u>New River Valley Commerce Park</u>	Pulaski
<u>Oak Park Center For Business and Industry</u>	Abingdon
<u>Roanoke Centre for Industry and Technology</u>	Roanoke
<u>Shadwell - Beahm Industrial Site</u>	Roanoke
<u>Shenandoah Valley Industrial Park South Campus</u>	Mount Crawford
<u>Stephens Industrial Park</u>	Front Royal
<u>Summit View Business Park</u>	Rocky Mount
<u>Wildwood Commerce Park</u>	Hillsville
<u>Wood Haven Technology Park</u>	Roanoke
<u>Wythe County Progress Park</u>	Wytheville



Staunton Crossing - Competitor Sites



Using this list of sites, the following site characteristics were evaluated:

- Available acreage
- Largest contiguous acreage
- Topography
- Distance to interstate
- Rail availability
- Availability of water and sewer
- Availability of electrical power
- Pad-ready site availability
- Business Ready Certified status
- Foreign Trade Zone
- Enterprise Zone

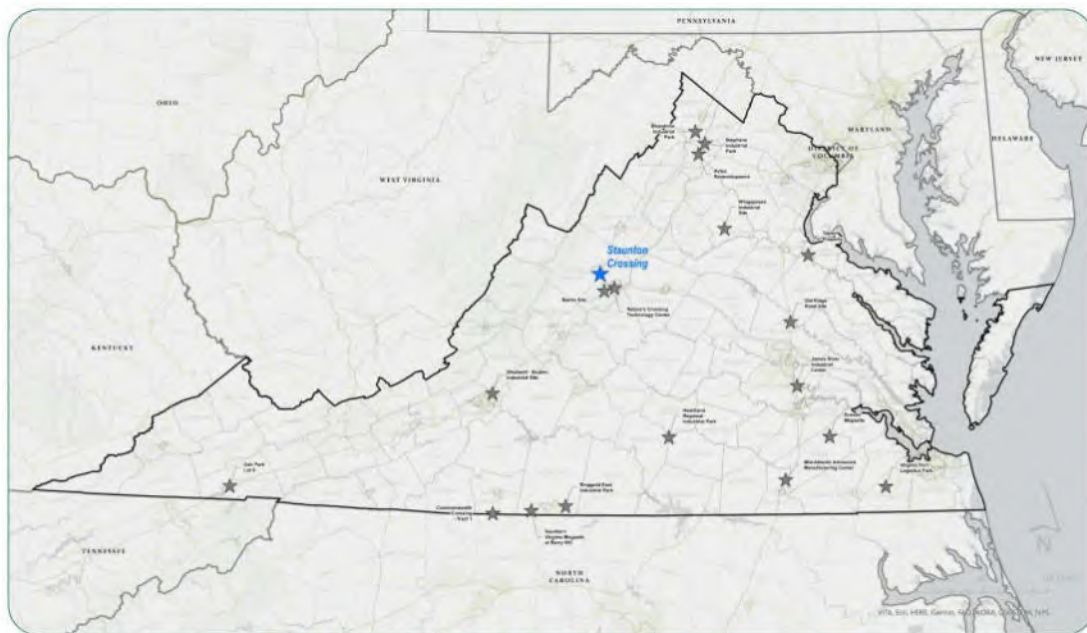
Using a color-coding system where green identifies an advantage for Staunton Crossing, red identifies a disadvantage and yellow means a neutral scenario, the following analysis was completed:

Competitor Sites	Locality	Available Acreage	Largest Contiguous	Topography	Distance to Interstate	Rail Served	Business			
							Zoning	Pad Ready	Ready Certified	Foreign Trade Enterprise Zone
Staunton Crossing	Staunton	161	161	flat	1.2	Yes	B-2; I-2	No		
Avtex Redevelopment	Front Royal	136	136	flat	2.7	Yes	MCD	No		
Bluestone Industrial Park	Stephens City	122	122	rolling	1.2	Yes	I-1, I-2	No	Yes	Yes
Botetourt Center at Greenfield	Daleville	330	158	rolling	4.6	No	RAM	No		Yes
Falling Branch Corporate Park Phase II	Christiansburg	59	59	sloping	1.7	No	I-2	No	Yes	
Glendale Property	Strasburg	92	92	flat	1.1	No	A1	No		
Graystone Commerce Center	Winchester	138	80	rolling/flat	1.4	No	M-1	No	Yes	Yes
Innovation Village @ Rockingham	Harrisonburg	179	85	rolling	2.8	No	I-1	No		
Martin Site	Staunton	387	113	rolling	5.2	Yes	GA, GI	No		
Mill Place Commerce Park	Verona	209	68	rolling	1	No	Planned Commerce	Yes	Yes	
Nature's Crossing Technology Center	Waynesboro	115	105	rolling	2.9	Yes	M-1, M-2	No		Yes
New River Valley Commerce Park	Pulaski	388	272	level	3.7	No	PID Planned Industrial Park	No	Yes	Yes
Oak Park Center For Business and Industry	Abingdon	115	70	Pad-Ready	1.8	No	M-1	Yes		Yes
Roanoke Centre for Industry and Technology	Roanoke	70	70	rolling	4.6	No	LM	No		Yes
Shadwell - Beahm Industrial Site	Roanoke	115	115	rolling	4	Yes	I-1	No		Yes
Shenandoah Valley Industrial Park South Campus	Mount Crawford	78	78	rolling	3.3	No	M-1	No		
Stephens Industrial Park	Front Royal	85	53	rolling	4	Yes	Industrial	No		Yes
Summit View Business Park	Rocky Mount	324	150	rolling	17.5	No	Regional Enterprise Park	No		Yes
Wildwood Commerce Park	Hillsville	234	100	graded flat/rolling	1.1	No	None	Yes	Yes	Yes
Wood Haven Technology Park	Roanoke	94	94	level to rolling	1.3	No	PTD	No	Yes	Yes
Wythe County Progress Park	Wytheville	831	100	rolling	4	No	None	Yes		Yes

* Largest contiguous acreage was measured within 50 acres +/- that of Staunton Crossing; distance to interstate was compared to under 5 miles to an interstate vs. greater than 5 miles.

Recognizing that the rail-served nature of Staunton Crossing is an uncommon, yet significant, benefit to the competitiveness of the site, an analysis of other rail-served sites in Virginia was done. Those sites identified include:

<i>Rail-Served Competitor Sites</i>	<i>Locality</i>
<u>Avtex Redevelopment</u>	Front Royal
<u>Bluestone Industrial Park</u>	Stephens City
<u>Commonwealth Crossing - Tract 1</u>	Ridgeway
<u>Heartland Regional Industrial Park</u>	Keysville
<u>James River Industrial Center</u>	Richmond
<u>Martin Site</u>	Stuarts Draft
<u>Mid-Atlantic Advanced Manufacturing Center</u>	Emporia
<u>Nature's Crossing Technology Center</u>	Waynesboro
<u>Oak Park Lot 8</u>	Abingdon
<u>Old Ridge Road Site</u>	Doswell
<u>Ringgold East Industrial Park</u>	Ringgold
<u>Shadwell - Beahm Industrial Site</u>	Roanoke
<u>Southern Virginia Megasite at Berry Hill</u>	Danville
<u>Stephens Industrial Park</u>	Front Royal
<u>Sussex Megasite</u>	Sussex
<u>Taylor Property</u>	King George
<u>Virginia Port Logistics Park</u>	Suffolk
<u>Wingspread Industrial Site</u>	Culpeper



Staunton Crossing - Rail-Served Competitor Sites
Augusta County, VA

Using the same site criteria and color-coding, an analysis of these sites produced the following results:

Competitor Sites	Locality	Available Acreage	Largest Contiguous	Topography	Distance to Interstate	Rail Served	Zoning	Pad Ready	Business Ready Certified	Foreign Trade Enterprise Zone
Staunton Crossing	Staunton	161	161	flat	1.2	Yes	B-2; I-2	No		
Avtex Redevelopment	Front Royal	136	136	flat	2.7	Yes	MCD	No		
Bluestone Industrial Park	Stephens City	122	122	rolling	1.2	Yes	I-1, I-2	No	Yes	Yes
Commonwealth Crossing - Tract 1	Ridgeway	160	160	graded	35.3	Yes	I-1	Yes	Yes	Yes
Heartland Regional Industrial Park	Keysville	296	200	rolling	42.9	Yes	General Industrial	No		Yes
James River Industrial Center	Richmond	272	178	gently sloping	1.8	Yes	I-3	No	Yes	Yes
Martin Site	Stuarts Draft	387	113	rolling	5.2	Yes	GA, GI	No		
Mid-Atlantic Advanced Manufacturing Center	Emporia	1069	1000	level/gently sloping	2.6	Yes	M-1	No	Yes	Yes
Nature's Crossing Technology Center	Waynesboro	115	105	rolling	2.9	Yes	M-1, M-2, B-2	No		Yes
Oak Park Lot 8	Abingdon	70	70	rolling	2	Yes	M-1	Yes		Yes
Old Ridge Road Site	Doswell	50	50	flat	3.1	Yes	M-3	No		
Ringgold East Industrial Park	Ringgold	51	51	rolling	45.1	Yes	M-1	No		Yes
Shadwell - Beahm Industrial Site	Roanoke	115	115	rolling	4	Yes	I-1	No		
Southern Virginia Megasite at Berry Hill	Danville	3528	2102	rolling	35.2	Yes	M-2	Yes	Yes	Yes
Stephens Industrial Park	Front Royal	85	53	rolling	4	Yes	Industrial	No		Yes
Sussex Megasite	Sussex	595	585	level/gently sloping	14.4	Yes	I-2	No	Yes	Yes
Taylor Property	King George	266	266	level/gently sloping	13.4	Yes	A-1	No		
Virginia Port Logistics Park	Suffolk	612	300	flat	17.1	Yes	M-1, M-2, B-2	Yes	Yes	Yes
Wingspread Industrial Site	Culpeper	214	135	flat to rolling	31.5	Yes	Light Industrial	No	Yes	Yes

* Largest contiguous acreage was measured within 50 acres +/- that of Staunton Crossing; distance to interstate was compared to under 5 miles to an interstate vs. greater than 5 miles.



Though significant competition is present in many of the identified sites, Staunton Crossing's available contiguous acreage, its topography and the availability of rail to the site represent significant advantages. Among rail-served sites, the topography and distance to the interstate stand out as significant competitive advantages.

A noticeable disadvantage for Staunton Crossing in both categories is the status of the site as it relates to its lack of identification as a Business Ready Certified Site, a Foreign Trade Zone or Enterprise Zone.

RECENT ANNOUNCEMENTS THROUGHOUT REGION

To most effectively market a site, understanding what types of project success is being experienced in the region is important. Though this does not mean more announcements and more variety in industry sector successes can be achieved, this analysis demonstrates the actual economic development location successes being achieved given current site availability, marketing and business development efforts.

Using VEDP's database of announcements for the years 2017 – 2022, an analysis of the types of project locations and their characteristics was completed. These announcements were researched for the Northern Shenandoah Valley, the Shenandoah Valley and the Roanoke Region. Combined they represent 115 announcements producing approximately 6,900 jobs and \$2,900,000,000 in new investment.

To understand the successes in those industry areas recommended or currently being pursued for Staunton Crossing, the follow breakdown of announcements by industry sector is provided:

Region	Food & Ag. Announcements	Food & Ag. Jobs	Food & Ag. Investment (\$M)
Northern Shenandoah Valley	3	178	\$72
Shenandoah Valley	24	871	\$636
Roanoke Region	7	148	\$68
Totals:	34	1,197	\$776

Region	Manufacturing Announcements	Manufacturing Jobs	Manufacturing Investment (\$M)
Northern Shenandoah Valley	12	853	\$215
Shenandoah Valley	31	1,478	\$1,198
Roanoke Region	21	1,056	\$472
Totals:	64	3,387	\$1,885

Region	Dist. & Logistics		
	Dist. & Logistics Announcements	Dist. & Logistics Jobs	Dist. & Logistics Investment (\$M)
Northern Shenandoah Valley	5	55	\$47
Shenandoah Valley	2	211	\$48
Roanoke Region	1	70	\$11
Totals:	8	336	\$106

Region	Prof Services		
	Prof Services Announcements	Prof Services Jobs	Prof Services Investment (\$M)
Northern Shenandoah Valley	2	1,650	\$103
Shenandoah Valley	1	11	\$0
Roanoke Region	5	324	\$13
Totals:	8	1,985	\$116

Region	Data Center		
	Data Center Announcements	Data Center Jobs	Data Center Investment (\$M)
Northern Shenandoah Valley	1	25	\$90
Shenandoah Valley	0	0	\$0
Roanoke Region	0	0	\$0
Totals:	1	25	\$90

SITE CHALLENGES AND OPPORTUNITIES

A group of Stakeholders was convened at the outset of the marketing plan development to discuss the opportunities and issues related to Staunton Crossing. The small working group included individuals with an understanding of the site, the region and economic development activities in the Shenandoah Valley. The members of that group included:

Greg Campbell, Director, Virginia Department of Aviation
Amanda DiMeo, Economic Development Specialist, City of Staunton
John Loftus, Sites & Buildings Manager, Virginia Economic Development Partnership
Jay Langston, Executive Director, Shenandoah Valley Partnership
Jim Vanderzee, Manager of Industrial Development, Buckingham Branch Railroad
Billy Vaughn, Director of Economic Development, City of Staunton
Allen Dahl- Developer- Staunton Crossing Phase I
Peter Wray- Broker
Alison Denbigh- EDA Vice Chair

Feedback provided by the group identified different issues and needs related to the potential attraction of economic development activity to the site, as well as those characteristics that provided opportunities or assets that may make Staunton Crossing attractive to potential new industry.

The main opportunities fell into two categories: location and infrastructure. The site's location at the intersection of I-81 and I-64, along with its visibility from the interstate was unanimously identified as the most significant asset. Related to this location, the proximity of the site to available population and workforce, expanded in part by interstate access, provide opportunity to those industries driven by workforce needs. Additionally, proximity to training opportunities such as colleges, universities and vocational training, make the Staunton Crossing attractive. With the cost of doing business being an important factor in any location, the geographic location of the site puts it in a region where these costs are lower than potential competitors.

Site infrastructure was also identified by the group as opportunity for marketing the site. With more than 100 acres of developable land, the site represents an attractive and flexible size for industry. Access to rail service makes it a somewhat unique site among its competitors, with rail access directly to the site being achievable without difficulty. The site is one of the flattest sites available with 100+ acres and rail access. The site would be served by the Buckingham Branch which has service available with both CSX and Norfolk Southern. In addition to these opportunities, Staunton Crossing's location along I-81 is adjacent to the fiber and utilities that run along the interstate.

Other positives identified outside of these 2 main categories included the following:

- Work and activity to improve the site already underway.
- The land is publicly owned.
- The site, with its unique characteristics, has the ability to stand out in marketing.
- Roanoke currently has the closest Tier 4 site and Staunton Crossing is currently working towards this status.

Along with opportunities and assets related to the site, the working group discussed issues that must be addressed in the marketing and development of Staunton Crossing. These discussions were combined into two main categories: timing and communication.

The timetable for having the site developed for potential industry was identified as a potential issue for Staunton Crossing. While most prospects need to be onsite in 12 – 18 months, the current timetable for the site extends beyond this timetable. The site is only a Tier 2 site now and it will take 1 ½ - 2 years to become a Tier 4 site. Additionally, to meet the needs of a potential prospect, the site still needs significant infrastructure work and a Geotech report needs to be completed.

The working group also identified communication as a potential issue for Staunton Crossing. The group felt that the site was not widely recognized for the great potential that exists. More information about the uniqueness of the site needs to be relayed to a broader audience both internally to the locality and region, and to the site selection world. Even as progress towards improving the site is being done, information about the progress needs be communicated. As discussions about Tier 2 status versus Tier 4 status was discussed, the group recommended that better communication to a larger audience about what this means needs to occur.

Other issues identified outside of these 2 main categories included the following:

- Water line is owned by a quasi-governmental agency.
- Less than 1 MGD of water is currently available.

SITE SELECTOR FEEDBACK

In addition to feedback from the convened working group, input was sought from a small group of professionals in the site selection profession. Though the questions were very high-level, unlike the detail asked of the working group, the responses are important as these site selection individuals are a major source of prospect leads. To obtain candid responses, the site selection participants were ensured that they would not be identified.

Though most of the individuals did not know about Staunton Crossing specifically, they did know the Shenandoah Valley region. Universally, they saw the site as an opportunity for economic growth and recognized its “unique” assets after being introduced to the site. Though noting it would take a special type of prospect, the rail access, especially with close access to the interstate system was attractive. Staunton Crossing’s location in regard to accessing the customer base along the east coast and Midwest were noted as a benefit as well.



The logistics and manufacturing industry sectors were identified as main targets for Staunton Crossing. When pressed about the food and beverage sector, the individuals agreed the site would be attractive for that industry as well, especially based upon the other operations in the area and the workforce they would produce. The potential for data center prospects did not receive as much positive feedback but could be considered as a potential industry target, though noting that there would not likely be as many prospects in that sector. Two specific comments related to data centers were the site’s proximity to the interstate, thus producing security concerns and/or perceptions, and potential issues related to the proximity of rail-served operations that might come to the park.

