



Starting Your Business

This publication is designed to provide information on a wide variety of resources available to new and existing businesses in Campbell County. Information on the responsibilities and regulations governing business in Virginia is also included. We hope you find this booklet helpful.

Starting a Business in Campbell County is also available on the Campbell County Economic Development web site at www.campbellvirginia.com.

Steps to Starting a Business in Campbell County

All individuals or organizations wishing to start a business in Campbell County must contact the Community Development Office and the Commissioner of the Revenue's Office. The following information is provided to help guide you through the process.

Step One: Community Development

The permit required by the Community Development Office prior to operating a business depends upon the zoning classification of the property and the business type.

Home Occupation Permit

A zoning home occupation permit is required for all home-based businesses in residential and agricultural zoning districts. The applicant is required to sign a Home Occupation permit certifying that he/she agrees to comply with all Campbell County home occupation ordinances.

Applicant Information Required:

1. Owner of property
2. Type of business
3. Intensity of business
4. Payment of all outstanding real estate taxes

NOTE: If the applicant is NOT the property owner, a letter signed by the property owner allowing the operation of the business on the property must be provided at the time of application.

Step One: Community Development, continued

Occupancy Permits

A zoning/building permit is required for all businesses in all zoning districts.

Occupancy – Permit required for businesses locating in new construction.

Change of Occupancy – Permit required for a change of occupancy in an existing building with the same type of business.

Change of Use & Occupancy – Permit required for a change of occupancy in an existing building with a different type of business.

Applicant Information Required:

1. Owner of property
2. Type of business
3. Intensity of business
4. Payment of all outstanding real estate taxes

NOTE: If the applicant is NOT the property owner, a copy of the lease agreement allowing the operation of the business on the property must be provided at the time of application.

The following applies to both Home Occupation and Occupancy Permits.

- The applicant must provide information regarding the TYPE of business to be operated on the property (examples: professional office, beauty salon, machine shop, restaurant, etc.).
- The applicant must provide information regarding the INTENSITY of the business proposed. Information regarding the expected levels of traffic, types of machinery involved and manufacturing processes proposed must be provided at the time of application.
- All food-related businesses (service or manufacturing) MUST contact the Health Department and the US Department of Agriculture prior to the application of Occupancy Permits to ensure Health and USDA requirements are met. If public water and/or sewer are available at the business site, CCUSA should be contacted to ensure all requirements can be met.
- All delinquent property taxes MUST be paid in full before the issuance of any permits.
- State law requires that individuals or organizations in the construction industry may require a Class A, B or C contractor's license issued through the Virginia Department of Professional & Occupational Regulation (www.dpor.virginia.gov) depending upon the type of work performed.

Step One: Community Development, continued

- Applicants for Home Occupation or Occupancy Permits must apply in person at the Campbell County Community Development Office. When in doubt, call prior to visiting Community Development to ensure all application requirements can be met at that time.
- While there is no charge for zoning permits, permits issued by the Building Inspections Office do require a fee. All fees must be paid by cash, check, money order or credit.

Contact Information

Campbell County Community Development

85 Carden Lane ◦ Citizen Services Building

PO Box 100 ◦ Rustburg, VA 24588

Phone: (434) 332 - 9597

Fax : (434) 332 - 9693

www.campbellcountyva.gov

Step Two: Commissioner of the Revenue's Office

After receiving a Home Occupation or Occupancy Permit from the Campbell County Zoning office and/or Building Inspections office, individuals or organizations wishing to start a business must apply for a Business License with the Commissioner of the Revenue's Office.

Business License Application – Information Required

1. Federal Employer Identification No. (FEIN) or Social Security No.
2. Applicant name
3. Mailing address
4. Physical address (location of the business)
5. Type of operation
6. Telephone numbers
7. Contact person
8. Estimate the gross receipts of the operation for the remaining months in the calendar year. This determines the business license fee (see schedule).

