Virginia Enterprise Zone

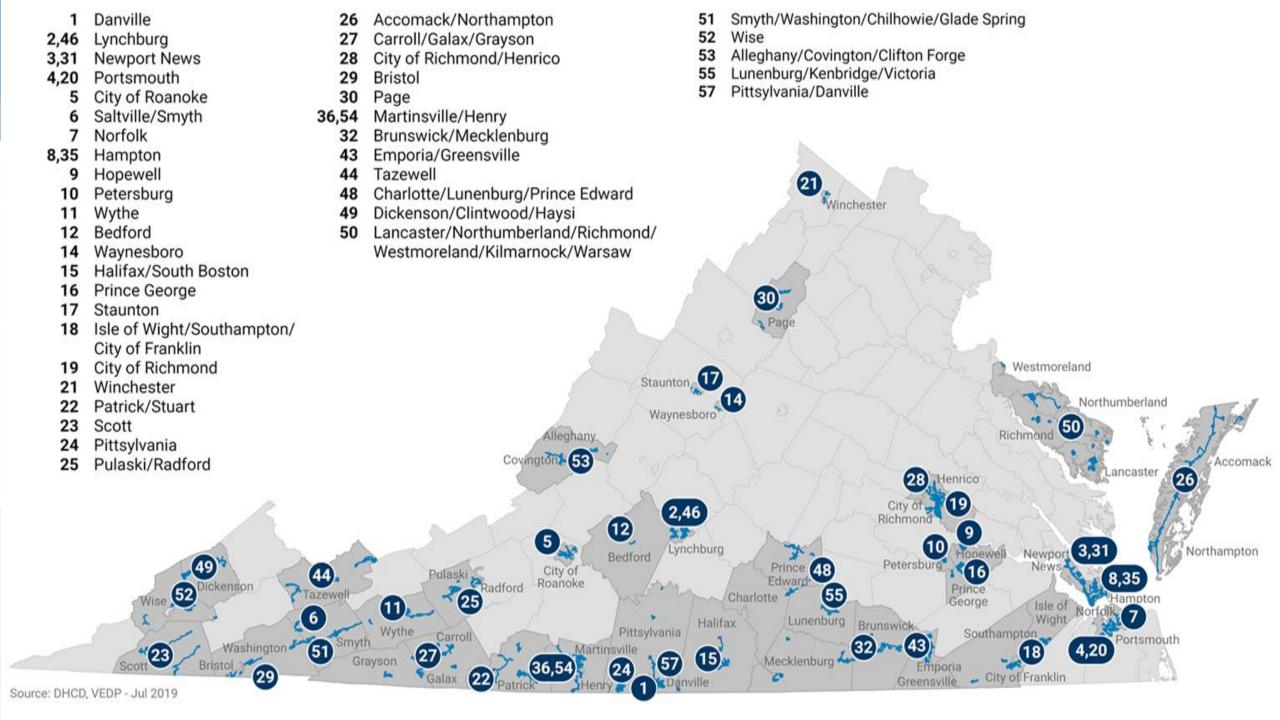
HOW TO QUALIFY WORKSHOP

REAL PROPERTY INVESTMENT GRANT

GRANT YEAR 2022







GY2021 Snapshot

JOB CREATION GRANTS



50 Businesses



4,115 Jobs Created/ Retained



\$2,493,393 Total Awards

REAL PROPERTY INVESTMENT GRANTS



114 Properties



\$307,083,311 in Qualified Investments



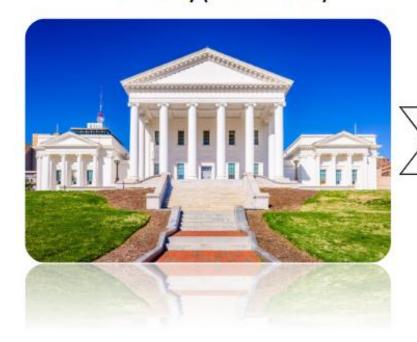
\$11,089,416 Total Awards



Timeline of Grant Process*

Jobs Created in 2022

Funds appropriated by General Assembly (2022 Session)