Questions about workforce availability were raised in discussions. The perception that finding enough workers to fill jobs for a major development might be difficult was identified. The site’s geographic location and distance from a major urban center, for site selectors unfamiliar with the region, was the most common reason for the questions about workforce size and availability.

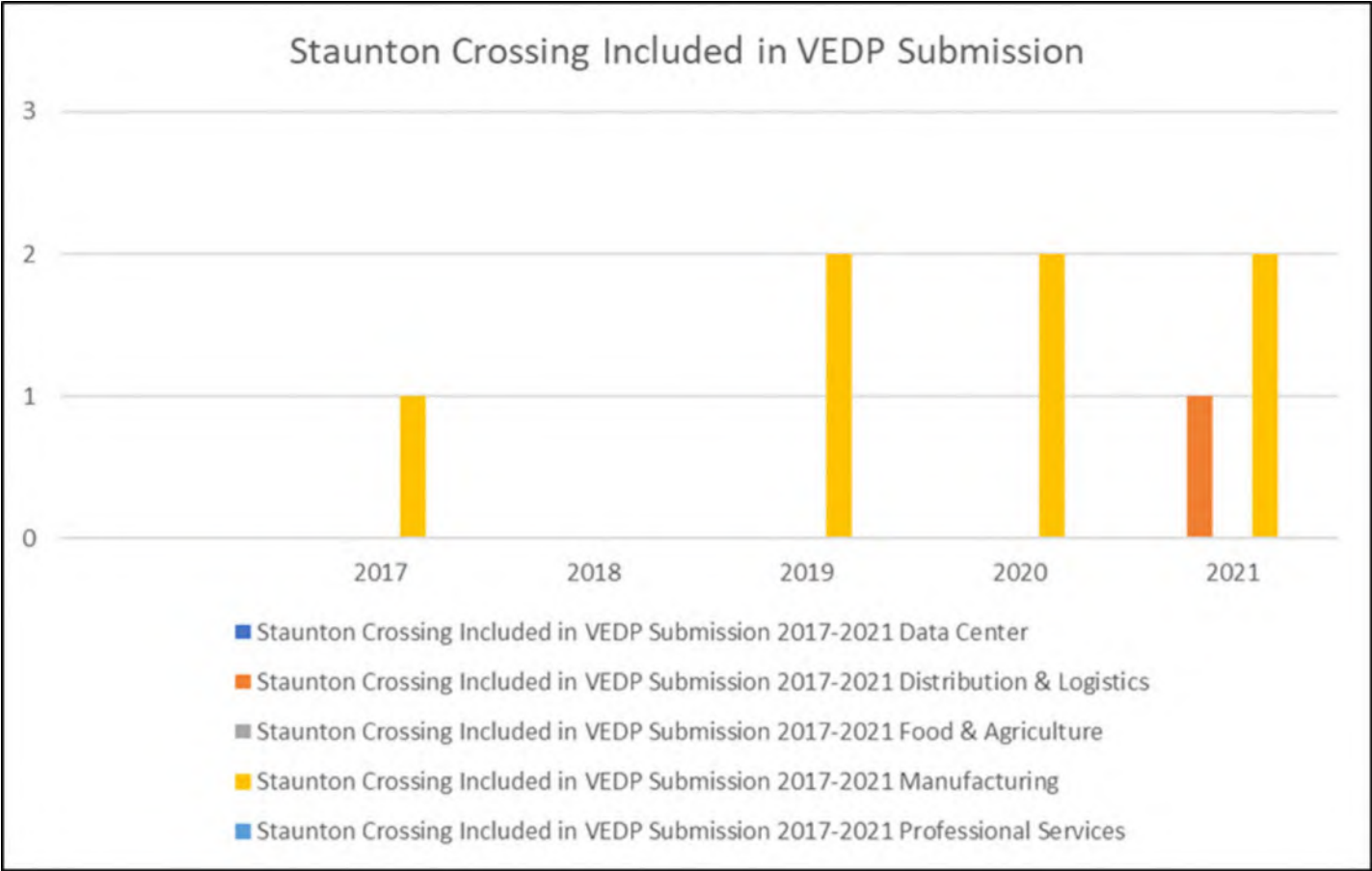
Finding information about the site on the internet was mentioned as an area that could use improvement. Information did not show up in searches as easily as it should. The information that was identified in searches did not set it apart from other sites using similar searches. A link to the VEDP online site search engine was provided to give participants information about the site and one comment mentioned the opinion that Staunton Crossing simply blended in with all of the other sites available in the searchable database. Because site selectors depend on internet research as a major tool for site searches, often before a locality even know they are looking, ensuring that these individuals can easily find information about Staunton Crossing on the internet is imperative.

Knowing that responses from this group identified “lack of knowledge about the site” as a potential negative, the participating site selectors were asked if they would be interested in receiving information about the site, what format would be best and the frequency of contact. The group would be open to receiving site-related information. An email format was identified as the most appropriate format for relaying information. It should be noted that emails could contain attachments or links to downloadable information for printing that could be accessed if the receiver wanted to print it. As for frequency, almost universally, the group did not want to be inundated with emails or flyers. A common frequency suggested for receiving updates was information related to major new developments or events, such as significant improvements to the site, awards or project announcements.

HISTORICAL PROPOSAL SUBMISSIONS

To judge future success and better understand potential, it is important to look at the past proposal submissions to prospects for the site and the types of projects that have been pursued for Staunton Crossing.

Inclusion of the site in VEDP prospect submittals for the years 2017–2021 were in the manufacturing and distribution industry sectors. The site was submitted 8 times during this time period. It should be noted that this number does not identify how many times it was considered for submission. Often sites do not make a final submittal due to constraints placed upon VEDP by site selectors or other decision-makers. These constraints often include a maximum number of sites that may be included or geographic boundaries.



* Two projects were identified as manufacturing/distribution. These projects are included in the manufacturing category.

A review of project submittals produced by the Shenandoah Valley Partnership in 2021 reveals that Staunton Crossing was identified for 8 projects. Those submittals were made to companies in the following sectors:

Data Centers:	1
Distribution/Logistics:	1
Food & Beverage	1
Manufacturing	5

NEEDS FOR SITE READINESS BY TARGET INDUSTRY

The Virginia Economic Development Partnership has created a Tier Ranking System that is now widely accepted as the standard to address how marketable a site is for development. The Target Industries that have been identified for Staunton Crossing would require the same Tier 4 recommendations in the previously completed Business Plan.

- Manufacturing
- Logistics/Transportation
- Food & Beverage/ Agricultural
- Professional Services
- Data Centers/IT
- Rail-Oriented Industry

ISSUES TO ADDRESS IN MARKETING EFFORTS

Based upon research related to Staunton Crossing and economic development efforts related to its development, certain aspects of the site will need to be addressed more aggressively than others in any marketing efforts. *Whether real or perceived*, concerns related to the site and its development should be addressed proactively and positively; through data, descriptions of future plans for the site, work underway and examples of successes related to potential concerns. These may vary by industry, but the following identifies, and prioritizes information that needs to be addressed in marketing efforts. The sections below identify key site attributes included in most marketing. The information on these attributes needs to be included in marketing material, but based upon input and research regarding Staunton Crossing, they are ranked below by those that potentially need extra attention (high priority), to those that can stand on their own with less explanation or information addressing them (low priority).

High Priority	Medium Priority	Low Priority
Site Readiness	Workforce and Training Availability	Site Location
Development Timeline	Infrastructure Availability and Redundancy	Visibility
Emphasizing Unique Characteristics		Access to Market
		Land Ownership

MARKETING TARGETS

An important step in creating a marketing strategy is to identify target audiences. For the purposes of marketing Staunton Crossing, this plan identifies 4 main audiences:

- Internal partners: Local and regional governmental and quasi-governmental organizations; local private sector
- State Economic Development Agencies: Virginia Economic Development Partnership
- Private Industry: Prospective companies for location in Staunton Crossing
- Site Selectors: Individuals and organizations that represent companies in their site selection efforts

Though slightly different than marketing efforts to attract new industry, creating an open line of communication, through “internal marketing” to local and regional partners will be important to the success of Staunton Crossing. Funding, lead generation and other governmental processes, such as incentive proposals, related to the future success of the site will rely on support from organizations like county leadership and regional marketing groups. Keeping these groups informed about the progress of site development, successes related to the site and needs of the site for competitiveness will assist in providing support and proactive partnerships moving forward. Internal marketing would include development progress updates, activities related to the marketing of the site and economic development success stories. Additionally, keeping the local business community updated on Staunton Crossing can assist local companies looking to expand, or those local companies with outside contacts that could become prospects for Staunton Crossing.

State agencies, such as VEDP, provide a great source for lead generation. Staunton and the Shenandoah Valley Partnership have done a good job keeping an open line of communication with VEDP. As development of Staunton Crossing continues, keeping this agency informed about improvements and future plans is important. Such updates will keep the site “top of mind” for VEDP as it makes site recommendations to prospects. Staunton Crossing has strong competitors, and groups like VEDP must recommend sites to prospects on a regular basis. Additionally, through interactive communication with VEDP, Staunton can ensure that the site is moving in a direction to coincide with the site readiness needs that VEDP experiences during their daily interactions with prospects.

Direct marketing to private companies should be precisely targeted and based upon research identifying those companies most likely to relocate or expand based upon their business activity. When marketing to the private sector, contacts with decision-making ability need to be targeted. Many mid-sized to large companies enlist the assistance of site selectors to lead their site selection endeavors. Leadership positions within a company, such as a CEO or CFO, often have the most direct influence on location decisions and are designated to work with site selection organizations when they are utilized. Even in small companies, without the resources to seek assistance from site selection agencies, these leadership positions hold the power to make decisions about location decisions. Far too often, economic development agencies target private sector positions such as business development and facility management for marketing purposes. In many respects, marketing directly to private companies realizes far less return on investment than marketing to site selectors and larger state economic development agencies that make recommendations to private industry.

Site selectors should be the priority for direct, targeted marketing. These organizations represent companies around the globe looking for expansion and relocation opportunities and employ the individuals that make site recommendations to the decision-makers of private industry. Making sure that they are aware of Staunton Crossing, the “unique” opportunities that the park possesses and the aggressive efforts to improve the site will provide the greatest returns on funds and efforts related to marketing Staunton Crossing.

MARKETING APPROACHES FOR STAUNTON CROSSING

Direct Marketing Materials for Site

The creation of marketing material, referred to as site sheets, should be created for Staunton Crossing and updated on a regular basis. Staunton has done great work in this area and should continue and expand these efforts. With very direct, accurate and comprehensive information about the site and its characteristics, these sheets will be used to respond to prospects as well as being a source of information to make potential prospects and site selectors aware of Staunton Crossing and its attributes. In addition to creating awareness, this material would be used for inclusion in submittals to potential leads and prospects prepared internally, through VEDP or site selectors. The material should include those attributes most important to decision-making such as, but not limited to, location, site attributes and workforce data. The appearance of the material is important and the data should be efficient enough to create interest while not becoming too burdensome. These site sheets should be developed for use in both printable and digital formats. To be most effective, site sheets should be tailored to address information most critical to each target industry for Staunton Crossing, emphasizing those attributes important to specific industries. Examples include:

- Manufacturing: Location, workforce and training, cost of doing business, rail access
- Logistics: Location, transportation system, ease of site access, rail access
- Food & Beverage: Location, workforce and training, similar businesses in region
- Data Centers: IT infrastructure, power reliability, security, incentives for data centers
- Professional Services: Quality of life; workforce and training, wage data

Regular Updates via Informational Material

Acting as an ongoing marketing initiative through a regular informational update, a short, concise newsletter or update document should be created for dissemination to local, regional and state partners, as well as potential prospects and site selectors. Keeping others informed about progress being made at Staunton Crossing, news related to announcements and economic development successes for the site will not only create excitement and support for the park, but will also act as a method for keeping Staunton Crossing “top of mind.” This regular update should be short, direct and produced on a regular schedule, such as quarterly. An electronic format for this material should be developed, but the format should be designed to allow for easy hard-copy, printing.

Social Media Campaigns

Social media is a powerful method for economic development marketing in today’s world. Many site selectors and company decision-makers actively or passively use social media on a daily basis. Creating an ongoing social media campaign for Staunton Crossing is an effective, often passive, method of staying in front of decision-makers. Timely, concise postings on such platforms as LinkedIn will keep the site in front of the decision-makers.

On-Site Visits

Inviting site selectors, company representatives and governmental economic developers to visit the Staunton Crossing and its community allows for a true experience with the site and hands-on, first person information. Regular, planned visits for state agencies, such as VEDP, should continue with an emphasis on Staunton Crossing and what the site and community have to offer. Creating a tour of the city, region and, specifically,

Staunton Crossing for a site selector visit will work to create a personal connection with the site, the local economic development team and the community for site selectors. Planned with the purpose of showcasing the community's quality of life, workforce opportunities and eagerness for economic development growth, a site selector tour can create enthusiasm and direct connections for those directly affecting site selection decisions.

Targeted Marketing Missions

Though one of the much more costly methods of marketing, marketing missions can be effective when sufficient research, planning and targeting are done in preparation. Marketing missions to visit site selectors directly will provide the most efficient and cost-effective targets for direct visits. Investing time and funds to properly identify and target companies and site selector is essential to realizing a potential return on investment for a marketing mission. Other events such as trade shows and conferences, should include, whenever possible, visits to prospective companies and site selectors in the area. Any marketing mission should include pre- and post-contact with those individuals being visited, providing them with materials so that they can be prepared for the meeting, and any follow up information deemed important after the meeting.

On-Site Marketing

I-81's proximity to the site, with high traffic volumes supporting industry and travelers alike, offers a somewhat unique marketing opportunity for Staunton Crossing. Aesthetically-pleasing and very visible from the interstate, signage identifying the park and noting its path towards progress serve as an onsite introduction to Staunton Crossing, creating a visual awareness of its opportunities and location. Without question, because of I-81's access to such a large population of business travelers and industry support traffic, onsite signage, even in its early stages of development will be seen by potential prospects, decision-makers, site selector and industry supporting targets, thus creating an awareness of the site and its potential. Any signage should be designed to "stand out" against the many other signs and billboards along the I-81 corridor. Signage has been designed for the site; however, any signage should be highly visible and separate itself from the significant signage already cluttering I-81.

Maximizing Online Searchability

All of the work done to promote Staunton Crossing must get into the hands of those in need of what the site has to offer. Site selectors and private sector decision-makers utilize the internet as the main tool for initial site selection efforts and follow-up research during the site selection process. Making sure information reaches these individuals is vital. Promoting and enhancing search results related to site selection enhances the chances that Staunton Crossing will be seen by targeted prospects. This searchability can be done through paid services as well as through the effective creation of content made available on the internet. Creating traffic related to online information available about the site increases the likelihood that information appears in future online data searches.

Articles in Publications

Proactive efforts to highlight Staunton Crossing through articles and feature stories in relevant news and magazine publications is an effective way of creating awareness of the site. Outreach to publications such as Virginia Business, newspapers, industry publications and site selection publications should be a staple of marketing efforts. Such articles will allow Staunton to tell its own story and introduce the site to individuals who may not see it through other targeted marketing efforts.

ACTION RECOMMENDATIONS

Strategy #1: *Develop a diverse, internal marketing team for Staunton Crossing.*

- Action Item: Create a team of individuals familiar with the site to proactively market Staunton Crossing. The team should consist of local & regional economic development professionals and private sector leaders familiar with the site to act as ambassadors for marketing.
- Action Item: Educate and provide support material to the marketing group members in order to prepare them for face-to-face interaction with site selectors and prospects when opportunities arise.

Strategy #2: *Increase Staunton Crossing's online searchability targeted at site selection decision-makers.*

- Action Item: Engage outside expertise to enhance Search Engine Optimization (SEO) efforts, ensuring that Staunton Crossing is at the forefront of internet research for site selection.
- Action Item: Build a Staunton Crossing website to promote the site ensuring that the site is built upon SEO-friendly content.
- Action Item: Invest in paid digital advertising, focusing efforts on Google Ads and targeted options related to LinkedIn.

Strategy #3: *Create a stronger presence for Staunton Crossing through social media outlets.*

- Action Item: Create a LinkedIn profile specifically for Staunton Crossing.
- Action Item: Actively and regularly post information to social media outlets regarding Staunton Crossing.
- Action Item: Initiate a campaign to increase the number of followers for social media accounts.

Strategy #4: *Create a target marketing portfolio.*

- Action Item: Develop a target-marketing outreach package to engage members of the Site Selectors Guild. Providing background on Staunton Crossing, an overview of plans for the site's development, target markets and an invitation to become a part of Staunton Crossings future.
- Action Item: Create and maintain an active database of Site Selectors Guild members for ongoing contact.
- Action Item: Develop a list of targeted companies for outreach regarding Staunton Crossing that identifies decision-makers within each company's leadership.

Strategy #5: *Building on current marketing material, create industry specific support material concentrating content on data most important to those industries targeted.*

- Action Item: Develop additional marketing material, available in both print and digital formats, that specifically addresses those issues identified as being most important to specific industries.
- Action Item: As a method of passive marketing and a way to stay in front of decision-makers, schedule routine outreach to company leaders in targeted industry sectors to receive input from them on current issues related to their operations and how a park like Staunton Crossing might grow to meet their needs. Incorporate this information into industry specific marketing content.

