



APPLICATION FORM

All applications must include the following information. Separate applications must be submitted for each eligible program. **Deadline: June 1, 2018.** Please include this application form with electronic entry. If you do not receive an email confirming receipt of your entry within 3 days of submission, please contact [Gage Harter](#).

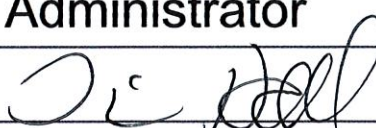
PROGRAM INFORMATION

County: Henry County
Program Title: Commonwealth Centre for Advanced Training - CCAT
Program Category: 2. Community and Economic Development

CONTACT INFORMATION

Name: Tim Hall
Title: County Administrator
Department: County Administrator's Office
Telephone: 276 634-4605 Website: www.henrycountyva.gov
Email: thall@co.henry.va.us

SIGNATURE OF COUNTY ADMINISTRATOR OR DEPUTY/ASSISTANT COUNTY ADMINISTRATOR

Name: Tim Hall
Title: County Administrator
Signature: 

Henry County's "Commonwealth Centre for Advanced Training"

EXECUTIVE SUMMARY

Henry County, like most communities, needs economic development. Specifically we need advanced manufacturing jobs which would best suit our residents' job skills and also provide significant employment opportunities and capital investment in the community. While our unemployment rate has plummeted from double digits to about 4.5% in the past few years, we still need to enhance job-and-wage opportunities for our residents.

How do we achieve this? With the Commonwealth Centre for Advanced Training (CCAT). It is a 25,000-square-foot, state-of-the-art advanced manufacturing training facility in Henry County's Commonwealth Crossing Business Centre. CCAT is available for **FREE** to any company that locates in the park. That company can use our facility to hire and train workers. Once that company's own building is ready, the already-trained workforce will literally walk across the parking lot to go to work, capable of turning out product on the first shift. Once the first company moves into its facility, another CCBC client gets use of the training center under the same deal.

Ten partners, from local, state and federal government levels, and from the private sector, are collaborating on this \$7 million project, including funding from each of those levels. Construction is scheduled for completion within 12-18 months.

Henry County's Commonwealth Centre for Advanced Training (CCAT)

Entry - VACo Achievement Awards 2018

Problem, Challenge or Situation Faced by the Locality

Henry County, like most communities, needs economic development. Specifically we need advanced manufacturing jobs which would best suit our residents' job skills and also provide significant employment and tax-revenue generation opportunities. While our unemployment rate has plummeted from double digits to about 4.5% in the past few years, we still need enhanced opportunities for our residents.

Innovation, Partnering, and Collaboration

Economic development is a contact sport. All localities need it and want it. All companies want to be needed and wanted. There are more localities than projects.

So how does a locality truly separate itself from its competition in this highly competitive adventure? Specifically, how does a rural county in southern Virginia get noticed by national and international companies?

There is no one-size-fits-all answer. But in Henry County, part of the process includes an array of letters – CCBC and CCAT – which local officials believe ultimately will help spell “success.”

“CCBC” stands for Commonwealth Crossing Business Centre. It is Henry County's newest business/industrial park, with 170 acres of prepared pad and hundreds of acres more

that can be prepared. CCBC sits in southern Henry County and is a result of a partnership with numerous players. Henry County, the City of Martinsville, the Harvest Foundation, the Martinsville-Henry County Economic Development Corporation, the Virginia Economic Development Partnership, the Tobacco Commission, Mid-Atlantic Broadband, Appalachian Power, and the U.S. Small Business Administration all played roles in the development of CCBC.

However, many localities can make the same claim. They've invested in industrial land, they are bringing essential utilities to the site, and they are working feverishly to provide opportunities to enhance their communities. We all want the best for our citizens.

So how do we truly separate ourselves from the others?

How about a 25,000-square-foot, state-of-the-art training facility, available for FREE to your company and the workers that you hire, so that when your facility is up-and-running, your new employees will be too? Welcome to CCAT.

"CCAT" stands for the Commonwealth Centre for Advanced Training. It is under construction at Commonwealth Crossing, and it will be for the specific use of companies that choose to locate in CCBC.

Here's the deal: your company announces that it has chosen Henry County and CCBC for your next facility. The construction of your facility will probably take a minimum of 18 months. What do you do about your workforce during that time? You train them at a facility next door to where you're constructing that new facility. Once your workers are trained, and once your

facility is ready, those workers literally walk across the parking lot and go to work, at full speed, on the first day.

CCAT is for the specific use of tenants at CCBC. Once company A opens its new facility, it rolls out of CCAT and the next tenant rolls in. Those tenants will pay nothing to use CCAT; operational costs will be borne by the EDC and Henry County. CCAT is being marketed toward our target industries of aerospace/aviation, automobile suppliers, food processors, and advanced manufacturing.

CCAT will include about 25,000 square feet of office and training space. This will include a high-bay area where a company can place its own equipment to train its new hires. An employee will be training on the very piece of equipment that will be placed in that company's new facility.

The one-level office area will have office/training space where employers can interview potential employees and perform other office functions, such as Human Resources and plant manager office space. Breakout rooms for Skype and other video conferencing opportunities also will be available.

The partners on CCBC include many of the team players who helped Commonwealth Crossing happen, with the bonus of bringing in Patrick Henry Community College to craft the curriculum specific to the needs of each particular company.

Funding for the \$7 million CCAT project is being provided by the Harvest Foundation, Henry County and the EDC, along with the federal government through the New Markets Tax

Credit program. Henry County and our partners worked with the private sector to secure more than \$4.3 million in New Markets credits, which allowed the team to leverage its local money and realize a \$2.7 million windfall through that process.

Construction on CCAT began in May 2018 with an expected completion window of 12-18 months. The concept and the start of construction have brought a lot of attention to CCBC and the opportunities there. Local officials are optimistic that the first client will move in soon.

We also believe this project meets all the criteria laid out in “Rules of Entry” for the VACo Achievement Awards:

- Innovation – we are unaware of a similar effort anywhere in the Commonwealth
- Partnering/Collaboration – we have 10 partners/collaborators on this project, including public sector, private sector, local government, state government, federal government, and educational institutions
- Model for other localities - whenever all the entities listed above can gather their resources, passion and commitment into a single project, how can it **NOT** be used as a model for other localities?

Brief Overview of Commonwealth Centre for Advanced Training (CCAT)
Henry County, VA

The Commonwealth Centre for Advanced Training, or CCAT, is an initiative to help bring advanced manufacturing jobs to Henry County. CCAT will be for the exclusive and free use for tenants in the Commonwealth Crossing Business Centre, a state-of-the-art business and industrial site in Henry County.

Once a tenant announces it will locate a facility in the business park, that company can use the CCAT facility, free of charge, for its ramp-up needs. This would include anything from human resources functions to screening applicants to training hires on the company's own equipment.

When the company's facility is ready, these new hires can literally drive across the parking lot and go to work, ready from Day One to perform. That opens up CCAT for the next company to do the same thing, all at no cost to the company.

Ten partners, from local, state and federal government levels and from the private sector, are collaborating on this \$7 million project. Construction began in May 2018 and should be completed within 12-18 months.



Artist's rendering of Commonwealth Centre for Advanced Training – CCAT



Beginning of CCAT construction – May 1, 2018