Pinal Placed-In-Service
Documentation
Received in 2022

April 3, 2023 Application Deadline

	1	APR	RIL 2	202	13	
SUN	MON	TUE	WED	THU	FRI	SAT
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	1	-	-		-	+



Submission

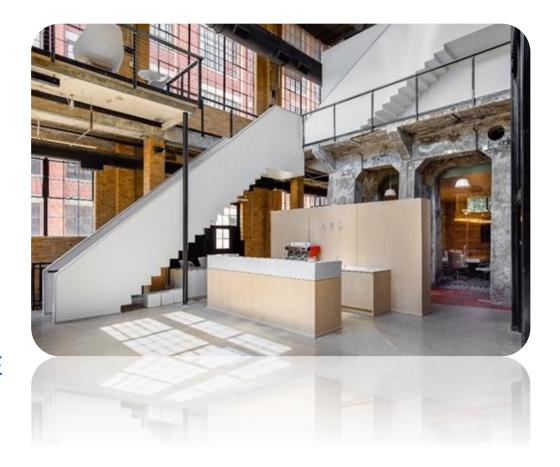
| IMPORTANT | Hard copies are no longer accepted.

| **DEADLINE** | All applications must be submitted via the Enterprise Zone Submission Portal by 11:59 PM (EST) April 3, 2023.

| **DEADLINE** | ALL forms and documentation must be submitted by the deadline to be considered on-time.

EZ SUBMISSION PORTAL

https://dmz1.dhcd.virginia.gov/EZonePortal/Default.as
px





EZ Application Submission System/Portal



Enterprise Zone Application Submission System



Department of Housing and Community Development

Drop-down Menus

Home | RPIG | JCG | CPA Attestation Report

Welcome to the Enterprise Zone Online Submission System!

Internet Explorer Users may experience compatibility issues with this application portal. DHCD recommends using a browser of Google Chrome or Higher to submit the Application.

Electronic application submittal is required for all Enterprise Zone Grant Applications, ALL required materials must be submitted electronically through this system. Hard copies are not accepted. The Enterprise Zone program will also accept electronic signatures at this time.

Tips for using the Online Submission System:

- Applicants should prepare their application, have all supplemental materials available and receive the CPA Attestation Report prior to beginning the electronic application on this website.
- . Upon submission of the electronic application, applicants will be prompted to Print & Save the submitted application. DHCD recommends that applicants "Print to PDF" in order to save the submitted application for later reference.
- A confirmation e-mail will be sent to applicants once they submit their applications online. This email will be sent from: noreply@dhcd.virginia.gov. Certified Public Accountants (CPAs) will be copied on all confirmations.
- Attachments can now be uploaded electronically (i.e. CPA Attestation Reports, Placed in Service Documentation, JCG Worksheets, and Supplemental RPIG Forms). Please upload these documents in PDF or Excel format.
- If you have made an error on an application that has already been submitted, please contact EZONE@dhcd.virginia.gov to correct the electronic application.

NOTICE

The Enterprise Zone Application Submission System is currently accepting applications for Grant Year 2022. Applications will be accepted until 11:59 p.m. on **April 3, 2023**. Real Property Investment Grant and Job Creation Grant applications should be submitted to DHCD through this system by utilizing the buttons below (hard copies are no longer accepted). "See drop-down menus on the right for other required forms, including a copy of the Commonwealth of Virginia W-9 Form.

Submit Real Property Investment Grant Application Here

Submit Job Creation Grant Application Here

Submit Job Creation Grant - HUA/SWaM Application Here

If you have any questions about the electronic submittal process, please contact EZONE cd.virginia.gov or (804) 371-7171.

This site requires that all users have Acrobat Reader installed in order to print or view applications. Click Here to download Acrobat Reader for free.