Strategy #6: Develop an ongoing campaign to disseminate news and updates focused on the development and activity related to Staunton Crossing.

- Action Item: Develop a marketing-oriented template to be used in the creation of a regular newsletter or update which highlights Staunton Crossing, progress in its development, next-steps in its development, success stories and other interesting features related to the growth potential for the site.
- Action Item: Create a distribution list for disseminating information on a regular schedule, targeting site selectors, company executives, local partners and governmental decision-makers.

Strategy #7: Improve the physical site visibility and appearance of Staunton Crossing from I-81.

- Action Item: Continue to improve the signage for Staunton Crossing, making it clearly visible from I-81 and distinct from the other signs on the interstate.
- Action Item: As much as possible, foster a view of the site that demonstrates active progress on site development, knowing that site selectors and other decision-makers will view the site before every contacting the City of Staunton.

Strategy #8: Host “on-site” visits to Staunton for site selection decision-makers which spotlight Staunton Crossing.

- Action Item: Host members of VEDP’s Business Development and Sites & Buildings teams on a visit to Staunton for a familiarity tour which highlights Staunton Crossing.
- Action Item: Host professionals from the Site Selectors Guild on a visit to Staunton for a familiarity tour which highlights Staunton Crossing.

ACTION RECOMMENDATION IMPLEMENTATION

Strategy	Action Item	Responsibility	Timeline	Estimated Cost
Strategy #1	Create a team of individuals familiar with the site to proactively market Staunton Crossing. The team should consist of local & regional economic development professionals and private sector leaders familiar with the site to act as ambassadors for marketing.	City of Staunton	April – June 2022	\$0; staff time
	Educate and provide support material to the marketing group members in order to prepare them for face-to-face interaction with site selectors and prospects when opportunities arise.	City of Staunton	June – September 2022	\$2,500
Strategy #2	Engage outside expertise to enhance Search Engine Optimization (SEO) efforts, ensuring that Staunton Crossing is at the forefront of internet research for site selection.	Outside IT Firm	May – September 2022	\$10,000
	Build a Staunton Crossing website to promote the site ensuring that the site is built upon SEO-friendly content.	Outside IT Firm	May – September 2022	\$20,000
	Invest in paid digital advertising, focusing efforts on Google Ads and targeted options related to LinkedIn.	Social Media Consultant/ IT Firm	Ongoing	Dependent upon frequency
Strategy #3	Create a LinkedIn profile specifically for Staunton Crossing.	Social Media consultant	May – June 2022	\$2,500 - \$5,000
	Actively and regularly post information to social media outlets regarding Staunton Crossing.	Social Media Consultant	Ongoing	\$2,000 - \$5,000 per month
	Initiate a campaign to increase the number of followers for social media accounts.	Social Media Consultant	Ongoing	Done in conjunction with regular postings to social media action item.
Strategy #4	Develop a target-marketing outreach package to engage members of the Site Selectors Guild. Providing background on Staunton Crossing, an overview of plans for the site's development, target markets and an invitation to become a part of Staunton Crossings future.	City of Staunton	May – June 2022	\$0; staff time
	Create and maintain an active database of Site Selectors Guild members for ongoing contact.	City of Staunton	Ongoing	\$0; staff time

Strategy	Action Item	Responsibility	Timeline	Estimated Cost
	Develop a list of targeted companies for outreach regarding Staunton Crossing that identifies decision-makers within each company's leadership.	City of Staunton or Lead Generation Consultant	May – July 2022	\$0 if done by City; \$10,000 - \$20,000 consultant
Strategy #5	Develop additional marketing material, available in both print and digital formats, that specifically addresses those issues identified as being most important to specific industries.	City of Staunton/ outside Design Firm	May – August 2022	TBD by scope of requested materials; \$5,000 - \$25,000
	As a method of passive marketing and a way to stay in front of decision-makers, schedule routine outreach to company leaders in targeted industry sectors to receive input from them on current issues related to their operations and how a park like Staunton Crossing might grow to meet their needs. Incorporate this information into industry specific marketing content.	City of Staunton	Ongoing	\$0; staff time
Strategy #6	Develop a marketing-oriented template to be used in the creation of a regular newsletter or update which highlights Staunton Crossing, progress in its development, next-steps in its development, success stories and other interesting features related to the growth potential for the site.	City of Staunton working with outside graphic design firm	May 2022	\$5,000
	Create a distribution list for disseminating information on a regular schedule, targeting site selectors, company executives, local partners and governmental decision-makers.	City of Staunton	May 2022	\$0; staff time
Strategy #7	Continue to improve the signage for Staunton Crossing, making it clearly visible from I-81 and distinct from the other signs on the interstate.	City of Staunton with outside design firm	May – September 2022	TBD by design for new signage
	As much as possible, foster a view of the site that demonstrates active progress on site development, knowing that site selectors and other decision-makers will view the site before every contacting the City of Staunton.	City of Staunton	Ongoing	\$0; staff time; multiple city departments responsible for code enforcement, construction management, etc.

Strategy #8	Host members of VEDP's Business Development and Sites & Buildings teams on a visit to Staunton for a familiarity tour which highlights Staunton Crossing.	City of Staunton	October 2022; April 2023	\$5,000
	Host professionals from the Site Selectors Guild on a visit to Staunton for a familiarity tour which highlights Staunton Crossing.	City of Staunton	October 2022; April 2023	\$10,000

METRICS OF SUCCESS

- ☐ Create an active, internal marketing team focused on Staunton Crossing that consists of both public and private members.
- ☐ Host 2 annual, onsite visits for members of VEDP's business development and Sites & Buildings team to familiarize them with the site and provide updates on the site's development progress.
- ☐ Host 2 annual, onsite visits for site selection professionals, showcasing Staunton Crossing, the focus for invitations being members of the Site Selectors Guild.
- ☐ Successfully publish 2 articles in printed media that extend to an audience outside of the Shenandoah Valley region.
- ☐ Increase followers on social media by at least 25% annually.
- ☐ Create an account on LinkedIn specifically dedicated to Staunton Crossing and initiate 2-4 postings per month highlighting the site.
- ☐ Increase the number of visitors to Staunton Crossing's page on VEDP's website by 10 percent annually for the next 5 years.
- ☐ Increase submissions of Staunton Crossing to prospects by the Virginia Economic Development Partnership by 50 percent annually for the next 5 years.
- ☐ Increase local and regional submissions to Requests For Information (RFI's) for Staunton Crossing.

APPENDICES

Appendix A—Staunton Crossing Competitor Sites

Bluestone Industrial Park

5698 VALLEY PIKE
Stephens City, VA 22655



This property is located in a Foreign Trade Zone
This property is Business Ready Site Program Certified

Availability			
Total Site Area:	132.54 ac / 53.016 ha	Available Land:	122.54
Largest Contiguous:	122.5 ac / 49 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres
Specifications			
Topography:	rolling	Zoning:	I-1, I-2
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	No		
Utilities			
Electric Provider:	Rappahannock Electric Cooperative		
Natural Gas Provider:	Washington Gas Company		
Water Provider:	Town of Stephens City		
Sewer Provider:	Town of Stephens City		
Fiber/Broadband Provider:	Verizon		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 81 /1.2 miles		
4-Lane Highway/Distance:	Virginia Highway 37 /3.9 miles		
International Airport:	Washington-Dulles International Airport /59.8 miles /63 minutes		
Commercial Airport:	Washington Dulles International Airport /59.8 miles /63 minutes		
General Aviation Airport:	Winchester Regional Airport /9.6 miles /11 minutes		
Port of Virginia:	212.7 miles /194 min		
Port of Virginia (Inland Port):	9.4 miles / 15 min		
Rail Served :	No		



Bluestone Industrial Park

5698 VALLEY PIKE
Stephens City, VA 22655

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Very close to interchange between I-81 and I-66

Botetourt Center at Greenfield

International Pkwy and S Center Dr
Daleville, VA 24083

This property is located in a Foreign Trade Zone



Availability

Total Site Area:	484 ac / 193.6 ha	Available Land:	329.95
Largest Contiguous:	158.5 ac / 63.4 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	10 acre minimum acres

Specifications

Topography:	Rolling	Zoning:	RAM
Industrial Park:	Yes	Outside Storage Allowed:	No
Pad Ready:	No		

Utilities

Electric Provider:	American Electric Power
Natural Gas Provider:	Roanoke Gas Company
Water Provider:	Western Virginia Water Authority
Sewer Provider:	Western Virginia Water Authority
Fiber/Broadband Provider:	Roanoke Valley Broadband Authority
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 81 /4.6 miles
4-Lane Highway/Distance:	U.S. Highway 220 /0.8 miles
International Airport:	Charlotte/Douglas International Airport /206.1 miles /175 minutes
Commercial Airport:	Roanoke-Blacksburg Regional Airport /14.5 miles /18 minutes
General Aviation Airport:	Roanoke-Blacksburg Regional Airport /14.5 miles /18 minutes
Port of Virginia:	255.4 miles /217 min
Port of Virginia (Inland Port):	159.3 miles / 137 min
Rail Served :	No



Botetourt Center at Greenfield

International Pkwy and S Center Dr
Daleville, VA 24083

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

State-of-the-art, Greenfield Education and Training Center is located in the park, providing continuing education and business and industry training. Includes high-bay training area. 69KV Power line with dual feed; dedicated future substation site makes service expandable to 137KV. Norfolk Southern's bulk transfer terminal is approximately 17 miles from the site. The bulk transfer terminal provides customers lacking rail siding with convenient access to bulk merchandise transported via rail car and is capable of handling a large number of food ingredients, construction materials, metals, and manufacturing inputs.

Falling Branch Corporate Park Phase II

Parkway & Technology Drive
Christiansburg, VA 24073

This property is Business Ready Site Program Certified



Availability

Total Site Area:	100 ac / 40 ha	Available Land:	59
Largest Contiguous:	59 ac / 23.6 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	50 to 100 acres

Specifications

Topography:	Gently Sloping	Zoning:	I-2, Heavy Industrial
Industrial Park:	Yes	Outside Storage Allowed:	No
Pad Ready:	No		

Utilities

Electric Provider:	American Electric Power
Natural Gas Provider:	Atmos Energy
Water Provider:	Town of Christiansburg
Sewer Provider:	Town of Christiansburg
Fiber/Broadband Provider:	Verizon
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 81 /1.7 miles
4-Lane Highway/Distance:	U.S. Highway 460 /1.3 miles
International Airport:	Charlotte/Douglas International Airport /169.5 miles /142 minutes
Commercial Airport:	Roanoke-Blacksburg Regional Airport /30.8 miles /30 minutes
General Aviation Airport:	Virginia Tech/Montgomery Executive Airport /8.9 miles /10 minutes
Port of Virginia:	289.2 miles /244 min
Port of Virginia (Inland Port):	193.1 miles / 164 min
Rail Served :	No



Falling Branch Corporate Park Phase II

Parkway & Technology Drive
Christiansburg, VA 24073

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Falling Branch Corporate Park is a 100 acre publicly owned site that can support a 59 acre building pad. All major utilities are to Lot 2, including 12" water line (750,000 gpd) feed by a 1 million gallon water tank in the park, 12" sewer line (4M gpd), 4" natural gas line (6 psi) and electric (20 MW substation adjacent to the site that connects directly to a redundant 138 kV transmission line) Phase II is located in Falling Branch Corporate Park, a 295 acre industrial park located in Christiansburg, VA (Montgomery County) The site is located within 10 mins. of Virginia Tech, a top 40 research university, 15 mins. of Radford University, 5 mins. of New River Community College, and 30 mins. of ROA airport

Glendale Property

Oranda Rd
Strasburg, VA 22657



Availability

Total Site Area:	91.87 ac / 36.748 ha	Available Land:	91.87
Largest Contiguous:	91.87 ac / 36.748 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres

Specifications

Topography:	Flat	Zoning:	A1
Industrial Park:	No	Outside Storage Allowed:	No
Pad Ready:	No		

Utilities

Electric Provider:	Shenandoah Valley Electric Cooperative
Natural Gas Provider:	Washington Gas Company
Water Provider:	Town of Strasburg
Sewer Provider:	Town of Strasburg
Fiber/Broadband Provider:	Shentel
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 81 /1.1 miles
4-Lane Highway/Distance:	U.S. Highway 340 /9.9 miles
International Airport:	Washington-Dulles International Airport /66.0 miles /61 minutes
Commercial Airport:	Shenandoah Valley Regional Airport /67.6 miles /59 minutes
General Aviation Airport:	Winchester Regional Airport /18.3 miles /18 minutes
Port of Virginia:	209.7 miles /191 min
Port of Virginia (Inland Port):	11.9 miles / 13 min
Rail Served :	No



Glendale Property

Oranda Rd
Strasburg, VA 22657

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Innovation Village @ Rockingham

North Valley Pike and Mount Clinton Pike
Harrisonburg, VA 22802



Availability			
Total Site Area:	360.8 ac / 144.32 ha	Available Land:	179.15
Largest Contiguous:	85.4 ac / 34.16 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	5 acre minimum acres
Specifications			
Topography:	Gently rolling	Zoning:	I-1, Industrial
Industrial Park:	No	Outside Storage Allowed:	No
Pad Ready:	No		
Utilities			
Electric Provider:	Dominion Energy		
Natural Gas Provider:	Columbia Gas of Virginia		
Water Provider:	Rockingham County		
Sewer Provider:	Rockingham County		
Fiber/Broadband Provider:	Shentel		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 81 /2.8 miles		
4-Lane Highway/Distance:	Virginia Highway 42 (Virginia Ave) /2.2 miles		
International Airport:	Washington-Dulles International Airport /115.0 miles /102 minutes		
Commercial Airport:	Shenandoah Valley Regional Airport /18.8 miles /23 minutes		
General Aviation Airport:	Shenandoah Valley Regional Airport /18.8 miles /23 minutes		
Port of Virginia:	212.6 miles /183 min		
Port of Virginia (Inland Port):	60.9 miles / 54 min		
Rail Served :	No		



Innovation Village @ Rockingham

North Valley Pike and Mount Clinton Pike
Harrisonburg, VA 22802

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

IV@R will be developed in three phases, allowing for new facilities or campuses customized for each company's specific needs. The first phase consists of SRI's, 43,000 square foot building near the Village's main entrance. Phase II accommodates approximately 975,000 square feet of additional research and development facilities. Phase III will add additional roadways and pad sites, accommodating another 420,000 square feet of available space with possible expansion up to 778,000 square feet. Master planned for companies desiring to facilitate research partnerships with State universities and the private sector.

Martin Site

229 Patton Farm Rd
Stuarts Draft, VA 24477



Availability

Total Site Area:	387 ac / 154.8 ha	Available Land:	387
Largest Contiguous:	113 ac / 45.2 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres

Specifications

Topography:	Gently rolling; cleared	Zoning:	GA, GI
Industrial Park:	No	Outside Storage Allowed:	Yes
Pad Ready:	No		

Utilities

Electric Provider:	Shenandoah Valley Electric Cooperative
Natural Gas Provider:	Columbia Gas of Virginia
Water Provider:	Augusta County Public Service Authority
Sewer Provider:	Augusta County Service Authority
Fiber/Broadband Provider:	Segra
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 64 /5.2 miles
4-Lane Highway/Distance:	U.S. Highway 340 /1.6 miles
International Airport:	Washington-Dulles International Airport /154.1 miles /136 minutes
Commercial Airport:	Shenandoah Valley Regional Airport /29.2 miles /30 minutes
General Aviation Airport:	Shenandoah Valley Regional Airport /29.2 miles /30 minutes
Port of Virginia:	181.6 miles /156 min
Port of Virginia (Inland Port):	99.9 miles / 88 min
Rail Served :	No



Martin Site

229 Patton Farm Rd
Stuarts Draft, VA 24477

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Potential of 3 water sources can provide large capacity. Interstate 81, Exit 222 is approximately 10 miles from the site and Interstate 64, Exit 94 is approximately 5 miles from site. Height restriction of 50 feet, some exclusions apply. 60 acre rail served site. 10-13 MWs is available at the site. A 25KV distribution circuit is on the site. A 115KV/25KV substation is 1100' from the southeast property corner.

Mill Place Commerce Park

Mill Place Parkway and Lakeview Ct
Verona, VA 24482

This property is Business Ready Site Program Certified



Availability

Total Site Area:	371.3 ac / 148.52 ha	Available Land:	200
Largest Contiguous:	68 ac / 27.2 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	2 to 150 acres acres

Specifications

Topography:	Gently rolling; 95% cleared	Zoning:	Planned Commerce
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	Yes		

Utilities

Electric Provider:	Dominion Energy
Natural Gas Provider:	Columbia Gas of Virginia
Water Provider:	Augusta County Public Service Authority
Sewer Provider:	Augusta County Service Authority
Fiber/Broadband Provider:	Shentel
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 81 /1.0 miles
4-Lane Highway/Distance:	Laurel Hill Rd /0.2 miles
International Airport:	Washington-Dulles International Airport /136.9 miles /119 minutes
Commercial Airport:	Shenandoah Valley Regional Airport /12.1 miles /13 minutes
General Aviation Airport:	Shenandoah Valley Regional Airport /12.1 miles /13 minutes
Port of Virginia:	190.1 miles /160 min
Port of Virginia (Inland Port):	82.8 miles / 71 min
Rail Served :	No



Mill Place Commerce Park

Mill Place Parkway and Lakeview Ct
Verona, VA 24482

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Build to suit opportunities exist. Virtual building for pad ready site represents potential for 50,000 sf development.

