GOAL 1: Build an entrepreneurship culture within the region by 2020.

Research shows that poor rural economies do best by growing local talent and business opportunities. Successful communitites attract outside investment—not the reverse. The Eastern Shore needs to end the population loss and lack of opportunity for its educated youth to live and work in the region.

Objective A: Create an "Economic Think Tank" for the Eastern Shore during 2018.

The Eastern Shore needs a single central entity to understand and promote the region's economic goals.

Strategy	Responsibility	Key Contact	Tin	neline	Activity Outcome/Output Measurements	Progress Status
Create and maintain a	Primary:	Curtis Smith (Accomack-	Short	April	Ensure that all Goals, Objectives, and	
customized regional data	customized regional data dashboard to publish all action Accomack-Northampton Planning District	Northampton Planning District Commission)	Term	2018	Strategies have incorporated metrics	
plan metrics on the A-NPDC	Commission	District Commission)	Short	June	Present draft updates to Economic	
Economic Development website	Secondary:		Term	2018	Development Committee for adoption	
	Accomack-Northampton		Mid	August	Create dashboard and publish initial metrics	Tableau software
	Economic Development		Term	2018		purchased
	Committee and Subcommittee Members		Long	Ongoing	Update metrics on a semi-annual basis	
	Subcommittee Members		Term	Semi-	including any changes to action plans	
				annually		
Accomack-Northampton	Primary:	Ava Gabrielle-Wise	Short	Dec.	Subcommittee created by vote. Members	
Economic Development	Accomack-Northampton	(Accomack-	Term	2017	identified and committed	
Committee Establishes Subcommittee to serve as "Think	Economic Development Committee	Northampton Economic				
Tank" and identifies initial	Secondary:	Development Committee), Curtis				
members	Accomack-Northampton	Smith (Accomack-				
	Planning District	Northampton Planning				
	Commission	District Commission)				
Think Tank Subcommittee holds	<u>Primary:</u>	Ava Gabrielle-Wise	Short	January.	Subcommittee created by vote. Members	
intial meeting	Accomack-Northampton	(Accomack-	Term	2018	identified and committed	
	Economic Development Think Tank	Northampton Economic				
	Subcommittee Members	Development Committee), Curtis				
	Secondary:	Smith (Accomack-				
	Accomack-Northampton	Northampton Planning				
	Planning District	District Commission)				
	Commission					

FOUNDATIONAL & ENTREPRENEURSHIP DEVELOPMENT REGIONAL ACTION PLAN

UPDATED NOVEMBER 2017

Think Tank Subcommittee reviews action items and harvests economic data to support existing and potential action plans goals, objectives, and strategies by making data available to project leaders	Primary: Accomack-Northampton Economic Development Think Tank Subcommittee Members Secondary: Accomack-Northampton Planning District Commission	Ava Gabrielle-Wise (Accomack- Northampton Economic Development Committee), Curtis Smith (Accomack- Northampton Planning District Commission)	Mid- Long Term	Ongoing Semi- annually	Subcommittee meets semi-annually between full Economic Development Committee and four industry sector Subcommittee meetings.	
					increase successful startups.	
Research by the Darden School Host entrepreneurship educational discussions each year.	shows the rural areas that Primary: Accomack-Northampton Planning District Commission, Eastern Shore of Virginia Chamber of Commerce Secondary: Eastern Shore Community College	develop their entrepreneur Joe Betit (Accomack- Northampton Economic Development Committee), Curt Smith (Accomack- Northampton Planning District Commission), Robie Marsh (Eastern Shore of Virginia Chamber of Commerce)		Annually by November of each	the most successful in growing their economy a At least 2 sessions per year Goal of attendance at least 8 members per session At least one attendee per session begins operation	For 2016: Complete For 2017: Incomplete. No free public sessions held. ESCC holding paid series Spring 2018
Advertise and expand reach of local investment funds	Primary: Accomack-Northampton Planning District Commission Secondary: Shore Growth Ventures,	Curtis Smith (Accomack- Northampton Planning District Commission)	Term		Develop a summary publication of funds available & firms funded and promote in local media, on county and regional economic web sites and chambers	Started October 2017
	Accomack County Economic Development Authority, Northampton County Joint Industrial Development Authority	Elaine Meil (Accomack- Northampton Planning District Commission), Pat Coady (Shore Growth Ventures)	Short Term and On- going	February 2019	Manage and promote utilization of available local investment funds Shore Growth Ventures: Raised \$85,000 and funded Neubeam startup ESVA Economic Development Revolving Loan Fund: – 2 existing with additional offer made but not accepted	Ongoing