SUBMISSION

Select the hyperlinks below to access applications and forms

General Information

RPIG - Real Property Investment Grant

Online Real Property Investment Grant Application

Form EZ-RPIG (downloadable: to be uploaded into this system for submission)

Local Zone Administrator Contact Information

UPDATED DRAFT Real Property Investment Grant Instruction Manual

Itemized List of Qualified Real Property Investments

Supplemental Multiple Owner Form

Supplemental Tenant Coordination Form

Supplemental Tenant Owner Consent Form

Supplemental Mixed Use Form

RPIG 2018-2021 Award Schedule

LZA Verification

JCG - Job Creation Grant

JCG HUA/SWaM - Job Creation Grant for High Unemployment Area & SWaM-Certified Businesses

CPA Attestation Report (RPIG and JCG)

Home | RPIG | 3CG | CPA Attestation Report

Copyright Department of Housing and Community Development



Eligibility

- ➤ Building or facility located in an Enterprise Zonecontact local economic development office
- ➤ Building-freestanding and unrelated in function to other buildings/structures; common ownership but leased to tenants & owner has no say in general management; tenant act independently of each other and the owner doesn't dictate hours of operation
- ➤ Facility-a group of buildings, co-located at a single physical location, involved in related operations, under common ownership and management. Example: shopping center, mall





Eligible Properties

- The RPIG is available to investors that are undertaking rehabilitation, expansion, or new construction projects within the boundaries of Enterprise Zones.
- > The building or facility must be:
 - Commercial: including office and retail
 - Industrial
 - Mixed-use: At least 30% of useable floor space is devoted to commercial, office, or industrial use.





Eligible Applicants

A "Qualified Zone Investor" is any entity or individual capitalizing on or expensing the costs associated with the real property investment, such as:

- Property Owners: Occupant or Non-Occupant
- Multiple Owners: Rights to RPIG qualification should be coordinated with all other owners of the property.
- **Tenant:** Tenants making leasehold improvements may apply for the RPIG with the owner's permission, only if the improvements are capitalized or expensed by the tenant for tax purposes.
- **Developers:** Rights to RPIG qualification should be reflected in the sale documents if property has been sold (don't have to maintain ownership to apply, but first right is to the current owner)





Eligibility Requirements

- Zone investors must meet minimum investment thresholds based on construction type.
- Thresholds must be met each year an RPIG is applied for, and do not carry over.
- Grant cap is based on total qualified investment.
- ➤ Less than \$5 million in QRPI=\$100K max. grant
- ➤ More than \$5 million in QRPI=\$200K max. grant
- Grant amount is 20% of the QRPI OVER the respective eligibility threshold

Type of Construction	Minimum Threshold	
New construction	\$500,000 in QRPIs	
Rehabilitation or expansion	\$100,000 in QRPIs	
Solar-only	\$0 in QRPIs	
New construction with solar	\$450,000 in QRPIs	
Rehabilitation or expansion with solar	\$50,000 in QRPIs	

Total Investment	Maximum Grant Amount
less than \$5 million	\$100,000
more than \$5 million	\$200,000



Eligibility Requirements

Туре	Investment	Threshold	Total Grant- Eligible Funds*	Grant Rate	Grant Request	Example Proration	Grant Award
New Construction	\$1,000,000	\$500,000	\$500,000	20%	\$100,000	\$0.88	\$88,000
Rehab/Expansion	\$500,000	\$100,000	\$400,000	20%	\$80,000	\$0.88	\$70,400
New Construction with solar	\$1,000,000	\$450,000	\$550,000	20%	\$100,000	\$0.88	\$88,000
Rehab/Expansion with solar	\$100,000	\$50,000	\$50,000	20%	\$10,000	\$0.88	\$8,800
Solar-only	\$75,000	\$0	\$75,000	20%	\$15,000	\$0.88	\$13,200



Qualified Investments

- ➤ Hard construction costs; any exterior, interior, structural, mechanical, or electrical improvements necessary to construct, expand, or rehabilitate a building for commercial, industrial, or mixed-use;
- ➤ Includes excavations; grading & paving; installing driveways; & landscaping or land improvements.