Nature's Crossing Technology Center

South Delphine Avenue at I-64
Waynesboro, VA 22980

This property is located in a Enterprise Zone



Availability

Total Site Area:	170 ac / 68 ha	Available Land:	115
Largest Contiguous:	105 ac / 42 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres

Specifications

Topography:	Gently rolling 50%cleared	Zoning:	M-1, Light Ind. & M-2, Heavy Ind
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	No		

Utilities

Electric Provider:	Dominion Energy
Natural Gas Provider:	Columbia Gas of Virginia
Water Provider:	City of Waynesboro
Sewer Provider:	City of Waynesboro
Fiber/Broadband Provider:	Shentel
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 64 /2.9 miles
4-Lane Highway/Distance:	S Delphine Ave /2.3 miles
International Airport:	Washington-Dulles International Airport /152.4 miles /134 minutes
Commercial Airport:	Shenandoah Valley Regional Airport /27.5 miles /28 minutes
General Aviation Airport:	Shenandoah Valley Regional Airport /27.5 miles /28 minutes
Port of Virginia:	177.3 miles /151 min
Port of Virginia (Inland Port):	98.2 miles / 86 min
Rail Served :	No



Nature's Crossing Technology Center

South Delphine Avenue at I-64
Waynesboro, VA 22980

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

City-owned land within 3 miles of exit 96 off I64. Ideal for two 40 acre rail served sites.

New River Valley Commerce Park

VA-100 and International Boulevard
Pulaski, VA 24088



This property is located in a Enterprise Zone
This property is Business Ready Site Program Certified

Availability			
Total Site Area:	877.4 ac / 350.96 ha	Available Land:	388
Largest Contiguous:	120 ac / 48 ha	Subdividable:	No
Built-To-Suit:	No	Range of Site Sizes:	5 to 120 acres
Specifications			
Topography:	level	Zoning:	PID - Planned Industrial District
Industrial Park:	Yes	Outside Storage Allowed:	No
Pad Ready:	No		
Utilities			
Electric Provider:	American Electric Power		
Natural Gas Provider:	Atmos Energy		
Water Provider:	Pulaski County Public Service Authority		
Sewer Provider:	Pepper's Ferry Regional Wastewater Facility		
Fiber/Broadband Provider:	CenturyLink		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 81 /3.7 miles		
4-Lane Highway/Distance:	Virginia Highway 100 (Cleburne Blvd) /0.0 miles		
International Airport:	Charlotte/Douglas International Airport /153.6 miles /130 minutes		
Commercial Airport:	Roanoke-Blacksburg Regional Airport /52.0 miles /48 minutes		
General Aviation Airport:	New River Valley Airport /1.2 miles /1 minutes		
Port of Virginia:	310.5 miles /262 min		
Port of Virginia (Inland Port):	214.3 miles / 182 min		
Rail Served :	No		



New River Valley Commerce Park

VA-100 and International Boulevard
Pulaski, VA 24088

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Site is located in a Foreign Trade Zone. A U.S. Customs facility is at the New River Valley Airport. The NRV Airpark, adjacent to the Commerce Park, provides aviation related industry access to the airport. Park is a Certified Site under the American Electric Power Quality Site Program (McCallum Sweeney). Virginia Business Ready Site (Tier 4). A portion of the Park is within the Enterprise Zone. The remainder of the Park is eligible for inclusion through an amendment by Pulaski County. A 140 acre solar farm has been approved for construction in the Park, which will allow up to 60 MW of on-site solar generation. The electricity will be available to Park tenants who wish to utilize renewable energy sources. Patton Distribution Facility, a 251,840 SF Building, is available for lease in NRV Commerce Park - <https://sites.vedp.org/newrivervalley/propertyid/287333> Through the fence agreements can be made for Lot J (120 acres) and Lot B (13 acres) for access to the New River Valley Airport runway.

Oak Park Center For Business and Industry

18259 Oak Park Drive
Abingdon, VA 24210

This property is located in a Enterprise Zone



Availability

Total Site Area:	424.16 ac / 169.664 ha	Available Land:	115
Largest Contiguous:	70.7 ac / 28.28 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	38 to 70 acres

Specifications

Topography:	Pad-Ready Sites	Zoning:	M-1
Industrial Park:	Yes	Outside Storage Allowed:	No
Pad Ready:	Yes		

Utilities

Electric Provider:	American Electric Power
Natural Gas Provider:	Atmos Energy
Water Provider:	Washington County Service Authority
Sewer Provider:	Washington County Regional Service Authority
Fiber/Broadband Provider:	Point Broadband
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 81 /1.8 miles
4-Lane Highway/Distance:	Virginia Highway 140 (Old Jonesboro Rd) /3.6 miles
International Airport:	Charlotte/Douglas International Airport /203.7 miles /170 minutes
Commercial Airport:	Tri-Cities Airport /29.8 miles /28 minutes
General Aviation Airport:	Virginia Highlands Airport /2.2 miles /3 minutes
Port of Virginia:	394.2 miles /329 min
Port of Virginia (Inland Port):	298.1 miles / 249 min
Rail Served :	No



Oak Park Center For Business and Industry

18259 Oak Park Drive
Abingdon, VA 24210

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

There are several sites available in Oak Park: Lot 5 (43.9 acres); Lot 7 (42.1 acres - 25.9 graded pad); Lot 8 (70.7 acres - 32.8 graded pad); Lot 10 (48.5 acres - 28.1 acres graded pad) and Lot 13 (38.8 acres - 11.2 graded pad). AEP's Spring Creek Station is located in the Park and is fed by dual 138 kV transmission lines with 12 kV, 3-phase distribution. TVA provides electric service to Lots 5 and 8. Norfolk Southern Rail has a rail spur currently serving an existing user in the park. There is potential to extend the spur to Lots 5 and 8.

Roanoke Centre for Industry and Technology



Blue Hills Dr NE
Roanoke, VA 24012

This property is located in a Foreign Trade Zone
This property is located in a Enterprise Zone

Availability			
Total Site Area:	82 ac / 32.8 ha	Available Land:	70
Largest Contiguous:	70 ac / 28 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres
Specifications			
Topography:	Gently rolling; cleared	Zoning:	I-1C
Industrial Park:	Yes	Outside Storage Allowed:	No
Pad Ready:	No		
Utilities			
Electric Provider:	Appalachian Power		
Natural Gas Provider:	Roanoke Gas Company		
Water Provider:	Western Virginia Water Authority		
Sewer Provider:	Western Virginia Water Authority		
Fiber/Broadband Provider:	Verizon		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 581 /4.6 miles		
4-Lane Highway/Distance:	U.S. Highway 221 /1.1 miles		
International Airport:	Raleigh-Durham International Airport /153.8 miles /166 minutes		
Commercial Airport:	Roanoke-Blacksburg Regional Airport /8.8 miles /15 minutes		
General Aviation Airport:	Roanoke-Blacksburg Regional Airport /8.8 miles /15 minutes		
Port of Virginia:	263.3 miles /224 min		
Port of Virginia (Inland Port):	165.3 miles / 165 min		
Rail Served :	No		



Roanoke Centre for Industry and Technology

Blue Hills Dr NE
Roanoke, VA 24012

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Norfolk Southern's bulk transfer terminal is within 4 miles of the site. The bulk transfer terminal will provide customers lacking rail siding with convenient access to bulk merchandise transported via rail car. The bulk transfer terminal is capable of handling a large number of food ingredients, construction materials, metals, and manufacturing inputs.

Shenandoah Valley Industrial Park South Campus



Cecil Wampler Road
Mount Crawford, VA 22841

Availability			
Total Site Area:	317.9 ac / 127.16 ha	Available Land:	78
Largest Contiguous:	78 ac / 31.2 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	5-100 acres
Specifications			
Topography:	Gently Rolling, 50% cleared	Zoning:	M-1
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	No		
Utilities			
Electric Provider:	Dominion Energy		
Natural Gas Provider:	Columbia Gas of Virginia		
Water Provider:	Rockingham County		
Sewer Provider:	Rockingham County		
Fiber/Broadband Provider:	Verizon		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 81 /3.3 miles		
4-Lane Highway/Distance:	U.S. Highway 11 /1.2 miles		
International Airport:	Washington-Dulles International Airport /123.7 miles /110 minutes		
Commercial Airport:	Shenandoah Valley Regional Airport /11.5 miles /14 minutes		
General Aviation Airport:	Shenandoah Valley Regional Airport /11.5 miles /14 minutes		
Port of Virginia:	205.1 miles /174 min		
Port of Virginia (Inland Port):	69.4 miles / 62 min		
Rail Served :	No		



Shenandoah Valley Industrial Park South Campus

Cecil Wampler Road
Mount Crawford, VA 22841

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Located adjacent to the Wal-Mart Distribution Center. Property has frontage along interstate 81.

Shenandoah Valley Industrial Park South Campus



Cecil Wampler Road
Mount Crawford, VA 22841

Availability			
Total Site Area:	317.9 ac / 127.16 ha	Available Land:	78
Largest Contiguous:	78 ac / 31.2 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	5-100 acres
Specifications			
Topography:	Gently Rolling, 50% cleared	Zoning:	M-1
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	No		
Utilities			
Electric Provider:	Dominion Energy		
Natural Gas Provider:	Columbia Gas of Virginia		
Water Provider:	Rockingham County		
Sewer Provider:	Rockingham County		
Fiber/Broadband Provider:	Verizon		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 81 /3.3 miles		
4-Lane Highway/Distance:	U.S. Highway 11 /1.2 miles		
International Airport:	Washington-Dulles International Airport /123.7 miles /110 minutes		
Commercial Airport:	Shenandoah Valley Regional Airport /11.5 miles /14 minutes		
General Aviation Airport:	Shenandoah Valley Regional Airport /11.5 miles /14 minutes		
Port of Virginia:	205.1 miles /174 min		
Port of Virginia (Inland Port):	69.4 miles / 62 min		
Rail Served :	No		



Shenandoah Valley Industrial Park South Campus

Cecil Wampler Road
Mount Crawford, VA 22841

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Located adjacent to the Wal-Mart Distribution Center. Property has frontage along interstate 81.

Stephens Industrial Park

Fairground Rd and Baugh Dr
Front Royal, VA 22630



This property is located in a Foreign Trade Zone

Availability			
Total Site Area:	92 ac / 36.8 ha	Available Land:	85.2
Largest Contiguous:	53.5698 ac / 21.42792 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	10 to 53.57 acres acres
Specifications			
Topography:	Gently rolling; 80% cleared	Zoning:	Industrial
Industrial Park:	Yes	Outside Storage Allowed:	No
Pad Ready:	No		
Utilities			
Electric Provider:	Rappahannock Electric Cooperative		
Natural Gas Provider:	Washington Gas (Shenandoah Station)		
Water Provider:	Town of Front Royal		
Sewer Provider:	Town of Front Royal		
Fiber/Broadband Provider:	CenturyLink		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 66 /4.0 miles		
4-Lane Highway/Distance:	U.S. Highway 340 /1.1 miles		
International Airport:	Washington-Dulles International Airport /60.3 miles /59 minutes		
Commercial Airport:	Washington Dulles International Airport /60.3 miles /59 minutes		
General Aviation Airport:	Winchester Regional Airport /12.0 miles /14 minutes		
Port of Virginia:	204.0 miles /188 min		
Port of Virginia (Inland Port):	2.1 miles / 5 min		
Rail Served :	No		



Stephens Industrial Park

Fairground Rd and Baugh Dr
Front Royal, VA 22630

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Located in a Foreign Trade Zone. Virginia Inland Port is located less than one mile from site. Lot #4 is 53.57 acres and Lot #6 is 24.52 acres. Both lots are subdividable and served by rail siding. Natural gas is available.

Summit View Business Park

Brick Church Rd & US-220
Rocky Mount, VA 24151

This property is located in a Foreign Trade Zone



Availability

Total Site Area:	540 ac / 216 ha	Available Land:	324.2
Largest Contiguous:	150 ac / 60 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	20 to 150 acres

Specifications

Topography:	rolling; 90% cleared	Zoning:	Regional Enterprise Park
Industrial Park:	No	Outside Storage Allowed:	No
Pad Ready:	No		

Utilities

Electric Provider:	American Electric Power
Natural Gas Provider:	Roanoke Gas Company
Water Provider:	Western Virginia Water Authority
Sewer Provider:	Western Virginia Water Authority
Fiber/Broadband Provider:	Spectrum
Other Fiber/Broadband Provider:	Copper services also available

Transportation

Interstate/Distance:	Interstate 581 /17.5 miles
4-Lane Highway/Distance:	U.S. Highway 220 /0.4 miles
International Airport:	Raleigh-Durham International Airport /136.6 miles /139 minutes
Commercial Airport:	Roanoke-Blacksburg Regional Airport /22.8 miles /27 minutes
General Aviation Airport:	Roanoke-Blacksburg Regional Airport /22.8 miles /27 minutes
Port of Virginia:	286.0 miles /246 min
Port of Virginia (Inland Port):	174.6 miles / 180 min
Rail Served :	No



Summit View Business Park

Brick Church Rd & US-220
Rocky Mount, VA 24151

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

The Western Virginia Water Authority provides water and sewer service to the Summit View Business Park. The water system has a future capacity of 35 mgd and the sewer system has a future capacity of 400,000 gallons per day. Summit View Business Park is home to walking/jogging trails, concert areas/fairgrounds, a future BMX park and pavilion. Norfolk Southern's bulk transfer terminal is approximately 20 miles from the site. The bulk transfer terminal provides customers lacking rail siding with convenient access to bulk merchandise transported via rail car and is capable of handling a large number of food ingredients, construction materials, metals, and manufacturing inputs. Park is located within a federally-designated Opportunity Zone. 20 minutes from downtown Roanoke. 1 hr. 20 min from Greensboro (part of labor shed)

Wildwood Commerce Park

Coulson Church Rd and I-77
Hillsville, VA 24343



This property is located in a Foreign Trade Zone
This property is located in a Enterprise Zone
This property is located in a Hub Zone
This property is Business Ready Site Program Certified

Availability

Total Site Area:	273.4 ac / 109.36 ha	Available Land:	234.09
Largest Contiguous:	100 ac / 40 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	14 - 100 acres

Specifications

Topography:	Graded flat/ Gently rolling	Zoning:	None
Industrial Park:	Yes	Outside Storage Allowed:	No
Pad Ready:	Yes		

Utilities

Electric Provider:	American Electric Power
Natural Gas Provider:	Appalachian Natural Gas Distribution Company
Water Provider:	Carroll County Public Service Authority
Sewer Provider:	City of Galax
Fiber/Broadband Provider:	Citizens Telephone Cooperative
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 77 /1.1 miles
4-Lane Highway/Distance:	U.S. Highway 221 /5.0 miles
International Airport:	Charlotte/Douglas International Airport /121.1 miles /101 minutes
Commercial Airport:	Roanoke-Blacksburg Regional Airport /78.6 miles /68 minutes
General Aviation Airport:	Twin County Airport /2.3 miles /3 minutes
Port of Virginia:	337.0 miles /282 min
Port of Virginia (Inland Port):	240.9 miles / 202 min
Rail Served :	No



Wildwood Commerce Park

Coulson Church Rd and I-77
Hillsville, VA 24343

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Charlotte/Douglas International Airport is 120 miles/ 2 hours from Wildwood Commerce Park. Blue Ridge Crossroads EDA has acquired 273 acres fee simple and has a right-of-first-refusal on an adjacent 1,000 + acre undeveloped tract. Wildwood consists of a 100-acre and 25-acre graded sites, with retention pond access allowing for 90% impervious surface development on the 14-acre site (Site 4) and 88% impervious surface development on the 100-acre site (Site 2). Water, wastewater, fiber and an access road are on site. There is also 111 ungraded acres that will yield a 50-acre pad. Price is negotiable. Based on project scope, state and local incentives may fund most or all of the property cost.