by applicant

Objective C: Create "incubator" for new businesses.

The Eastern Shore needs readily available infrastructure to support startups and new re-locators. Startups need experienced professional support they may not have or be able to afford at critical points

afford at critical points.						
Select the physical location(s) for incubator.	Primary: Northampton County Joint Industrial Development Authority, Accomack County Economic Development Authority, Accomack- Northampton Planning District Commission Secondary: Eastern Shore Public Library, Eastern Shore of Virginia Chamber of Commerce, Eastern Shore Community	Charles Kolakowski (Northampton County), Rich Morrison (Accomack County), Curt Smith (Accomack- Northampton Planning District Commission)	Short Term	May 2018	At least one location selected	No publicly owned & managed option identified to date. Potential for small-scale facility in Melfa but no progress to date.
Mentoring professionals in subject matter areas i.e. law, technology marketing, contracts, human resources, & accounting	College Primary: Shore Growth Ventures, Hampton Roads Small Business Development Center Secondary: Eastern Shore Community College, Eastern Shore of Virginia Chamber of Commerce		Mid Term	2018	Number of companies & individuals mentored Number of mentors committed and in which fields	Ongoing
Develop selected location as incubator	Primary: Accomack-Northampton Planning District Commission	Elaine Meil (Accomack- Northampton Planning District Commission)	Mid/ Long Term	Dec 2019	Develop the incubator and installation of first company. May be public or privately-owned/managed incubator.	Pending completion of incubator type and location.

GOAL 2: Increase access to funding for entrepreneurial and Eastern Shore small business efforts to improve our economy.

Banks are basically forbidden to fund startups. Most new businesses fail within five years. Lack of capital resources at critical junctures is a main reason for failure.

Objective A: Develop i	mancing sources to	o support Regiona	I ECOI	ionnic Devi	elopment Plan (SET/CEDS) Goa	115.
Strategy	Responsibility	Key Contact	Т	imeline	Activity Outcome/Output Measurements	Progress Status
Document & attract sources of funding	Primary: Accomack-Northampton Planning District	k-Northampton District ion, oton County istrial nent Authority, k County Development Financial (Accomack- Northampton Planning District Commission), Charles Kolakowski (Northampton County), Rich Morrison (Accomack County), John Fiege (Financial Solutions, Ltd.)	Short Term	January 2018	Develop consolidated document with potential financing sources for Regional Economic Development Plan goals.	Under Development
	Commission, Northampton County Joint Industrial Development Authority,		Short to Mid Term	June 2018	Identify unique funding source and strategy for all Regional Economic Development Plan goals eligible for state or federal grant or loan funding.	Some projects connected to funding source, but not all
	Accomack County Economic Development Authority, Financial Solutions Secondary: Shore Growth Ventures		Mid Term	January 2019	 Achieve \$500k in revolving loan funds Build to \$2M in available investing funds 	Not started
Provide financing that supports objectives of the Regional Economic Development Plan	Primary: Accomack-Northampton Planning District Commission Secondary: Northampton County Joint Industrial Development Authority, Accomack County Economic Development Authority, Shore Growth Ventures, Financial Solutions	Curtis Smith (Accomack- Northampton Planning District Commission), Charles Kolakowski (Northampton County), Rich Morrison (Accomack County), Pat Coady (Shore Growth Ventures), John Fiege (Financial Solutions, Ltd.)	Mid Term	January 2019	Target loan funds to businesses locating in the incubator and support financing needs of other Regional Economic Development Plan Goals. Make one loan to an organization or new business participating or partnering in the regional economic development planning process	Not started

