



Economic Development Incentives Worksheet

For use in completing the JLARC Incentives Evaluation Survey

Please use this document as your reference for the questions asked on the on-line survey. Please go to the survey at <https://csr.coopercenter.org/JLARC> and use this code to access your survey:

Joint Legislative Audit and Review Commission (JLARC) (<http://jlarc.virginia.gov/>) is a non-partisan research and oversight agency that conducts independent research on behalf of the Virginia General Assembly. During the 2016 General Assembly session, the legislature directed JLARC to evaluate state economic development incentives on an ongoing basis. JLARC contracted with the University of Virginia's Weldon Cooper Center for Public Service to perform the evaluations.

Purpose of the Survey

This survey is being administered to obtain input on the use and importance of state economic development incentives in influencing the business decisions of your company and other businesses around Virginia. Your responses will contribute to the quality and usefulness of the evaluations and ultimately the findings and recommendations included in JLARC reports.

Economic Development Incentives

For purposes of this survey, an economic development incentive includes: grants; income tax credits, subtractions, or other preferential treatment; sales and use tax exemptions; small business loans; early and seed-stage investments; and other forms of financial assistance. (See the next page for a list of incentive programs from the Commonwealth of Virginia.)

Confidentiality of Responses

Your responses are strictly confidential. Only the Weldon Cooper or JLARC staff conducting the research for the economic development incentive evaluations will have access to individual survey responses. In JLARC reports, survey results will be summarized so that individual responses cannot be identified.

Voluntary Survey

Your firm's participation in this survey is voluntary, but your participation will help JLARC to provide a more representative picture of economic development incentives in Virginia.

State Fiscal Year (SFY)

Some questions in this survey ask about the SFY. A state fiscal year (SFY) ends on June 30 and starts on July 1 of the prior year. That is, SFY16 began 7/1/2015 and ended on 6/30/2016.

Questions?

If you have questions about how the data will be used, please contact Terance Rephann at 434-982-4501 or tjr5n@virginia.edu. If you have questions about filling out the survey or using the website, please contact the University of Virginia Center for Survey Research at 434-243-5232 or surveys3@virginia.edu.

For the purposes of this survey, the following grants, tax credits, and other types of preferential tax treatment or financial assistance are considered to be “state economic development incentives.”

Grants

Advanced Shipbuilding Training Facility Grant Program
Advanced Shipbuilding Production Facility Grant Program
Aerospace Engine Manufacturing Performance Grant Program
Agribusiness Grants (Tobacco Commission)
Agriculture and Forestry Industries Development Grant
Business Ready Site Program
Coalfield Regional Opportunity Fund
Commonwealth’s Opportunity Fund
Commonwealth Research Commercialization Fund
Economic Development Access Program
Governor's Motion Picture Opportunity Fund
Job Creation Grant (Enterprise Zone)
Major Eligible Employer Grant
Megasite Grants (Tobacco Commission)
Port of Virginia Economic and Infrastructure Grant
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Rail Industrial Access Program
Real Property Improvement Grant (Enterprise Zone)
Semiconductor Custom Grant --Semiconductor Memory or Logic Wafer Manufacturing Performance Grant
Small Business Investment Grant Fund
Small Business Jobs Grant Fund Program
Southside or Southwest Economic Development Grants (Tobacco Commission)
SRI custom grant
Tobacco Region Opportunity Fund
Transportation Partnership Opportunity Fund
Virginia Economic Development Incentive Grant
Virginia Investment Partnership Grant
Virginia Jobs Investment Program
Virginia Leaders in Export Trade (VALET) Program
Virginia Tourism Growth Fund
Virginia Trade Show Assistance Program

Tax Credits

Barge and Rail Usage Tax Credit
Biodiesel and Green Diesel Fuels Producers Tax Credit
Farm Wineries and Vineyards Tax Credit
Green Job Creation Tax Credit
International Trade Facility Tax Credit
Major Business Facility Job Tax Credit
Motion Picture Production Tax Credit

Qualified Equity and Subordinated Debt Investment Tax Credit
Recyclable Materials Processing Equipment Tax Credit
Research and Development Expenses Tax Credit
Telework Expenses Tax Credit
Virginia Coal Production and Employment Incentive Tax Credit
Virginia Port Volume Increase Tax Credit
Worker Retraining Tax Credit