Wood Haven Technology Park

Wood Haven Rd.
Roanoke, VA 24019



This property is located in a Foreign Trade Zone
This property is Business Ready Site Program Certified

Availability			
Total Site Area:	110 ac / 44 ha	Available Land:	94
Largest Contiguous:	94 ac / 37.6 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	45-100 acres
Specifications			
Topography:	Level to rolling	Zoning:	PTD
Industrial Park:	No	Outside Storage Allowed:	Yes
Pad Ready:	No		
Utilities			
Electric Provider:	Appalachian Power		
Natural Gas Provider:	Roanoke Gas Company		
Water Provider:	Western Virginia Water Authority		
Sewer Provider:	Western Virginia Water Authority		
Fiber/Broadband Provider:	Roanoke Valley Broadband Authority		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 581 /1.3 miles		
4-Lane Highway/Distance:	Virginia Highway 117 (Peters Creek Rd) /1.1 miles		
International Airport:	Charlotte/Douglas International Airport /195.2 miles /165 minutes		
Commercial Airport:	Roanoke-Blacksburg Regional Airport /3.8 miles /7 minutes		
General Aviation Airport:	Roanoke-Blacksburg Regional Airport /3.8 miles /7 minutes		
Port of Virginia:	264.4 miles /223 min		
Port of Virginia (Inland Port):	168.3 miles / 143 min		
Rail Served :	No		



Wood Haven Technology Park

Wood Haven Rd.
Roanoke, VA 24019

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Site serves as the Gateway to the Roanoke Valley at the intersection of Interstates 81 and 581. Site is accessed via Peters Creek Road exit. January 2022: A 20 acre pad has been constructed and a full 53 acre pad is designed and permitted. Site is located within a federally-designated Opportunity Zone. Norfolk Southern's bulk transfer terminal is approximately 7 miles from the site. The bulk transfer terminal will provide customers lacking rail siding with convenient access to bulk merchandise transported via rail car. The bulk transfer terminal is capable of handling a large number of food ingredients, construction materials, metals, and manufacturing inputs. Site is capable of accommodating manufacturing uses including the production of large durable goods, food and beverage, and a variety of advanced manufacturing sectors. Office, laboratories, life science, and research and development are also allowed by-right. The site offers a high degree of visibility from Interstate 81, offering a user the opportunity to present its brand to nearly 70,000 vehicles a day. 53 acre pad designed and fully permitted and construction ready capable of supporting 1,000,000+ sq ft industrial building. 20 acres of that pad area is pregraded.

Wythe County Progress Park

Peppers Ferry Road and E Lee Trinkle
Drive

Wytheville, VA 24382

This property is located in a **Enterprise Zone**

This property is located in a **Hub Zone**



Availability			
Total Site Area:	1210 ac / 484 ha	Available Land:	831.88
Largest Contiguous:	80 ac / 32 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	3 to 500 acres acres
Specifications			
Topography:	Gently rolling; 60% cleared	Zoning:	None
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	Yes		
Utilities			
Electric Provider:	American Electric Power		
Natural Gas Provider:	Atmos Energy		
Water Provider:	Town of Wytheville		
Sewer Provider:	Wythe County		
Fiber/Broadband Provider:	Citizens Telephone Cooperative		
Other Fiber/Broadband Provider:	POP facility on site		
Transportation			
Interstate/Distance:	Interstate 77 /4.0 miles		
4-Lane Highway/Distance:	Peppers Ferry Rd /4.1 miles		
International Airport:	Charlotte/Douglas International Airport /142.0 miles /124 minutes		
Commercial Airport:	Roanoke-Blacksburg Regional Airport /74.1 miles /69 minutes		
General Aviation Airport:	Mountain Empire Airport /21.4 miles /20 minutes		
Port of Virginia:	332.5 miles /283 min		
Port of Virginia (Inland Port):	236.4 miles / 203 min		
Rail Served :	No		



Wythe County Progress Park

Peppers Ferry Road and E Lee Trinkle Drive
Wytheville, VA 24382

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Progress Park is served by the Max Meadows wastewater treatment plant, which has a capacity of 1.5 MGD and is permitted and designed for 2.0 MGD. A 24" gravity interceptor line serves the northern portion of Progress Park. An 18" gravity/force main line serving the southern portion of the park has been designed and is planned to accommodate future development. Lot 2 (3.4 acre pad), Lot 3 (4.8 acre pad) and Lot 8 (7.2 acre pad) are graded. Lots 2 and 3 can be combined to form an 8.7 acre pad. Lot 32 is an 80 acre rail-served lot. Lot 1 (52 acre graded pad) can accommodate a 1 million sf facility. A virtual building of 100,000 sf (expandable to 150,000 sf) is designed and permitted for Lot 8 (24 acres). Lots 4, 6, 11, 12, 18 and 31 are sold.

Bluestone Industrial Park

5698 VALLEY PIKE
Stephens City, VA 22655



This property is located in a Foreign Trade Zone
This property is Business Ready Site Program Certified

Availability			
Total Site Area:	132.54 ac / 53.016 ha	Available Land:	122.54
Largest Contiguous:	122.5 ac / 49 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres
Specifications			
Topography:	rolling	Zoning:	I-1, I-2
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	No		
Utilities			
Electric Provider:	Rappahannock Electric Cooperative		
Natural Gas Provider:	Washington Gas Company		
Water Provider:	Town of Stephens City		
Sewer Provider:	Town of Stephens City		
Fiber/Broadband Provider:	Verizon		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 81 /1.2 miles		
4-Lane Highway/Distance:	Virginia Highway 37 /3.9 miles		
International Airport:	Washington-Dulles International Airport /59.8 miles /63 minutes		
Commercial Airport:	Washington Dulles International Airport /59.8 miles /63 minutes		
General Aviation Airport:	Winchester Regional Airport /9.6 miles /11 minutes		
Port of Virginia:	212.7 miles /194 min		
Port of Virginia (Inland Port):	9.4 miles / 15 min		
Rail Served :	No		



Bluestone Industrial Park

5698 VALLEY PIKE
Stephens City, VA 22655

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Very close to interchange between I-81 and I-66

Appendix B—Staunton Crossing Other Rail Served Sites

Avtex Redevelopment

400 Kendrick Ln
Front Royal, VA 22630



Availability

Total Site Area:	433 ac / 173.2 ha	Available Land:	136.76
Largest Contiguous:	136.76 ac / 54.704 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	1-50 acres

Specifications

Topography:	Flat	Zoning:	MCD
Industrial Park:	Yes	Outside Storage Allowed:	No
Pad Ready:	No		

Utilities

Electric Provider:	Town of Front Royal
Natural Gas Provider:	Washington Gas Company
Water Provider:	Town of Front Royal
Sewer Provider:	Town of Front Royal
Fiber/Broadband Provider:	CenturyLink
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 66 /2.7 miles
4-Lane Highway/Distance:	U.S. Highway 340 /0.7 miles
International Airport:	Washington-Dulles International Airport /59.0 miles /57 minutes
Commercial Airport:	Washington Dulles International Airport /59.0 miles /57 minutes
General Aviation Airport:	Winchester Regional Airport /17.1 miles /22 minutes
Port of Virginia:	202.7 miles /187 min
Port of Virginia (Inland Port):	5.0 miles / 9 min
Rail Served :	No



Avtex Redevelopment

400 Kendrick Ln
Front Royal, VA 22630

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Redevelopment of former Avtex Fibers facility. Development includes 160-acre business park, 240-acre nature conservancy, and 25-acre recreation complex. Park is a model for EPA/DEQ remediation and redevelopment. Park has campus amenities, with access to Shenandoah River and mountain views. Located within a 1-hour drive of Washington Dulles Airport. Ideal location for office, technology and government related business.

Bluestone Industrial Park

5698 VALLEY PIKE
Stephens City, VA 22655



This property is located in a Foreign Trade Zone
This property is Business Ready Site Program Certified

Availability			
Total Site Area:	132.54 ac / 53.016 ha	Available Land:	122.54
Largest Contiguous:	122.5 ac / 49 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres
Specifications			
Topography:	rolling	Zoning:	I-1, I-2
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	No		
Utilities			
Electric Provider:	Rappahannock Electric Cooperative		
Natural Gas Provider:	Washington Gas Company		
Water Provider:	Town of Stephens City		
Sewer Provider:	Town of Stephens City		
Fiber/Broadband Provider:	Verizon		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 81 /1.2 miles		
4-Lane Highway/Distance:	Virginia Highway 37 /3.9 miles		
International Airport:	Washington-Dulles International Airport /59.8 miles /63 minutes		
Commercial Airport:	Washington Dulles International Airport /59.8 miles /63 minutes		
General Aviation Airport:	Winchester Regional Airport /9.6 miles /11 minutes		
Port of Virginia:	212.7 miles /194 min		
Port of Virginia (Inland Port):	9.4 miles / 15 min		
Rail Served :	No		



Bluestone Industrial Park

5698 VALLEY PIKE
Stephens City, VA 22655

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Very close to interchange between I-81 and I-66

Commonwealth Crossing - Tract 1

US-220 and Reservoir Rd
Ridgeway, VA 24148

This property is located in a Enterprise Zone
This property is located in a Technology Zone
This property is Business Ready Site Program Certified



Availability			
Total Site Area:	160 ac / 64 ha	Available Land:	160
Largest Contiguous:	160 ac / 64 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	57 ac pad, expandable to 160 pad acres
Specifications			
Topography:	Graded pad	Zoning:	I-1, Industrial
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	Yes		
Utilities			
Electric Provider:	American Electric Power		
Natural Gas Provider:	Southwestern Virginia Gas Company		
Water Provider:	Henry County Public Service Authority		
Sewer Provider:	Henry County Public Service Authority		
Fiber/Broadband Provider:	Mid-Atlantic Broadband Cooperative		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 73 /35.3 miles		
4-Lane Highway/Distance:	U.S. Highway 220 /0.2 miles		
International Airport:	Raleigh-Durham International Airport /109.7 miles /99 minutes		
Commercial Airport:	Piedmont Triad International Airport /34.2 miles /34 minutes		
General Aviation Airport:	Blue Ridge Airport /12.1 miles /16 minutes		
Port of Virginia:	232.6 miles /237 min		
Port of Virginia (Inland Port):	192.9 miles / 185 min		
Rail Served :	No		



Commonwealth Crossing - Tract 1

US-220 and Reservoir Rd
Ridgeway, VA 24148

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Located near U.S. Route 220 South. Adjacent to the Norfolk Southern Railway Mainline. Only 33 miles to Piedmont Triad International Airport and the new FedEx Mid-Atlantic Hub. Commonwealth Crossing is a Virginia Business Ready Site (Tier 4). Tract 1 has a 57 acre fully graded pad and is expandable to 160 pad acres. This site is rail served by Norfolk Southern. The property is designed to serve heavy industrial users. Local Technology Zone Incentives: IDA grants for real estate, machinery and tools and furniture, fixtures and equipment taxes; waiver of water and sewer availability and connection fees; waiver of building permit fees; and partial exemption of substantially rehabilitated real estate.

Heartland Regional Industrial Park

200 Heartland Drive
Keysville, VA 23947

This property is located in a **Enterprise Zone**
This property is located in a **Hub Zone**



Availability

Total Site Area:	402.4 ac / 160.96 ha	Available Land:	296
Largest Contiguous:	200 ac / 80 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	5 to 200 acres

Specifications

Topography:	Gently rolling; cleared	Zoning:	General Industrial
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	No		

Utilities

Electric Provider:	Dominion Energy
Natural Gas Provider:	Not Available
Water Provider:	Town of Keysville
Sewer Provider:	Town of Keysville
Fiber/Broadband Provider:	Kinex Telecom, Inc.
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 85 /42.9 miles
4-Lane Highway/Distance:	U.S. Highway 15 /0.4 miles
International Airport:	Raleigh-Durham International Airport /101.9 miles /105 minutes
Commercial Airport:	Lynchburg Regional Airport /64.7 miles /69 minutes
General Aviation Airport:	William M. Tuck Airport /36.4 miles /36 minutes
Port of Virginia:	146.3 miles /157 min
Port of Virginia (Inland Port):	79.5 miles / 80 min
Rail Served :	No



Heartland Regional Industrial Park

200 Heartland Drive
Keysville, VA 23947

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Southside Electric Cooperative also serves the site from 3 substations. As of September 2021, Short-line rail service provider Buckingham Branch Railroad has lines adjacent to the park and is working with Eastern Engineered Wood Products to establish a spur line for the 32-acre tract they recently purchased in the park. A transload operation is located in the adjacent Charlotte County Industrial Park. The shortline's interchange with Norfolk Southern is located in Burkeville, Virginia. Located directly off of four-lane arterial U.S. Route 360. Heartland Drive connects businesses in the park to Route 360. Interstates 85, 95, 64, 295 and 195 are all located within 70 miles of the park. Mid-Atlantic Broadband Corporation (MBC) has an open access fiber backbone located along Highway 360. The park is a node on MBC's network. Internet services for businesses in the park are provided by Kinex Telecom, Inc. Current tenants in the Heartland Park include Forest Pro, a logging equipment retailer with operations facing Highway 360, and Eastern Engineered Wood Products which recently opened a distribution center in the Park. The 4,000 square foot Heartland Facility Building serves as the headquarters for the Heartland Park Authority Board.

James River Industrial Center

10001 Coach Road
Richmond, VA 23237



This property is located in a Foreign Trade Zone
This property is located in a Technology Zone
This property is Business Ready Site Program Certified

Availability

Total Site Area:	822.6 ac / 329.04 ha	Available Land:	272.5
Largest Contiguous:	178 ac / 71.2 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres

Specifications

Topography:	2 - 6% – Gently Sloping	Zoning:	I-3, Heavy Industrial
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	No		

Utilities

Electric Provider:	Dominion Energy
Natural Gas Provider:	Columbia Gas of Virginia
Water Provider:	Chesterfield County
Sewer Provider:	Chesterfield County
Fiber/Broadband Provider:	Mid-Atlantic Broadband Cooperative
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 95 /1.8 miles
4-Lane Highway/Distance:	U.S. Highway 1 /1.5 miles
International Airport:	Washington-Dulles International Airport /132.1 miles /120 minutes
Commercial Airport:	Richmond International Airport /13.2 miles /17 minutes
General Aviation Airport:	Richmond Executive - Chesterfield County Airport /9.3 miles /10 minutes
Port of Virginia:	85.3 miles /77 min
Port of Virginia (Inland Port):	7.4 miles / 10 min
Rail Served :	No



James River Industrial Center

10001 Coach Road
Richmond, VA 23237

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Excellent transportation and utility infrastructure. I-95 is 1.5 miles from site. Barge access is feasible along the James River. Utility infrastructure is on site and designed for heavy industrial users. CSX rail siding is in the park. Diversely pathed ring fibers are in place along Coach Road and through the serving wire center and an alternative wire center. Local Technology Zone Incentives: Full or partial exemption of BPOL fees; connection fee credits for water and wastewater; waiver of site plan review, land disturbance permit, sign and building permit fees; full or partial rebate of machinery and tools tax; and waiver of rezoning fees. The site is served by an existing 18-inch gravity sewer line along the southern boundary and an existing 54-inch gravity sewer line along the eastern boundary. The 18-inch gravity sewer has a capacity of 4.6 MGD with an excess capacity of 4.2 MGD. The 54-inch gravity sewer has a capacity of 27.5 MGD with an excess capacity of over 10 MGD. Price is negotiable.

Martin Site

229 Patton Farm Rd
Stuarts Draft, VA 24477



Availability

Total Site Area:	387 ac / 154.8 ha	Available Land:	387
Largest Contiguous:	113 ac / 45.2 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres

Specifications

Topography:	Gently rolling; cleared	Zoning:	GA, GI
Industrial Park:	No	Outside Storage Allowed:	Yes
Pad Ready:	No		

Utilities

Electric Provider:	Shenandoah Valley Electric Cooperative
Natural Gas Provider:	Columbia Gas of Virginia
Water Provider:	Augusta County Public Service Authority
Sewer Provider:	Augusta County Service Authority
Fiber/Broadband Provider:	Segra
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 64 /5.2 miles
4-Lane Highway/Distance:	U.S. Highway 340 /1.6 miles
International Airport:	Washington-Dulles International Airport /154.1 miles /136 minutes
Commercial Airport:	Shenandoah Valley Regional Airport /29.2 miles /30 minutes
General Aviation Airport:	Shenandoah Valley Regional Airport /29.2 miles /30 minutes
Port of Virginia:	181.6 miles /156 min
Port of Virginia (Inland Port):	99.9 miles / 88 min
Rail Served :	No



Martin Site

229 Patton Farm Rd
Stuarts Draft, VA 24477

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Potential of 3 water sources can provide large capacity. Interstate 81, Exit 222 is approximately 10 miles from the site and Interstate 64, Exit 94 is approximately 5 miles from site. Height restriction of 50 feet, some exclusions apply. 60 acre rail served site. 10-13 MWs is available at the site. A 25KV distribution circuit is on the site. A 115KV/25KV substation is 1100' from the southeast property corner.