Examples:

-Carpentry

-Ceilings

-Demolition

-Doors/windows

-Drywall

abatement

-Painting

-Plumbing

-Masonry

-Roofing

-lead/asbestos



*See page 12 of RPIG Manual for extensive lists.



Ineligible Costs

Examples of unqualified investments:

- X Acquisition costs
- X Architectural fees
- X Closing costs
- X Furnishings
- X Insurance
- X Leasing & legal fees
- X Machinery & tools
- X Permits & inspection fees
- X Signage
- X Utility connection fees
- X Items beyond the property line

^{*}no machinery & tools; no business personal property





Calculating Awards

- ➤ The dollar amount of a grant is based on the amount spent on the Qualified Real Property Investments (QRPI).
- ➤ Grant awards = 20% of the QRPI made in excess of the respective eligibility threshold (\$100k or 500k), with grant award caps based on the amount of investment. Grant awards are capped per building/facility over 5 years (consecutive term).
 - Up to \$100,000 per building/facility for QRPI of less than \$5 million
 - Up to \$200,000 for QRPI over \$5 million





Calculation Examples

*Rehab- Capped

<u>Rehab</u> <u>New</u>

Investment

\$500,000

\$900,000

\$2,000,000

Threshold

- \$100,000

- \$500,000

- \$100,000

Grant Eligible

\$400,000

\$400,000

\$1,900,000

Grant Rate .20

te <u>x .20</u>

<u>x .20</u>

Exceeds maximum grant amount

\$380,000

Grant \$80,000

\$80,000

\$100,000



Solar Eligibility

- > RPIG legislative change in 2019
- ➤ Allows projects with solar components to qualify at lower thresholds
- > To qualify must be at least \$50,000 in solar
- ➤ Solar-only improvements of \$50,000 to \$100,000 qualify with \$0 threshold
- ➤ Solar as part of a larger project lowers the overall threshold by \$50,000