Step Two: Commissioner of the Revenue's Office, continued

<i>Fee Chart</i>	
<i>Amount of Gross Receipts</i>	<i>License Fee</i>
\$0.00 - \$14,999.99	\$20 License Fee
\$15,000.00 - \$29,999.99	\$30 License Fee
\$30,000.00 - \$99,999.99	\$40 License Fee
Over \$100,000	See Rate Chart

<i>Rate Chart</i>	
<i>License Type</i>	<i>Tax Rates: Per \$100 of Gross Receipts</i>
*Wholesalers	\$0.0475
Public Service Utility Companies	0.0048% of ALL Gross Receipts
Contractors	\$0.1520
Retailers	\$0.1900
Personal Services & Repairs	\$0.3325
Professional Services	\$0.4750
**Gasoline and Fuel Retailers	\$0.1900
<i>*Wholesales file for business licenses based upon gross purchases.</i>	
<i>**Applies to retail sales of gasoline, diesel, and blended fuels, does not apply to sale of propane.</i>	

The Commissioner of the Revenue's Office accepts cash, checks or money orders for the payment of business license fees. Credit cards are NOT accepted at this time.

Step Three: State Corporation Commission (SCC)

Once the business license application is submitted with the required fee, the applicant must register his/her Trade or Fictitious Name with the State Corporation Commission (SCC) if the business will be operated under a name other than that listed on the business license application. According to the SCC, "A certificate of assumed or fictitious name must be prepared on a form prescribed by the Commission." This form must then be filed with the Office of the Clerk of the Commission. The fee for this filing is \$10.00 and checks should be made payable to "State Corporation Commission." The forms to fill out can be found on the SCC website at <https://scc.virginia.gov> and by clicking on the link "Creating a business." Please also be aware that using a fictitious name without first filing with the SCC is a misdemeanor, punishable by fine or jail time. For more information, please refer to the SCC website or contact the SCC at 804-371-9967, or toll-free at 1-800-552-7945.

Step Four: Issuance of the Business License

Once the applicant registers their trade or fictitious name with the SCC, the applicant must submit both the Trade Name Registration and Occupancy Permit (Zoning) to the Commissioner of the Revenue's Office.

The Commissioner of the Revenue's Office will issue a Business License after all requirements are met.

PLEASE NOTE:

- All delinquent personal property taxes must be paid in full before any business licenses are issued.
- The Commissioner of the Revenue's Office can assist applicants appearing in person with obtaining a Federal Employer Identification Number, completing the Name Registration Form and with obtaining a Virginia Sales Tax account number.
- The Commissioner of the Revenue's Office provides federal, state and local tax forms to individuals and businesses.
- Total process (Zoning, Commissioner of the Revenue and Circuit Court Clerk's Office) averages 45 – 60 minutes.
- Please see Campbell County Code Section 14 for information on possible penalties for not obtaining proper permitting or licenses.

Contact Information

Campbell County Commissioner of the Revenue's Office

Calvin Massie, Commissioner of the Revenue

Michele Roakes, License Administrator

85 Carden Lane ◦ Citizen Services Building

PO Box 66 ◦ Rustburg, VA 24588

Phone: (434) 332 - 9518

www.campbellcountyva.gov



Campbell County at a Glance

Population

Total Population (2018 US Census Estimate)	54,973
Projected 2030 Population (2019 Virginia Employment Commission)	60,258
Median Age (2019 Chmura JobsEQ)	42.8 years
Persons per square mile (2010 US Census)	108.8
Mean Travel Time to Work (2017 US Census Estimate)	25.3 minutes

Employment

Civilian Labor Force (2017 US Census Estimate).....	27,401
Unemployment Rate (2018 Virginia Employment Commission).....	3.3%

Wages

Median Household Income (2017 US Census Estimate)	\$48,823
Per Capita Income (2017 US Census Estimate).....	\$26,417
Average Weekly Wage (2018 Virginia Employment Commission)	\$944
Average Hourly Wage (2018 Virginia Employment Commission)	\$23.60