Mid-Atlantic Advanced Manufacturing Center

1781 Greensville County Cir
Emporia, VA 23847-6324



This property is located in a Foreign Trade Zone
This property is located in a Enterprise Zone
This property is located in a Hub Zone
This property is Business Ready Site Program Certified

Availability

Total Site Area:	1560 ac / 624 ha	Available Land:	1069.5
Largest Contiguous:	1000 ac / 400 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	150-1500 acres

Specifications

Topography:	Level to gently sloping	Zoning:	M-1
Industrial Park:	No	Outside Storage Allowed:	Yes
Pad Ready:	No		

Utilities

Electric Provider:	Mecklenburg Electric Cooperative
Natural Gas Provider:	Columbia Gas of Virginia
Water Provider:	Greensville County Water & Sewer Authority
Sewer Provider:	Greensville County Water & Sewer Authority
Fiber/Broadband Provider:	Mid-Atlantic Broadband Cooperative
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 95 /2.6 miles
4-Lane Highway/Distance:	Otterdam Rd /2.4 miles
International Airport:	Raleigh-Durham International Airport /119.4 miles /108 minutes
Commercial Airport:	Richmond International Airport /65.1 miles /61 minutes
General Aviation Airport:	Emporia/Greensville Regional Airport /8.6 miles /12 minutes
Port of Virginia:	83.7 miles /89 min
Port of Virginia (Inland Port):	59.3 miles / 57 min
Rail Served :	No



Mid-Atlantic Advanced Manufacturing Center

1781 Greensville County Cir
Emporia, VA 23847-6324

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Property is available in the megasite footprint to accommodate a distribution center up to 1.5 million square feet with no Army Corp permit required. Business Ready Sites Program Certified (Tier 4). Site was previously certified for "Major Manufacturing Projects" by McCallum Sweeney Consulting and CSX. Site has I-95 interstate frontage with access to two interchanges. Major utility improvements have been designed to accommodate heavy industrial users including automotive assembly. A newly upgraded VDOT industrial standard road serves the site directly from I-95 and U.S. Route 301. U.S. Route 301 and I-95 are within 2 miles and U.S. Route 58 is within 5 miles, providing access to the Port of Virginia. A CSX main line is adjacent to the site.

Nature's Crossing Technology Center

South Delphine Avenue at I-64
Waynesboro, VA 22980

This property is located in a Enterprise Zone



Availability

Total Site Area:	170 ac / 68 ha	Available Land:	115
Largest Contiguous:	105 ac / 42 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres

Specifications

Topography:	Gently rolling 50%cleared	Zoning:	M-1, Light Ind. & M-2, Heavy Ind
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	No		

Utilities

Electric Provider:	Dominion Energy
Natural Gas Provider:	Columbia Gas of Virginia
Water Provider:	City of Waynesboro
Sewer Provider:	City of Waynesboro
Fiber/Broadband Provider:	Shentel
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 64 /2.9 miles
4-Lane Highway/Distance:	S Delphine Ave /2.3 miles
International Airport:	Washington-Dulles International Airport /152.4 miles /134 minutes
Commercial Airport:	Shenandoah Valley Regional Airport /27.5 miles /28 minutes
General Aviation Airport:	Shenandoah Valley Regional Airport /27.5 miles /28 minutes
Port of Virginia:	177.3 miles /151 min
Port of Virginia (Inland Port):	98.2 miles / 86 min
Rail Served :	No



Nature's Crossing Technology Center

South Delphine Avenue at I-64
Waynesboro, VA 22980

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

City-owned land within 3 miles of exit 96 off I64. Ideal for two 40 acre rail served sites.

Oak Park Center for Business and Industry - Lot 8



18259 Oak Park Dr
Abingdon, VA 24210

This property is located in an Enterprise Zone

Availability			
Total Site Area:	70.7 ac / 28.28 ha	Available Land:	70.7
Largest Contiguous:	70.7 ac / 28.28 ha	Subdividable:	No
Built-To-Suit:	No	Range of Site Sizes:	acres
Specifications			
Topography:	Gently rolling; 70% cleared.	Zoning:	M-1
Industrial Park:	Yes	Outside Storage Allowed:	No
Pad Ready:	Yes		
Utilities			
Electric Provider:	American Electric Power		
Natural Gas Provider:	Atmos Energy		
Water Provider:	Washington County Service Authority		
Sewer Provider:	Washington County Regional Service Authority		
Fiber/Broadband Provider:	Point Broadband		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 81 /2.0 miles		
4-Lane Highway/Distance:	Virginia Highway 140 (Old Jonesboro Rd) /3.7 miles		
International Airport:	Charlotte/Douglas International Airport /203.8 miles /171 minutes		
Commercial Airport:	Tri-Cities Airport /28.4 miles /28 minutes		
General Aviation Airport:	Virginia Highlands Airport /2.4 miles /4 minutes		
Port of Virginia:	394.4 miles /330 min		
Port of Virginia (Inland Port):	298.2 miles / 250 min		
Rail Served :	No		



Oak Park Center for Business and Industry - Lot 8

18259 Oak Park Dr
Abingdon, VA 24210

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Lot 8 is a 70.7 acre parcel with a 32.8 acre graded pad. Norfolk Southern Railroad has a rail spur serving Lot 7. There is potential to extend the spur to Lot 8. AEP's Spring Creek Station is located in the Park and is fed by dual 138 kV transmission lines with 12 kV, 3-phase distribution. TVA provides electric service to Lot 8.

Old Ridge Road Site

10134-10164 Old Ridge Road
Doswell, VA 23047



Availability

Total Site Area:	53.84 ac / 21.536 ha	Available Land:	50
Largest Contiguous:	50 ac / 20 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres

Specifications

Topography:	Flat; largely forested	Zoning:	M-3
Industrial Park:	No	Outside Storage Allowed:	Yes
Pad Ready:	No		

Utilities

Electric Provider:	Rappahannock Electric Cooperative
Natural Gas Provider:	Virginia Natural Gas
Water Provider:	Hanover County
Sewer Provider:	Hanover County
Fiber/Broadband Provider:	Comcast Business Communications
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 95 /3.1 miles
4-Lane Highway/Distance:	U.S. Highway 1 /1.5 miles
International Airport:	Washington-Dulles International Airport /100.2 miles /93 minutes
Commercial Airport:	Richmond International Airport /30.3 miles /35 minutes
General Aviation Airport:	Hanover County Municipal Airport /11.4 miles /16 minutes
Port of Virginia:	97.6 miles /89 min
Port of Virginia (Inland Port):	30.5 miles / 35 min
Rail Served :	No



Old Ridge Road Site

10134-10164 Old Ridge Road
Doswell, VA 23047

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Excellent 54 acre site with 2,700 ft of road frontage along Old Ridge Road; zoned M-3 (heavy industry) with quick access to I-95. This site is flat, and is serviced by public water, with public sewer, natural gas, and a potential rail spur nearby.

Ringgold East Industrial Park

Barker Road
Ringgold, VA 24586



This property is located in a Enterprise Zone

Availability			
Total Site Area:	109 ac / 43.6 ha	Available Land:	51
Largest Contiguous:	51 ac / 20.4 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	5 - 51 acres acres
Specifications			
Topography:	Gently rolling; 80% cleared	Zoning:	M-1, Light Industry
Industrial Park:	Yes	Outside Storage Allowed:	No
Pad Ready:	No		
Utilities			
Electric Provider:	City of Danville		
Natural Gas Provider:	City of Danville		
Water Provider:	Pittsylvania County Service Authority		
Sewer Provider:	Pittsylvania County Service Authority		
Fiber/Broadband Provider:	Mid-Atlantic Broadband Cooperative		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 785 /45.1 miles		
4-Lane Highway/Distance:	U.S. Highway 360 /1.8 miles		
International Airport:	Raleigh-Durham International Airport /74.7 miles /81 minutes		
Commercial Airport:	Piedmont Triad International Airport /61.1 miles /63 minutes		
General Aviation Airport:	Danville Regional Airport /4.4 miles /6 minutes		
Port of Virginia:	190.2 miles /196 min		
Port of Virginia (Inland Port):	150.5 miles / 145 min		
Rail Served :	No		



Ringgold East Industrial Park

Barker Road
Ringgold, VA 24586

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

All utilities on site. Located adjacent to the Cane Creek Industrial Park. Redundant fiber to park. Park covenants allow for some outside storage requiring either screening or a buffer Per Matt Rowe, April 2022: 30MW available redundant power capacity fed from 2 substations. Nearest substation is 1,000 LF north of site (easily visible in attached concept map). Lines serving the site are 69KV transmission level with 12.47KV distribution; located on a single pole system along the site's road frontage. Ample power can be provided to the site. Provider is Danville Utilities.

Shadwell - Beahm Industrial Site

Shadwell Drive and Old Mountain Road
Roanoke, VA 24018



This property is located in a Foreign Trade Zone

Availability			
Total Site Area:	115 ac / 46 ha	Available Land:	115
Largest Contiguous:	115 ac / 46 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres
Specifications			
Topography:	rolling	Zoning:	I-1 Low Intensity Industrial
Industrial Park:	No	Outside Storage Allowed:	Yes
Pad Ready:	No		
Utilities			
Electric Provider:	American Electric Power		
Natural Gas Provider:	Roanoke Gas Company		
Water Provider:	Western Virginia Water Authority		
Sewer Provider:	Western Virginia Water Authority		
Fiber/Broadband Provider:	Cox Communications		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 81 /4.0 miles		
4-Lane Highway/Distance:	U.S. Highway 11 /1.4 miles		
International Airport:	Raleigh-Durham International Airport /149.7 miles /167 minutes		
Commercial Airport:	Roanoke-Blacksburg Regional Airport /5.0 miles /11 minutes		
General Aviation Airport:	Roanoke-Blacksburg Regional Airport /5.0 miles /11 minutes		
Port of Virginia:	259.6 miles /219 min		
Port of Virginia (Inland Port):	163.5 miles / 139 min		
Rail Served :	No		



Shadwell - Beahm Industrial Site

Shadwell Drive and Old Mountain Road
Roanoke, VA 24018

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Norfolk Southern's bulk transfer terminal is less than 5 miles from the site. The bulk transfer terminal will provide customers lacking rail siding with convenient access to bulk merchandise transported via rail car. The bulk transfer terminal is capable of handling a large number of food ingredients, construction materials, metals, and manufacturing inputs.

Southern Virginia Megasite at Berry Hill

6100 Berry Hill Road
Danville, VA 24541



This property is located in a Enterprise Zone
This property is Business Ready Site Program Certified

Availability

Total Site Area:	3528 ac / 1411.2 ha	Available Land:	3528
Largest Contiguous:	2102 ac / 840.8 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	98 acres - 1296 acres (64 acre p acres)

Specifications

Topography:	Moderately sloping/rolling	Zoning:	M-2, Heavy Industry
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	Yes		

Utilities

Electric Provider:	American Electric Power
Natural Gas Provider:	Southwestern Virginia Gas Company
Water Provider:	City of Danville
Sewer Provider:	City of Danville
Fiber/Broadband Provider:	Mid-Atlantic Broadband Cooperative
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 785 /35.2 miles
4-Lane Highway/Distance:	US-58-BR E /5.4 miles
International Airport:	Raleigh-Durham International Airport /81.9 miles /85 minutes
Commercial Airport:	Piedmont Triad International Airport /51.4 miles /56 minutes
General Aviation Airport:	Danville Regional Airport /21.2 miles /21 minutes
Port of Virginia:	211.2 miles /216 min
Port of Virginia (Inland Port):	171.5 miles / 164 min
Rail Served :	No

Southern Virginia Megasite at Berry Hill

6100 Berry Hill Road
Danville, VA 24541

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Currently, the site is served US Hwy. 311, a designated industrial corridor route with no truck or weight restrictions that travels a distance of 5.4 miles to connect to 4-lane US Hwy 58. The site is 2.2 miles from designated I-785 / Danville Expressway. However, by mid-2025, the site will be accessed through the fully funded 4-lane Connector Road which will connect the site to designated I-785 via an existing interchange. This 3,528-acre publicly owned megasite is ready for single or multiple industrial users, can be subdivided to suit, with required industrial grade infrastructure already installed. The lot sizes within the mega site can be configured to meet any client's needs with the largest possible contiguous parcel of 2,102 acres. Phase 1's development consists of a completed 200-acre graded pad that can be easily expanded up to 800+ acres of contiguous graded pad area. This pad can currently comfortably site a 4 million sf facility with minimal site work. The pad's expansion to 800+ acres enables over 10 million sf under roof to be located on the site along with rail sidings, employee parking, and raw / finished goods storage. Further, an additional 70-acre graded pad site is fully funded and under development within the surrounding industrial park (Lot 1) available for advanced manufacturers and/or suppliers for an OEM operation. A combination of 16-inch and 20-inch waterlines serve the site. The water system is fed by two independent sources for redundancy and currently have available capacity of 5.75 MGD. The capacity will be further expanded to 7 MGD by 4th qtr. 2021. A 20-inch sewer line along with a 3 MGD pump station are in place and are serving the site. The sanitary sewer service can be expanded to 4 MGD if needed. The site has direct access to the Williams Transco Pipeline via an existing gate station onsite. This allows megasite industries access to large volumes of gas at any delivery pressure requested. Electrical service is provided through American Electric Power (AEP), via an existing 69KV transmission line. A new double-circuit 138kV substation is under construction in the park that will provide 100 MW when it goes into service in Q4 2022. The new substation is configured as a ring bus, eliminating exposure to outages. Further, the site and park is located next to a 125MW solar facility, with battery storage, that is under active development and expected to be completed in 2022. Norfolk Southern currently provides Class 1 rail to the property and has 2 access points for lead tracks to the pad site dependent upon Company's operations. The site is uniquely situated along a spur line that is in close proximity to and connects with the Piedmont Corridor. This location and alignment enables Norfolk Southern to have the flexibility of arranging and orientating rail cars without impacting a high-traffic volume corridor – resulting in a higher level of service for the Company needs. There is also an existing rail switch on the spur line that provides the option of a transload facility to serve the entire park. The megasite is suitable for OEM manufacturing operations and other large advanced industrial tenants, and is the result of a unique collaboration amongst multiple jurisdictions in two states. This site is designated as a "Super Park" by Quest/McCallum Sweeney and certified under VEDP's Virginia Business Ready Sites Program. Quest has certified the Southern Virginia Megasite at Berry Hill as a Certified Mega Site / Super Park.

Stephens Industrial Park

Fairground Rd and Baugh Dr
Front Royal, VA 22630



This property is located in a Foreign Trade Zone

Availability			
Total Site Area:	92 ac / 36.8 ha	Available Land:	85.2
Largest Contiguous:	53.5698 ac / 21.42792 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	10 to 53.57 acres acres
Specifications			
Topography:	Gently rolling; 80% cleared	Zoning:	Industrial
Industrial Park:	Yes	Outside Storage Allowed:	No
Pad Ready:	No		
Utilities			
Electric Provider:	Rappahannock Electric Cooperative		
Natural Gas Provider:	Washington Gas (Shenandoah Station)		
Water Provider:	Town of Front Royal		
Sewer Provider:	Town of Front Royal		
Fiber/Broadband Provider:	CenturyLink		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 66 /4.0 miles		
4-Lane Highway/Distance:	U.S. Highway 340 /1.1 miles		
International Airport:	Washington-Dulles International Airport /60.3 miles /59 minutes		
Commercial Airport:	Washington Dulles International Airport /60.3 miles /59 minutes		
General Aviation Airport:	Winchester Regional Airport /12.0 miles /14 minutes		
Port of Virginia:	204.0 miles /188 min		
Port of Virginia (Inland Port):	2.1 miles / 5 min		
Rail Served :	No		



Stephens Industrial Park

Fairground Rd and Baugh Dr
Front Royal, VA 22630

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Located in a Foreign Trade Zone. Virginia Inland Port is located less than one mile from site. Lot #4 is 53.57 acres and Lot #6 is 24.52 acres. Both lots are subdividable and served by rail siding. Natural gas is available.

Stephens Industrial Park

Fairground Rd and Baugh Dr
Front Royal, VA 22630



This property is located in a Foreign Trade Zone

Availability			
Total Site Area:	92 ac / 36.8 ha	Available Land:	85.2
Largest Contiguous:	53.5698 ac / 21.42792 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	10 to 53.57 acres acres
Specifications			
Topography:	Gently rolling; 80% cleared	Zoning:	Industrial
Industrial Park:	Yes	Outside Storage Allowed:	No
Pad Ready:	No		
Utilities			
Electric Provider:	Rappahannock Electric Cooperative		
Natural Gas Provider:	Washington Gas (Shenandoah Station)		
Water Provider:	Town of Front Royal		
Sewer Provider:	Town of Front Royal		
Fiber/Broadband Provider:	CenturyLink		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 66 /4.0 miles		
4-Lane Highway/Distance:	U.S. Highway 340 /1.1 miles		
International Airport:	Washington-Dulles International Airport /60.3 miles /59 minutes		
Commercial Airport:	Washington Dulles International Airport /60.3 miles /59 minutes		
General Aviation Airport:	Winchester Regional Airport /12.0 miles /14 minutes		
Port of Virginia:	204.0 miles /188 min		
Port of Virginia (Inland Port):	2.1 miles / 5 min		
Rail Served :	No		



Stephens Industrial Park

Fairground Rd and Baugh Dr
Front Royal, VA 22630

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Located in a Foreign Trade Zone. Virginia Inland Port is located less than one mile from site. Lot #4 is 53.57 acres and Lot #6 is 24.52 acres. Both lots are subdividable and served by rail siding. Natural gas is available.