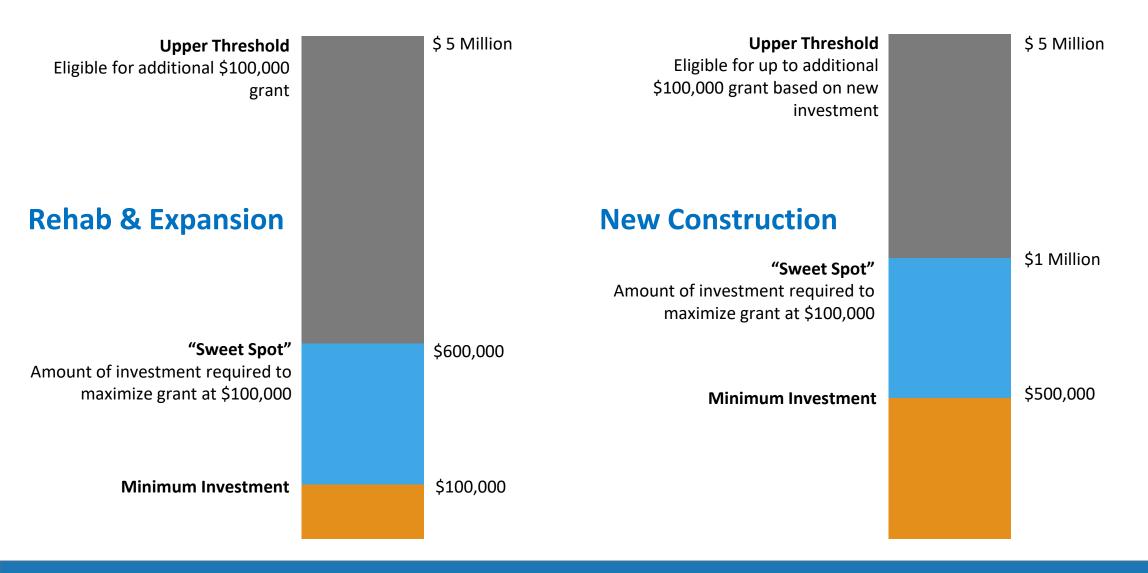


Calculation Examples-Solar

Examples:	Solar Only	New w/ Solar	Rehab w/ Solar	
Investment Threshold Grant Eligible Grant Rate	\$75,000 - \$0 \$75,000 x .20	\$900,000 - <u>\$450,000</u> \$450,000 <u>x</u> .20	\$500,000 - \$50,000 \$450,000 x .20	
Grant	\$15,000	\$90,000	\$90,000	



Investment Continuum





Application Process

- ➤ To be eligible for GY 2022, a property must have been placed in service January 1, 2022 December 31, 2022.
- ➤ A copy of the Placed In Service documentation must be submitted with all RPIG applications.
- > Examples:
 - Final Certificate of Occupancy
 - Final Building Inspection
 - Final Third Party Inspection (Only acceptable if the project does not require any permits!)





Required Materials

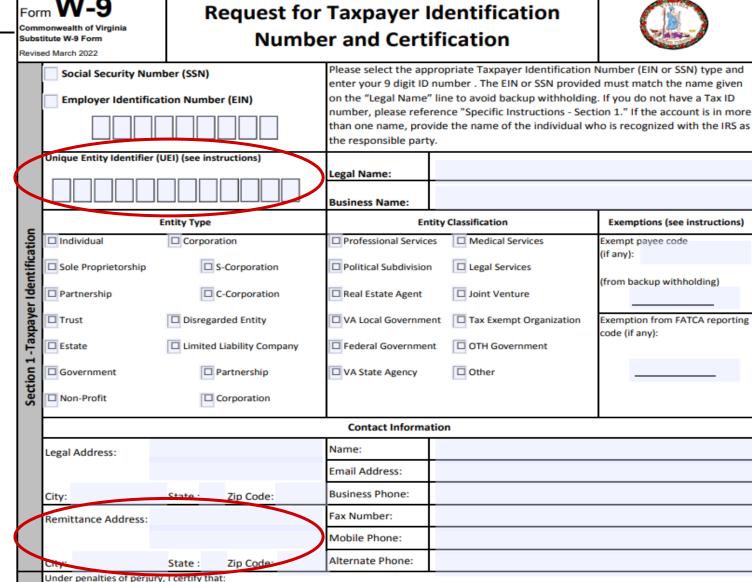
- ➤ The following are required materials:
 - Commonwealth of Virginia W-9
 - Form EZ-RPIG
 (includes Applicant Declaration and Local Zone ADministrator Verification)
 - Supplemental Forms (when applicable)
 - Placed in Service Documentation
 - CPA Attestation Report
 (Should be submitted with application
 – not after deadline!)
- >https://dmz1.dhcd.Virginia.gov/EZPortal/





COV W-9

- FEIN is required. Unique Entity Indentifier (UEI) is NOT required
- Remittance address may be different than the physical/legal address of the company
- Remittance address MUST be the address to which the company wants to receive the grant check
- "DISREGARDED ENTITY" should never be checked as the taxpayer identification
- ➤ If the company that is applying is a disregarded entity, then a W-9 should be submitted for the company/individual that is capitalizing on the investment





Form EZ-RPIG

- ➤ Part I: Background Information
- Part II: Placed-in-Service Documentation
- Part III: Qualified Investments
- > Part IV: Qualification Information
- > Part V: Contact Information
- Part VI: Application Information
- Part VII: Declaration