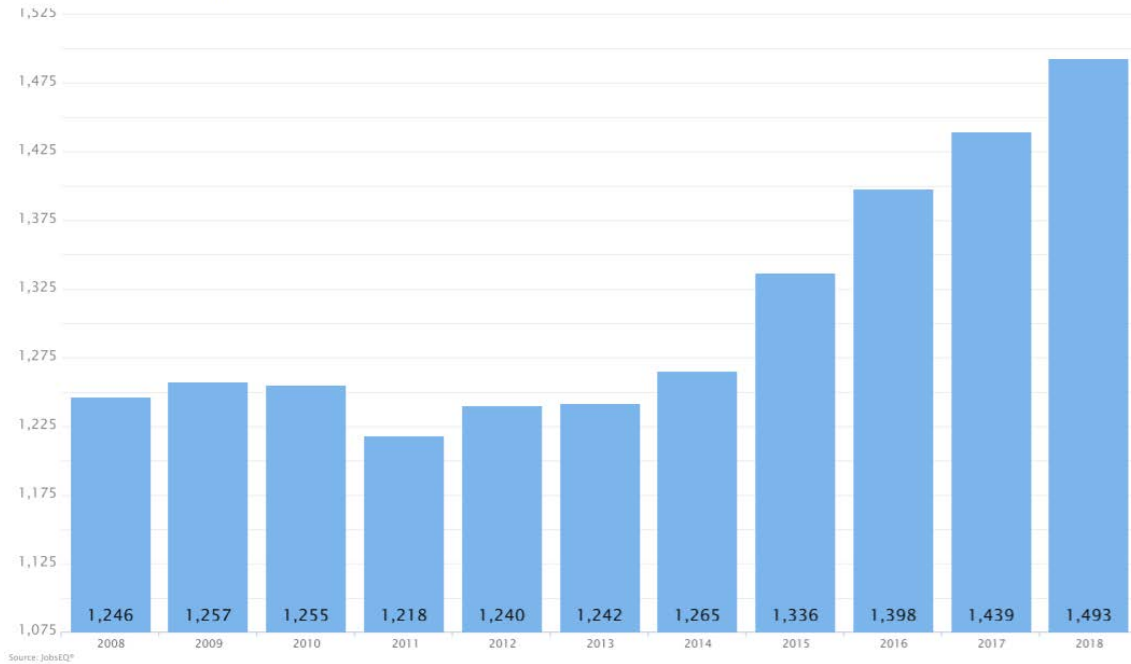
Tax Rates (Effective Rate/\$100)*

Real Estate.....	\$0.52
Machinery and Tools.....	\$3.25
Personal Property Tax.....	\$4.40
Business Personal Property Tax (1-10 Years).....	25% of cost
Business Personal Property Tax (10+ Years).....	15% of cost

*The towns of Altavista and Brookneal levy taxes in addition to those stated above.

Establishments – All Industries (Source: Chmura JobsEQ, 2018)

In 2018, there were 1,493 Total - All Industries establishments in Campbell County, Virginia (per covered employment establishment counts), an increase from 1,246 establishments ten years earlier in 2008.



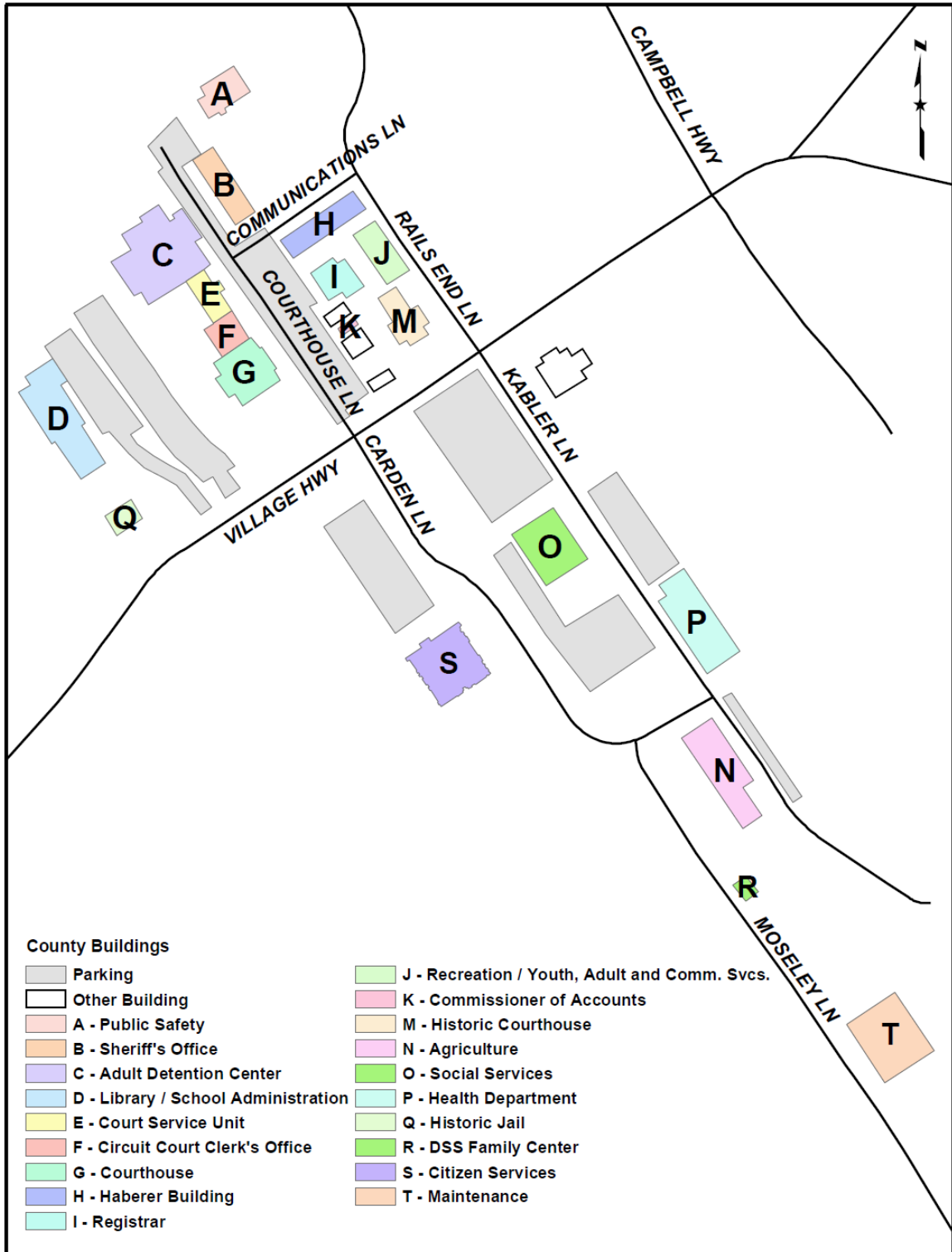
Employment by Industry (Source: Chmura JobsEQ, 2nd quarter 2019)