FOUNDATIONAL & ENTREPRENEURSHIP DEVELOPMENT REGIONAL ACTION PLAN

UPDATED NOVEMBER 2017

CONDATIONAL & LIVE	KEI KENEOKSIIII	DEVELOT WILLIAM	11201	OIT/IL/ICI	OI DATE	NOVEWBER 201
Determine methods of distribution of funds, meeting funders' requirements	Primary: Northampton County Joint Industrial Development Authority, Accomack County Economic Development Authority Secondary: Shore Growth Ventures, Accomack-Northampton Planning District Commission	Charles Kolakowski (Northampton County), Rich Morrison (Accomack County), Pat Coady (Shore Growth Ventures)	Short Term	May 2018	Designate three agencies to distribute funds: two public and one private	Not started
Determine criteria for awarding funding	Primary: Northampton County Joint Industrial Development Authority, Accomack County Economic Development Authority Secondary: Shore Growth Ventures, Accomack-Northampton Planning District Commission	Northampton County Economic Development Representative, Rich Morrison (Accomack County), Pat Coady (Shore Growth Ventures)	Short Term	May 2018	Business case ability to meet goals repay loans or credible investment	Not started
Establish due diligence/support/compliance committees	Primary: Shore Growth Ventures Secondary: Accomack-Northampton Planning District Commission	Ron Matthews (Shore Growth Ventures)	Short Term	March 2018	Ensure compliance with requirements and decrease failure rate < 30% compared to baseline of 2016 rate	Started but not complete

Shore more attractive.

Provide a central source for complete listing of federal, state, local, and private incentives and credits available to new firms.

Trovido a comitar coarco for compre	oto noting or rodoral, otato,	roodi, aria privato irroomari	oo arra or	Carto a ramabio	to new mine.	
Document and advertise all federal, state, and local incentives available	Primary: Accomack-Northampton Planning District Commission, Shore Growth Ventures Secondary: Northampton County Joint Industrial Development Authority, Accomack County Economic Development Authority	Curtis Smith (Accomack- Northampton Planning District Commission), Pat Coady (Shore Growth Ventures)	Short Term	March 2018	 Place 4 advertisements in local media Advertise incentives on pertinent local web sites Publish documents of incentives 	Not started

FOUNDATIONAL & ENTREPRENEURSHIP DEVELOPMENT REGIONAL ACTION PLAN UPDATED NOVEMBER 2017

Document credits available to specific sectors for locating on the Shore	Primary: Northampton County Joint Industrial Development Authority, Accomack County Economic Development Authority Secondary: Accomack-Northampton Economic Development Subcommittee Partners	Charles Kolakowski (Northampton County), Rich Morrison (Accomack County)	Short Term and Ongoing	March 2018 & semi- annual thereafter	10 sector specific reports of credits available at Northampton County Joint Industrial Development Authority, Accomack County Economic Development Authority and economic development offices	Not started
Provide contacts to assist in obtaining such incentives and credits	Primary: Accomack-Northampton Planning District Commission, Northampton County Joint Industrial Development Authority, Accomack County Economic Development Authority Secondary: Accomack-Northampton Economic Development Subcommittee Partners	Curtis Smith (Accomack- Northampton Planning District Commission), Charles Kolakowski (Northampton County), Rich Morrison (Accomack County)	Short/ Mid Term	January 2018	One contact list distributed to all related and relevant parties and in information packet for prospective companies	Not started
Create concentration of efforts on attracting firms related to Wallops activities and opportunities	Primary: Wallops Research Park Secondary: Accomack-Northampton Economic Development Industry Sector Subcommittee Partners	Julie Wheatley (Accomack County)	Short/ Mid Term	December 2017	 4 firms exploring location at or in conjunction with Wallops work 1 new firm committed on location 	Ongoing

GOAL 3: Increase market and value-add opportunities for Eastern Shore products and providers.