^{*}Downloadable copy to be uploaded in submission system & online





Part I | Background Information

PART I: BACKGROUND INFORMATION

1. Qualified Zone Investor's Legal Name	2. Type of Zone Investor (check one) Owns building - occupant Owns building - non-occupant		
3. Federal Employment ID# (FEIN)/Social Security Number (SSN)	2-Digit EID Suffix (if applicable)	 ☐ Owns space in building (i.e. office condo) Supplemental Form required ☐ Tenant in building Supplemental Form(s) required ☐ Developer (not owner) See Page 10 of Manual 	
4. Physical Address of Zone Establishment	Town/County/City	Zip Code	
5. Real Property Use Classification (check one) Industrial Commercial Mixed Use Supplemental Form required		6. Type of Real Prop Building Facility	erty (check one)
Expansion of an existing building/facility Rehab/e	nly (\$50,000 to \$100,000) expansion with solar enstruction with solar	8. Property Identifica See Page 16 of Manual	ation Number(s)
9. Zone Name	10. Zone #	11. Zone Designation Date / /	12. Name of Local Zone Administrator
13. Signature of Local Zone Administrator verifying that the RPIG Part I, Boxes 4, 5, and 8 is correct and the property is in			entification number listed on EZ-
Signature		Date	



Online

14. Narrative Summary: See RPIG Manual for Instructions (*maximum characters allowed: 1500)

Provide a summary paragraph explaining the building use and building owner, a summary of the work completed, and any other helpful background information on the project (limited to 1,500 characters).





Part II | Placed-in-Service Documentation

PART II: PLACED-IN-SERVICE DOCUMENTATION

A. CERTIFICATE OF OCCUPANCY FINAL INSPECTION THIRD PARTY INSPECTOR'S REPORT

B. Please explain any differences in the name and address listed on the final Placed-in-Service documentation from the name and address listed in Part I, Boxes 1 and 4. You may attach a letter to the hard-copy submission if additional space is required to explain discrepancies. A letter from the locality may not be provided in lieu of placed-in-service documentation if a Certificate of Occupancy or Final Building Inspection was required by the locality. Documentation should be dated within the appropriate calendar year.