Campbell County, Virginia, 2019q2¹

NAICS	Industry	CURRENT		5-YEAR HISTORY			1-YEAR FORECAST					
		Empl	Avg Ann Wages	LQ	Empl Change	Trend	Ann %	Total Demand	Exits	Transfers	Empl Growth	Ann % Growth
31	Manufacturing	4,796	\$75,990	3.02	67		0.3%	466	185	315	-33	-0.7%
44	Retail Trade	2,261	\$25,039	1.13	495		5.1%	309	134	169	7	0.3%
23	Construction	2,142	\$44,671	1.95	244		2.4%	231	76	135	20	0.9%
61	Educational Services	1,467	\$32,865	0.93	31		0.4%	136	65	70	0	0.0%
72	Accommodation and Food Services	1,242	\$15,529	0.72	98		1.7%	209	89	112	8	0.7%
62	Health Care and Social Assistance	1,182	\$28,223	0.43	-61		-1.0%	137	55	57	25	2.1%
81	Other Services (except Public Administration)	1,134	\$18,570	1.36	85		1.6%	133	59	70	4	0.3%
56	Administrative and Support and Waste Management and Remediation Services	746	\$30,397	0.60	-263		-5.9%	93	37	50	7	0.9%
42	Wholesale Trade	698	\$63,639	0.96	102		3.2%	69	28	46	-4	-0.5%
54	Professional, Scientific, and Technical Services	607	\$60,899	0.47	85		3.1%	58	20	33	6	0.9%
48	Transportation and Warehousing	573	\$46,757	0.66	35		1.3%	61	26	35	0	0.0%
92	Public Administration	565	\$37,899	0.63	-2		-0.1%	53	22	30	1	0.1%
52	Finance and Insurance	439	\$48,683	0.58	113		6.1%	42	16	26	1	0.2%
11	Agriculture, Forestry, Fishing and Hunting	385	\$19,086	1.49	-64		-3.0%	42	18	24	0	0.1%
71	Arts, Entertainment, and Recreation	259	\$14,927	0.67	-19		-1.4%	38	16	20	2	0.7%
51	Information	206	\$49,032	0.55	9		0.9%	20	7	13	0	-0.2%
53	Real Estate and Rental and Leasing	183	\$34,161	0.55	26		3.1%	19	9	10	1	0.4%
22	Utilities	110	\$82,054	1.11	4		0.8%	10	4	6	0	-0.1%
55	Management of Companies and Enterprises	110	\$120,333	0.38	43		10.5%	10	4	6	0	0.4%
99	Unclassified	60	\$34,841	2.93	60		n/a	7	3	4	0	0.3%
21	Mining, Quarrying, and Oil and Gas Extraction	29	\$54,924	0.34	-6		-3.9%	3	1	2	0	-0.9%
	Total - All Industries	19,195	\$45,357	1.00	1,082		1.2%	2,145	899	1,198	48	0.3%

Source: JobsEQ®
 Data as of 2019Q2
 Note: Figures may not sum due to rounding.
 1. All data based upon a four-quarter moving average.
 Exits and transfers are approximate estimates based upon occupation separation rates.