Most of the Shore production in Agriculture and Aquaculture is sold offshore and wholesale. Most value added to those products is also done offshore, often providing greater margin than received by the producers. Building our economy on our production strengths and keeping more of the sales and tax dollars home will build our employment and our community. To increase our market and profitability and to capture more dollars from our sizable "pass through" traffic, it is important to provide our producers more market visibility and ways to improve their profitability. The anticipated outcome is improved margins for our producers and increased sales and tax dollars for our producers and communities.

Objective A: Create an attractive and compelling convention center and market location for sales of Eastern Shore products on U.S. Route 13.

The Shore produces significant agriculture and aquaculture products and has significant artisans and crafts. There is a need to increase retail (taxable) sales of the former and to increase the visibility and further develop the market for the latter.

Strategy	Responsibility	Key Contact	Tiı	meline	Activity Outcome/Output Measurements	Progress Status
Feasibility study of current and potential products for sale	Primary: Accomack-Northampton Planning District Commission <u>Secondary:</u> Foundational & Entrepreneurship Development Working Group Partners; Seafood, farm and craft organizations	Curtis Smith (Accomack- Northampton Planning District Commission); Sara Baldwin; Richard Williams	Short Term	December 2017	Submit study to Accomack-Northampton Economic Development Committee	Artisan Trail has list of potential products and Chamber of Commerce to start. Working group meeting scheduled for November 2017 to kickoff study.
Examine Business Case for Market and Convention Center	Primary: Accomack-Northampton Economic Development Committee, Accomack- Northampton Planning District Commission, Shore Growth Ventures, Eastern Shore of Virginia Tourism Commission Secondary: Foundational & Entrepreneurship Development Working Group Partners	Curtis Smith (Accomack- Northampton Planning District Commission), Pat Coady (Shore Growth Ventures), Kerry Allision (Eastern Shore of Virginia Tourism Commission)	Mid Term	March 2018	Recommendation of go/no-go on business case to Accomack-Northampton Economic Development Committee	Not started

FOUNDATIONAL & ENTREPRENEURSHIP DEVELOPMENT REGIONAL ACTION PLAN **UPDATED NOVEMBER 2017** Mid to Obtain funding for initial Primary: Curtis Smith November \$2 M in initial funding committed if Not started construction Accomack-Northampton (Accomack-Long 2019 decision is a go Planning District Northampton Term Planning District Commission Secondary: Commission) Northampton County Joint Industrial Development Authority, Accomack County **Economic Development** Authority, Vending organizations

GOAL 4: Develop affordable and reliable infrastructure to facilitate Eastern Shore businesses.

The Shore has a major advantage compared to similar rural areas in having an outstanding fiber-based Internet service structure. The need exists to extend high quality broadband beyond U.S. Route 13, the rail corridor, and the towns to reach nearly all small businesses and residences. Water, Sewer, and Power are always considerations for any new entrant.

Objective A: Make broadband (25 Mbps down & 4 Mbps up) available to all businesses and 80% of residences by 2025.								
Strategy	Responsibility	Key Contact	Time	eline	Activity Outcome/Output Measurements	Progress Status		
Further fiber construction to bring all mainland areas within reach (second phase)	Primary: Eastern Shore of Virginia Broadband Authority Board	Eastern Shore of Virginia Broadband Authority members and staff	Long Term	Mar. 2018	\$10-12 M in bonds and other funds issued for buildout. Capital Improvement Plan complete.	Not started		
Fiber to the premises on existing lines for 20% of residents	Primary: Eastern Shore of Virginia Broadband Authority	Robert Bridgham (Eastern Shore of Virginia Broadband Authority)	Long Term	Nov. 2020	20% of all addresses have access. 7% have connected and taken a service package to date.	2017/2018 -Funded 7 lines of 24 with 3 already open. 2019 – 7 more planned. 2020 – 7 more planned.		
Grants, loans, and private investment to extend broadband service to residents	Primary: Declaration Networks Group, Eastern Shore Communications	Barry Toser (Declaration Networks Group), Ronald van Geijn (Eastern Shore Communications)	Short Term	Mar. 2018	2 new grants obtained for last mile service	Grants are submitted with many regional partners. Awaiting decision.		
			Long Term	Dec. 2019	4 new grants obtained for last mile service	Private companies are partnering together and with public entities for grants and goals.		