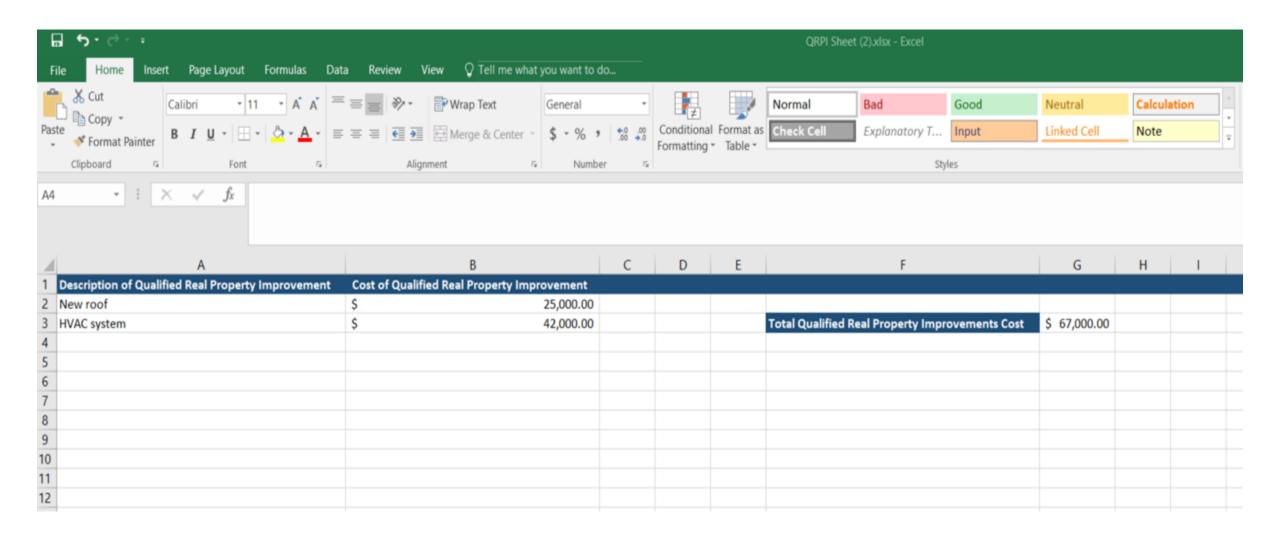


Part III | Itemized List of QRPI

Qualified Real Property Investment	Dollar Amount
1. Carpentry	\$28,628.10
2 Electrical	\$14,791.20
3. Concrete	\$39,611.21
4. Demolition	\$12,385.00
5. Doors & Windows	\$2,561.27
6. Drywall	\$22,500.00
7. HVAC	\$16,037.10
8. Masonry	\$80,081.80
9. Steel	\$29,311.00
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	The sum of the qualified real property
18.	investments is automatically calculated online and populates Part III, Box 3A.
19.	
20.	
21. Total Qualified Real Property Investment	\$245,906.68
	Amount to Enter in Box 3A



Part III | Itemized List of QRPIs





Part IV | Qualification Info

PART IV: QUALIFICATION INFORMATION

1.	 Date Real Property Placed in Service (MM/DD/YYYY) To verify this date attach a copy of the final Certificate of Occupancy, final building inspection (approved by local jurisdiction), or a licensed third party inspector's report in cases where project did not require a permit. When submitting a licensed third party inspector's report, applicant must also attach a letter from the local Building Official verifying that project did not require any permits. 	1. / /2022
2.	Qualification is requested for calendar year:	2. 2022
3.	Grant Calculation:	
	Actual dollar amount of qualified real property investments made by applicant:	3A. \$
	B. Applicable investment threshold based on the type of real property investment:	3B. \$
	C. Amount of public grant funds received and used to fund qualified real property investments	3C. \$
	D. Grant eligible dollar amount (Box 3A minus Box 3B and Box 3C):	3D. \$
	 E. Multiply Box 3D by 20%. This is the amount of grant the zone investor is requesting. For investments (3A) less than \$5 million, this amount cannot exceed \$100,000. For investments (3A) of \$5 million or more, this amount cannot exceed \$200,000. Tenents or zone investors who own a space within a building cannot request the maximum grant amount if they did not coordinate qualification or receive owner consent. 	3E. \$
4.	Real Property Investment Grants previously issued to this building or facility. See RPIG Award Schedule.	
	Have real property investment grants been awarded to the building or facility in the last four years? If yes, complete Box 4B.	4A. YES NO
	B. If yes, indicate the total amount received in previous years. The sum of 3D and 4B shall not exceed the applicable \$100,000 or \$200,000 investment, per the regulations in Box 3D.	4B. \$

Must indicate
the amount of
any public
funds and
previous RPIG
awards within
current 5-year
cycle.



Uploading Documents

PART IX: UPLOAD DOCUMENTS

* Password protected documents will NOT be accepted. All documents must be uploaded separately (one PDF with all of the documents will NOT be accepted).

Placed in Service Documentation Choose File No file chosen **CPA Attestation Report Form** Choose File No file chosen **Itemized List of Qualified Real Property Investments** Choose File No file chosen COV Form W-9 Choose File No file chosen Form EZ-RPIG Choose File | No file chosen Form EZ-RPIG Multiple Owner (If Applicable) Choose File No file chosen Form EZ-RPIG Tenant-Owner Consent (If Applicable) Choose File No file chosen FORM EZ-RPIG - Tenant Coordination (If Applicable) Choose File No file chosen FOR EZ-Mixed-Use (If Applicable) Choose File No file chosen Additional Information Choose File | No file chosen

Password protected documents will NOT be accepted.

All documents must be uploaded separately (one PDF with all of the documents will NOT be accepted.