Other Economic Development Incentives

CIT Gap Fund
Data Center Single Sales Factor Apportionment
Economic Development Loan Fund
Loan Guaranty Program
State Cash Collateral Program
Manufacturing Single Sales Factor Apportionment
Qualified Business Long-Term Capital Gain Subtraction
SWaM Loan Fund
Tourism Development Financing Program
Zero G Zero Tax Act (Part I) Subtraction
Zero G Zero Tax Act (Part II) Subtraction

Retail sales and use tax exemptions

Airline Common Carriers Exemption
Certain Printed Materials for Out-of-State Distribution Exemption
Contractor Temporary Storage Exemption
Data Centers Exemption
Electrostatic Duplicators Exemption Film, Television, & Audio Production Inputs Exemption
Media Provider Equipment Exemption
Out-of-state Nuclear Facility Repair Exemption
Pollution Control Equipment & Facilities Exemption
Railroad Common Carriers Exemption
Railroad Rolling Stock Exemption
Research & Development Exemption
Semiconductor Manufacturers Exemption
Semiconductor Wafers Exemption
Ships and Vessels Exemption
Taxi Parts & Radios Exemption
Uniform Rental & Laundry Businesses Exemption
Virginia Spaceport Users Exemption

A. STATE ECONOMIC DEVELOPMENT INCENTIVES

A1. Did your firm **apply for one or more Virginia state economic development incentives over the state fiscal year (SFY) 2010-2016 period (that is, July 1, 2009 – June 30, 2016)**? *Note: Please consider applications to the same incentive program in multiple years as more than one application.*

- 1 Yes, one only
- 2 Yes, more than one
- 3 No (skip to A2a)
- 4 Do not know (skip to A3)

A2. Did your firm receive the Virginia state economic development incentive(s) or were they terminated, never awarded, or awarded but never used? [Check all that apply]

- Received incentive
- Terminated
- Never awarded
- Awarded but never used
- Other (Please describe _____)

If “Received incentive” is checked, please skip to A3.

If “Received incentive” is NOT checked, please continue with A2a.

A2a. If you did not apply for or receive an economic development incentive during the state FY2010-FY2016 period (July 1, 2009 to June 30, 2016), why not? (Select all that apply)

- We are not familiar with state economic development incentive programs that we might be eligible for
- We have received state economic development incentives outside of this time period.
- Our firm was not eligible for any Virginia economic development incentive programs.
- The costs of searching and complying with the economic development incentive program requirements were too high
- Federal income tax treatment of economic development incentive proceeds reduces the benefit of obtaining incentives.
- We do not believe that state economic development incentives are appropriate tools
- Other (Please describe _____)

A3. What kind of state economic development incentive(s) were you awarded? [Select all that apply]

- Grant
- Tax credit
- Sales and use tax exemption
- Loan (e.g., Virginia Small Business Financing Authority direct loan or credit enhancement program loan)
- Equity and near-equity investment
- Technical assistance, mentorship, or other services
- Other financial assistance (Please describe _____)

If “Loan” is checked, please continue with A3a.

If “Loan” is NOT checked, please skip to 04, page 5.

Questions A3a through A3d are about the loan(s) you were awarded.

A3a. Could you have obtained financing comparable to your small business loan elsewhere under reasonably acceptable commercial terms and conditions?

1 Yes
 2 No
 3 Uncertain

A3b. If “Yes”, please describe what other sources of financing you might have accessed: _____

A3c. Have you received other types of loan/investment financing for your business? [Select all that apply]

Local government financing program
 Federal program loan or loan guarantee (e.g., Small Business Administration)
 Business loan from bank or other private lenders
 Equity investment by owner
 Personal borrowing by owner
 Other (Please describe _____)

A3d. Based on the status and financial condition of your firm at the time of the financing, how would you rate each of the following? (4=Excellent, 3=Good, 2=Fair, 1=Poor, 9=Don’t know)

	Excellent	Good	Fair	Poor	Don’t know
a. Overall terms and conditions of the loan	4	3	2	1	9
b. Amount of time allocated to repay your loan	4	3	2	1	9
c. Interest rate you received on your loan	4	3	2	1	9
d. Collateral requirements of your loan	4	3	2	1	9
e. Overall speed of processing your application	4	3	2	1	9
f. Loan administration during the payback period	4	3	2	1	9

Now we are asking about all of the incentives your business was awarded (as selected in A3 above).

A4. For what type(s) of project was the economic development incentive(s) used? [Select all that apply]

- Start up a new firm or business
- Expand an existing facility
- Support or retain existing operations or facility
- Relocate an existing facility
- Open an additional facility
- Other (Please describe _____)

A5. If the state economic development incentive(s) had not been available for your firm, what would have been the effect on your incentive-assisted Virginia project(s)?