FOUNDATIONAL & ENT	<u>REPRENEURSHIP</u>	DEVELOPMENT	REGIO	NAL A	CTION PLAN UPDATE	NOVEMBER 2017
Continue to apply for grants and loans to extend footprint	Primary: Eastern Shore of Virginia Broadband Authority Secondary: Accomack-Northampton Planning District Commission	Eastern Shore of Virginia Broadband Authority members and staff	Short Term	Jan. 2018	2 new broadband grants obtained	Not started
Explore further co-operation with the Accomack-Northampton Electric Cooperative	Primary: Eastern Shore of Virginia Broadband Authority, Accomack-Northampton Electric Cooperative	Authority members, Kelvin Pettit (Accomack- Northampton Electric Cooperative)		Dec. 2018	Agreement on future projects together Pole attachment agreement Additional low cost/no cost attachment agreement Joint construction project	Not started. Unknown if ANEC is willing to cooperate due to security and other limitations
Objective B: Plan comm sewage.	nercial/industrial co	oncentrations for f	uture de	evelopn	nent together with methods of pr	oviding water and
Examine and modify where necessary, zoning codes to place likely sites closer to existing water and sewer as feasible	Primary: Northampton County, Accomack County Secondary: Northampton & Accomack County Boards of Supervisors	Charles Kolakowski (Northampton County), Rich Morrison (Accomack County)	Short Term	June 2018	2 zoning codes modified to facilitate new venture locations near existing water and sewer	Northampton Co. Comp Plan update underway. No update from Accomack Co.
Work with water and sewer providers to expand locations for commercial and industrial development.	Primary: Northampton & Accomack County Economic Development Officials, Existing Water & Sewer Providers	Charles Kolakowski (Northampton County), Rich Morrison (Accomack County), Town Officials	Short/ Mid Term and ongoing	June. 2018	 Agreements reached with 2 town sewage plants for additional hookup terms. Agreement with two well owners on terms for additional hookups for commercial service 	Northampton Co. – need to contact Northampton Co. towns Accomack Co. – no update
Market existing locations for business development.	Primary: Northampton & Accomack County Economic Development Officials Secondary: Northampton County Joint Industrial Development Authority, Accomack County Economic Development Authority	Charles Kolakowski (Northampton County), Rich Morrison (Accomack County)	Long Term	Dec. 2018	4 new firms attracted	Underway and ongoing

Objective C: Coordinate with the Accomack-Northampton Electric Cooperative to provide reliable cost-effective "smart" power from both renewable and traditional sources.

Encourage new generation rapid	Primary:	Charles Kolakowski	Mid	Dec.	One new "peaker" plant capable of offsetting	Ongoing, Not Complete
start fill-in power (peak plants)	Northampton &	(Northampton County),	Term	2019	existing solar capacity	
	Accomack County	Rich Morrison				
	Economic Development	(Accomack County)				
	Officials					
	<u>Secondary:</u>					
	Accomack-Northampton					
	Electric Cooperative					
Become an attractive test site for	<u>Primary:</u>	Charles Kolakowski	Long	Dec.	One firm committed to locating test plant on	Not started
power grid scale power storage	Northampton &	(Northampton County),	Term	2019	Eastern Shore	
	Accomack County	Rich Morrison & Julie				
	Economic Development	Wheatley (Accomack				
	Officials, Wallops	County)				
	Research Park					
	<u>Secondary:</u>					
	Northampton County					
	Joint Industrial					
	Development Authority,					
	Accomack County					
	Economic Development					
	Authority					
Extend natural gas pipeline from	Primary: Accomack	Rich Morrison	Mid	Dec.	Facilitate extension of natural gas pipeline	Ongoing. Extension
Maryland to meet needs of local	County Economic	(Accomack County)	Term	2018	from Maryland to Accomack County	project currently in
businesses.	Development Officials					open season.
	<u>Secondary:</u> Accomack -	Rich Morrison	Long	2020	Extend pipeline further to major employers	Not started
	Northampton Planning	(Accomack County)	Term			
	District Commission,					
	Northampton County					
	Economic Development					
	Officials					

Objective D: Coordinate with local transportation agencies to ensure adequate and reliable transportation infrastructure for local businesses.