Supplemental Forms

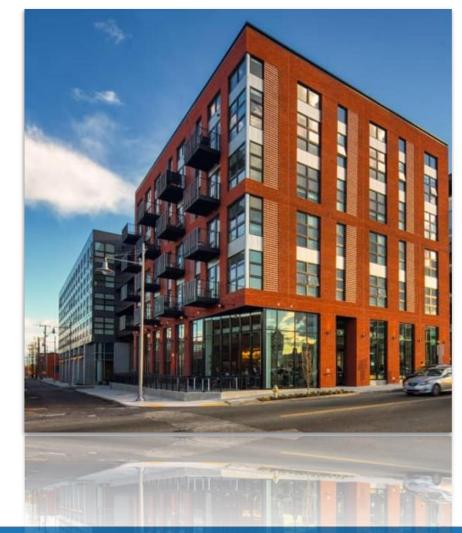
- > Supplemental forms are required if...
- > Investments were made to a mixed-use building
 - Form EZ-RPIG Mixed-Use
- > The Zone Investor is a Tenant
 - Form EZ-RPIG Tenant-Owner Consent
 - Form EZ-RPIG Tenant Coordination (if required by owner)
- ➤ The Zone Investor owns a space within a building/facility:
 - Form EZ-RPIG Multiple Owner





Mixed-Use Buildings

- Form EZ-RPIG Mixed-Use verifies that at least 30% of useable square footage in building is devoted to commercial, office, or industrial use.
- ➤ If there are common areas that are accessible to the commercial space, this may be counted toward the commercial SF. Example: Lounge or Conference Room
- Form EZ-RPIG Mixed-Use must be completed by the preparer of the measured drawings/plans for work done to the referenced building.
 - The preparer of plans must be a licensed, third-party, architect, surveyor, or draftsperson.
 - The CPA will review the status of the license during the attestation process.





Grant Coordination

- Supplemental Forms ensure the grant caps are not exceeded.
- ➤ If owners and tenants do not coordinate, DHCD will determine the maximum grant amount available based on the cumulative amount of real property investment made to the property or proportion of square footage leased/owned by the Zone Investor.

APPLICANT	Tenant	Tenant	Landlord &/or owner
INVESTMENT	Leasehold improvements made directly by tenant	Improvements made by landlord/owner under a capital lease	Improvements paid for by landlord/owner as part of an operating lease





Common Errors

- ➤ Placed in Service documentation is not final or indicates pending work or a failed inspection.
- ➤ The Zone Investor must apply for the GY associated with the Calendar Year of their Final documentation.
- ➤ Placed in Service documentation for consecutive phases of a project were received in a different calendar year.
- ➤ RPIG eligibility is based on the Calendar Year that each CO was received, and therefore, each CO would require separate applications.
- ➤ If multiple phases of work were completed on a single building/facility within the same calendar year=must only meet the minimum investment threshold once





Common Errors

- > Application spans multiple addresses (facility) but CO only references one address.
- ➤ Zone Investors can only apply for work covered under the placed in service documentation. If the work covered multiple addresses, multiple COs should be presented or the CO should reflect all addresses. This should be noted on Form EZ-RPIG!
- ➤ Differences in address entered from one year to another.
- ➤ Make sure the physical address is exactly the same as in previous RPIG applications. (North vs. N., Street vs. St., etc.). If the grant cap is exceeded due to address errors/confusion, grant awards must be repaid to Commonwealth.
- > Properties improperly identified as buildings instead of a facility.
- ➤ Grants are capped per building/facility. The property must be correctly identified so that applicable grant caps are not exceeded. Contact DHCD staff if unclear.



Common Errors

- > Vague or conditional items listed on the schedule of investments.
- ➤ It is best to break down and individually list all investments. Instead of "Site Work" include the specific items such as: Excavation, Concrete, General Conditions
- ➤ Lack of detail when including conditional items.
- ➤ A list of conditional items can be found in the RPIG Instruction Manual. Example: Don't list 'Change Orders'. Do list 'Additional Flooring Work'











Program Contacts

Kate Pickett Irving

Enterprise Zone Program Administrator ezone@dhcd.virginia.gov katherine.pickett@dhcd.virginia.gov (804) 370-2137

Tory McGowan

Program Manager, Real Estate Office tory.mcgowan@dhcd.virginia.gov (804) 773-8745