- 1 Proceeded with the project(s) as planned
- 2 Proceeded at a later date, but the scale of the project would have been the same
- 3 Proceeded on a smaller scale (Estimated percentage of final project(s) scope _____)
- 4 Canceled the project(s)
- 5 Proceeded at an out-of-state location

A6. How important was/were the economic development incentive(s) in allowing your firm to:

	Not important at all	Not very important	Somewhat important	Very important	Not Applicable
a. Create new jobs	1	2	3	4	
b. Retain existing jobs	1	2	3	4	
c. Invest in machinery and equipment	1	2	3	4	9
d. Conduct research and development	1	2	3	4	9
e. Expand your current facilities	1	2	3	4	
f. Create new facilities in VA	1	2	3	4	9
g. Export additional products or services	1	2	3	4	9
h. Leverage additional debt and/or equity capital	1	2	3	4	9
i. Increase profitability	1	2	3	4	
j. Remain in business in VA	1	2	3	4	
k. Increase economic value of the firm	1	2	3	4	
l. Other (Specify _____)	1	2	3	4	

A7. Were any of the economic development incentives your firm received in SFY 2010-2016 used for worker training?

- 1 Yes
- 2 No (skip to A8, page 7)
- 3 Do not know (skip to A8, page 7)

A7a. How important was/were the economic development incentive(s) in allowing your firm to train workers?

- 1 Not important at all
- 2 Not very important
- 3 Somewhat important
- 4 Very important

A7b. How many workers received training as a result of the economic development incentive grant or tax credit?

A7c. Did the training result in any of the following improvements for your firm and workers? (Select all that apply)

- Improved efficiency
- Improved quality/accuracy
- Improved throughput
- Improved safety
- Decreased product or industrial waste
- Increased employee skills
- Increased employee knowledge
- Better customer/client services
- More teamwork
- Improved communications
- No particular improvement
- Other (Please describe _____)

A7d. Did your workers receive an increase in wages as result of the training?

- 1 Yes
- 2 No
- 3 Do not know

A7e. If Yes, how large was the wage increase on average for workers who received the training?

_____ %

A7f. For the same period of time, how large was the wage increase on average for workers who did not receive the training?

_____ %

A8. Did you encounter any of the following challenges in obtaining your economic development incentive(s)? [Select all that apply]

- No challenges
- Process too complex
- Too much paperwork
- Time frame to obtain too slow
- Other (Please describe _____)

A8a. Please describe any challenges in more detail if you wish.

A9. Prior to receiving the economic development incentive(s), was your firm considering locating or expanding in another state or country?

- 1 Yes
- 2 No
- 3 Unsure

A9a. If so, which states or countries?

A10. Was your firm offered economic development incentives to locate or expand to another state or country?

- 1 Yes
- 2 No (skip to section B, page 8)
- 3 Unsure

A10a. If so, which states or countries?

A10b. Comparing the Virginia economic development incentive(s) to offers from other states would you say that the Virginia economic development incentive(s) was/were:

- 1 MORE attractive than other states
- 2 SIMILAR to other states
- 3 LESS attractive than other states

B. INCENTIVE AWARENESS AND IMPROVEMENTS

B1. How does your firm learn about economic development incentives? (Select all that apply)

- Attorney
- Accountant
- Banker or Lender
- Investors
- Entrepreneurs
- Site Selection Consultant
- Virginia Economic Development Partnership
- Small Business Development Center
- Regional or Local Economic Development Organization
- Business Association or Network
- Advertisement
- The Internet
- Other (Please describe _____)

B2. What do you believe should be the most important priority for state economic development incentive programs?

- 1 Creation of rapid growth, high value firms
- 2 Job creation in all areas of Virginia
- 3 Job creation in distressed areas of Virginia
- 4 Machinery and equipment investment
- 5 Research and development investment
- 6 Worker education and training
- 7 Other (please describe _____)

B3. Are there any programmatic or procedural improvements that you think could be made to Virginia's existing economic development incentive programs to make them more effective at encouraging businesses to locate or expand in Virginia?

B4. Are there any other types of economic development incentives that would provide a stronger incentive for your firm to expand in Virginia or relocate some of its activities to the state? If so, please describe what kinds of incentives would be effective. Please include any suggestions you have for how they would be structured.

C. LOCAL ECONOMIC DEVELOPMENT INCENTIVES

Local economic development incentives are those offered by local governments such as county, city, and town economic development authorities and other local government entities. They include: grants; tax abatements, or other preferential treatment; loans; and other forms of financial assistance.