Campbell County Government Offices



Permit/License Contact Information

Air Pollution Control Hazardous Materials Permits	Facilities emitting gases or particles. Facilities with air emission units (Incinerators, dry cleaners, certain fuel burners, etc). Facilities using/operating with any hazardous material.	Campbell County Department of Health Environmental Services (434) 332-9550 Virginia Dept. of Environmental Quality (434) 582-5120 Campbell County Fire Marshall (434) 332-9640
Alcoholic Beverage Licenses	All selling alcoholic beverages.	Virginia ABC Board (804) 213-4400
Building Permits	Anyone erecting or modifying building structures.	Campbell County Building Inspections (434) 332-9596
Business, Professional & Occupational Licenses (BPOL)	All businesses located or operating in Campbell County.	Commissioner of the Revenue's Office (434) 332-9518
Certificates of Authority	Corporations doing business in VA but incorporated elsewhere.	Virginia State Corporation Commission (804) 371-9967
Contractor Licenses	Practicing electrical, mechanical (heating, ventilation and air conditioning), plumbing and home improvement contractors.	Virginia Dept. of Professional & Occupational Regulation (804) 367-8500
Electrical Permits	Those installing or replacing electrical equipment.	Campbell County Building Inspections (434) 332-9596
Employer ID Number	Businesses required to file Federal tax documents.	US Internal Revenue Service 1-800-829-1040 or 1-800-829-4933
Food Service Permits	All food establishments.	Campbell County Department of Health (434) 332-9550 US Dept. of Agriculture (202) 720-2791
Home Occupation Permit	Businesses located in residential dwellings.	Campbell County Community Development (434) 332-9596
Mechanical Permits	Those installing or replacing mechanical equipment.	Campbell County Building Inspections (434) 332-9596
Plumbing Permits	Those installing or replacing plumbing equipment.	Campbell County Building Inspections (434) 332-9596
Occupancy Permit	Those building new facilities for business use, changing the use of a building or changing the business of an existing commercial building.	Campbell County Community Development (434) 332-9596
State Occupation/Business License	Occupations and professions that require state licensure.	Various State Agencies (804) 786-0000
Trade Name Registration	Business operating under a trade or fictitious name.	Campbell County Circuit Court Clerk's Office (434) 332-9517
Trademark Registration	Any person who owns/uses a trademark in Virginia.	Virginia State Corporation Commission (804) 371-9667

Quick Telephone Reference

Campbell County Circuit Court Clerk's Office

Trade Name Registration (434) 332-9517

Campbell County Commissioner of the Revenue's Office

Business Licenses (434) 332-9518

Campbell County Community Development

Building Inspections (434) 332-9596

Zoning (434) 332-9597

Addressing..... (434) 332-9639

Campbell County Economic Development

Economic Development..... (434) 332-9595

Campbell County Health Department

Environmental Services..... (434) 332-9550

Campbell County Public Safety

Fire Marshall (434) 332-9540

US Internal Revenue Service

Employer ID Number 1-800-829-1040

Virginia Department of Environmental Quality

Lynchburg Office (434) 582-5120

Virginia Department of Taxation

Virginia Tax ID Number (804) 367-8036

Virginia State Corporation Commission

SCC 1-800-552-7945

Quick Website Reference

Campbell County

www.campbellcountyva.gov

Campbell County Economic Development

www.campbellvirginia.com

Region 2000 Small Business Dev. Centre

www.lbdc.com

Business USA

www.business.usa.gov

US Dept. of Agriculture

www.usda.gov

US Internal Revenue Service

www.irs.gov

Virginia Dept. of Business Assistance

www.dba.virginia.gov

Virginia Dept. of Environmental Quality

www.deq.virginia.gov

Virginia DPOR

www.dpor.virginia.gov

Virginia Dept. of Taxation

www.tax.virginia.gov

Virginia State Corporation Commission

www.scc.virginia.gov