Maintain the railroad and explore potential opportunities for expanded/restored usage.	Primary: Bay Coast Railroad, Northampton County Joint Industrial Development Authority,	Northampton and Accomack County Economic Development Officials	Short Term	Dec. 2017	Explore potential opportunies for new or existing businesses to restore or expand use of railroad.	Started. No update for Nov. 2017
	Accomack County Economic Development Authority Secondary: Accomack-Northampton Planning District Commission		Mid Term	Jan. 2020	Make improvements by 2020 including cross ties, surfacing, lining, culverts and ballasting the track.	Ongoing, not complete
Protect, preserve, and enhance working waterfronts by implementing the recommendations included in the Eastern Shore Chapter of the Virginia Working Waterfronts Master Plan	Primary: Accomack-Northampton Planning District Commission Secondary: Accomack County, Northampton County, waterfront towns	Curtis Smith (Accomack- Northampton Planning District Commission)	Long Term	Dec. 2020	Implement all recommended items in the Eastern Shore Chapter of the Virginia Working Waterfronts Master Plan	Ongoing. Progress made on several items but very few complete to date
Ensure regional navigable waterways are of adequate depth to support existing and new businesses and users	Primary: Eastern Shore of Virginia Regional Navigable Waterways Committee Secondary: Accomack-Northampton Planning District Commission	John Joeckel (Eastern Shore of Virginia Regional Navigable Waterways Committee), Curtis Smith and Shannon Alexander (Accomack-Northampton Planning District Commission)	Short to Mid Term	June 2018	Complete a U.S. Planning Assistance to States Shallow Draft Navigation and Sediment Management Plan for local federally-designated waterways. To include a complete economic impact assessment of water-dependent businesses for local waterways.	Application submitted. Awaiting approval from US Army Corps for study to begin.
			Mid Term	Mar. 2019	Complete strategic funding plan for dredging of non-federally-designated waterways.	Started. Partnering with Middle Peninsula and Northern Neck to develop policy and funding mechanisms
			Long Term	Mar. 2022	 Complete dredging of at least 5 dredging projects for federally-designated waterways with each considering alternative beneficial uses of dredge spoils. Complete dredging of at least 3 dredging projects for non-federally-designated waterways 	Ongoing. Alternative beneficial use being considered for Wachapreague area and alternative beneficial use study for Tangier awaiting funding

FOUNDATIONAL & ENTREPRENEURSHIP DEVELOPMENT REGIONAL ACTION PLAN **UPDATED NOVEMBER 2017** Identify current and future Primary: Accomack-Northampton Short June • Complete regional survey of current Started November pedestrian use areas for Accomack-Northampton **Transportation Technical** 2018 pedestrian use areas and present findings Term 2017 Advisory Committee communities and local **Transportation Technical** to relevant stakeholders. businesses and implement **Advisory Committee** Members, Barb Schwenk Prioritize and develop strategic financing plan Working with VDOT Secondary: Mid actions to ensure safe and (Accomack-Northampton June Accomack-Northampton **Planning District** (implementation plan) for pedestrian safety regarding cost-effective adequate pedestrian facilities Term 2019 Planning District Commission), Chris Isdell improvements in high volume corridors. signage for designated Commission, Virginia (Virginia Department of pedestrian routes on Department of Transportation) lowest volume roads. Acquire necessary funding and implement Mid to 2022 Not started Transportation pedestrian safety improvements of high Long Term priority areas.