C1. Did your firm ever receive an economic development incentive from a Virginia locality (county, city, or town) over the period SFY 2010-2016 that was connected to a project(s) that benefited from a state economic development incentive over the same period?

- 1 Yes
- 2 No (skip to section D, page 10)
- 3 Unsure (skip to section D, page 10)

C1a. Which of the following types of economic development incentives did you receive from the locality(ies)? [Select all that apply]

- Grant
- Tax abatement
- Road improvements
- Water or sewer extension
- Workforce training assistance
- Free land or land write down
- Subsidized building(s)
- Low-cost loan
- Other (Please describe _____)

C1b. What was the approximate total value of the local economic development incentive(s) over the period SFY 2010-2016?

\$ _____

C1c. If the local economic development incentive had not been available for your firm, what would have been the effect on your Virginia project(s)?

- 1 Proceeded with the project(s) as planned
- 2 Proceeded at a later date, but the scale of the project(s) would have been the same
- 3 Proceeded on a smaller scale (Estimated % of final project(s) total _____)
- 4 Canceled the project(s)
- 5 Proceeded at an out-of-state location
- 6 Proceeded at another in-state location

D. FIRM LOCATION FACTORS

D1. Please indicate your responses concerning the **IMPORTANCE** of the following factors in your decision to initiate the formation/location/expansion of your firm. Please rate each factor on a scale from 1 to 4, where 1 is very unimportant and 4 is very important.

Then rate how Virginia **COMPARES** to other states with respect to the factors considered in formation/expansion/relocation decisions by your firm? Please rate each factor on a scale from 1 to 4, where 1 is very weak and 4 is very strong.

State and Local Policies	IMPORTANCE in your decision to initiate the formation/location/expansion of your firm					How Virginia COMPARES to other states				
	Very UNimportant	Somewhat UNimportant	Somewhat important	Very important	Don't know	Very weak	Somewhat weak	Somewhat strong	Very strong	Don't know
a. State corporate tax rate	1	2	3	4	9	1	2	3	4	9
b. State individual income tax rates	1	2	3	4	9	1	2	3	4	9
c. Local property tax rates	1	2	3	4	9	1	2	3	4	9
d. State regulatory environment	1	2	3	4	9	1	2	3	4	9
e. State economic development incentives	1	2	3	4	9	1	2	3	4	9
f. Local economic development incentives	1	2	3	4	9	1	2	3	4	9

Education and Workforce	IMPORTANCE in your decision to initiate the formation/location/expansion of your firm					How Virginia COMPARES to other states				
	Very UNimportant	Somewhat UNimportant	Somewhat important	Very important	Don't know	Very weak	Somewhat weak	Somewhat strong	Very strong	Don't know
a. Availability of skilled labor	1	2	3	4	9	1	2	3	4	9
b. Availability of unskilled labor	1	2	3	4	9	1	2	3	4	9
c. Availability/quality of K-12 schools	1	2	3	4	9	1	2	3	4	9
d. Availability/quality of community colleges	1	2	3	4	9	1	2	3	4	9
e. Availability/quality of four-year colleges/universities	1	2	3	4	9	1	2	3	4	9
f. Workforce training programs	1	2	3	4	9	1	2	3	4	9

Infrastructure	IMPORTANCE in your decision to initiate the formation/location/expansion of your firm					How Virginia COMPARES to other states				
	Very UNimportant	Somewhat UNimportant	Somewhat important	Very important	Don't know	Very weak	Somewhat weak	Somewhat strong	Very strong	Don't know
a. Highway infrastructure	1	2	3	4	9	1	2	3	4	9
b. Mass transit infrastructure	1	2	3	4	9	1	2	3	4	9
c. Special purpose infrastructure (e.g., clean rooms, wet labs)	1	2	3	4	9	1	2	3	4	9
d. Accessibility to major airport	1	2	3	4	9	1	2	3	4	9
e. Seaports, waterways, and railways	1	2	3	4	9	1	2	3	4	9
f. Telecommunications (including broadband) infrastructure	1	2	3	4	9	1	2	3	4	9

Business and Residential Costs	IMPORTANCE in your decision to initiate the formation/location/expansion of your firm					How Virginia COMPARES to other states				
	Very UNimportant	Somewhat UNimportant	Somewhat important	Very important	Don't know	Very weak	Somewhat weak	Somewhat strong	Very strong	Don't know
a. Land prices	1	2	3	4	9	1	2	3	4	9
b. Energy costs	1	2	3	4	9	1	2	3	4	9
c. Healthcare costs	1	2	3	4	9	1	2	3	4	9
d. Traffic and transit costs	1	2	3	4	9	1	2	3	4	9
e. Cost of living	1	2	3	4	9	1	2	3	4	9