Sussex Megasite

5056 Beef Steak Rd
Sussex, VA 23890



This property is located in a Foreign Trade Zone
This property is located in a Hub Zone
This property is Business Ready Site Program Certified

Availability

Total Site Area:	1130 ac / 452 ha	Available Land:	595.4
Largest Contiguous:	595.4 ac / 238.16 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres

Specifications

Topography:	mostly level	Zoning:	I-2
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	No		

Utilities

Electric Provider:	Prince George Electric Cooperative
Natural Gas Provider:	Columbia Gas of Virginia
Water Provider:	Sussex Service Authority
Sewer Provider:	Sussex Service Authority
Fiber/Broadband Provider:	Mid-Atlantic Broadband Cooperative
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 295 /14.4 miles
4-Lane Highway/Distance:	Cabin Point Rd /1.5 miles
International Airport:	Raleigh-Durham International Airport /155.6 miles /143 minutes
Commercial Airport:	Richmond International Airport /41.1 miles /44 minutes
General Aviation Airport:	Wakefield Municipal Airport /12.9 miles /18 minutes
Port of Virginia:	55.3 miles /68 min
Port of Virginia (Inland Port):	38.4 miles / 44 min
Rail Served :	No



Sussex Megasite

5056 Beef Steak Rd
Sussex, VA 23890

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Property is located 15 miles from Interstate 95, can draw from both Richmond-Petersburg and Hampton Roads workforces. See Regional Map. Substation on site with dual 22 MVA transformers, at a secondary voltage level of 12,470 volts. Total capacity of up to 44 MVA with the ability to provide redundant feeds from each station transformer. Site is located within 1 mile of U.S. Route 460. I-295 is within 15 miles with direct connection to I-95. Beefsteak Road will be updated once a tenant has located in the site. Prince George Electric Cooperative has a substation on site (50 MW, 3-phase, redundancy). Expansion will be available as needed. Permits issued for a 12-inch water line extension with plans for a 1 million gallon water tank (July 2021).

Taylor Property

3267 Kings Highway (at Bloomsbury
Road/Route 605)
King George, VA 22485



Availability

Total Site Area:	367.5 ac / 147 ha	Available Land:	266
Largest Contiguous:	266 ac / 106.4 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	acres

Specifications

Topography:	level and 100% cleared	Zoning:	A-1
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	No		

Utilities

Electric Provider:	Dominion Energy
Natural Gas Provider:	Columbia Gas of Virginia
Water Provider:	King George County
Sewer Provider:	King George County
Fiber/Broadband Provider:	Verizon
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 95 /13.4 miles
4-Lane Highway/Distance:	Virginia Highway 3 (Kings Hwy) /0.2 miles
International Airport:	Washington-Dulles International Airport /76.3 miles /76 minutes
Commercial Airport:	Ronald Reagan Washington National Airport /62.7 miles /63 minutes
General Aviation Airport:	Stafford Regional Airport /19.8 miles /25 minutes
Port of Virginia:	138.3 miles /126 min
Port of Virginia (Inland Port):	71.2 miles / 72 min
Rail Served :	No



Taylor Property

3267 Kings Highway (at Bloomsbury
Road/Route 605)
King George, VA 22485

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Virginia Port Logistics Park

Center Point Drive
Suffolk, VA 23434



This property is located in a Foreign Trade Zone
This property is located in a Technology Zone
This property is Business Ready Site Program Certified

Availability			
Total Site Area:	921 ac / 368.4 ha	Available Land:	30
Largest Contiguous:	10 ac / 4 ha	Subdividable:	Yes
Built-To-Suit:	No	Range of Site Sizes:	3 acres and up acres
Specifications			
Topography:	Clear	Zoning:	M-1, M-2, B-2
Industrial Park:	Yes	Outside Storage Allowed:	Yes
Pad Ready:	Yes		
Utilities			
Electric Provider:	Dominion Energy		
Natural Gas Provider:	Virginia Natural Gas		
Water Provider:	City of Suffolk		
Sewer Provider:	Hampton Roads Sanitation District		
Fiber/Broadband Provider:	Spectrum		
Other Fiber/Broadband Provider:			
Transportation			
Interstate/Distance:	Interstate 664 /17.1 miles		
4-Lane Highway/Distance:	U.S. Highway 58 /0.1 miles		
International Airport:	Raleigh-Durham International Airport /166.9 miles /152 minutes		
Commercial Airport:	Norfolk International Airport /36.3 miles /40 minutes		
General Aviation Airport:	Suffolk Executive Airport /7.2 miles /9 minutes		
Port of Virginia:	27.4 miles /31 min		
Port of Virginia (Inland Port):	miles / min		
Rail Served :	No		



Virginia Port Logistics Park

Center Point Drive
Suffolk, VA 23434

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Two general aviation airports serve the site. Suffolk Executive Airport, within 1.5 miles, and Hampton Roads Executive Airport approximately 10 miles from the site. Norfolk Southern rail is adjacent to property and can serve the site. Available development sites: Lot 9 - 9.71 acres, 144,000 sf BTS lease; Lot 23 - 10.18 acres, 124,800 sf BTS lease; Lot 39 - 5 acres. Home to Ace Hardware, Friant, Emser Tile, XPO and Massimo Zanetti. Conveniently located on US 58, the site provides excellent access to the Port of Virginia and Interstate 95. In Summer 2021, Equus completed a new pump station and built the new western entrance to the park, Enterprise Drive. Equus will complete the rest of Enterprise Drive connecting to Centerpoint Drive in 2022, allowing for park tenants to access two traffic lights for ingress and egress to the park.

Wingspread Industrial Site

14114 Lovers Lane
Culpeper, VA 22701



This property is located in a Foreign Trade Zone
This property is located in a Technology Zone
This property is Business Ready Site Program Certified

Availability

Total Site Area:	266.3 ac / 106.52 ha	Available Land:	214
Largest Contiguous:	135 ac / 54 ha	Subdividable:	No
Built-To-Suit:	No	Range of Site Sizes:	50 to 135 acres

Specifications

Topography:	Flat to gently rolling	Zoning:	Light Industrial
Industrial Park:	No	Outside Storage Allowed:	No
Pad Ready:	No		

Utilities

Electric Provider:	Rappahannock Electric Cooperative
Natural Gas Provider:	Columbia Gas of Virginia
Water Provider:	Town of Culpeper
Sewer Provider:	Town of Culpeper
Fiber/Broadband Provider:	Mid-Atlantic Broadband Cooperative
Other Fiber/Broadband Provider:	

Transportation

Interstate/Distance:	Interstate 95 /31.5 miles
4-Lane Highway/Distance:	U.S. Highway 522 /0.9 miles
International Airport:	Washington-Dulles International Airport /57.8 miles /64 minutes
Commercial Airport:	Charlottesville-Albemarle Airport /39.8 miles /43 minutes
General Aviation Airport:	Culpeper Regional Airport /10.6 miles /13 minutes
Port of Virginia:	160.4 miles /145 min
Port of Virginia (Inland Port):	61.7 miles / 61 min
Rail Served :	No



Wingspread Industrial Site

14114 Lovers Lane
Culpeper, VA 22701

Contact

John Loftus

Virginia Economic Development Partnership
804-545-5786
jloftus@vedp.org

Comments

Approximately 2,000 feet of rail frontage and 1.5 miles of road frontage. Close to downtown Culpeper with unique shopping and dining opportunities and AMTRAK service. Site has visibility from US 29 and is part of the US 29 technology corridor. Near new Terremark Worldwide, Inc. data center campus and United States Library of Congress National Audio Visual Center. Site can accommodate approximately 2.55 million SF, including a 1 million SF building. The utility infrastructure can support 4 MGD of water and a 10 MW electric load. Electric can be expanded to 35 MW in 18 months. Water and sewer are located on Lovers Lane. Engineering has been completed. Local Technology Zone Incentives: Grants for real estate, business personal property and machinery and tools taxes and reimbursements for building and site plan review permit fees.

Appendix C—Northern Shenandoah VEDP Announcements 2017 – 2022

Company Name	Locality	NAICS	Business Description	Month Announced	New / Expansion	New Jobs	Investment (\$M)
TFC Poultry	Winchester	311615	Specializes in deboning turkey thigh meat for sale to food manufacturers	December 2021	N	111	31.455
Nature's Touch Frozen Foods LLC	Warren	311411	Processes and packages produce for distributors	November 2021	E	67	40.3
Evolve Services, Inc.	Frederick	327991	Produces composite productions and reproductions	August 2021	E	84	1.25
Parallel	Warren	325411	Produces cannabis products	June 2021	N	0	0.5
Cerio, LLC	Frederick	518210	Data center	December 2020	E	25	90
Silent Falcon UAS Technologies	Warren	336411	Unmanned aircraft systems services provider and original equipment manufacturer	December 2020	N	249	6.023
Kirklands	Frederick	493110	Distributes home decor and gifts	September 2020	N	10	2.9
Geodis Logistics	Frederick	493110	Provider of logistic services	August 2020	E	15	14.4
Mercury Paper	Frederick	493110	Distributes tissue products	August 2020	E	15	14.4
Melnor, Inc.	Frederick	423820	Distributes lawn and gardening watering products	May 2020	E	0	6.11579
Trex Company, Inc.	Frederick	321219	Manufacturer of wood-alternative decking and railing	November 2019	E	277	160
Blue Ridge Industries, Inc.	Frederick	326199	Manufactures custom injection mold	September 2019	E	13	3.7
CareerBuilder	Frederick	561990	Leading provider of Hello to Hire HR technology solutions to global employers and candidates	January 2019	N	250	2.512
O'Sullivan Films Corporation*	Winchester	326113	Vinyl, polymer, alloy, sheets, and films	November 2018	E	61	10.3485
Rubbermaid Commercial Products	Frederick	493110	Distributes commercial and house hold products	April 2018	E	15	9.2
RPC Superfos US, Inc.	Frederick	326112	Provide injection molded plastic packaging solutions.	January 2018	E	9	9.7
M&H Plastics *	Frederick	326160	Specializes in the production and decoration of high-quality plastic bottles, jars, flexible tubes, and closures	January 2018	E	55	12
Thermo Fisher Scientific	Frederick	334516	Lab and other scientific instrument manufacturing	June 2017	E	0	6
Winchester Metals, Inc.	Frederick	332312	Steel distribution, processing, and fabrication	June 2017	E	5	0.87
84 Lumber	Frederick	321214	Truss manufacturing operation	March 2017	E	100	3.9
Winchester Metals Inc.	Frederick	332312	Steel distribution, processing, and fabrication	January 2017	E	0	0.14
Navy Federal Credit Union	Frederick	522130	Services and support facility for world's largest credit union	January 2017	E	1400	100
McElroy Metal	Frederick	332311	Manufacturer of metal roofing, metal siding, and sub-structural components	January 2017	E	0	0.9
		Count: 23				2761	526.61
Glossary							
<u>Data Values</u>							
*	Company has headquarters in another country						
E	Expansion						
N	New						

Appendix D—Shenandoah VEDP Announcements 2017 – 2022

Company Name	Locality	NAICS	Business Description	Month Announced	New / Expansion	New Jobs	Investment (\$M)
Innovative Refrigeration Systems	Augusta	33345	Designs and manufactures industrial refrigeration systems	November 2021	E	177	2.605
Veronesi Holding S.p.A.	Rockingham	311612	Manufacturer and producer of cured meats	September 2021	N	161	105.25
Virginia Industrial Plastics	Rockingham	326121	Plastic thermoforming and fabrication	September 2021	E	92	7.393
Cava Group	Augusta	311941	Food processing and packaging for restaurant chain	September 2021	N	52	37,564,662
SIBO USA	Harrisonburg	326199	Manufacturer of closure solutions for tubes, containers, and other packaging systems	May 2021	E	24	2.61
Modine Manufacturing Co.	Rockbridge	333415	Manufacturer of thermal management technology and solutions	April 2021	E	60	7.025
Ryding Technologies	Staunton	314910	Designs and manufactures textile-based engineering solutions	April 2021	E	31	0.149
Overlook Produce and Farm Adventures	Rockingham	424480	Vegetable wholesaler	April 2021	E	6	0.85
Valley Guard Supply	Harrisonburg	423450	Personal protective equipment manufacturing	February 2021	N	45	1
Smiley's Ice Cream	Rockingham	311520	Produces premium, homemade-style ice cream	January 2021	E	8	1.15
Shenandoah Valley Hemp	Rockingham	311224	Hemp fiber and cannabidiol manufacturing	December 2020	N	24	3.282
Christian Light Publications	Harrisonburg	511130	Publisher of Christian learning materials	December 2020	E	0	2.1
IAC	Shenandoah	336390	Global supplier of automotive components and systems	December 2020	E	47	4,645,374
Shenandoah Valley Organic	Harrisonburg	311615	Organic poultry processing	November 2020	E	110	64.25
Dynamic Aviation Group, Inc.	Rockingham	423860	Provider of special-mission aviation solutions for government and commercial organizations worldwide	November 2020	E	207	47,869,647
The Plant Company of Virginia LLC	Augusta	111421	Greenhouse operations	September 2020	N	22	10.55
VIRTEX	Waynesboro	334419	Provides strategic Electronic Manufacturing Services (EMS) to military, aerospace, and medical industries	September 2020	E	50	0
Devils Backbone Brewery	Rockbridge	312120	Brewery	June 2020	E	0	1.6
Rockbridge Vineyard	Rockbridge	312130	Winery	June 2020	E	4	0.3
Hershey Chocolate of Virginia, Inc.	Augusta	311511	Leading North American chocolate producer and global snacks company	May 2020	E	110	135
Artisan Packaging	Harrisonburg	326160	Manufacturer of plastic bottles for pharmaceutical and personal care industry	March 2020	E	18	0
Raven Engineered Films	Waynesboro	326112	Designs and manufactures flexible films and sheets	January 2020	N	11	0.31
Artisan Packaging	Harrisonburg	326160	Manufacturer of plastic bottles for pharmaceutical and personal care industry sectors	September 2019	E	15	0
Howell Metal Co.	Shenandoah	331420	Manufacturer of copper tubes and fittings	August 2019	E	102	8,039
Shenandoah Valley Organics	Harrisonburg	311224	Organic Poultry Processing	July 2019	E	0	5
Hershey Chocolate of Virginia, Inc.	Augusta	311999	Leading North American chocolate producer and global snacks company	May 2019	E	65	104.4
Merck & Co., Inc.	Rockingham	325412	Biopharmaceutical manufacturing expansion	May 2019	E	152	1000
Flow Alkaline Spring Water*	Augusta	312112	Provider of naturally alkaline spring water	April 2019	N	51	15.5
Speyside Bourbon Stave Mill in Virginia, Inc.*	Bath	321920	Stave mill for craft beverage industry	April 2019	E	45	0.114

Company Name	Locality	NAICS	Business Description	Month Announced	New / Expansion	New Jobs	Investment (\$M)
Dynovis, Inc.	Rockbridge	314910	Manufacturer of rapid development shelters and aerostats	March 2019	E	44	0.592
PharmaCann	Staunton	325411	Pharmaceutical processing and distribution of cannabinal	December 2018	N	60	20
Mercury Paper*	Shenandoah	322121	Converted paper product manufacturing	November 2018	E	73	17.2
Sumitomo Machinery Corporation of America*	Augusta	333612	Global leader in power transmission and recognized as one of the premier power transmission and control solutions	August 2018	E	0	6
InterChange Cold Storage, LLC	Rockingham	493120	Third party logistics and warehousing	August 2018	E	88	41.6
NIBCO of Virginia	Augusta	332913	Provider of metal fittings and flow control products	August 2018	E	30	14
Packaging Corporation of America	Harrisonburg	322211	Corrugated packaging manufacturer	July 2018	E	0	35.3
Hermitage Hill Farm and Stables	Augusta	312120	Farm brewery	July 2018	E	7	0.5
ComSonics, Inc.	Augusta	334220	Manufactures electric test equipment and repairs broadband equipment	June 2018	E	34	0.615
Provides US, Inc.*	Augusta	332410	Researches, develops, and produces parts for the heat exchanger industry	May 2018	E	20	0.897
Shenandoah Valley Organics	Harrisonburg	311224	Organic Poultry Processing	March 2018	E	0	0
Old Hill Cidery	Rockingham	312130	Cidery	February 2018	E	5	0.5
Mohawk Industries, Inc.	Rockbridge	314110	Floor manufacturer that creates products for enhance residential and commercial spaces	January 2018	E	15	10
Hutchins and Hutchins	Augusta	423840	Company assembles and distributes clean room supplies and equipment.	November 2017	E	15	0.224
TruckVault	Shenandoah	423130	Company manufactures secure storage units and boxes for passenger trucks.	November 2017	N	60	1.5
DanoneWave	Rockingham	311511	Produces healthful dairy, plant-based products and coffee creamers, and beverages.	October 2017	E	49	60
Blue Sprocket Media Group	Harrisonburg	334614	Vinyl record manufacturing.	October 2017	N	6	0.75
Ariake U.S.A., Inc.*	Harrisonburg	311999	Manufactures quality stocks, bases, and seasonings for the food industry.	October 2017	E	22	17
Packaging Corporation of America	Harrisonburg	322211	Corrugated packaging manufacturing.	October 2017	E	0	0.5
Friendship Industries, Inc.	Harrisonburg	624310	Contract packaging and document destruction.	October 2017	E	50	3
Stable Craft Brewing	Augusta	312120	Craft brewery	August 2017	E	13	0.5
Draftco	Augusta	332999	Machine and fabrication shop	August 2017	E	16	0.45
Cargill Turkey Production LLC	Harrisonburg	311615	Turkey hatchery expansion	June 2017	E	0	4
George's Inc.	Harrisonburg	311615	Chicken processing facility expansion	June 2017	E	0	0.4
Shamrock Farms	Augusta	311511	Expansion of dairy manufacturing facility	March 2017	E	64	43.9
Hershey Chocolate of Virginia, Inc.	Augusta	311351	Manufacturer of chocolate and confectionary products	March 2017	E	69	26.8
Filibuster Distillery	Shenandoah	312140	Distillery	February 2017	E	8	0.795
Wal-Mart Stores, Inc.	Rockingham	493110	Distribution center	February 2017	E	123	6
The Chiedo Cos.	Harrisonburg	541511	Business IT and network support provider expanding to provide cybersecurity services	January 2017	E	11	0
		Count: 58				2571	1881.58
Glossary							
<u>Data Values</u>							
*	Company has headquarters in another country						
E	Expansion						
N	New						