Location	IMPORTANCE in your decision to initiate the formation/location/expansion of your firm					How Virginia COMPARES to other states				
	Very UNimportant	Somewhat UNimportant	Somewhat important	Very important	Don't know	Very weak	Somewhat weak	Somewhat strong	Very strong	Don't know
a. Owner's place of residence or preference	1	2	3	4	9	1	2	3	4	9
b. Proximity to markets	1	2	3	4	9	1	2	3	4	9
c. Proximity to corporate partners	1	2	3	4	9	1	2	3	4	9
d. Proximity to other similar businesses	1	2	3	4	9	1	2	3	4	9
e. Quality of life	1	2	3	4	9	1	2	3	4	9

Other factors	IMPORTANCE in your decision to initiate the formation/location/expansion of your firm				How Virginia COMPARES to other states				
	Very UNimportant	Somewhat UNimportant	Somewhat important	Very important	Very weak	Somewhat weak	Somewhat strong	Very strong	Don't know
a. Other 1 (please describe _____)	1	2	3	4	1	2	3	4	9
b. Other 2 (please describe _____)	1	2	3	4	1	2	3	4	9
c. Other 3 (please describe _____)	1	2	3	4	1	2	3	4	9
d. Other 4 (please describe _____)	1	2	3	4	1	2	3	4	9
e. Other 5 (please describe _____)	1	2	3	4	1	2	3	4	9

D2. What are the most important steps the Commonwealth of Virginia could take to help you expand your business?

E. FIRM CHARACTERISTICS

E1. When did your business begin operating in Virginia?

- 1 Within the past 12 months
- 2 1 to 2 years ago
- 3 3 to 5 years ago
- 4 6 to 9 years ago
- 5 10 to 19 years ago
- 6 20 or more years ago
- 7 Prefer not to say

E2. Is your business headquartered in Virginia?

- 1 Yes
- 2 No

E3. Please select the industry category that best describes your business:

- 1 Agriculture, Forestry, Fishing or Hunting
- 2 Mining
- 3 Utilities
- 4 Construction
- 5 Manufacturing
- 6 Wholesale Trade
- 7 Retail Trade
- 8 Transporting or Warehousing
- 9 Information, Media, and Telecommunications
- 10 Finance and Insurance
- 11 Real Estate and Rental and Leasing
- 12 Administrative, Support, Waste Management, or Remediation
- 13 Information
- 14 Finance, Insurance and Real Estate
- 15 Professional, Scientific or Business Services (e.g. accounting, R&D)
- 16 Education
- 17 Health Care and Social Assistance
- 18 Arts, Entertainment, and Recreation
- 19 Accommodation and Food Services
- 20 Personal services (e.g., laundry services, nail/hair salon)
- 21 Other (please describe _____)

E4. Approximately how many employees (full-time and part-time) does your firm currently have in Virginia?

E5. Since 2010, has the number of employees in your firm for Virginia...?

- 1 Increased
- 2 Stayed the same
- 3 Decreased
- 4 Prefer not to say

E6. Within the next 12 months, do you plan to expand the size of your firm's Virginia workforce, keep it about the same, or reduce the size of your firm's Virginia workforce?

- 1 Plan to expand the size of our workforce
- 2 Plan to keep it about the same
- 3 Plan to reduce the size of our workforce
- 4 Prefer not to say

E7. Are your firm's operations...? [Select single best answer]:

- 1 Local
- 2 Regional in Virginia
- 3 Statewide
- 4 Regional in multiple states
- 5 National
- 6 International

E8. Are your firm's customers...? [Select single best answer]:

- 1 Local
- 2 Regional in Virginia
- 3 Statewide
- 4 Regional in multiple states
- 5 National
- 6 International
- 7 Do not yet have customers

E9. Do you have any additional comments about Virginia's economic development incentive programs?

Thank you for taking the time to complete the questionnaire!

Your contributions to this effort are greatly appreciated.

If you prefer to send us your responses on this worksheet please mail to:

**Center for Survey Research
University of Virginia
P.O. Box 400767
Charlottesville, VA 22904-4767**

**Or: Save a stamp, scan this completed form, and email it to us at
surveys3@virginia.edu.**