Appendix E—Roanoke Region VEDP Announcements 2017 – 2022

Company Name	Locality	NAICS	Business Description	Month Announced	New / Expansion	New Jobs	Investment (\$M)
Lowe's Companies, Inc.	Roanoke	493110	Distribution center for Lowe's Home Improvement	February 2022	E	70	11
Balchem Animal Nutrition & Health	Alleghany	325411	Produces nutrition animal additives for animal feed	March 2021	E	6	5
Munters Corporation	Botetourt	333415	Manufacturer of energy recovery systems	March 2021	E	0	36
Fleetwood Homes	Franklin	321991	Manufacturer of prefabricated homes	July 2020	E	60	2.1098
Apex Systems, Inc.	Roanoke City	561320	Provides professional staffing and IT solutions	June 2020	E	74	0.9453
Ingevity	Alleghany	325998	Provides specialty chemicals, carbon materials, and engineered polymers	February 2020	E	0	7
Mack Trucks*	Roanoke	336120	Manufactures medium-duty truck	January 2020	E	250	13
Traditional Medicinals	Franklin	311999	Manufactures herbal tea and herbal supplements	January 2020	N	56	29.68
Holiday Ice	Roanoke City	312113	Manufactures, packages, and distributes ice	January 2020	E	0	0.2
Aeronyde Corporation	Covington	334511	Command center for drones	October 2019	N	25	0.35
Maag G&A	Botetourt	333249	Manufactures and services pelletizing systems	August 2019	E	0	4.5
Metalsa Structural Products, Inc.*	Botetourt	332119	Designs and manufactures structural components for the light and automotive industry	June 2019	E	25	6.409
Cardinal Glass	Roanoke	327211	Manufactures insulated glass	March 2019	E	60	6.7
Pratt Industries	Botetourt	322211	Manufactures corrugated boxes, specialty packaging and displays from recycled paper products	February 2019	N	50	25
McAirlaid's Vliesstoffe GmbH & Co. KG*	Franklin	313230	U.S. HQ; Air-laid nonwoven fabrics manufacturing	December 2018	E	25	7.8
Empire Bakery Commissary, LLC	Franklin	311812	Manufactures ready-made cookies and single serve desserts for grocery retailers	October 2018	E	75	10.4
Elbit Systems of America	Roanoke	334511	Manufactures image intensified night vision devices	September 2018	E	97	10
WestRock	Covington	322211	Corrugated container manufacturing	September 2018	E	0	248.4
Magnets USA	Roanoke	332999	Manufacturer of primarily magnetic and paper promotional products	June 2018	E	0	1.5
SchaeferRolls, Inc.*	Alleghany	326113	Producer of polymer-based roll covers	June 2018	N	31	5.873008
Ardagh Metal Packaging USA, Inc.*	Roanoke	332431	Global leader in packaging manufacturing	May 2018	E	0	4.2
Stik-Pak Solutions	Franklin	326112	Contract packaging manufacturer	May 2018	E	50	14.3
Metis Holdings	Roanoke	524298	Insurance and risk management services	March 2018	E	0	6
Chaos Mountain Brewing, LLC	Franklin	312120	Craft brewery	January 2018	E	5	0.25
Atlantic Credit and Finance	Roanoke City	561440	Servicer of unsecured, consumer-distressed assets	January 2018	E	115	4
American Electric Power	Roanoke City	541330	Modernizing, rebuilding, and expanding electricity transmission lines.	November 2017	E	90	12.7

Company Name	Locality	NAICS	Business Description	Month Announced	New / Expansion	New Jobs	Investment (\$M)
Altec Industries	Botetourt	333120	A leading provider of products and services to the electric utility, telecommunications, tree care, lights and signs, and contractor markets.	October 2017	E	180	30.2
PowerSchool	Roanoke City	519130	Educational technology software	September 2017	E	110	1.785
Eaton Crouse-Hinds	Roanoke City	335931	Current carrying device manufacturing	July 2017	E	0	1.0521
Parkway Brewing Company	Salem	312120	Craft brewery	June 2017	E	6	0.75
Wholesome Harvest*	Roanoke City	311812	Manufacturer of frozen and par-baked products, adding a new artisan bread line	May 2017	E	0	22.1
Lake Region Medical	Salem	339112	Medical device manufacturing	May 2017	E	136	7
Liquid Performance of America, Inc.	Franklin	325998	Company manufactures cleaning, detailing, and performance products for automobiles, motorcycles, marine, and industrial markets	April 2017	E	2	0.475
Steel Dynamics Roanoke Bar Division	Roanoke City	331110	Steel production and metal recycling	February 2017	E	0	28
		Count: 34				1598	564.68
Glossary							
Data Values							
*	Company has headquarters in another country						
E	Expansion						
N	New						

CITY COUNCIL



AGENDA BRIEFING

Staunton, Virginia

Meeting Date:	June 23, 2022	Leslie Beauregard Interim City Manager
Item #	F	
Department:	City Manager’s Office	
Alignment with Staunton Plan (Value/Strategic Area):	Value: Excellence Strategic Area: Responsive, Efficient Government	
Subject:	Revised Shenandoah Valley Animal Services Center Memorandum of Understanding	

Background: The Shenandoah Valley Animal Services Center memorandum of understanding (MOU) documents the relationship and responsibilities among the three member/owner jurisdictions (Waynesboro, Staunton, and Augusta County) at the animal shelter. The original MOU remains in place and has not been amended since its approval in September of 2011. In recent months, the member jurisdictions have worked to improve the operational stability at the shelter. On July 1, the responsibilities of fiscal agency will transfer from the City of Waynesboro to the County of Augusta. The owners and the Animal Services Center's legal counsel recommend updating the MOU to reflect current practice and governance as well as the approaching fiscal agency transfer. The owners' three chief administrative officers have worked collaboratively to develop and approve the proposed revisions and it is expected that each governing body will consider approving the revised MOU before the end of June and the transfer of fiscal agent responsibilities.

Attachment:

Attachment 1—Revised Memorandum of Understanding

Interim City Manager's Recommendation: Approve the revised Shenandoah Valley Animal Services Center Memorandum of Understanding.

Suggested Motion: I move to approve the revised Shenandoah Valley Animal Services Center Memorandum of Understanding.

Interim City Manager: Leslie Beauregard

Attachment #1

THIS AGREEMENT is made and entered into on this ___ day of _____ 2022, by and between the County of Augusta, a political subdivision of the Commonwealth of Virginia ("Augusta"); the City of Staunton, a municipal corporation of the Commonwealth of Virginia ("Staunton"); and the City of Waynesboro, a municipal corporation of the Commonwealth of Virginia ("Waynesboro") (also individually referred to herein as a "Party" and collectively as the "Parties").

WITNESSETH:

WHEREAS, § 3.2-6546 of the Code of Virginia requires the governing body of each county or city to maintain or cause a public animal shelter to be maintained;

WHEREAS, § 3.2-6546 of the Code of Virginia allows one or more local governing bodies to operate a single public animal shelter in conjunction with one another;

WHEREAS, the governing bodies of Augusta, Staunton, and Waynesboro have determined that it is in the best interest of each jurisdiction to operate a single animal shelter;

WHEREAS, the Parties entered into an Agreement dated September 1, 2011 relating to the operation of a single animal shelter;

WHEREAS, the Parties now wish to update their arrangement and enter a new agreement; and

NOW, THEREFORE, the Board of Supervisors of the County of Augusta, Virginia; the Council of the City of Staunton, Virginia; and the Council of the City of Waynesboro, Virginia, in consideration of the mutual obligations and mutual benefits accruing to their respective localities from this Agreement, have agreed upon the terms herein among themselves as follows:

ARTICLE I. REAL ESTATE

Sec. 1-1. Description of Real Estate. The joint animal shelter (the "Animal Shelter") is located on a 4.608-acre parcel of property, which contains improvements thereon, described as tax map parcel 85-86D, and with a street address of 1001 Mount Torrey Road, Lyndhurst, Virginia (the "Property").

Sec. 1-2. Land Trust. The Property is owned by a land trust established by Augusta County and the Cities of Waynesboro and Staunton. There are three (3) trustees (the "Trustees") of the land trust, the County Administrator of Augusta, the City Manager of Staunton, and the City Manager of Waynesboro, whose actions shall be strictly governed by this Agreement, as it may be amended from time to time by the Parties.

Sec. 1-3. Ownership Percentage of Real Estate by Municipalities. The Parties' percentages of the beneficial interest in the Property and associated chattel shall be calculated and adjusted based on each Party's cumulative usage of the Animal Shelter.

Sec. 1-4. Management of Property. The portions of the Property used for the Animal Shelter (the "Animal Shelter Property") shall be managed by the Director of the Animal Shelter, under the supervision of the Trustees, as set forth in Article IV below. Portions of the Property not related to the animal shelter ("Leasable Property") shall be under the management and supervision of the Trustees. Management and supervision shall include the power to lease the Leasable Property to third parties under the terms of the land trust. However, no lease or expenditure (other than routine expenses necessary to their holding of the Leasable Property) shall be undertaken or incurred by the Trustees without the prior consent of the governing bodies of the Parties.

Sec. 1-5. Proceeds of Property. The net proceeds of the sale or rental of the Property, or any portion thereof or any product therefrom, to any of the Parties or any outside party shall be shared in the same proportions as the ownership of the Animal Shelter Property under the terms of the land trust and Section 1-3 above at the time of the sale or the time rental proceeds are due and payable under the terms of the sale or rental agreement.

ARTICLE II. SHARING COSTS

Sec. 2-2. Annual Calculation of Cost Shares. The costs in excess of all revenues from all other sources shall be shared by the Parties on the basis of the respective usage by each Party in the Animal Shelter for the just concluded calendar year. Each Party's usage shall include the number of dogs, cats, or other animals brought to the Animal Shelter from each locality.

ARTICLE III. BUDGET AND FISCAL MATTERS

Sec. 3-1. Fiscal Agent. The fiscal agent will maintain a program account for the receipt of funds paid by each Party and fees paid by the general public and for payment expenses for the operation, maintenance, repairs, and capital improvements to the Animal Shelter. The fiscal agent shall be chosen by the Trustees. The fiscal agent on the Effective Date shall be Augusta County. The fiscal agent shall maintain the office unless and until a different fiscal agent is chosen by the Trustees.

Sec. 3-2. Budget. The Trustees will adopt an annual budget for the operations, maintenance and repair of the Animal Shelter in each ensuing fiscal year. The budget shall be approved in sufficient time to be included in each Party's budget proposal. At the option of the Trustees, the budget request in any year may include components for future construction or other capital improvements.

Sec. 3-3. Debt. The Trustees have no authority to incur debt obligations or approve expenditures in excess of the funds appropriated to it by the governing bodies of each Party.

Sec. 3-4. Indemnification and Insurance. Each Party will maintain its own workers' compensation and public officials' liability insurance coverage, and will retain its full legal responsibility for injuries or property damage arising from its employees' use of the Animal

Shelter. Nothing in this Agreement shall be interpreted as an assumption of joint and several liability, or as an indemnification of any Party, by any of the Parties.

ARTICLE IV. OPERATIONS AND DISPUTE RESOLUTION

Sec. 4-1. Operations of Animal Shelter Property. The day-to-day operation of the Animal Shelter shall be performed by full-time and part-time employees appointed by the Trustees. The Trustees shall designate one such employee to be the Animal Shelter Director. Employees will receive pay and other compensation from the fiscal agent for the Animal Shelter. Employees shall be subject to the fiscal agent's employment policies and procedures. The Animal Shelter Director shall be excluded from the fiscal agent's grievance policy.

Sec. 4-2. Trustees. The overall operation of the Animal Shelter shall be the responsibility of the Trustees.

(a) The Trustees, or his or her designee, will meet at least quarterly. Special meetings may be called by any two Trustees by actual notice delivered to all Trustees at least 48 hours prior to the meeting date, or may be held at any time upon attendance at meetings by all Trustees.

(b) A quorum necessary to take action at any meeting shall be three (3) Trustees, or their designees. All issues presented require a majority vote of those in attendance to be adopted.

(c) The Trustees will ensure that the operation of the Animal Shelter meets all requirements of state and federal laws and regulations pertaining to such facilities; ensure that all operations and staffing of the Animal Shelter meet the requirements of any state or federally-issued permit; ensure that the use, care, and maintenance of the equipment in the Animal Shelter meet the manufacturer's recommendations; ensure that the building and grounds are properly maintained and that repairs, when needed, are promptly done; and generally give direction to the Animal Shelter Director with respect to the above.

(d) The chair of the Trustees shall alternate between the Augusta County Administrator and the Staunton and Waynesboro City Manager for a term of two years. On the Effective Date, the chair shall be [REDACTED].

(e) The meetings of the Trustees shall be conducted pursuant to the requirements set forth in the Virginia Freedom of Information Act, Va. Code § 2.2-3700, *et seq.*, and the parliamentary procedures as set forth in "Roberts Rules of Order."

(f) The Animal Shelter Director shall make available to the Trustees all records, work sheets, financial records, and documents or instruments of any nature, regarding and pertaining to the operation, maintenance, or fiscal affairs of the Animal Shelter, and the Animal Shelter Director shall follow and adhere to decisions made by the Trustees.

Sec. 4-3. Dispute Resolution. Any dispute, disagreement, or controversy arising among the Parties as to the operation of the Animal Shelter, if not resolved by the Parties

within thirty (30) days of the date of such dispute, disagreement, or controversy arose, shall be submitted to binding arbitration by the parties pursuant to the Uniform Arbitration Act of the Commonwealth of Virginia, Va. Code § 8.01-581.01 *et seq.*, as may be amended from time to time.

(a) Binding Upon the Parties. The arbitration award made by the arbitrators and/or Court shall be binding upon the Parties hereto.

(b) Expenses. The Parties agree to share equally all expenses of arbitration incurred, including any court costs, but exclusive to each Party's attorney's fees.

(c) Modification. If all Parties agree in writing, the above procedure or any portion thereof may be modified.

ARTICLE V. MISCELLANEOUS

Sec. 5-1. Effective Date. The effective date ("Effective Date") of this Agreement shall be the final date set forth below in the notarized signatures of the Parties, after all three Parties' governing bodies approve this Agreement and authorizing its execution by their respective chief executive officer. The September 1, 2011 Agreement shall automatically terminate on the Effective Date of this Agreement.

Sec. 5-2. Notices. Notices hereunder shall be sent by email and regular mail to the following chief executive officer or their successors:

Timothy K. Fitzgerald, County Administrator
COUNTY OF AUGUSTA, VIRGINIA
P.O. Box 590
Verona, VA 24482


Leslie M. Beauregard, City Manager
CITY OF STAUNTON, VIRGINIA
P.O. Box 58
Staunton, VA 24402


Michael G. Hamp, II, City Manager
CITY OF WAYNESBORO, VIRGINIA
P.O. Box 1028
Waynesboro, VA 22980
hampmg@ci.waynesboro.va.us

Sec. 5-3. Entire Agreement. This Agreement and the attachments hereto constitute the full agreement among the parties. This Agreement may only be amended by written amendment adopted by each of the participating governing bodies.

Sec. 5-4. Jurisdiction and Venue. The parties hereto agree that the Circuit Court of Augusta County, Virginia, shall have jurisdiction and venue as to any matters requiring court action hereunder.

IN WITNESS WHEREOF, the parties hereto have set their signatures and seals:

COUNTY OF AUGUSTA, VIRGINIA

By: _____(SEAL)
Timothy K. Fitzgerald, County Administrator

STATE OF VIRGINIA, AT LARGE
COUNTY OF AUGUSTA, to-wit:

The foregoing instrument was acknowledged before me this ____ day of _____, 2022, by Timothy K. Fitzgerald, County Administrator, Augusta County.

My commission expires: _____
Notary Public: _____

CITY OF STAUNTON, VIRGINIA

By: _____(SEAL)
Leslie M. Beauregard, City Manager

STATE OF VIRGINIA, AT LARGE
CITY OF STAUNTON, to-wit:

The foregoing instrument was acknowledged before me this ____ day of _____, 2022, by Leslie M. Beauregard, City Manager, City of Staunton, Virginia.

My commission expires: _____
Notary Public: _____

CITY OF WAYNESBORO, VIRGINIA

By: _____ (SEAL)
Michael G. Hamp, II, City Manager

STATE OF VIRGINIA, AT LARGE
CITY OF WAYNESBORO, to-wit:

The foregoing instrument was acknowledged before me this ____ day of _____,
2022, by Michael G. Hamp, II, City Manager, City of Waynesboro, Virginia.

My commission expires: _____
Notary Public: _____